



Diploma of Finance and Mortgage Broking Management

(FNS50315)

Course Overview


Mentor
education

RTO 21683

www.mentor.edu.au

Why Mentor Education

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“I was extremely impressed with the quality of the training that you delivered”

Tony Read - Mentor Education Diploma Graduate

Established in 2003, we are Australia's largest privately owned training organisation focused purely on Financial Services & Business training market. Many of our graduates currently work for Australia's leading financial services institutions (including Big 4 Banks) and small businesses all around Australia.

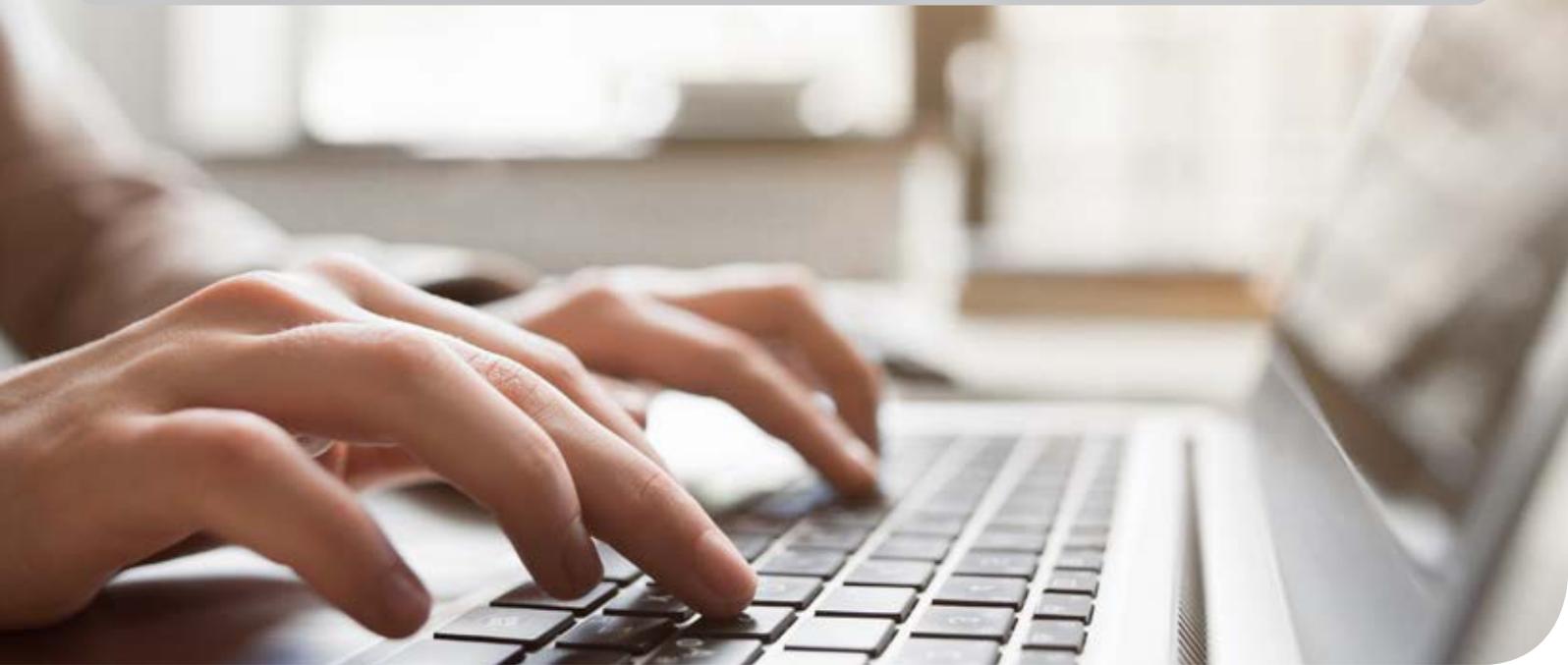
Building on the strong relationships we develop with learners completing our courses, our industry experts are available by arrangement to provide ongoing mentoring on an individual or organisation-wide basis. Learners can also benefit from access to current industry information through our state-of-the-art Continuing Professional Development (CPD) program and Best Practice Review Audits.

Exemplary Student Support

Mentor Education has gained an enviable reputation as the only financial training organisation that can deliver outstanding RG146 compliance and financial training coupled with personalised student support and customer service.

Our commitment to you

Our commitment is exemplified by the high level of student support received - our industry experts and assessors are available to personally respond to your questions and offer constructive feedback and guidance.



Student Support

To help you thrive and achieve your study goals, expert teacher support is available to you



Phone Support
Available

1300 306 146 **+61 3 8317 2953**
Monday to Friday 9am to 5.00pm (AEST)



Email Support
Response within two business days

You can get one on-one help from expert tutors via email and you are encouraged to share your work to receive feedback.

