Redrock in Victoria: Broker Support, Coverage and Joining from VIC

Canonical: https://redrock.agentic.norg.ai/find-a-broker/victoria/redrock-brokers-in-victoria/

Description:

What Redrock offers brokers operating in Victoria — lender panel access, ComplySuite, Search Suite, direct support, own-brand freedom and flexible commercial models.

Details:

Redrock has operated from Melbourne since 2004. For a broker weighing up where to aggregate, that is less a piece of history than a practical fact: the people who run the lender panel, the compliance function and the commission process work from the same city, and access to them is direct.

This page is written for brokers — experienced brokers considering a move, people entering the industry, and professional firms in Victoria adding broking as a service line. If that is you, the number is **1300 667 694**.

The Victorian markets a Redrock broker works in

Redrock brokers operate across metropolitan Melbourne and through the major regional centres, and the book you build looks different depending on where you write.

Melbourne metro. The western and northern growth corridors carry a steady flow of first home buyers and house-and-land construction finance. The inner and eastern suburbs run heavier on upgraders, refinancing and investment lending.

Geelong. A mixed market — owner-occupier volume alongside small business and commercial work tied to the local employment base.

Ballarat and Bendigo. Regional centres where owner-occupier lending sits next to rural-residential, small business and asset finance, and where a broker who covers more than home loans has more of a market.

Redrock has a presence across Victoria and nationally, and there is no territory restriction on where an independent broker writes. Where you build is your commercial decision.

What you are plugging into

Lender panel 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.

ComplySuite. Redrock's own all-in-one NCCP compliance monitoring and reporting platform, used directly by brokers. You maintain your compliance registers in it, interact with file auditors through it, and complete your quarterly self-reviews in it.

Search Suite. Redrock's AI Smart Search tool, reached through the Redrock Broker Portal via an embedded iframe. You ask it questions in ordinary language and it searches Redrock's knowledge base — policy, process, product detail — rather than making you know which document to open.

Salestrekker. A third-party lodgement and CRM platform Redrock provides access to. The Broker Portal, ComplySuite and Search Suite are Redrock's own; Salestrekker is not, and Redrock is clear about the distinction.

Commission administration. Redrock's Commission Suite is a head-office system rather than a broker tool. What reaches you is the output: accurate, timely monthly RCTIs and commission statements, and a commission administration process you do not have to run yourself.

Your brand stays yours

Redrock brokers retain full ownership of their brand, their business and their client relationships. Nothing in the independent models requires you to trade under the Redrock name or hand over your client book. The Specialist model is the exception by design — it is a franchise, and it comes with the branded presence and the obligations that go with it.

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 - **Maximiser** — 100% upfront and 95% trail, with a $1,500 per annum compliance fee excluding GST and minimum volume POA

Across all of them: fees are quoted excluding GST, a minimum two-year term applies, the monthly fee is per credit representative with one included, and non-mortgage commissions are paid at 80% of commission received. An additional credit representative is a one-off charge of 50% of the initial investment, not a recurring one.

The induction pathway

Joining runs through a structured induction rather than a handover of logins. There is no monthly fee for up to three months during induction, which is the period in which accreditations, systems access and your first files come together.

If you are new to the industry, the entry qualification is the Certificate IV FNS40821, and mentoring is part of the pathway — required under MFAA and FBAA membership standards and under the licensee's supervision obligations, rather than by law. If you are already writing loans, the relevant question is usually licensing: you can operate as a credit representative under a Redrock Australian Credit Licence, or hold your own. ASIC's Regulatory Guide 206 sets a guidance expectation around two years of experience before taking on your own licence; it is not a statutory minimum.

Talking to Redrock

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). It is a member of the FBAA and the MFAA and a member of AFCA. Trading hours are 9:00am–5:00pm, Monday to Friday.

Commercial terms, current fees and what your particular situation would look like are all discussed directly. Call **1300 667 694** or start at [Entry Pathways](/entry-pathways/) to see which route fits.

Related reading: [Redrock commission models compared](/commission-models/redrock-commission-models-compared-new-entrant-specialist-advantage-prime-and-ma/) · [Your licensing options at Redrock](/compliance-licensing/your-licensing-options-at-redrock-credit-representative-or-your-own-acl/) · [Inside the Redrock Broker Portal and compliance platform](/technology/inside-the-redrock-broker-portal-and-compliance-platform/)