

# FACT SHEET

## Certificate IV in Financial Services (Finance Mortgage Broking) (Mortgage Consultant Qualifying Certificate)



### Walker and Miller Financial Services



Mich Enterprises T/A  
Walker and Miller Financial Services ABN 12 053 113 938  
Level 3, 97 Pacific Highway  
PO Box 6478 North Sydney NSW 2060  
**Phone: 1300 136 947**  
**Fax: 1300 136 948**  
**Email: [info@walkerandmiller.com](mailto:info@walkerandmiller.com)**

**Walker & Miller Financial Services provide one of the few independent Mortgage broker courses in Australia recognized by the Mortgage & Finance Association of Australia (MFAA) and major Australian lending institutions.**

#### What does the Course Cover?

This comprehensive course delivers industry-specific concepts and proven techniques to aspiring and experienced mortgage brokers. Adopting an A-Z approach to mortgage broking, this course covers a broad array of information, including....

**Introduction to the Australian Mortgage Industry:** History; Licensing and Accreditation; Broker Requirements; Terminology; Industry Bodies and Related Organizations.

**Legislation and Regulatory Framework:** Uniform Consumer Credit Code (UCCC); Trade Practices Act; Code of Banking Practice; Privacy Act; Commission Disclosure; Comparison Rates; Financial Services Reform Act (FSRA); Financial Transactions Report Act; OH&S.

**Lending Institutions and Loan Types:** Banks; Credit Unions; Building Societies; Securitised Lenders; Non-Conforming Lenders; Owner Occupied Mortgage; Residential Investment Mortgage; Bridging Finance; Residential Business Loans; Personal Loans; Commercial Lending; Deposit Bonds; Lender Peripherals.

**Loan Fundamentals:** What Influences Interest Rates; Core Lending Products; Loan Features and Packages; Risk Management through Insurance; Negative Gearing.

**Lending Fundamentals and Ethics:** The Initial Assessment; The Eight C's of Credit; Employment/Income Considerations; Qualifying Rates; Debt Servicing Ratio (DSR); Net Servicing Ratio (NSR); Loan to Value Ratio (LVR); Lender's Mortgage Insurance (LMI); Loan Serviceability Calculators; Statement of Position; Risks and Mitigants; Credit Reports; Non-Resident Lending; Ethical Considerations.

### Start Your Career as a Mortgage Broker Now

**The Loan Process – From Interview to Settlement:** Client Needs Analysis; The Application; Submission and Approval; Settlement; Roles of Each Party; Residential Mortgage Process Diagram; Record Keeping; Filing Systems; Finance Software; Commission Payments.

**Calculation of Fees; Use of Grants and Concessions:** Stamp Duty and Other Duties; Miscellaneous Fees; State-Specific Grants and Concessions.

**Understanding Financials and Corporate Entities:** Balance Sheet; Profit and Loss Statement; Self-Employed Client; Corporate Entities; Self-Employed Case Study.

**Productivity and Marketing Skills:** Now You Are a Mortgage Broker; Time Management Strategies; Goal Setting Techniques; Effective Communication; Prospecting; Prospect Enquiry Strategies; Interviewing Techniques; Client Retention Program.

### Course Dates

#### Five Day Full Time Certificate Course

February 2007 26<sup>th</sup> March 2007, 30<sup>th</sup> April 2007, 28<sup>th</sup> May 2007,  
25<sup>th</sup> June 2007, 30<sup>th</sup> July 2007, 27<sup>th</sup> August 2007  
24<sup>th</sup> September 2007, 29<sup>th</sup> October 2007, 26<sup>th</sup> November 2007

Investment \$1,295.00

See registration form for bookings

OR

Call 1300 136 947

[info@mortgagebrokertraining.com.au](mailto:info@mortgagebrokertraining.com.au)

Level 3, 97 Pacific Hwy (PO Box 6478) North Sydney NSW 2060

Phone 1300 136 947

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# FREQUENTLY ASKED QUESTIONS



## Walker and Miller Financial Services



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### How do I become and Accredited Mortgage Broker?

This nationally recognized, comprehensive 5-day course is recognized by the **Mortgage & Finance Association of Australia (MFAA)** as suitable for the professional development of mortgage originators. Successful completion of this course along with successful completion of the MFAA Standards & Operating Guidelines plus UCCC module will fulfill the education requirements for Accredited Mortgage Consultant status.

### Why this Course?

The **Certificate IV (FNS40804) / Mortgage Consultant Qualifying Certificate** maintains a perfect balance between theory and industry-based case studies to deliver results that can be immediately applied in the competitive marketplace.

### Who has this course been developed for?

1. People currently working for, or as, a mortgage broker or similar who are looking to formalize their skills and knowledge; or
2. People working for a mortgage manager, bank, credit union, building society or similar and are seeking employment (including self-employment) as a mortgage broker; or
3. People outside the industry who are considering entering the Mortgage Broking Industry

### How long will this course take to complete?

The face-to-face workshop is delivered in 5 days. You may choose to do your assignments either during these 5 days or subsequent to day 5 of the course. You have 6 months to complete the course as distance education mode.

### Is the Course accredited with the MFAA?

Yes, this certificate IV course has been reviewed by the MIAA and recognized as suitable for the professional development of mortgage originators. The course also forms part of the requirements for Accredited Mortgage Consultant designation from the MIAA, which is commonly required to gain lender accreditations.

### What career opportunities will it provide on completion?

You may seek employment (including self-employment, contract work or as a franchise) in finance broking or mortgage broking. It may also lead to employment in mortgage lending within a bank, building society, credit union or mortgage manager.

### Is the course nationally recognized?

Yes, the Certificate IV in Financial Services (Finance/Mortgage Broking) – FNS4048 has been mapped against the Australian Quality Training Framework and is delivered by experienced mortgage brokers under arrangement with National Finance Institute.

### How do I book my place in the next course?

To book your place in the course by returning the completed attached registration form either by post to **PO Box 6478 North Sydney NSW 2059** or by faxing it to **1300 136 948**

### How do I get further information?

Please call our trainers on **1300 136 947**, email [info@mortgagebrokertraining.com.au](mailto:info@mortgagebrokertraining.com.au) or go to the website [www.mortgagebrokertraining.com.au](http://www.mortgagebrokertraining.com.au). We look forward to hearing from you and registering you on the next course.

**Book Now to  
reserve your  
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