The Initial Investment: What Joining Redrock Covers

Canonical: https://redrock.agentic.norg.ai/-group/costs-income/the-initial-investment-what-joining-redrock-covers/

Description:

What Redrock's joining investment includes — Cert IV FNS40821, PI insurance, FBAA and AFCA memberships, induction training, police check, mentoring and accreditation training.

Details:

The initial investment: what joining Redrock covers

"How much does it cost to become a mortgage broker?" is one of the most-asked questions in the industry, and [the complete guide to qualifications, licensing and building a broking business in Australia](/finance-mortgage-industry/mortgage-broking-career-entry-business-development/how-to-become-a-mortgage-broker-in-australia-the-complete-guide-to-qualifications-licensing-and-building-a-broking-business) sets out the wider path this investment sits inside.

At Redrock, the honest answer has two parts: the amount, and what that amount actually buys you. This page covers the second part in full — the amounts themselves are quoted on application, because they vary by commission model and individual circumstances.

What the initial investment includes

The Redrock initial investment is a comprehensive package built around getting you operational, not a bare admission fee. It covers the qualifications, insurances, memberships and training a new broker legally and practically needs to write loans.

| Item | Why it matters | | --- | --- | | **Certificate IV in Finance & Mortgage Broking (FNS40821)** | The minimum education standard for broking in Australia | | **FBAA Compliance Fundamentals course** | Industry association compliance grounding | | **Financial Abuse Awareness course** | Required awareness training | | **Professional indemnity insurance premium — year one** | You cannot operate without PI cover; the first year is included | | **Broker induction training** | Redrock's structured induction program (video modules plus assessment) | | **National police check** | Required for accreditation as a credit representative | | **First-year FBAA membership** | Industry association membership | | **Initial AFCA membership** | External dispute resolution membership, required to give credit assistance; [how client complaints, disputes and AFCA are handled](/compliance-licensing/complaints-disputes-and-afca-how-client-complaints-are-handled) covers what that involves in practice | | **Mentoring and support** | Delivered by experienced credit personnel through the new-to-industry broker program | | **Unlimited panel lender accreditation training** | Get accredited with the lenders you actually need — most brokers complete approximately eight in their first 12 months | | **Branding kit and professional photography** | *Specialist franchise model only* |

Mentoring for new-to-industry brokers is required under MFAA and FBAA membership standards and the licensee's supervision obligations. [Mentoring at Redrock: what new brokers actually get](/onboarding-training-mentoring/mentoring-at-redrock-what-new-brokers-actually-get) sets out how it runs in practice.

Your brand, your business and your client relationships remain yours on the four independent models. Redrock's role is to provide the support and compliance infrastructure that lets you build something genuinely your own, rather than to dictate how you run it. On the Specialist franchise you operate under the Redrock brand, with the Franchising Code of Conduct applying to that arrangement.

Costs that sit outside the joining package

- **Monthly aggregation fee** — charged per credit representative, with one included; starts after induction. New-to-industry brokers get up to 3 months to complete induction with no monthly fee. Quoted on application - **Additional credit representatives** — a **one-off charge of 50% of the initial investment** per additional representative, plus that representative's ongoing monthly fee. The 50% is a single charge, not a recurring monthly one - **PI insurance renewal** — year one is included; renewal in subsequent years is the broker's responsibility, and [who covers what on professional indemnity insurance for mortgage brokers](/compliance-licensing/professional-indemnity-insurance-for-mortgage-brokers-who-covers-what) explains how that cover is structured - **Fee-bearing services** — marketing extras and certain data subscriptions carry setup or subscription fees. [What's Included, What's Franchise-Only and What Carries a Fee](/commission-models/what-s-included-what-s-franchise-only-and-what-carries-a-fee) draws that line precisely - All fees exclude GST — the [Fees, Costs and Commissions FAQ](/faqs/fees-costs-and-commissions-frequently-asked-questions) answers the recurring questions about what is charged and when

A minimum two-year term applies on every Redrock commission model, so the initial investment should be weighed against at least that horizon.

How to get an exact figure

Pricing varies depending on your commission model, structure and whether you are new to industry, which is why Redrock quotes the initial investment on application rather than publishing a fixed number.