Payment Options

Mentor Education has assisted many students from a variety of backgrounds and needs. Simply speak to your course adviser for a Payment Option that will work for you.



\$67,644

The average minimum salary for Mortgage Broking jobs on SEEK in September 2014

\$84,897

The average maximum salary for Mortgage Broking jobs on SEEK in September 2014

Course name	Diploma of Finance and Mortgage Broking Management
Course code	FNS50315
Delivery options	Online Learning / Workshops
Pathway:	Diploma upgrade from Certificate IV in Finance and Mortgage Broking (FNS40815)
Course duration	Up to 12 months
Assessments	Multiple Choice Questions, Assessment Task, Skills Assessment
Nationally recognised	Yes
Potential Jobs	
<ul style="list-style-type: none">• Mortgage Broker• Finance Broker,	<ul style="list-style-type: none">• Loans officer• Lending Manager

Course Overview

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Finance and Mortgage Brokers play a critical role ensuring business and retail clients receive professional advice on the right, cost effective loan to meet their specific needs. The Diploma of Finance and Mortgage Broking Management (FNS50315) qualification from Mentor Education is the right course for new entrants into this dynamic profession and the 'Diploma Upgrade' has been designed for existing advisers to upgrade their old Certificate IV qualification.

Course Overview

The financial services industry for mortgage broking professionals is a rewarding career and continues to show strong growth, providing numerous opportunities for skilled, professional graduates. The Diploma of Finance and Mortgage Broking Management (FNS50315) is suited to those who aspire to or are currently employed in the mortgage broking industry and are seeking to achieve the educational requirements of ASIC's Regulatory Guideline 206.

In this ever-changing marketplace of digital natives, employers are increasingly looking for candidates who are equipped to meet the challenges of servicing a range of complex financial services clients. Those with professional and practical skills in finance & mortgage broking management will have an edge over their peers, offering a higher calibre of professional and ethical services to their clients, enabling you to build trust and lasting client relationships.

The Diploma of Finance and Mortgage Broking Management offers a direct pathway into this secure and diverse sector. Providing the opportunity to widen your professional broking skills, this course aims to deliver a cross section of practical skills including:

- Preparation of loan applications on behalf of finance or mortgage broking clients
- Identifying and developing broking options for clients with complex needs
- Apply principles of professional practice to work in the financial services industry



Industry Endorsed and Trusted

Mentor Education's Diploma of Finance and Mortgage Broking Management (FNS50315) course is a nationally recognised training accredited qualification that meets the education requirements of the regulator (ASIC), employers, aggregators and industry associations. With over 14 years' experience and more than 20,000 students, Mentor has a well-earned reputation as the largest privately owned financial services education provider, with full student support, quality training and assessment and linkages to employers, aggregators, mentors and the broader industry.



Entry requirements

This is an open entry course with no pre-requisite qualifications. In order for you to successfully complete this course, it is recommended that you have a strong literacy and numeracy skills.

Students may wish to undertake the completion of the Certificate IV in Finance and Mortgage Broking (FNS40815) qualification prior to completing the 'Diploma Upgrade' component of this course as a scaffolded, two-step process.

Who Should Enrol?

This course is designed for new entrants from any walk of life seeking to become mortgage brokers, commodities brokers, investment brokers and other financial brokers, qualifying graduates to offer finance and mortgage broking services. It has a strong practical, experiential focus which encourages application of principles in a professional, ethical and client centric manner.

Course Outcomes

Upon successful completion of this course, you will be awarded the FNS50315 Diploma of Finance and Mortgage Broking Management qualification, a nationally recognised formal qualification.

Assessment

Assessment tasks may be a combination of:

- Short answer questions
- Case study and scenario responses
- Projects, Portfolio
- Role Plays
- Practical Demonstration
- Journal and Self-reflection exercises

Course Outline

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This course provides the skills and knowledge required for advice and management roles in the finance and mortgage broking industry, equipping you to work independently or in team. During your studies, you will apply your theoretical learning in various practical case-study based scenarios, to deliver solutions and judgements in finance and mortgage broking planning activities.

Units of Competency

Core Units

BSBRK401	Identify risk and apply risk management processes
FNSCUS501	Develop and nurture relationships with clients, other professionals and third-party referrers
FNSFMB401	Prepare loan application on behalf of finance or mortgage broking clients
FNSFMB402	Identify client needs for broking services
FNSFMB403	Present broking options to client
FNSFMB502	Identify and develop broking options for clients with complex needs
FNSFMB503	Present broking options to client with complex needs
FNSFMB504	Implement complex loan structures
FNSFMK505	Comply with financial services legislation and industry codes of practice
FNSINC401	Apply principles of professional practice to work in the financial services industry

Elective Units

BSBMGT502	Manage people performance
BSBMGT517	Manage operational plan
FNSFMB501	Settle applications and loan arrangements in the finance and mortgage broking industry
FNSRSK602	Determine and manage risk exposure strategies
BSBWOR501	Manage personal work priorities and professional development

Course Outline

Units of Competency

Core Units

BSBRSK401 - Identify risk and apply risk management processes

This unit describes the skills and knowledge required to identify risks and to apply established risk management processes to a defined area of operations that are within the responsibilities and obligations of the role.

