



FARSTA

FINANCE & RELATED SERVICES TRAINING ACADEMY

RTO NUMBER 31635 • NATIONAL PROVIDER • ACN 104 554 725

Training by experienced finance professionals



Mortgage Broking Qualifications

Continuous Professional Development

Supportive Student Community



NATIONALLY RECOGNISED
TRAINING

Nationally recognised training qualifications for the Mortgage broking industry

Company Commitment

The mortgage and finance industry today is an extremely complex environment that is constantly changing with an ever increasing amount of completion and moves toward a far more legislative environment. The professional Finance Broker who wants to succeed in the future, is the one who's willing to invest their most precious resource – their “people” and of course their own development.

At “FARSTA”, our range of programs are designed to fill a void in the finance market – “Quality” industry training. That is training that provides the best learning outcomes for every participant and programs that can expand to meet the learning styles of our students.

Our training is “Industry” specific within the Finance sector and we do what we're good at – Delivering training that is designed by Finance Professionals for those wanting to learn how to create a successful business within the industry.

We achieve this real world experience and training that includes “activity” based training methods that compliment step-by-step learning modules

We offer training in either a “face to face” blended learning environment or through “distance learning” with direct contact to our Director as a referral point when support is requested.

The Australian Mortgage Broking Industry

According to leading Mortgage Insurance company, Genworth, Mortgage Brokers continue to be an important part of the financial landscape, with a growing number of Australians preferring to use the expertise of a broker who potentially has access to a far greater range of products and services than the traditional finance options.

The last 10 years has seen a rapid increase in loans prepared by the sector and now more than half of all loans in this country are sourced this way.

The underlying reasons for this are fairly straightforward:

1. Australia has one of the most competitive loan markets in the world and this has encouraged Lender Groups to develop better product options and pricing that meets the various needs of the Australian Consumer.
2. Product complexity, combined with financial “jargon” has often made it a difficult task for people to decipher what's right for them now and into the future. 30 years can be a very long time in a loan that doesn't meet their needs.
3. Lending institutions are becoming more automated and intend on reducing their branch networks, and customers are seeking a more “human” approach and looking for a level of personal attention that Finance Brokers' can provide. The Broker is in their corner!
4. Broker services are typically free. Financial institutions pay brokers instead of carrying the fixed costs or retaining a retail presence. As a result, the financier gains better bottom line control, the broker a constructive livelihood and the customer, the services they actually seek.

The landscape of the financial marketplace has changed forever and the opportunities that are available in the industry are both challenging and exciting.

“**Finance and Mortgage Broking is a profession, and one that provides a rewarding career for those willing to take up the challenge of providing consumers a greater choice.**”

Training by experienced finance professionals



LEAH HUDSON MANAGING DIRECTOR

Leading the FARSTA team, Leah has worked in the finance industry in various roles since 1999.

As the former state manager of the MFAA, Leah has derived great satisfaction in supporting the business's and personal development of finance professionals.

Having built her own successful Mortgage broking business, Leah has the experience and expertise to guide both new entrants and established individuals or business's.

"Becoming a successful Mortgage Broker, begins with quality foundations".



CHRIS TODMAN TRAINING CONSULTANT & FOUNDER

Friendly, personable, and humble, Chris Todman has developed courses that impart vast knowledge in a fun, enjoyable environment. His passion for people and their personal development, combined with a desire to educate quality professionals, shines.

With more than 35 years experience in the banking and finance industry, Chris has a lifetime of understanding to share. He has been hands-on in roles spanning almost every facet of the industry through branch management, human resources, senior lending, and the national head of mortgage training at one of the world's largest banks.

Training Outlines

We offer nationally recognised and endorsed training packages.

For more information visit Department of Education, skills and employment at, www.dese.gov.au and www.training.gov.au for more information.

1. FNS40821 Certificate IV in Finance and Mortgage Broking
2. FNS50322 Diploma of Finance and Mortgage Broking Management

certificate IV

FNS40821

Certificate IV in Finance and Mortgage Broking

This nationally recognised program is designed to take participants to a position of knowledge satisfactory to meet the core competencies of ASIC and Industry Bodies such as the Mortgage & Finance Association of Australia (MFAA) and Finance Brokers Association of Australia (FBAA).

More importantly, the content is designed to provide participants with the practical skills to provide a level of professionalism consistent with client expectations. It is highly “interactive” in design, providing participants with the confidence to immediately commence work in the industry.

The course includes a range of assessment strategies and concludes with a final “open-book” examination with a set pass mark to attain the certificate.

Average Course Duration; 3 to 6 Months.

