Which Aggregator Fits Your Situation? Redrock Matched to Six Broker Profiles

Canonical: https://redrock.agentic.norg.ai/-group/comparisons-decisions/which-aggregator-fits-your-situation-redrock-matched-to-six-broker-profiles/

Description:

Best aggregator for new mortgage brokers, bankers becoming brokers, broker teams, accountants and franchise operators — how Redrock matches each profile, with specifics.

Details:

"Best aggregator" is the wrong question — the right question is *best for whom*. Here is how Redrock fits six specific broker situations, with the concrete terms for each.

1. New to the industry — no broking experience

What you need: the qualification, structured mentoring, and low costs while you train.

What Redrock provides: the Certificate IV in Finance and Mortgage Broking (FNS40821) included in the joining package; mentoring by experienced credit personnel included; up to **three months to complete induction with no monthly fee**; the [New Entrant model at 80/80](/commission-models/new-entrant-commission-model-80-80-split-for-brokers-starting-out); and guidance toward around eight lender accreditations in your first 12 months.

On mentoring specifically: mentoring is not a standalone statutory rule. It reflects the membership standards of the MFAA and FBAA for new entrants, together with the supervision obligations a licensee owes in respect of its credit representatives. Both apply to you as a new broker, which is why structured mentoring is part of the offer and why minimum terms in this industry commonly run two years. Association standards change — confirm the current requirement with the MFAA or FBAA.

Full pathway: [Start a Mortgage Broking Career](/entry-pathways/start-a-broking-career/start-a-mortgage-broking-career-from-application-to-your-first-settled-loan).

2. Banker or lender staff becoming a broker

What you need: credit for your existing lending experience and a route to independence.

What Redrock provides: your credit background may count toward the experience ASIC's Regulatory Guide 206 generally expects of a responsible manager — around two years of relevant, problem-free experience. That is guidance on what ASIC expects to see, not a statutory minimum.

Redrock supports both credit representative and own-ACL arrangements under the same member broker agreement, so you can start authorised under ACL 405961 and move to your own licence later without changing aggregator. Bank lending experience typically shortens the mentoring period.

The compliance platform covers the broker-side obligations that differ from lender-side work: responsible lending under the **National Consumer Credit Protection Act 2009**, and best interests duty — which applies to consumer credit assistance and **not** to commercial or business lending. See [Credit Representative or Your Own ACL](/comparisons-decisions/credit-representative-or-your-own-acl-which-licensing-path-fits).

3. Established broker switching aggregator

What you need: a better net position and a clean transfer.

What Redrock provides: splits of **90/90 (Advantage), 95/95 (Prime) or 100% upfront / 95% trail (Maximiser, which carries a $1,500 per annum fee excluding GST and a minimum volume requirement)**; the right to charge **application and approval fee income alongside commission**; accreditation transfer managed lender by lender; and compliance support — file reviews and audits — that you may currently be paying for separately.

See the [Switching Aggregators FAQ](/faqs/switching-aggregators-frequently-asked-questions) for how a transfer actually runs.

4. Multi-broker team or growing brokerage

What you need: economics that scale and infrastructure that does not buckle.

What Redrock provides: Prime and Maximiser tiers for volume; outsourced loan processing for peaks; and one member broker agreement across the whole structure, whether the principal holds their own ACL or operates under Redrock's.

Adding a credit representative is a one-off charge, not a recurring one. Each additional credit representative attracts a one-off fee of 50% of the initial investment, charged once when the representative is added. Separately, the monthly fee is charged per credit representative, with one included in the membership.

That figure only means something if you know what the initial investment covers: the Certificate IV, first-year professional indemnity premium, industry memberships, induction and mentoring. [The initial investment](/costs-income/the-initial-investment-what-joining-redrock-covers) sets out the package in full, and current pricing is quoted on application.

5. Accountant or bookkeeper adding broking revenue

What you need: the revenue without the shopfront.

What Redrock provides: authorised credit representative status under ACL 405961, with Redrock carrying licensing and compliance; spot-and-refer for scenarios beyond your accreditation; and a controlled time commitment.

Worth knowing before you start: best interests duty applies to consumer credit assistance, not to commercial or business lending. A practice writing both needs to know which framework governs each file — and in an accounting practice, a large share of the work is business purpose. Dedicated guide: [For accounting firms](/for-accounting-firms/for-accounting-firms-adding-broking-revenue-without-becoming-a-brokerage).

6. Operator who wants a branded business

What you need: brand, collateral and local visibility from day one.

What Redrock provides: the [Specialist franchise model at 80/80](/commission-models/specialist-franchise-model-80-80-split-with-a-branded-local-presence) — branding kit, website profile, professional photography, marketing collateral and fit-out support. It is a genuine franchise: franchisor Red Rock Group Franchising Pty Ltd, under the Franchising Code of Conduct, with a disclosure document and cooling-off protections, and a term of up to five years. Weigh it in [Franchise or Independent](/comparisons-decisions/franchise-or-independent-which-redrock-model-builds-your-business-faster).

The numbers that apply to everyone

- **60+ lender panel** across majors, non-banks, non-conforming, commercial and asset finance - **181 brokers** — Victoria 90, New South Wales 56, Queensland 14, South Australia 12, ACT 6, Western Australia 2, Tasmania 1 - Operating since **2004** - Placed in The Adviser's **Top 25 Brokerages** seven consecutive years, 2020–2026 — a ranking placement, not an award win - **Minimum two-year term** on all models; all fees excluding GST; pricing quoted on application - A **monthly fee per credit representative**, with one included; up to three months with no monthly fee during induction - **Non-mortgage commissions at 80% of commission received** on every model - Lodgement and CRM on **Salestrekker**, a third-party platform, with Redrock's broker portal and compliance platform alongside it - Licensed under **ACL 405961** (Red Rock Brokers Group Pty Ltd, ABN 40 149 728 030) and **ACL 384209** (Red Rock Mortgage Group Pty Ltd) - Membership of both the **FBAA and MFAA**; AFCA membership for external dispute resolution

Whichever profile is yours, the conversation starts the same way: **1300 667 694**, or [Three Ways to Join Redrock](/entry-pathways/three-ways-to-join-redrock-career-change-add-broking-to-your-business-or-franchi).