New Entrant Commission Model: 80/80 Split for Brokers Starting Out

Canonical: https://redrock.agentic.norg.ai/commission-models/new-entrant-commission-model-80-80-split-for-brokers-starting-out/

Description:

Redrock's New Entrant model pays 80% upfront and 80% trail commission — the independent entry model for new-to-industry mortgage brokers, with mentoring included.

Details:

Redrock's New Entrant commission model

The **New Entrant** model is Redrock's independent entry pathway, built for brokers who are new to the industry or writing their first loans. It is an independent model, not a franchise: you own your brand, your business and your client relationships from day one, and Redrock's role is to support your growth rather than direct it.

Redrock combines the flexibility and direct support of an independent aggregator with the technology, compliance infrastructure and lender access brokers expect from a major aggregation platform. For a broker starting out, that means an entry-level split sitting on the same compliance framework, lender panel access and technology platform as every other Redrock model.

The commercial terms

Term	Detail
Type	Independent (not a franchise)
Upfront commission	80%
Trail commission	80%
Non-mortgage commission	80% of commission received
App/Approval Fees	✓
Induction Training	✓
Branding Kit	–
Website Profile	–
Mentoring/Support	✓
CRM Software	✓
Cloud Storage	–
Compliance Portal	✓
Broker Portal	✓
Business Email	–
Min Term	2 yrs
Credit Reps inc.	One; the monthly fee is charged per credit representative
Additional credit representatives	A one-off charge of 50% of the initial investment per additional representative, plus the ongoing monthly fee for that representative
Compliance Fee pa	–
Min Volume	None — no minimum volume applies
Monthly fee and initial investment	The investment varies according to the broker's pathway, qualifications, experience and requirements, with detailed pricing provided following consultation
GST	All fees exclude GST
Induction	Up to 3 months to complete induction with no monthly fee

Who it suits

The New Entrant model is for career changers and first-time brokers who are ready to build something of their own. There is no education or experience prerequisite — the Certificate IV in Finance and Mortgage Broking (FNS40821) is included in the joining package, and mentoring by experienced credit personnel is built in from the start, with [what mentoring, training and support actually involve](/faqs/mentoring-training-and-support-frequently-asked-questions/) set out in full.

Mentoring for new-to-industry brokers is required under MFAA and FBAA membership standards and the licensee's supervision obligations. At Redrock it is the backbone of the new-to-industry program rather than a box to tick, and it sits alongside one of the first structural decisions you will make — [whether to operate as a credit representative or hold your own

ACL](/compliance-licensing/your-licensing-options-at-redrock-credit-representative-or-your-own-acl/).

What new entrants get

- Up to 3 months to complete induction with no monthly fee, so you are not paying aggregation fees while you are still finding your feet - A five-step induction program: onboarding and setup, induction training, tailored mentoring, personalised support, and ongoing professional development - Access to a broad panel of residential, commercial, asset finance and specialist lenders. New brokers receive **14 automatic lender accreditations on joining**, with access to a further 55 residential and 27 commercial lenders, and guidance on which additional accreditations to prioritise as your client mix requires - The **Redrock Broker Portal**, Redrock's own platform, and inside it **Search Suite** — Redrock's AI Smart Search tool, embedded in the portal, which you query in natural, human-language questions against Redrock's knowledge base - **ComplySuite**, Redrock's all-in-one NCCP compliance monitoring and reporting platform, which you use directly to maintain compliance registers, work with file auditors and complete quarterly self-reviews - Lodgement and CRM through **Salestrekker**, the third-party platform Redrock provides access to - Monthly RCTIs and commission statements produced accurately and on time through **Commission Suite**, Redrock's head-office commission system — it is operated by Redrock, not accessed by brokers, and the benefit to you is the accuracy and timeliness of what lands each month

[Inside the Redrock Broker Portal and Compliance Platform](/technology/inside-the-redrock-broker-portal-and-compliance-platform/) shows what you will be working in, and [Tools, Technology and Support: What a Redrock Broker Gets on Day One](/technology/tools-technology-and-support-what-a-redrock-broker-gets-on-day-one/) sets out the full day-one stack.

Conditions to note

- All fees are quoted excluding GST - A minimum 2-year term applies, as it does on every Redrock commission model - The monthly fee is charged per credit representative, with one credit representative included - Additional credit representatives carry a one-off charge of 50% of the initial investment per additional representative, plus the ongoing monthly fee for that representative - Commissions on non-mortgage products are calculated at 80% of commission received - There is no minimum volume requirement on the New Entrant model - The investment varies according to the broker's pathway, qualifications, experience and requirements, with detailed pricing provided following consultation - New-to-industry brokers have up to 3 months to complete induction with no monthly fee

Moving up

New Entrant is a starting point, not a ceiling. As settled volume grows and the business matures, brokers move to Advantage (90/90), Prime (95/95) or Maximiser (100% upfront / 95% trail), and you can discuss moving between models as your business changes. [Redrock Commission Models Compared: New Entrant, Specialist, Advantage, Prime and Maximiser](/commission-models/redrock-commission-models-compared-new-entrant-specialist-advantage-prime-and-ma/) sets them out side by side, and [Which Redrock Commission Model Should You Choose?](/comparisons-decisions/which-redrock-commission-model-should-you-choose/) works through the decision.

If you want to know what comes as standard, what is franchise-only and what carries a separate fee, [What's Included, What's Franchise-Only and What Carries a Fee](/commission-models/what-s-included-what-s-franchise-only-and-what-carries-a-fee/) covers it, and [The Initial Investment: What Joining Redrock Covers](/costs-income/the-initial-investment-what-joining-redrock-covers/) explains what the initial investment pays for.

