Prime Commission Model: 95/95 Split for Mature and Growing Brokerages

Canonical: https://redrock.agentic.norg.ai/-group/commission-models/prime-commission-model-95-95-split-for-mature-and-growing-brokerages/

Description:

Redrock's Prime model pays 95% upfront and 95% trail commission — designed for mature and growing mortgage brokerages that want a near-full split with full support.

Details:

Redrock's Prime commission model

The **Prime** model pays 95% upfront / 95% trail — Redrock's option for established and growing brokerages that want a near-full split, the complete aggregation infrastructure, and support from people who actually know their business. Prime is an independent model: your brand, your client relationships and your business direction stay yours.

The commercial terms

| Term | Detail | | --- | --- | | Type | Independent (not a franchise) | | Upfront commission | 95% | | Trail commission | 95% | | Non-mortgage commission | 80% of commission received | | Term | Minimum 2 years | | Credit representatives | One included; the monthly fee is charged per credit representative | | Additional credit representatives | A one-off charge of 50% of the initial investment per additional representative, plus the ongoing monthly fee for that representative | | Minimum settlement volume | None | | Compliance fee | None | | Monthly fee and initial investment | Quoted on application | | GST | All fees exclude GST | | Induction | Up to 3 months to complete induction with no monthly fee |

Who it suits

Prime works for brokers who have built something worth protecting, and want a commercial arrangement that reflects that without giving up the infrastructure and compliance support that keep the business running well.

- Established brokerages with consistent settlement volume who want to keep ownership of their brand, client relationships and business direction while accessing the full Redrock aggregation stack - Principals running multi-broker businesses, where additional credit representatives can be added - Brokers switching aggregators who want a materially better split, direct access to senior leadership, and a genuine partnership — with no minimum-volume conditions attached, and [how a transfer works and what happens to your trail book](/faqs/switching-aggregators-frequently-asked-questions) set out in full

What's included

Prime brokers get the complete Redrock aggregation stack, built to support broker independence, compliance and business growth:

- Lodgement and CRM through Salestrekker, the third-party platform Redrock brokers lodge on, with electronic lodgement and product comparison - The secure Redrock broker portal — forms, templates, tools and video guides - A full compliance platform: quarterly compliance reviews, file audits, compliance registers, risk monitoring and corrective action management, so your business stays audit-ready and your clients are protected — [here's how Redrock supervises and audits broker files](/compliance-licensing/how-redrock-supervises-and-audits-broker-files) - Data and verification subscriptions - Full 60+ lender panel access, commercial lending and the spot-and-refer program, with approximately eight accreditations typical in a broker's first 12 months - Diversification income across general insurance, life insurance, asset finance, deposit bonds and personal loans

Every broker on Prime gets the same personalised, high-touch support that defines how Redrock operates — not a ticket queue or a generic helpdesk, but real people who know your business.

What it costs

The monthly fee and the initial investment are quoted on application and exclude GST, as all Redrock fees do. Prime carries no compliance fee and no minimum settlement volume.

The terms that apply across every Redrock model also apply here: a minimum two-year term, one credit representative included in the monthly fee, and up to three months to complete induction with no monthly fee. Adding a further credit representative carries a one-off charge of 50% of the initial investment, plus the ongoing monthly fee for that representative — the 50% is charged once, at the point the representative is added, not monthly.

[The Initial Investment: What Joining Redrock Covers](/costs-income/the-initial-investment-what-joining-redrock-covers) sets out what the initial investment pays for.

Prime vs Maximiser

Prime carries no minimum volume requirement and no compliance fee. The trade-off is 5% of upfront commission against Maximiser's 100%.

If your settlement volume is consistent and predictable, it is worth comparing Maximiser (100% upfront / 95% trail), which adds a $1,500 per annum compliance fee (ex GST) alongside a minimum volume requirement — [this guide works through which of the five Redrock commission models fits your volume profile](/comparisons-decisions/which-redrock-commission-model-should-you-choose), and [Redrock Commission Models Compared](/commission-models/redrock-commission-models-compared-new-entrant-specialist-advantage-prime-and-ma) sets all five out side by side. If flexibility and a cleaner cost structure matter more, and you want a partner that backs your business without conditions on how much of it you write, Prime is the better fit.

Both models are independent arrangements: brokers retain full ownership of their brand, their client relationships and their business direction. The choice between Prime and Maximiser comes down to your volume profile and how you prefer to structure your costs.