FNSCUS501 - Develop and nurture relationships with clients, other professionals and third-party referrers

This unit describes the skills and knowledge required to communicate and network with a wide range of people to increase efficiency, build continuing relationships and improve sales.

It applies to individuals who are responsible for relationship development and may use a range of specialised and managerial techniques to engage with others.

FNSFMB401 - Prepare loan application on behalf of finance or mortgage broking clients

This unit describes the skills and knowledge required to prepare a client's loan application to a relevant lender and present and process the loan using appropriate channels. Assistance with loan settlement may also apply.

It applies to individuals who use analytical and organisational skills to complete administrative requirements and use interpersonal skills to work effectively with a range of clients and personnel.

FNSFMB402 - Identify client needs for broking services

This unit describes the skills and knowledge required to determine clients' finance broking requirements and explain capabilities and legal and compliance related issues so clients are aware of their rights.

It applies to individuals who are skilled at building relationships and who use specialised knowledge and analytical skills to provide advice and a range of services for clients.

FNSFMB403 - Present broking options to client

This unit describes the skills and knowledge required to collect information, conduct research and develop and present broking options to clients.

It applies to individuals who use analytical skills and effective communication and negotiation skills to clearly present financial information to a range of individuals with varying needs.

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FNSFMB502 - Identify and develop broking options for clients with complex needs

This unit describes the skills and knowledge required to identify complex financial needs for a client and consider complicated issues such as economic and legislative requirements to develop broking strategies and solutions for a client.

It applies to individuals who use research and analytical skills for complex scenarios to develop customised solutions for clients.

FNSFMB503 - Present broking options to client with complex needs

This unit describes the skills and knowledge required to present complex information and required documentation to complex clients.

It applies to individuals who use specialised knowledge and strong communication and interpersonal skills to convey and negotiate complex requirements.

FNSFMB504 - Implement complex loan structures

This unit describes the skills and knowledge required to establish actions, timings and priorities needed to implement complex loans and applies to finance brokers working with clients with complex needs.

It applies to individuals who use specialised knowledge and well developed organisational skills to coordinate the implementation of complex financial processes.

FNSFMK505 - Comply with financial services legislation and industry codes of practice

This unit describes the skills and knowledge required to ensure compliance with finance industry regulations and industry codes of practice on an organisational level.

It applies to individuals who use, maintain and share highly specialised knowledge to a range of personnel to ensure compliance and quality standards.

FNSINC401 - Apply principles of professional practice to work in the financial services industry

This unit describes the skills and knowledge required to identify industry professional approaches to procedures, guidelines, policies and standards and to model and meet expectations of these in all aspects of work.

Course Outline

Elective Units

BSBMGT502 - Manage people performance

This unit describes the skills and knowledge required to manage the performance of staff including through key result areas and key performance indicators.

BSBMGT517 - Manage operational plan

This unit describes the skills and knowledge required to develop and monitor the operational plan to provide efficient workplace practices.

FNSFMB501 - Settle applications and loan arrangements in the finance and mortgage broking industry

This unit describes the skills and knowledge required to settle applications and loan arrangements for debt finance and undertake final arrangements to secure and complete the lending transaction for a client applying for a mortgage or related finance.

FNSRSK602 - Determine and manage risk exposure strategies

This unit describes the skills and knowledge required to determine and manage appropriate risk exposure management strategies and communicate these strategies. It is aimed at setting the strategy for portfolio managers, including what types of business will be targeted.

BSBWOR501 - Manage personal work priorities and professional development

This unit describes the skills and knowledge required to create systems to organise information and prioritise tasks.

Study options

www.mentor.edu.au

Online learning

Study online at your own pace, giving you the flexibility to achieve a nationally recognised qualification whilst also fulfilling your other life commitments.

Face-to-face Instructor-led Classroom

Face-to-face class-room workshop is the fastest way to achieve your qualification. Conducted either face to face or via video conference and facilitated by industry professionals skilled at making the workshop experience interactive, incorporating real life examples of today's market place.

Unlimited e-mail and phone support is provided by our experienced student support team between Monday to Friday, 9am – 5pm, so you're never left to feel 'lost' or stuck during your studies.

How to Enrol

To enrol, you can complete one of the following options:



Visit <https://enrolments.mentor.edu.au/enrol-selfserve> and complete the online enrolment form



Download and complete the Student Enrolment Form and scan/email to learn@mentor.edu.au



Call 1300 306 146 (option 1 'new enquires ') or +61 3 8317 2953 (for International students)

Mail

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