



**Your Partner
in Business**

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Welcome!

Our Industry

Buyers Choice Aggregation brokers play a significant role by providing comprehensive, convenient and professional credit assistance for consumers and business owners.

Brokers offer choice - With access to a broad panel of lenders, brokers offer customers a range of home loans, car loans, personal loans and commercial lending products matched to the customer's specific needs.



CHOICE. SERVICE. ADVICE.

Brokers offer service - As business owners, brokers are not restricted by typical business hours so they can service clients at a time of their place and choosing.

Brokers offer advice - They provide tailored lending solutions, education and information that's suited to their clients' individual needs.

*A mortgage broker is not a financial adviser and can only provide credit advice.



About Us

Established in 2001, Buyers Choice Aggregation is an award-winning national boutique aggregator and is part of the Money Quest Group.

Bigger isn't always better when it comes to aggregators. Some brokers want a more personalised service, culture or access to those who run the group.

Buyers Choice is a business built by brokers for brokers, providing a secure, low cost, efficient and comprehensive business operating platform, delivering support and guidance.

Our national network of brokers enjoy the full suite of services desired by successful operators, including industry leading technology, marketing support, an extensive lender panel, secure commission trust, a comprehensive compliance program and a calendar of professional development events.



Join an Award Winning Team

We're recognised as industry and business leaders. When you join our team you'll benefit from our years of experience and proven best practices that help brokers build better businesses.



Let's Start!

Build Your Own Business

Starting your own business is an exciting time, but it can come with many challenges too.

Whether you're a new broker or have already established your business, we have the tools, experience and support system to help you achieve your goals.

Creating a rewarding and profitable business requires the commitment and support of many people and this is the Buyers Choice culture.

As part of Buyers Choice Aggregation, you can enjoy the added benefits of a strong and supportive community.

With a clear plan and hard work, a mortgage broking career can offer you many great financial and lifestyle benefits, plus build an asset for the future.

At Buyers Choice, **we partner with you as peers**. Our success is dependent upon your success.

We **specialise** in helping brokers **successfully establish businesses** which generate **strong and growing incomes**.



Getting Started

New entrants can start with the minimum educational requirement of a Certificate IV or Diploma in Financial Services - Finance & Mortgage Broking, which can be obtained through one of our recommended course providers.

You may choose to complete your qualification online or in a face-to-face classroom. Once obtained you're qualified and almost ready to commence your business.



Our recommended training providers include:

AAMC Training Group

www.aamctraining.edu.au

Holmesglen

www.holmesglen.edu.au

Finance & Related Services Training Academy (FARSTA)

www.farsta.com.au

IIT

www.iit.edu.au/courses

The National Finance Institute

www.financeinstitute.com.au

MyFENG

www.myfeng.com.au

TAFE NSW

www.tafensw.edu.au



Our Services

Aggregation Services

Our mission is to empower our brokers to build a better business.

Our aggregation model is based on the proposition that you own your business, your data, and your commission.

We offer flexible commission structures to include all the essential requirements to build a successful mortgage brokerage.

As part of the Money Quest Group, you're backed by one of the most experienced teams in the industry.

We'll help you build your business, develop your brand, take control of your work-life balance and achieve your goals.



Comprehensive Support

We deliver comprehensive support services including:

- business planning
- broker platform & CRM support
- credit representative compliance
- commission processing & reporting
- professional development
- multiple layers of guidance
- online self-paced learning modules
- marketing support

We'll guide you through the steps and documentation required to obtain your credit representative appointment and lender accreditations.

Once appointed, we provide you our 'Bringing Your Business to Life' guide to help you kickstart your business and focus on the essentials.



Compliance Support

As a credit representative of Buyers Choice Licencing Pty Ltd, you're provided with access to Australia's leading compliance platform plus tools, resources, templates and training to assist in meeting your compliance obligations.

Our compliance managers are on hand, conducting regular coaching and reviews to provide guidance to assist you in managing compliance within your business.

Lending Products

With an extensive panel of residential, commercial, asset finance and personal loan lenders, Buyers Choice members are able to offer their clients a wide range of suitable and competitive loan solutions.

Partnering with over 60+ lenders, our brokers are able to meet their customers' home loan, commercial loan, asset finance, business lending and personal loan needs.

