



MY LOAN
expert

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**Building
an expert
career**

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*Winner of NSW/ACT
'Broker Group of the Year 2019'*





The Australian Mortgage Industry

Interested in starting your career as a Mortgage professional? This is a business opportunity that will take you places. With broker-originated loans up to \$98.5bn - a significant increase on 88.2bn the year previous – brokers appear to be driving the strong lending growth of 1.4x system growth. Brokers are now introducing 59% of all home loans to the market – an increase of 27% in the past 5 years.

A survey of more than 1000 borrowers who took out a home loan in the last two years revealed that customers who use mortgage brokers tend to be more satisfied with their experience than direct to lender customers.

The online survey, together with responses from additional focus groups, was undertaken by Deloitte on behalf of the Mortgage and Finance Association of Australia (MFAA).

Less than 5% said they would take out a home loan directly online by themselves without any support from either a broker or lender representative.

The total value of mortgage debt in Australia is 1.61 trillion dollars as of August 2017 and is up 2.1% since the same time last year.

According to an MFAA survey in 2016, brokers earn on average \$142,000 in commissions per annum. So, becoming a broker will not only make you your own boss, but, it will give you financial freedom.

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What is a Mortgage Professional?

A Mortgage Professional is a go-between both the borrower and the lender who negotiates the loan on behalf of the borrower. They will research the best products on the market and support the customer through the application and settlement processes.

They are responsible for facilitating the transaction between the borrower and lender.

A mortgage professional will look at the customer's specific circumstances and needs and will be able to research the best type of loan for their client. They will look at different aspects of a client's loan application and present the client's application in the most positive light.

A good Mortgage Professional will follow up approvals for their customers. A Mortgage Professionals service does not end by just submitting the loan application, it continues even after settlement. Mortgage Professionals minimize the leg work and hassle for their customers and make themselves available to answer any questions from their clients, even after the loan settles.

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The Mortgage Broker Job Description or Role

A Mortgage Professional is a financial expert, retained by a homebuyer or homeowner to help explore financing options for real estate purchase or refinancing, and to take charge of the loan origination process up to the point of disbursing the funds. A Mortgage Professional, with credit and financial information from the potential borrower, uses the network of institutions and lenders to find the loan that suits the desire and needs of the buyer and negotiates with the lender to secure terms and options for clients. After the approval of the application, the Mortgage Professional also oversees the signing of the loan documents.

Job duties of a Mortgage Professional include:

- New business development and ensuring recurring business from customers
- Liaison with key leaders like insurance companies, banks and other specialised finance companies
- Building networking and referral systems
- Generating presentations for exclusive assignments
- Analysis of applicant's financial conditions and hunting for fitting loan solutions
- Originating loans to sell to lending authorities
- Evaluation of financial history, tax information and pay slips
- Ensuring compliance with financial legislation
- Verification of borrowers credit and income information
- Explaining the legal aspects of the loan to the borrower along with terms and conditions of payment



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A Mortgage
Professional
is a financial
expert
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Why My Loan Expert?

There are many reasons to become a Mortgage Professional under our watch:

- Over 20 years combined experience in the Mortgage Advice industry
- Winner of AFG's 'Best New Group' two years in a row
- Ranked in AFG's Top 10 Groups for NSW/ACT three years in a row
- Winner of AFG's "Best Broker Group" for NSW/ACT 2019
- Number 1 recommended group for industry new starters by AFG's largest portfolio manager
- No lock-in periods or handcuffs on your trailing commissions whatsoever.
- Support available at any reasonable time — Running your own business is not a 9-5 Mon-Fri role... and neither are the hours of direct support we offer
- Face to face training and support offered alongside group based activities — There is no 'one size fits all' approach to how we support you and your business
- Free Business cards and professional email address provided
- Access to free marketing materials such as flyers, banners, etc
- A personalised page on our website that promotes you





Why a career in Financial Services?

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The Great Australian Dream is to own a home and there is a need for assistance in helping people finance this.

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The finance industry is an exciting and dynamic sector that has a positive impact on millions of people across Australia. The Great Australian Dream is to own a home and there is a need for assistance in helping people finance this.

The major service offered by finance industry professionals is to help consumers fulfil their dreams. On the commercial lending side of the industry, mortgage professionals often contribute to the achievement of key corporate objectives.

Mortgage professionals are the front-line salespeople and their typical duties include implementing strategies to generate leads, attending to initial client enquiries, collecting support documents and completing loan applications, lodging application with lending institutions or credit departments and following the loan through to ensure settlement.

So, if you are especially good at marketing and business development, this opportunity is for you.

Learn from the best to become the best

At My Loan Expert, we ensure our broker members are properly equipped to provide the best service to consumers as soon as they start. If you are just starting out, learning from My Loan Expert will help you attain the highest standard of professionalism throughout your career.

In this industry, all brokers are required to work under the supervision of a Certified Broker who will mentor them for the first two years to ensure consumers receive high-quality outcome. When you join My Loan Expert, we will ensure you learn the industry best-practice techniques and processes right from the basics.

We do much more than simply 'broker a deal' because a lot of our time and effort goes into our work with our clients and that work often goes well beyond first transaction. We always end up in a long-lasting relationship with our clients and we provide ongoing structuring advice that can be a key financial tool in a client's long-term financial success. So you'll be learning all our techniques that make customers continue to use our services.

A career in broking can be rewarding and exciting for the right person. If you have an interest in finance, property and wealth building, you will enjoy every minute of the career that offers you flexibility in your working hours and lifestyle, as well as the opportunity to start your own business.

Would you rather receive your financial freedom and become your own boss or continue that 9-5 job? You can become your own boss and define the amount you want to make per annum. Dream big and achieve big. You can start now!

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Here are some comments from a recent survey of our team members

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I appreciated the fact that everything was very transparent, and I was free to do things I wanted at my own pace.

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The support and speed of getting an answer to any question has been an incredibly useful resource. The wealth of experience has been a monumental help.

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the culture within the business is such that no other brokers had left the business over a long period of time, which is quite remarkable in this industry!

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