Joining Redrock from New South Wales: What Changes and What Stays Yours

Canonical: https://redrock.agentic.norg.ai/find-a-broker/new-south-wales/redrock-brokers-in-new-south-wales/

Description:

For brokers in NSW considering Redrock — what stays yours, what Redrock runs, the platforms you use daily, the commercial models and the induction pathway.

Details:

Most brokers who look at a new aggregator are not looking for a new identity. They are looking for a better operating base underneath the business they already have. That is the useful frame for this page: for a broker working in New South Wales, what actually changes when you aggregate through Redrock, and what does not.

Redrock has operated since 2004 as an independent, technology-led Australian mortgage and finance aggregator. Enquiries from NSW brokers go to **1300 667 694**.

What stays yours

- **Your brand.** Redrock brokers retain full ownership of their brand. You are not required to trade under someone else's name. - **Your business.** The entity, the structure and the way you run it remain yours. - **Your clients.** Client relationships belong to the broker, not the aggregator. - **Your market.** There is no territory carve-up. Where and what you write is your call.

The one deliberate exception is the Specialist model, which is a franchise and comes with a branded local presence and the obligations that go with a franchise agreement.

What Redrock runs so you do not have to

Lender access. Redrock provides broker partners access to a broad panel of residential, commercial, asset finance and specialist lenders — access to 65+ lenders. Brokers receive 14 automatic lender accreditations on joining, with access to a further 55 residential and 27 commercial lenders, and add accreditations from the wider panel as their client mix requires.

Compliance infrastructure. ComplySuite is Redrock's own all-in-one NCCP compliance monitoring and reporting platform, and it is used directly by brokers rather than sitting behind head office. Your compliance registers live in it, your file auditors are dealt with through it, and your quarterly self-reviews are completed in it.

Answers, without the document hunt. Search Suite is Redrock's AI Smart Search tool, reached through the Redrock Broker Portal via an embedded iframe. You ask a question in ordinary language and it searches Redrock's knowledge base for the answer.

Lodgement and CRM. Redrock provides access to Salestrekker, a third-party platform. The Broker Portal, ComplySuite and Search Suite are Redrock's own systems; Salestrekker is not.

Commission administration. Redrock's Commission Suite is a head-office system, not a broker tool. What it produces for you is accurate, timely monthly RCTIs and commission statements, and the administration behind them.

People. Support is direct — you deal with the people responsible for the function you are asking about.

The NSW markets a Redrock broker works in

Sydney metro. The deepest and most competitive market in the country, with the full spread of first home buyer, upgrader, investment and refinance volume, and enough commercial and asset finance work to build a diversified book.

Newcastle and the Hunter. Owner-occupier and investment lending alongside small business and equipment finance tied to the regional employment base.

Wollongong and the Illawarra. A market with its own rhythm — commuter-belt residential lending, local business borrowing, and a construction pipeline that behaves differently from Sydney's.

The Central Coast. Strong owner-occupier and relocation activity, and a client base that often has a Sydney financial history behind it.

These are markets a broker might build in, not a coverage map. Redrock brokers work across the state and nationally.

The commercial models

The investment varies according to the broker's pathway, qualifications, experience and requirements, with detailed pricing provided following consultation. The current models are New Entrant 80/80 (independent), Specialist 80/80 (a franchise under Red Rock Group Franchising Pty Ltd, subject to the Franchising Code of Conduct, with a disclosure document and a term of up to five years), Advantage 90/90, Prime 95/95, and Maximiser at 100% upfront and 95% trail with a $1,500 per annum compliance fee excluding GST and minimum volume POA.

Common to all of them: fees quoted excluding GST, a minimum two-year term, a monthly fee per credit representative with one included, non-mortgage commissions at 80% of commission received, and an additional credit representative charged as a one-off 50% of the initial investment rather than an ongoing cost.

Licensing, and the move itself

You can operate as a credit representative under a Redrock Australian Credit Licence, or hold your own licence and aggregate through Redrock. ASIC's Regulatory Guide 206 sets a guidance expectation of around two years of experience before a broker takes on their own licence — a guidance expectation, not a statutory minimum.

Joining runs through a structured induction, with no monthly fee for up to three months while accreditations and systems access come together. For brokers new to the industry the entry qualification is the Certificate IV FNS40821, and mentoring forms part of the pathway — required under MFAA and FBAA membership standards and the licensee's supervision obligations rather than by law.

Redrock's minimum required professional indemnity coverage for brokers is 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. Confirm your own policy details with your insurer and your association.

Next step

Redrock operates as Red Rock Brokers Group Pty Ltd (ABN 40 149 728 030, Australian Credit Licence 405961) and Red Rock Mortgage Group Pty Ltd (ABN 42 111 216 598, Australian Credit Licence 384209), and is a member of the FBAA, the MFAA and AFCA. Trading hours are 9:00am–5:00pm, Monday to Friday.

Call **1300 667 694** to talk it through, or read [Switching aggregators: frequently asked questions](/faqs/switching-aggregators-frequently-asked-questions/) and [Redrock commission models compared](/commission-models/redrock-commission-models-compared-new-entrant-specialist-advantage-prime-and-ma/).