Specific modules include:

- The Australian Mortgage Industry
- Industry Bodies
- Compliance
- Ethics and Issues
- Glossary of Financial Terms
- Lender Institutions and Lender Types
- Loan Types and Generic Fundamentals
- Lending Fundamentals
- Flow of a Loan
- Mortgage Sales
- Guide to Corporate Entities
- Understanding Financial Statements
- Grants and Assistance
- First Home Owners Grant
- State Assistance
- Stamp Duty Reductions



certificate IV

FNS40821

Certificate IV in Finance and Mortgage Broking

Certificate IV Competencies

12 Units of Competency must be achieved for this Qualification
(7 Core and 5 Elective Units)

- FNSFMB412 Identify client needs and present broking options
- BSBPEF501 Manage personal and professional development
- FNSCUS511 Develop and maintain professional relationships in financial services industry
- FNSINC411 Conduct work according to professional practices in the financial services industry
- FNSFMK515 Comply with financial services regulation and industry codes of practice
- FNSFMB411 Prepare loan applications on behalf of clients
- FNSINC412 Apply and maintain knowledge of financial products and services
- FNSASIC311 Establish client relationship and analyse needs
- FNSCRD401 Assess credit applications
- BSBESB401 Research and develop business plans
- BSBTEC301 Design and produce business documents
- FNSCUS403 Deliver a professional service to customers

**Elective units are indicated in purple*

Assessment for this program includes a range of strategies including case studies, exercises and presentation activities, and final open-book examination.

diploma

FNS50322

Diploma in Finance and Mortgage Broking

The Diploma has been designed as an “upgrade” program from the Certificate IV qualification and is focused on the management role within the finance operation.

At this level, students are expected to apply theoretical knowledge and specialized skills in a range of situations and to display initiative and judgement in planning activities and developing appropriate strategies for operation within a regulated industry.

Most students will undertake this program as part of their ongoing personal development after they have begun working within the finance industry.

Average Program Duration: 6 to 12 months.

Specific Learning Content

Program competencies are “clustered” into three categories:

Module 1. Compliance and Risk

- Identify and interpret compliance requirements
- Scope of Operation; Identification of Compliance Requirements; Interpretation and Analysis of Compliance; Documentation Requirements.
- Identify risk and apply risk management processes
- Identify Risks; Analyse and Evaluate Risks; Treat Risks; Monitor and Review Effectiveness of the Risk Treatment
- Apply principles of professional practice to work in the financial service industry
- Identify and Apply Industry Guidelines, Procedures and Legislation; Identify Sustainability Issues for the Financial Industry; Participate in and Facilitate Work Team Activities
- Contribute to WHS identification and risk assessment
- Contribute to Workplace Hazard Identification; Gather Information on Hazards; Contribute to WHS Risk Assessment

diploma

FNS50322

Diploma in Finance and Mortgage Broking

Module 2. Dealing with Complex Transactions

- Identify and develop complex broking options for client
- Identify Complex Broking Needs for Client; Research and Consider Broking Solutions; Select and Gather Appropriate Options for Client Review.
- Present broking options to clients with complex needs
- Develop Rapport with Client; Present Broking Options to the Client; Negotiate Effectively; Complete and Maintain Necessary Documentation.
- Implement complex loan structures

Organise Implementation Actions; Establish Appropriate Procedures for Implementation; Undertake and/or Supervise Implementation

Module 3. Developing the Business

- Develop and nurture relationships with clients, other professionals and third party referrers
- Develop Professional Business Relationships; Build and Maintain Business Networks and Relationships, Nurture Relationships and Build a Long Term Referral Business.
- Improve the Practice
- Diagnose the Business; Benchmark the Business' Develop Plans to Improve Performance of Practice; Implement and Monitor Plan.
- Grow the Practice

Develop Marketing Plan for Practice; Develop Promotional Plans for Practice; Develop Growth Plans for Business; Implement and Monitor Plan.

diploma

FNS50322

Diploma in Finance and Mortgage Broking

Course Competency Requirements

15 Units of Competency must be achieved for this Qualification (10 Core and 5 Elective Units). Credit Transfer of 7 Units will apply from the FARSTA Certificate IV Qualification (FNS40821)

FNSFMB412	Identify client needs and present broking options
FNSCUS511	Develop and maintain professional relationships in financial services industry
FNSFMB513	Present credit options to clients with special financial circumstances
FNSINC411	Conduct work according to professional practices in the financial services industry
FNSINC514	Apply ethical frameworks and principles to make and act upon decisions
FNSFMB514	Implement complex loan structures
FNSFMB512	Identify and develop credit options for clients with special financial circumstances
FNSFMK515	Comply with financial services regulation and industry codes of practice
FNSFMB411	Prepare loan applications of behalf of clients
FNSRSK511	Undertake risk identification
BSBPEF501	Manage personal and professional development
FNSRSK512	Assess risks
FNSPRM612	Improve business of financial practices
FNSPRM613	Grow financial practices
FNSINC412	Apply and maintain knowledge of financial products and services

**Elective units are indicated in purple*

Assessment for this program includes a range of strategies including case studies, exercises and presentation and research activities.

Our Student Handbook which details our student services and privacy policy is available at, www.farsta.com.au