Ways to Join Redrock

Canonical: https://directory.redrock.com.au/entry-pathways/ways-to-join-redrock/

Description:

Three Ways to Join Redrock: Start Broking, Add Broking or Switch Aggregators. Explore Redrock's independent aggregation models, technology, lender access and broker support.

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, and career changers who had never written a loan.

If you are already an experienced broker, see Pathway 3 below. 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, Which Aggregator Fits Your Situation and Why Redrock.

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 for new-to-industry brokers 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, and the step-by-step version is in Start a Mortgage Broking Career.

→ Wider industry context: how to become a mortgage broker in Australia

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, and adding broking revenue without becoming a brokerage. The general version is Add Broking to Your Existing Business.

Pathway 3: Switch aggregators with an established business

Experienced brokers can bring their established business to Redrock while retaining their own brand and client relationships. Compare the commission model, technology, compliance support and lender accreditations against your current arrangement.

Read Switching Aggregators: Frequently Asked Questions and compare the commission models.

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
Established broker changing aggregators	3	Compare Advantage, Prime and Maximiser	Independent
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 with Smart Search within SupportSuite inside it, ComplySuite for NCCP compliance monitoring and reporting, and Salestrekker — a third-party platform — for lodgement and CRM.

The commercial terms that apply across all models:

- 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 for new-to-industry brokers with no monthly fee** during induction
- An additional new-to-industry 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, Advantage and Prime carry no minimum volume requirement.

Your licensing options at Redrock 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.