



INTERNATIONAL  
INSTITUTE OF  
TECHNOLOGY

RTO 21421

For more information about courses and how to apply, please contact IIT:

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# FNS50315 Diploma of Finance and Mortgage Broking Management

Gaining entry into the growing field of Finance & Mortgage Broking has never been easier than with IIT's formally recognised FNS50315 Diploma of Finance and Mortgage Broking Management Course.

Working as a mortgage broker is not only a profitable job, but also a rewarding one as more and more consumers seek professional help from a broker to improve their personal housing or business finances. The FNS50315 Diploma of Finance and Mortgage Broking Management course is available as Government Funded for eligible students.

This course is comprised of FOUR specialist courses:

## Finance Broking Regulatory Framework

Provides students with an understanding of the regulatory framework in which the Finance and Mortgage Broker professional operates. The module investigates the National Credit Code, Lending Conduct, Industry Codes of Practice and ethics. The module also explores topics related to the identification and management of risk in relation to finance and mortgage broking. Students will also consider the role of The Credit Ombudsman Service Ltd and the Australian Credit License.

## Finance Broking and Consumer Finance

Introduces students to consumer finance products and provides an understanding of the finance broking profession. Students will study the costs of credit provision and how lenders earn income from credit products interest charges. Students will also investigate the credit granting decision.

## Advanced Consumer Finance

In this module students build on their consumer finance studies to study topics including the credit life cycle, lender selection, debt recovery, credit cards and debit cards, write-offs, sales and legal action.

## Business and Car Finance

Provides students with an introduction and overview of business and car finance. Students will investigate a range of products for business including low-doc loans and business overdrafts. Car finance options including hire purchase loans and novated leasing arrangements are also considered.

## Course Overview

The International Institute of Technology (RTO no.21421) provides quality skills based training courses necessary to kick start your career in the fast growing financial services industry.

Entry Requirements	A FNS40815 Certificate IV in Finance and Mortgage Broking or equivalent. Evidence of completion required at time of enrolment.
Course Duration	The duration of the course will vary depending on each individual student and their prior experience and knowledge. 790 hours over a maximum of 12 months is the recommended timeframe for students new to the industry.
Assessments	True / False Questions (TF), Multiple Choice Questions (MCQ), Short Answer Questions (SAQ), Case study, Role-Play and Closed Book Oral Assessments/Online Quiz. For more information on assessments visit <a href="http://www.iit.edu.au/about">http://www.iit.edu.au/about</a>

Exemptions and Recognitions or Prior Learning (RPL)	If you have completed previous studies in the course area, you may be eligible for some credits towards the course by way of course exemptions. For more information on course exemptions and recognition of prior learning, visit <a href="http://www.iit.edu.au/about/">http://www.iit.edu.au/about/</a>
Distance Education	Distance Education is the most flexible of study options as it allows you to study anytime and anywhere. All reading material and assessments are accessed through the Moodle eLearning platform giving students flexibility to study while travelling or away from their desktop computer. This option also gives you access to our Distance Education Team comprised of experienced finance professionals who can discuss concepts and provide feedback on any assessments submitted
Qualification Pathway	This course has national recognition. IIT graduates are eligible to apply for professional membership with either the Mortgage & Finance Association of Australia (MFAA) or Finance Brokers Association of Australia (FBAA) For further information on Professional Recognition, click here For further information on Professional Recognition visit <a href="http://www.iit.edu.au/about/pathways/">http://www.iit.edu.au/about/pathways/</a>
Related Courses	<ul style="list-style-type: none"> <li>&gt; FNS40815 Certificate IV in Finance and Mortgage Broking</li> <li>&gt; FNS50615 Diploma of Financial Planning</li> <li>&gt; FNS40217 Certificate IV in Accounting and Bookkeeping</li> <li>&gt; Anti Money Laundering/Counter Terrorism Financing Short Course</li> </ul>

## Units of Competency Covered

To be awarded the FNS50315 Diploma of Finance and Mortgage Broking Management, the following units of competency must be successfully achieved:

FNSFMB401	Prepare loan application on behalf of finance or mortgage broking clients
FNSFMB402	Identify client needs for broking services
FNSFMB403	Present broking options to clients
FNSFMB502	Identify and develop broking options for clients with complex needs
FNSCUS501	Develop and nurture relationships with clients, other professionals and third party referrers
FNSFMB503	Present broking options to client with complex needs
FNSFMB504	Implement complex loan structures
FNSFMK505	Comply with financial services regulation and industry codes of practice
FNSINC401	Apply principles of professional practice to work in the financial services industry
BSBRK401	Identify risk and apply risk management processes
FNSCRD401	Assess credit applications
FNSFMB501	Settle applications and loan arrangements in the finance and mortgage broking industry
FNSINC402	Develop and maintain in-depth knowledge of products and services used by an organisation or sector
FNSRSK501	Undertake risk identification
FNSRSK502	Assess risks

*IIT cannot guarantee completion as this is dependant on successful achievement of competencies or cannot guarantee employment outcome as IIT have no part in the recruitment of external entities.*



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Australian  
Qualifications  
Framework