Our white label offering, Buyers Choice Home Loans, is exclusively available to our members. It champions lending for the self-employed and delivers excellent value to both the customer and the broker.

Commercial and asset finance solutions are available to our brokers looking to diversify income streams. They are accessible through a specialised platform, providing a broad range of solutions and options.

Training and development pathways are available to those brokers seeking to specialise in commercial and business finance.



Marketing Support

You'll have access to our exclusive members' video vault via the Members Hub. View our library of professional development videos, marketing tutorials, webinars and more.

We provide access to an array of marketing templates, Email Direct Marketing (EDM's) and other resources for you to utilise.

These are ideal for local area marketing, targeted offers, referral campaigns, online marketing and consumer publications, helping you generate new business and stay in touch with your client base.



Career Transition Program

We understand it can be difficult to transition from a salaried job to owning and running your own business.

There are costs involved in the establishment of any business and given that this is a commission-based industry, it can be four to six months before commission income starts to flow.

Our business solution has been designed to allow you to remain in paid employment, commence with Buyers Choice and transition into full time business over an extended period (e.g. 6 to 24 months).

A staged transition greatly reduces the initial financial impact and allows participants to focus on learning and developing a sound business foundation.

Buyers Choice provides participants with a clear structured pathway to becoming a professional mortgage broker.



Your Business

Professional Development

In addition to your mentor program, Buyers Choice members enjoy a comprehensive professional development and events program including:

- multiple professional development days
- lender workshops
- webinars
- local based training & social events
- digital training options
- member network online support group
- exclusive Broker Resource Hub featuring business management & growth resources

Business Operating Costs

Mortgage Broking is an inexpensive business when compared to many others. Apart from the initial costs of your two-year industry approved mentor program, all brokers have a number of normal business operating expenses. The major costs you should consider in your budget and business plan are listed below:

Basic Equipment & Operating Costs

- mobile phone costs
- laptop or desktop PC
- multifunction printer/scanner/fax
- motor vehicle expenses
- home office or serviced office setup

Required Ongoing Professional Costs

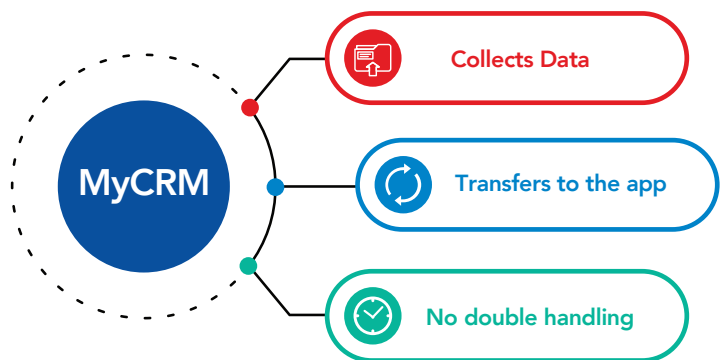
- industry membership
- professional association, MFAA or FBAA
- membership of Australian Financial Complaints Authority (AFCA)
- professional indemnity insurance (Buyers Choice leverage a discounted group policy)
- credit representative fee
- broker CRM software

Broker Platform

Welcome to the multi-award winning platform of the future. MyCRM saves you time with the tools to help easily collect customer data, transferring it straight to the application, minimising double-handling.

MyCRM will keep you safe with built in tools that provide security for both you and your clients and documents that ensure you can easily meet your Best Interests Duty obligations.

The MyCRM platform puts everything you need at your fingertips so you can make the most of your limited and valuable time. It's a broker's complete business solution that streamlines your business, so you can spend more time building relationships with clients. This fully integrated platform provides you with everything you need to run your business in the palm of your hand.



Want to learn more?

Enquire with **Julian Mattatia** on 0400 772 363 or email julian@buyerschoice.com.au

Aggregation & Licencing Expenses

We truly believe in transparency, there are no hidden costs. Over the next two pages are your business expenses and commission structures.

Once only and monthly costs (incl. GST)

Expense Type	Once Only	Monthly	Annually
Credit Representative Fee		\$ 226.95	
LMG Fee - Broker	\$ 658.90	\$ 192.50	
LMG Fee - Admin (if applicable)	\$ 165	\$ 82.50	
TOTAL	\$ 823.90	\$ 501.95	

Other Business Costs

In addition to your aggregation and licencing costs, there are also business, education and training costs which may apply.

