Add Broking to Your Existing Business: Stop Referring Revenue Away

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Description:

How accountants, bookkeepers and property professionals add mortgage broking capability to an existing practice with Redrock carrying licensing and compliance.

Details:

If you run an accounting practice, a bookkeeping firm or a property advisory business, you already know the pattern: clients buying premises, refinancing, funding equipment, restructuring debt. Those conversations happen every week. Most practices refer them to a broker and earn nothing from it.

This pathway is about keeping that revenue in your practice, without becoming a full-time broker.

The core argument

Your clients already trust you with their finances. When they need credit, you are usually the first professional they mention it to.

- **The commission stays in your practice** — upfront and trail on loans you arrange, rather than a thank-you from the broker you referred to - **Redrock carries the infrastructure** — Australian Credit Licence coverage, the compliance platform, lender panel access and lodgement software - **Your time commitment stays controlled** — you write loans for existing clients as opportunities arise, with no requirement to run a broking shopfront - **You keep your practice identity** — firm name, brand and client relationships stay yours

How the arrangement works

You, or a nominated person in your practice, become an authorised credit representative of Red Rock Brokers Group Pty Ltd (ABN 40 149 728 030), which holds Australian Credit Licence 405961. It does not have to be the firm owner.

The joining package includes the Certificate IV in Finance and Mortgage Broking (FNS40821) if you are new to credit work, compliance training, professional indemnity insurance for year one, industry memberships, induction and mentoring. See [the initial investment](/costs-income/the-initial-investment-what-joining-redrock-covers) for what it covers.

Course codes and requirements change — confirm the current position with the training provider and the relevant association. Redrock's minimum required professional indemnity coverage levels for brokers are a **$2,000,000 Limit of Liability** and a **$6,000,000 maximum aggregate Limit of Liability**. Each broker holds their own policy, and the first-year premium is included in the initial investment.

You then operate under the same member broker agreement as every Redrock broker, with the same lender panel access and the same technology: the **Redrock Broker Portal** with **[Search Suite](/technology/search-suite-ai-smart-search-inside-the-redrock-broker-portal)** AI Smart Search inside it, **[ComplySuite](/technology/complysuite-nccp-compliance-monitoring-and-reporting)** for

NCCP compliance monitoring and reporting including quarterly self-reviews, and Salestrekker — a third-party platform Redrock provides access to — for lodgement and CRM.

Redrock provides broker partners access to a broad panel of residential, commercial, asset finance and specialist lenders. The operating model behind that is set out in [Why Redrock](/about-redrock/why-redrock-major-aggregator-capability-independent-operating-model).

What it costs

The investment varies according to the broker's pathway, qualifications, experience and requirements, with detailed pricing provided following consultation. It incorporates a substantial turnkey package including relevant training, memberships, PI insurance, onboarding, lender accreditations and mentoring and support. The structure that applies:

- All fees quoted **excluding GST** - A **minimum two-year term** on every model - A **monthly fee per credit representative**, with one included - Up to **three months with no monthly fee** during induction - An additional new-to-industry credit representative is a **one-off setup and on-boarding charge of 50% of the initial investment** — not a monthly cost - **Non-mortgage commissions at 80% of commission received** on every model

That last point matters for a practice adding broking: asset finance and equipment funding, which is often where accounting clients start, is paid at 80% regardless of which model you are on.

The compliance obligations you take on

This is the part worth being clear-eyed about. Adding credit representative capability means taking on real regulatory obligations, not just a revenue line.

Loan files must meet the standards set under the **National Consumer Credit Protection Act 2009** — reasonable inquiries into the client's requirements, objectives and financial situation, reasonable steps to verify it, and an assessment that the credit contract is not unsuitable.

Best interests duty applies where you provide credit assistance to a **consumer**. It requires you to act in the client's best interests and to give priority to their interests where they conflict with yours.

It does **not** apply to commercial or business lending. That distinction matters more in an accounting practice than almost anywhere else, because a large share of your lending conversations will be business purpose — equipment finance, commercial property, working capital. Know which side of the line a given deal sits on before you build a file around it, and confirm the boundary against ASIC's current guidance.

You will also need to disclose credit assistance properly alongside your existing services, including the credit proposal disclosure document required under the Act. Redrock's framework refers to this as a Statement of Credit Assistance.

There is also an obvious conflict question when you advise a client on their finances and then arrange their credit. Address it in your engagement terms and your disclosure, not after the fact.

Redrock's compliance platform, file reviews and audits exist to keep this on track. Detail is in [best interests duty and responsible lending](/compliance-licensing/best-interests-duty-and-responsible-lending-how-redrock-evidences-compliance).

What doesn't change

Your firm, your brand, your client relationships and your core services. Brokers retain full ownership of their brand, their business and their clients. Broking is an added revenue line, not a pivot.

If a full broking arm isn't right yet

For commercial and specialist scenarios beyond your accreditation, the spot-and-refer program lets you refer into specialist capability within the Redrock network and still participate in the outcome. Ask how the arrangement is structured and remunerated before you rely on it — Redrock has not published the split.

Some firms start with spot-and-refer and move to full representative status once volume justifies it.

For accounting firms specifically

Accounting and bookkeeping practices are the profession Redrock has prioritised for this pathway. Compliance-literate professionals tend to take to credit work readily, since the documentation discipline is already familiar.

Two resources go deeper than this page:

- [For accounting firms: adding broking revenue without becoming a brokerage](/for-accounting-firms/for-accounting-firms-adding-broking-revenue-without-becoming-a-brokerage) — the economics and the time model - [Adding broking to an accounting practice](/for-accounting-firms/adding-broking-to-an-accounting-practice-a-practical-implementation-guide) — what implementation actually looks like

Next step

There is no minimum loan volume requirement on the New Entrant, Specialist, Advantage or Prime models, so the practical answer for your firm depends on your client base rather than a volume hurdle. Call **1300 667 694** to talk it through, or start with the [joining and qualifications FAQ](/faqs/joining-and-qualifications-frequently-asked-questions).