



What it takes to make it as a **MORTGAGE BROKER**



Mortgage Broking is an amazing career that can change your life. Are you thinking about joining the Mortgage Broking Industry?

Becoming a Mortgage Broker is a great career choice for professionals looking to interact with client, unlock high-earning potential, and enjoy solid job security and flexibility.

Mortgage Brokers oversee and assist clients with mortgage pre-qualification, pre-approvals, new purchases, refinances, and variations. They guide borrowers through the entire mortgage process, working with lenders and underwriters for not only the transaction now the whole life of your client's finance journey.

If you care about helping people and enjoy the thrill of the sale, then this is a career for you!



Here are our

9 TOP TIPS AND OBSERVATIONS

1. You aren't getting to where you want to be in your life and you are frustrated

People who are successful in the industry are driven to make their lives better and are looking for a vehicle to do that. They possess an inner drive to achieve more. The industry is perfect for that, as your income and success are in your hands. The more you put in, the more you get out.

2. You have goals

Most people have goals, very few have them written down and a plan to achieve them. For most people they are vague and take the form of "one day I would like to own my own home" as an example. That's a starting point. Due to the unlimited earning potential as a Mortgage Broker, given the right training and guidance you can develop a plan to start achieving your biggest goals and wildest dreams sooner than you think.

3. You like people

A career in Mortgage Broking is not about mortgages as such. It's about delivering a service to the people that own property. It's a people business. If you find it difficult to talk to people then you will find Mortgage Broking challenging, but if you are a good communicator then you are halfway there! You don't only have to be a good communicator; you also have to be a good listener who is genuinely interested in helping people.

4. It's not a 9 to 5 job

We can't tell you that it's a "normal" job. The more effort you put in during your first year, the faster you will be a success. You will have the freedom of not being chained to a desk, but you will be putting in the hours. How many is up to you and your goals. That's the beauty of it. Your effort is directly rewarded.

5. What is the best background/experience to be a Mortgage Broker?

The simple answer is that there isn't a perfect background. We have found that successful mortgage brokers come from professions, trades, hospitality and can even be trainees straight from school. It's the person, not their history that dictates success.

6. Does the state of the Real Estate market make a difference?

In short, NO! With the right training you will succeed if the market is in a normal phase, rising or falling. There is an obsession in the press about reporting prices rising, prices falling, boom or downturn but the truth is, this doesn't matter. People still buy and sell and refinance in any market. We all need a roof over our head.

7. How much will you earn?

The beauty of being a Mortgage Broker is that this is up to you. The first 2 years will be the hardest, but with the right training and environment earning over \$100,000 in your first year is quite achievable. Not everybody does this, but a lot of people do. You are responsible for your income.

8. Are there jobs available in the industry?

Yes, there are jobs available as a mortgage broker including opportunities for mortgage brokers just starting out. The industry continues to grow, driven by factors such as population growth and ongoing property development.

9. What is the Career path?

You can establish your own team within the business that employs you.

You can start your own business with a shopfront.

You can start your own business online.

There it is, our guide to the reality of a Mortgage Broking career and what we have seen that makes a successful Mortgage Broker, and answers to some FAQs as well.

WHAT SHOULD YOU DO NEXT?

Visit nrel.com.au, choose your state and choose the relevant course you need and get started on your path to success.

If you have any questions about course selection or anything else we are contactable in the following ways

- **Live Chat:** nrel.edu.au
- **Email:** info@nrel.com.au
- **Phone:** (07)3053 4011

