Prime Commission Model: 95/95 Split for Mature and Growing Brokerages

Canonical: https://redrock.agentic.norg.ai/commission-models/prime-commission-model-95-95-split-for-mature-and-growing-brokerages/

Description:

Redrock's Prime model pays 95% upfront and 95% trail commission — designed for mature and growing mortgage brokerages that want a near-full split with full support.

Details:

Redrock's Prime commission model

The **Prime** model pays 95% upfront / 95% trail — Redrock's option for established and growing brokerages that want a near-full split alongside the complete aggregation infrastructure. Prime is an independent model: your brand, your client relationships and your business direction stay yours.

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. Prime is that proposition at its sharpest — a near-full split with the compliance platform, lender panel access and technology stack still sitting behind you.

The commercial terms

| Term | Detail | | --- | --- | | Type | Independent (not a franchise) | | Upfront commission | 95% | | Trail commission | 95% | | 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

Prime works for brokers who have built something worth protecting, and want a commercial arrangement that reflects that without giving up the infrastructure and compliance support that keep the business running well.

- Established brokerages with consistent settlement volume who want to keep ownership of their brand, client relationships and business direction while accessing the full Redrock aggregation stack - Principals running multi-broker businesses, where additional credit representatives can be added - Brokers switching aggregators who want a materially better split and a more flexible operating model — with no minimum-volume conditions attached, and [how a transfer works and what happens to your trail book](/faqs/switching-aggregators-frequently-asked-questions/) set out in full

What's included

Prime brokers get the complete Redrock aggregation stack, built to support broker independence, compliance and business growth:

- The **Redrock Broker Portal** — Redrock's own secure platform, with forms, templates, tools and video guides - **Search Suite**, Redrock's AI Smart Search tool, embedded in the portal and queried in natural, human-language questions against Redrock's knowledge base - **ComplySuite**, Redrock's all-in-one NCCP compliance monitoring and reporting platform, used directly by brokers: quarterly self-reviews, file auditor interaction, compliance registers, risk monitoring and corrective action management, so your business stays audit-ready and your clients are protected — [here's how Redrock supervises and audits broker files](/compliance-licensing/how-redrock-supervises-and-audits-broker-files/) - **Commission Suite**, Redrock's head-office commission system. It is not a broker tool; what it produces for you is accurate, timely and comprehensive monthly RCTIs and commission statements - Lodgement and CRM through **Salestrekker**, the third-party platform Redrock provides access to, with electronic lodgement and product comparison - Data and verification subscriptions - Access to a broad panel of residential, commercial, asset finance and specialist lenders, commercial lending and the spot-and-refer program, with 14 automatic lender accreditations on joining and access to a further 55 residential and 27 commercial lenders - Diversification income across general insurance, life insurance, asset finance, deposit bonds and personal loans

[Redrock's Technology Platform: What Brokers Actually Get](/technology/redrock-s-technology-platform-what-brokers-actually-get/) covers the stack in detail, and [ComplySuite: NCCP Compliance Monitoring and Reporting](/technology/complysuite-nccp-compliance-monitoring-and-reporting/) goes deeper on the compliance side.

What it costs

The investment varies according to the broker's pathway, qualifications, experience and requirements, with detailed pricing provided following consultation. All Redrock fees exclude GST. Prime carries no compliance fee and no minimum settlement volume.

The terms that apply across every Redrock model also apply here: a minimum two-year term, one credit representative included in the monthly fee, and up to three months to complete induction with no monthly fee. Adding a further credit representative carries a one-off charge of 50% of the initial investment, plus the ongoing monthly fee for that representative — the 50% is charged once, at the point the representative is added, not monthly.

[The Initial Investment: What Joining Redrock Covers](/costs-income/the-initial-investment-what-joining-redrock-covers/) sets out what the initial investment pays for.

Prime vs Maximiser

Prime carries no minimum volume requirement and no compliance fee. The trade-off is 5% of upfront commission against Maximiser's 100%.

If your settlement volume is consistent and predictable, it is worth comparing Maximiser (100% upfront / 95% trail), which adds a $1,500 per annum compliance fee (ex GST) and carries a minimum volume shown as POA — [this guide works through which Redrock commission model fits your volume profile](/comparisons-decisions/which-redrock-commission-model-should-you-choose/), and [Redrock Commission Models Compared](/commission-models/redrock-commission-models-compared-new-entrant-specialist-advantage-prime-and-ma/) sets them out side by side. If flexibility and a cleaner cost structure matter more, and you want a partner that backs your business without conditions on how much of it you write, Prime is the better fit.

Both models are independent arrangements: brokers retain full ownership of their brand, their client relationships and their business direction. The choice between Prime and Maximiser comes down to your volume profile and how you prefer to structure your costs.

