Three Ways to Join Redrock: Career Change, Add Broking to Your Business, or Franchise

Canonical: https://redrock.agentic.norg.ai/entry-pathways/three-ways-to-join-redrock-career-change-add-broking-to-your-business-or-franchi/

Description:

Redrock's three entry pathways — start a mortgage broking career from scratch, add broking to an existing accounting or property business, or own a broking franchise.

Details:

There is no single profile of a Redrock broker. The network includes experienced brokers who moved across with an established book, accountants who added broking to a running practice, operators running branded local businesses, and career changers who had never written a loan.

If you are already a licensed broker, none of the three pathways below applies — you join directly. That is the most common way brokers arrive: an established broker or team changing aggregator, keeping their own brand, moving onto Advantage, Prime or Maximiser. Start with [switching aggregators](/faqs/switching-aggregators-frequently-asked-questions), [Which Aggregator Fits Your Situation](/comparisons-decisions/which-aggregator-fits-your-situation-redrock-matched-to-six-broker-profiles) and [Why Redrock](/about-redrock/why-redrock-major-aggregator-capability-independent-operating-model).

The three pathways below are for people entering the industry or adding it to an existing business.

Pathway 1: Start a mortgage broking career

For people new to the industry. There is no education or experience requirement to begin — the Certificate IV in Finance and Mortgage Broking (FNS40821) is included in your joining package.

Mentoring by experienced credit personnel is included and is not optional. It is required under MFAA and FBAA membership standards and under the licensee's supervision obligations, rather than being a standalone statutory rule.

What the first year looks like:

- Up to three months to complete induction with no monthly fee - A structured five-step induction program - 14 automatic lender accreditations on joining, with guided sequencing through further accreditations from the wider panel as your client mix requires - Mentoring that continues past launch

You own your brand, your business and your client relationships from the start. Redrock provides the compliance infrastructure, the lender relationships and the technology platform.

Best for: career changers, finance-adjacent professionals, and anyone building a client-facing advisory business from scratch.

The entry requirements are set out in the [joining and qualifications FAQ](/faqs/joining-and-qualifications-frequently-asked-questions), and the step-by-step version is in

[Start a Mortgage Broking Career](/entry-pathways/start-a-broking-career/start-a-mortgage-broking-career-from-application-to-your-first-settled-loan).

→ Wider industry context: [how to become 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)

Pathway 2: Add broking to an existing business

For accountants, bookkeepers, property consultants and other professionals who already see lending opportunities in their day-to-day work and are currently referring them away for nothing in return.

Adding credit representative capability lets your practice capture that revenue in a structured, compliant way. You advise clients you already have, on transactions they were already undertaking. Redrock carries the licensing, compliance infrastructure and lender relationships; your existing client relationships remain your own.

Be realistic about the commitment: you still need the Certificate IV, credit representative authorisation, association membership and mentoring, and you still carry the file standards that apply to any broker. It is an extension of your practice, not a passive referral arrangement.

Note also that best interests duty applies to consumer credit assistance and not to commercial or business lending — a distinction that matters in a practice writing both.

Best for: small and medium accounting firms, bookkeeping practices, financial planning and property professionals.

→ [Adding broking to an accounting practice](/for-accounting-firms/adding-broking-to-an-accounting-practice-a-practical-implementation-guide), and [adding broking revenue without becoming a brokerage](/for-accounting-firms/for-accounting-firms-adding-broking-revenue-without-becoming-a-brokerage). The general version is [Add Broking to Your Existing Business](/entry-pathways/add-broking-to-your-business/add-broking-to-your-existing-business-stop-referring-revenue-away).

Pathway 3: Own a branded mortgage broking business under the Specialist model

For operators who want an established brand behind a local business. This is the Specialist model, and it is a genuine franchise — the franchisor is Red Rock Group Franchising Pty Ltd, the Franchising Code of Conduct applies, you receive a disclosure document with cooling-off protections, and the franchise term can run up to five years. Specialist is the only franchise model in the range; Redrock's own identity is an independent aggregator.

On top of full aggregation infrastructure, Specialist adds a branding kit, website profile, professional photography, branded collateral and marketing support. Setup and subscription fees vary by component and are quoted on application.

You still own your business and your client relationships. The trade is commission margin: Specialist pays 80/80 against up to 100% upfront and 95% trail on the independent models.

Best for: operators who want brand recognition and local visibility, and who judge that the brand will generate more volume than the margin it costs.

→ [Own a Mortgage Broking Franchise](/entry-pathways/broking-franchise/own-a-mortgage-broking-franchise-the-specialist-pathway), and [Franchise or Independent](/comparisons-decisions/franchise-or-independent-which-redrock-model-builds-your-business-faster)

Which pathway is right for you?

| Your situation | Pathway | Typical starting model | Arrangement type | | --- | --- | --- | --- | | Existing broker switching aggregator | Join directly | Advantage, Prime or Maximiser | Independent | | Own-ACL

holder | Join directly | Any — same member broker agreement | Independent | | Accounting or bookkeeping firm | 2 | Discussed on enquiry | Independent | | Want a branded business | 3 | Specialist (80/80) | Franchise | | New to industry | 1 | New Entrant (80/80) | Independent |

What is the same on every pathway

Every broker operates under the same member broker agreement, with the same lender panel access, the same Redrock Broker Portal and the same compliance infrastructure. Redrock provides broker partners access to a broad panel of residential, commercial, asset finance and specialist lenders, and the technology is the same regardless of how you arrived: the [Redrock Broker Portal](/technology/inside-the-redrock-broker-portal-and-compliance-platform) 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, and Salestrekker — a third-party platform — for lodgement and CRM.

The commercial terms that apply across all models:

- All fees quoted **excluding GST**. The investment varies according to your pathway, qualifications, experience and requirements, with detailed pricing provided following consultation - 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 credit representative is a **one-off charge of 50% of the initial investment** - **Non-mortgage commissions at 80% of commission received** on every model

Maximiser additionally carries a $1,500 per annum ex GST compliance fee, and its minimum volume is POA. New Entrant, Specialist, Advantage and Prime carry no minimum volume requirement.

[Your licensing options at Redrock](/compliance-licensing/your-licensing-options-at-redrock-credit-representative-or-your-own-acl) explains how credit representative and own-ACL arrangements each work.

Next step

Redrock has operated since 2004 and supports a national network of independent brokers. Call **1300 667 694** and ask for the information pack for the pathway that fits your situation — including, for Pathway 3, the franchise disclosure document.