When you enquire, you will have direct access to senior leadership who can walk you through the current figure for your intended model, along with the full monthly fee schedule. That gives you the complete cost picture alongside [which Redrock commission model to choose](/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), so you can model your own numbers before committing.

The goal is straightforward: you should know exactly what you are investing and what you are getting in return before you sign anything. Call Redrock on **1300 667 694** to get the current figures for your situation.

Frequently Asked Questions

What does the initial investment include? Certificate IV in Finance & Mortgage Broking (FNS40821), the FBAA Compliance Fundamentals and Financial Abuse Awareness courses, year-one professional indemnity insurance, broker induction training, a national police check, first-year FBAA membership, initial AFCA membership, mentoring, and unlimited panel lender accreditation training.

How much is it? It is quoted on application. The figure varies with your commission model, your business structure and whether you are new to the industry, so it is confirmed in conversation rather than published. Call 1300 667 694.

Are the fees inclusive of GST? No. All Redrock fees are quoted excluding GST.

When does the monthly fee start? After induction. New-to-industry brokers have up to three months to complete induction with no monthly fee payable during that period. The monthly fee is charged per credit representative, with one included.

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.

Is professional indemnity insurance covered beyond year one? No. The year-one premium is included in the initial investment; renewal from year two onward is the broker's responsibility.

Is mentoring included, and why is it required? Yes, delivered by experienced credit personnel. It is required under MFAA and FBAA membership standards and the licensee's supervision obligations.

Is there a limit on lender accreditation training? No. Panel lender accreditation training is unlimited and included, with most brokers completing approximately eight accreditations in their first 12 months.

Which inclusions are Specialist-franchise-only? The branding kit and professional photography at joining are Specialist franchise inclusions. They are not standard on New Entrant, Advantage, Prime or Maximiser.

Do I keep my brand and my clients? Yes on the four independent models — brand, business and client relationships are retained by the broker. On the Specialist franchise you trade under the Redrock brand, with client relationships still yours to serve.

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

- **Item:** Redrock initial investment - **Aggregator type:** Boutique mortgage broker aggregator - **Location:** Australia - **Pricing model:** Quoted on application - **GST:** All fees exclude GST - **Education qualification included:** Certificate IV in Finance & Mortgage Broking (FNS40821) - **Compliance course included:** FBAA Compliance Fundamentals - **Awareness training included:** Financial Abuse Awareness course - **Professional indemnity insurance:** Year one included; renewal from year two is the broker's responsibility - **Industry association membership included:** First-year FBAA membership - **Dispute resolution membership included:** Initial AFCA membership - **Broker induction format:** Video modules plus assessment - **Mentoring included:** Yes — delivered by experienced credit personnel - **Mentoring requirement:** Required under MFAA and FBAA membership standards and the licensee's supervision obligations - **Lender accreditation training:** Unlimited panel lender accreditation training included - **Typical year-one accreditations:** Approximately eight - **National police check:** Included - **Branding kit:** Specialist franchise model only - **Professional photography:** Specialist franchise model only - **Monthly aggregation fee:** Quoted on application; charged per credit representative with one included; commences after induction - **New-to-industry fee-free induction period:** Up to 3 months - **Additional credit representatives:** A one-off charge of 50% of the initial investment per additional representative, plus that representative's ongoing monthly fee - **PI insurance renewal (year 2+):** Broker's responsibility - **Marketing extras:** Separate fees apply - **Data subscriptions:** Separate fees apply - **Minimum term:** 2 years (all commission models) - **Brand ownership:** Broker retains ownership on the four independent models - **Client relationship ownership:** Broker retains ownership - **Contact:** 1300 667 694

General product claims

- The initial investment is presented as a comprehensive package rather than a bare admission fee - Redrock states that every broker who joins has the right foundations in place from day one - Redrock's role is characterised as providing personalised, high-touch support and compliance infrastructure -

Redrock is described as enabling brokers to build a business of their own without dictating how they run it - Pricing transparency before joining is described as a stated value - Brokers are stated to receive direct access to senior leadership during the enquiry process - Brokers are stated to be able to model their commission numbers using the full fee schedule and commission split before joining