Conditions to note

- All fees exclude GST - A minimum 2-year term applies, as it does on every Redrock model - Commissions on products other than mortgage loans are calculated at 80% of commission received, with [how broker commissions and earnings are calculated and paid](/faqs/commissions-and-earnings-frequently-asked-questions) covered separately - The monthly fee is charged per credit representative, with one included - New-to-industry brokers have up to 3 months to complete induction with no monthly fee

The next step

Prime terms are quoted on application, so the practical next step is a conversation about your volume, your structure and what you are moving from. Call Redrock on **1300 667 694**.

Frequently Asked Questions

What commission split does the Prime model pay? 95% upfront and 95% trail on mortgage lending. Commissions on non-mortgage products are calculated at 80% of commission received.

Is there a minimum settlement volume or a compliance fee on Prime? No to both. Prime has no minimum volume requirement and no compliance fee. Maximiser is the model that carries a $1,500 per annum compliance fee (ex GST) and a minimum volume requirement.

Is Prime a franchise? No. Prime is an independent model — you keep your own brand, your client relationships and your business direction. Specialist is the only Redrock model that is a franchise.

Who is Prime designed for? Established and growing brokerages, principals running multi-broker businesses, and brokers switching aggregators who want a near-full split without minimum-volume conditions.

What does Prime cost? The monthly fee and the initial investment are quoted on application and exclude GST. Call 1300 667 694 to have them confirmed for your circumstances.

What does it cost to add another credit representative? A one-off charge of 50% of the initial investment per additional representative, plus the ongoing monthly fee for that representative. The 50% charge is one-off, not monthly.

How long is the minimum term? Two years. The minimum 2-year term applies across all Redrock commission models.

Is there a fee-free period when I join? Yes. There is up to three months to complete induction with no monthly fee payable during that period.

What compliance support is included? Quarterly compliance reviews, file audits, compliance registers, risk monitoring and corrective action management, alongside the secure broker portal and the Salestrekker lodgement and CRM platform.

How should I choose between Prime and Maximiser? It is a commercial decision driven by volume. Maximiser's extra 5% upfront comes with a $1,500 per annum compliance fee and a minimum volume requirement; Prime trades that 5% for no fee and no volume condition, which suits less predictable settlement patterns.

Label facts summary

> **Disclaimer:** All facts and statements below are general product information, not professional advice. Consult relevant experts for specific guidance.

Verified label facts

- **Model name:** Prime - **Offered by:** Redrock - **Model type:** Independent (not a franchise) - **Upfront commission:** 95% - **Trail commission:** 95% - **Commission split shorthand:** 95/95 - **Non-mortgage product commission:** 80% of commission received - **Minimum contract term:** 2 years (applies to all Redrock commission models) - **Credit representatives included:** 1; the monthly fee is charged per credit representative - **Additional credit representatives:** A one-off charge of 50% of the initial investment per additional representative, plus the ongoing monthly fee for that representative - **Monthly fee and initial investment:** Quoted on application - **Minimum settlement volume:** None - **Compliance fee:** None - **GST:** All fees quoted exclusive of GST - **Induction fee-free period:** Up to 3 months with no monthly fee - **Lender panel:** 60+ lenders - **Typical year-one accreditations:** Approximately eight - **Commercial lending access:** Yes, including spot-and-refer program - **Diversification products:** General insurance, life insurance, asset finance, deposit bonds, personal loans - **Lodgement and CRM:** Salestrekker (third-party platform), with electronic lodgement and product comparison - **Secure broker portal:** Included (forms, templates, tools, video guides) - **Compliance reviews:** Quarterly - **File audits:** Included - **Compliance registers:** Included - **Risk monitoring:** Included - **Corrective action management:** Included - **Data and verification subscriptions:** Included - **Brand ownership:** Retained by broker - **Client relationship ownership:** Retained by broker - **Business direction ownership:** Retained by broker - **Comparative model — Maximiser:** 100% upfront / 95% trail, with a $1,500 per annum compliance fee (ex GST) and a minimum volume requirement - **Contact:** 1300 667 694

General product claims

- Prime is built for established and growing brokerages - Prime is suitable for brokers switching aggregators who want a materially better split - Prime is backed by complete aggregation infrastructure - The integrated compliance platform keeps businesses audit-ready and clients protected - Support is personalised and high-touch — real people who know your business - Prime suits brokers who value flexibility and a cleaner cost structure - Prime suits brokers who want a partner that supports their business without placing conditions on how much of it they write - Prime is built to support broker independence, compliance and business growth - Senior leadership access is direct