



Mortgage Origination Pty Ltd

Dedicated to delivering best industry practice.

Jackie Edwards

If you are sales oriented and want a career that is both fulfilling and rewarding, with the opportunities of self-employment then mortgage broking could be the career for you.

Mortgage Origination Pty Ltd, through its mentor programme delivers more than just MFAA Certified Mentoring. Our main advantage is that you will be earning income whilst being mentored using our appointment & aggregation model. Mortgage Origination is the Holder of Australian Credit Licence 390949 and is able to appoint Australian Credit Representatives (ACR) under its credit licence.

We deliver a complete business model with our MFAA Certified Mentoring and our aggregation model. You receive the following:

- Appointments. This enables you to get your business underway immediately and generate income. These are appointments not leads.
- MFAA Certified Mentoring
- ACR under our Boutique Aggregation Model
- Your Diploma whilst you are undertaking the MFAA Certified Mentoring
- Compliance Assistance
- Client retention Programs attached to the Aggregation Model
- Access to loan products in both residential and commercial that are not widely available
- Assistance with complex loan structuring and commercial loan writing
- Business management assistance.
- Understanding the nuts and bolts of a business such as accounts
- Loan Processing and settlement Process undertaken for you and paid to our loan processors after you are paid by the Lender. This enables you to be out attending to those appointments rather than spending time in the office. This is the best use of your time.

MFAA Certified Mentor Advantages:

- Strong Compliance assistance
- Business Development Assistance
- Systems
- Understanding the industry
- You can obtain your Diploma whilst undertaking the course
- ASIC preferred Mentoring System towards an ACL
- Manuals to which you can refer during your life as a Broker.

Jackie is the Operations Manager of MFAA Full Member Mortgage Origination Pty Ltd.

Having facilitated both the Certificate IV and Diploma in Finance Course for an RTO we are familiar with the matters that will assist you in the development of your career and industry compliance.

With a background in mortgage managed products and credit for

- Commercial Property Loans
- Residential Bank & Non-Bank Products
- Asset Finance
- Car Leasing
- Development and Construction finance
- Business finance

Having been Operations Manager in the 1990s for a large mortgage business employing over 80 brokers in a direct sales team, undertaking their extensive technical and sales training, our experience in delivering strong outcomes for brokers and borrowers alike is paramount.

Mortgage Brokers are sales people but must have the technical skills in order to provide the best outcome for the client.

Do it Right First Time:

Brokers must understand their products in order to deliver the best outcome for a client. Equally important is the presentation to the Lender. *Do it right the first time is our mantra.*

Business Model, client Service & Retention Programmes: Essential components in the development of any business

Strong business models/plan and the ability to deliver the best advice and service to your client is essential. Equally important is that after sales service and retention programme. Working with the best in the business in that regard we believe that we can assist you to develop a strong business.