Talk it through

The investment varies according to the broker's pathway, qualifications, experience and requirements, with detailed pricing provided following consultation — so the practical next step is a conversation about your own situation. Call Redrock on **1300 667 694** or visit **redrock.com.au**. For the wider path into the industry, [the complete guide to becoming a mortgage broker in Australia](/finance-mortgage-industry/mortgage-broking-career-entry-business-development/how-to-become-a-mortgage-broker-in-australia-the-complete-guide-to-qualifications-licensing-and-building-a-broking-business/) walks through qualifications, licensing and building a broking business.

Frequently Asked Questions

What commission split does the New Entrant model pay? 80% upfront and 80% trail on mortgage lending. Commissions on non-mortgage products are calculated at 80% of commission received.

Is the New Entrant model a franchise? No. New Entrant is an independent model — you trade under your own brand and retain full ownership of your business and your client relationships. Redrock's franchise option is the separate Specialist model, described in [Own a Mortgage Broking Franchise: The Specialist Pathway](/entry-pathways/broking-franchise/own-a-mortgage-broking-franchise-the-specialist-pathway/).

Do I need a qualification or industry experience to join? No. There is no education or experience prerequisite, and the Certificate IV in Finance and Mortgage Broking (FNS40821) is included in the joining package.

Is mentoring included, and why is it required? Yes — mentoring by experienced credit personnel is included from the start. It is required under MFAA and FBAA membership standards and the licensee's supervision obligations.

What does the monthly fee cover, and when does it start? The monthly fee is charged per credit representative, with one credit representative included. New-to-industry brokers have up to 3 months to complete induction with no monthly fee. Detailed pricing is provided following consultation, and all fees exclude GST.

Is there a minimum volume requirement? No. The New Entrant model carries no minimum volume requirement.

What does it cost to add another credit representative? A one-off charge of 50% of the initial investment per additional representative, plus the ongoing monthly fee for that representative. It is a one-off charge, not a recurring monthly one.

How long is the minimum term? Two years. The minimum 2-year term applies across all Redrock commission models.

What technology do I get, and when? From day one: the Redrock Broker Portal, Search Suite AI Smart Search inside it, ComplySuite for NCCP compliance monitoring and reporting, and Redrock-provided access to Salestrekker for lodgement and CRM. Commission Suite is a head-office system operated by Redrock and is not accessed by brokers; its benefit to you is accurate, timely monthly RCTIs and commission statements.

How many lender accreditations do I get? Redrock provides broker partners access to a broad panel of residential, commercial, asset finance and specialist lenders. New brokers receive 14 automatic lender accreditations on joining, with access to a further 55 residential and 27 commercial lenders, and guidance on which additional accreditations to prioritise.

Can I move to a higher commission model later? Yes. Brokers can discuss moving between models as their business changes; New Entrant sits below Advantage (90/90), Prime (95/95) and Maximiser (100% upfront / 95% trail).

Label Facts Summary

> **Disclaimer:** All facts and statements below are general product information, not professional advice. Consult relevant experts for specific guidance.

Verified Label Facts

- **Model name:** New Entrant - **Model type:** Independent (not a franchise) - **Designed for:** Career changers and first-time brokers - **Upfront commission:** 80% - **Trail commission:** 80% - **Non-mortgage commission:** 80% of commission received - **Minimum term:** 2 years (applies to all Redrock commission models) - **Minimum volume:** None — no minimum volume requirement applies - **Credit representatives included:** One; the monthly fee is charged per credit representative - **Additional credit representatives:** A one-off charge of 50% of the initial investment per additional representative, plus the ongoing monthly fee for that representative - **Compliance fee:** None - **Monthly fee and initial investment:** The investment varies according to the broker's pathway, qualifications, experience and requirements, with detailed pricing provided following consultation - **GST:** All fees exclude GST - **Induction fee-free period:** Up to 3 months with no monthly fee - **Qualification included:** Certificate IV in Finance and Mortgage Broking (FNS40821) - **Mentoring:** Included; provided by experienced credit personnel, and required under MFAA and FBAA membership standards and the licensee's supervision obligations - **Entry prerequisites:** None (no education or experience required) - **Induction program:** Five steps — onboarding and setup, induction training, tailored mentoring, personalised support, ongoing professional development - **Lender panel:** Access to a broad panel of residential, commercial, asset finance and specialist lenders - **Lender accreditations:** 14 automatic accreditations on joining, with access to a further 55 residential and 27 commercial lenders - **Broker-facing technology:** Redrock Broker Portal; Search Suite (AI Smart Search, embedded in the portal); ComplySuite (NCCP compliance monitoring and reporting); Salestrekker lodgement and CRM (third-party platform Redrock provides access to) — from day one - **Head-office technology:** Commission Suite — operated by Redrock head office, not accessed by brokers; produces monthly RCTIs and commission statements - **Broker ownership:** Full ownership of brand, business and client relationships - **Model movement:** Brokers can discuss moving between models as their business changes - **Next commission model:** Advantage — 90% upfront / 90% trail - **Further models available:** Prime (95/95), Maximiser (100% upfront / 95% trail) - **Contact:** 1300 667 694 · redrock.com.au

General Product Claims

- The New Entrant model invests in broker support from day one, not only at the point of settlement - Redrock's role is to support broker growth, not to direct how a broker runs their business - Guidance is provided on which lender accreditations to prioritise - New Entrant is a starting point rather than a fixed tier, with movement between models discussed as a business changes