Your business costs include membership with an approved industry body such as MFAA or FBAA. You will also require a membership with the Australian Financial Complaints Authority (AFCA).

Certificate IV and Diploma costs may vary between providers and delivery methodology. Mentoring fees quoted are current as of 1st of April 2024.

Expense Type	Once Off	Monthly	Annually
Certificate IV in Finance and Mortgage Broking	\$600 (variable)		
Diploma of Finance & Mortgage Broking Management	\$600 (variable)		
Industry Body Membership			\$550
AFCA			\$80.16
ASIC Industry Funding Levy (Per Authorised Credit Representative)			\$184.31
Professional Indemnity		\$90 (variable)	POA

*** Please note the figures are approximate and are subject to change without notice.**

Industry Mentoring

Professional mentoring (for two years) is an industry requirement and forms an essential component of our program. It is proven that the quality of training and support received directly impacts the success of a new to industry broker.

When commencing in the industry, new entrants are required to engage a mentor to support them as a mortgage and finance broker until they have achieved two years loan writing experience.

Buyers Choice has built a reputation for assisting new to industry brokers in building successful businesses. It starts with developing the technical skills of mortgage broking via an outstanding Residential Broker Program. This is delivered via a series of live online classes over a 15 week period and includes assessments, weekly professional development sessions and access to a portal of tools and resources. These skills are then enhanced through the guidance of our trusted professional mentors who are industry body approved, they provide you with your "on the job" guidance and support. This combination empowers the new entrant, or mentee, to become a mortgage broker who is both respected and admired as a true professional.



Expense Type	Monthly (inc GST)
Mentoring (if applicable)	\$550 per month for 24 months

Commission

All new to industry Buyers Choice members receive market leading commission rates of 85% for all loans originated, including during the two-year mentoring period, OR a flat fee structure with 100% commission for all loans originated.

Following completion of your mentor program, a higher commission rate may be negotiable once defined settlement volumes are consistently achieved.

FAQ

Frequently Asked Questions

Q. What's my first step?

A. The first step is to complete the Certificate IV and your Anti Money Laundering and Counter Terrorism Financing Course certificate. You'll also need to set up a company with an ACN, ABM and GST registration to get started. Within 12 months you'll be required to upgrade your qualification to a Diploma of Finance and Mortgage Broking Management.

Q. How much money do I need to start?

A. Mortgage Broking is a commission based industry; we recommend that you're able to invest sufficient capital and/or cash flow to cover your immediate costs and 12 months of expenses.

Q. Can I start part-time and keep working for a while?

A. We understand it can be difficult to transition from a salaried job to owning and running your own business. There are costs involved in the establishment of any business and given this is a commission-based industry, it can be four to six months before commission income starts to flow. We designed our business solution to allow you to remain in paid employment, commence with Buyers Choice and transition into full-time business over an extended period (e.g. 6 to 24 months).

Q. Can I work from a home office?

A. Absolutely! Most new brokers start from a home office as it's cost effective. Many eventually move into an office as their business growth demands.

Q. Am I restricted to any geographic areas?

A. There are no geographic restrictions; your appointment as a credit representative authorises you to operate Australia wide.

Q. What products and solutions can I assist clients with?

A. Buyers Choice members have access to an extensive range of over sixty lending partners and solutions including home loans, commercial loans, asset finance, personal loans and insurance products. There are also referral arrangements in place as required.

Q. How long does it take to be appointed and ready to see clients?

A. It takes approximately 4 weeks from receipt of all required documents for your appointment to be confirmed by ASIC.

Q. How do I get paid?

A. Lenders generally pay an upfront commission in the month following a loan settlement. This is paid to a commission trust and distributed to you and to any referral partners you wish to pay.

Q. Where do I find clients?

A. The best opportunities are those which are referred to you from your own networks. We work with you to understand your network and ideal client. Once this is determined we can assist you with your marketing plans and grow your sales pipeline using the client management system.

For more information, please contact our office on **1800 888 876** to speak with **Julian Mattatia** to discuss starting your own business.



We're here to *help you!*

Want to learn more about how we can help you get started and build a successful broking business on your terms?

Book a confidential business conversation with one of our friendly experts.

Enquiries

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