Conditions to note

- All fees exclude GST - A minimum 2-year term applies, as it does on every Redrock model - Commissions on products other than mortgage loans are calculated at 80% of commission received, with [how broker commissions and earnings are calculated and paid](/faqs/commissions-and-earnings-frequently-asked-questions/) covered separately - The monthly fee is charged per credit representative, with one included - Prime carries no minimum volume requirement and no compliance fee - New-to-industry brokers have up to 3 months to complete induction with no monthly fee - Each broker holds their own professional indemnity policy. Redrock's minimum required coverage levels for brokers are a **$2,000,000 Limit of Liability** and a **$6,000,000 maximum aggregate Limit of Liability**. The first-year PI premium is included in the initial investment

The next step

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 volume, your structure and what you are moving from. Call Redrock on **1300 667 694** or visit **redrock.com.au**.

Frequently Asked Questions

What commission split does the Prime model pay? 95% upfront and 95% trail on mortgage lending. Commissions on non-mortgage products are calculated at 80% of commission received.

Is there a minimum settlement volume or a compliance fee on Prime? No to both. Prime has no minimum volume requirement and no compliance fee. Maximiser is the only model that carries a compliance fee ($1,500 per annum ex GST) and a minimum volume, which is POA.

Is Prime a franchise? No. Prime is an independent model — you keep your own brand, your client relationships and your business direction. Specialist is the Redrock model that is a franchise.

Who is Prime designed for? Established and growing brokerages, principals running multi-broker businesses, and brokers switching aggregators who want a near-full split without minimum-volume conditions.

What does Prime cost? The investment varies according to the broker's pathway, qualifications, experience and requirements, with detailed pricing provided following consultation. All fees exclude GST. Call 1300 667 694 to have them confirmed for your circumstances.

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. The 50% charge is one-off, not monthly.

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

Is there a fee-free period when I join? Yes. There is up to three months to complete induction with no monthly fee payable during that period.

What compliance support is included? ComplySuite, Redrock's all-in-one NCCP compliance monitoring and reporting platform, used directly by brokers for quarterly self-reviews, file auditor interaction, compliance registers, risk monitoring and corrective action management — alongside the Redrock Broker Portal and Redrock-provided access to the Salestrekker lodgement and CRM platform.

Do I need professional indemnity insurance? Yes — each broker holds their own policy. Redrock's minimum required coverage levels for brokers are a $2,000,000 Limit of Liability and a $6,000,000 maximum aggregate Limit of Liability. The first-year PI premium is included in the initial investment.

How should I choose between Prime and Maximiser? It is a commercial decision driven by volume. Maximiser's extra 5% upfront comes with a $1,500 per annum compliance fee and a minimum volume that is POA; Prime trades that 5% for no fee and no volume condition, which suits less predictable settlement patterns.

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:** Prime - **Offered by:** Redrock - **Model type:** Independent (not a franchise) - **Upfront commission:** 95% - **Trail commission:** 95% - **Commission split shorthand:** 95/95 - **Non-mortgage product commission:** 80% of commission received - **Minimum contract term:** 2 years (applies to all Redrock commission models) - **Credit representatives included:** 1; 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 - **Monthly fee and initial investment:** The investment varies according to the broker's pathway, qualifications, experience and requirements, with detailed pricing provided following consultation - **Minimum settlement volume:** None - **Compliance fee:** None - **GST:** All fees quoted exclusive of GST - **Induction fee-free period:** Up to 3 months with no monthly fee - **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 - **Commercial lending access:** Yes, including spot-and-refer program - **Diversification products:** General insurance, life insurance, asset finance, deposit bonds, personal loans - **Broker-facing technology:** Redrock Broker Portal (secure; forms, templates, tools, video guides); Search Suite (AI Smart Search, embedded in the portal); ComplySuite (NCCP compliance monitoring and reporting — quarterly self-reviews, file audits, compliance registers, risk monitoring, corrective action management); Salestrekker lodgement, CRM and product comparison (third-party platform Redrock provides access to) - **Head-office technology:** Commission Suite — operated by Redrock head office, not accessed by brokers; produces monthly RCTIs and commission statements - **Data and verification subscriptions:** Included - **Professional indemnity insurance:** Each broker holds their own policy; Redrock's minimum required coverage levels are a $2,000,000 Limit of Liability and a $6,000,000 maximum aggregate Limit of Liability, with the first-year premium included in the initial investment - **Brand ownership:** Retained by broker - **Client relationship ownership:** Retained by broker - **Business direction ownership:** Retained by broker - **Comparative model — Maximiser:** 100% upfront / 95% trail, with a $1,500 per annum compliance fee (ex GST) and a minimum volume of POA - **Contact:** 1300 667 694 · redrock.com.au

General product claims

- Prime is built for established and growing brokerages - Prime is suitable for brokers switching aggregators who want a materially better split - Prime is backed by complete aggregation infrastructure - The integrated compliance platform keeps businesses audit-ready and clients protected - Prime suits brokers who value flexibility and a cleaner cost structure - Prime suits brokers who want a partner that supports their business without placing conditions on how much of it they write - Prime is built to support broker independence, compliance and business growth