



**HAI MONEY**

# **HAI BROKER MENTOR SCHOOL**

**AGGREGATION POWERHOUSE**







## WHAT IS HAI MONEY ADVISOR MENTOR SCHOOL?

The Hai Money Advisor Mentor School is a meticulously curated training program designed specifically to equip aspiring mortgage brokers in Australia with essential industry expertise. Our comprehensive program includes mentoring, business guidance, practical support, scholarship opportunities, and an extensive array of resources.



# WHY IS A MENTOR IMPORTANT?

Mentorship holds immense importance due to compliance standards and the industry's commitment to upholding high educational and professional standards. Beyond credit understanding and compliance, new mortgage brokers need to master salesmanship, lead generation, networking, pipeline management, and overall business acumen.

A robust mentoring program, such as ours at Hai Money, is crucial in providing vital support. New brokers often encounter daily rejections, making guidance from experienced mentors pivotal in achieving medium and long-term goals.





# WHY BECOME A MORTGAGE BROKER?

In the realm of Mortgage Broking, you have a remarkable chance to support clients in managing their financial matters. Through the Hai Money Mentor School, we understand your aspirations and are committed to making your dreams a reality. As a Mortgage Broker with us, you'll not only experience comprehensive support but also unparalleled growth opportunities.

**Join Hai Money and let us be the catalyst for turning your career aspirations into thriving accomplishments.**





# WHAT INCOME POTENTIAL CAN YOU ANTICIPATE?

Mortgage Broking is a truly rewarding career, offering not only professional satisfaction but also significant financial benefits within the Australian financial landscape. Currently facilitating **over 60%** of all loans to Australian consumers, Mortgage Brokers play a pivotal role in the nation's financial landscape.

Endorsed by regulatory bodies such as ASIC, FBAA, and MFAA - the industry's peak associations. Mortgage Brokers have earned the status of trusted financial service providers. Recognised for their access to a diverse portfolio of 25 lenders and over 400 lending products, Mortgage Brokers are esteemed professionals offering tailored solutions to clients. This dynamic role positions Mortgage Brokers as indispensable and influential figures, contributing significantly to the financial well-being of consumers while fostering confidence and trust within the industry.

Here is an illustrative example demonstrating the commission earned by a Mortgage Broker for each loan at Hai Money before completing the Hai Money Mentor School program:

Example Loan Size	Commission (.65%*70%)	Monthly Trail (.15%*70%)
\$400,000	\$1,820	\$35
\$600,000	\$2,730	\$52.5
\$700,000	\$3,185	\$61.25
\$900,000	\$4,095	\$78.75

*\*ALL COMMISSION EXCLUSIVE GST\**





# WHAT ARE COMMON REASONS FOR MORTGAGE BROKER FAILURES?



Mortgage Brokers commonly face failure due to three primary reasons:

- 1.** Firstly, **the downfall often stems from inadequate mentorship, especially when new entrants opt for no-cost guidance.** As the saying goes, "Invest Nothing, Gain Nothing." Regrettably, many mentees turn to us after experiencing the limitations of this no-pay system. In contrast, the mentor program stands out by engaging a professional team committed to teaching, supporting, and guiding mentees through the intricate lending process.

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- 2.** Secondly, **the lack of commitment, akin to the challenges faced when starting a new business, is a significant hurdle for new entrants in Mortgage Broking.** The daunting statistics that at least 4 in 10 new businesses fail within the first 2 years apply equally to Mortgage Broking. The mentor program addresses this by providing essential knowledge, skills, and tools, acknowledging that this investment is crucial for mitigating the risk of becoming a statistic in business failure.

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- 3.** Lastly, **the misconception that one can rapidly start earning income in Mortgage Broking poses a significant risk for new entrants.** Dispelling the fallacy, it takes a minimum of 6 months before realising any return on investment in this field. The accreditation process to become a Mortgage Broker is meticulous, requiring a profound understanding of the industry's intricacies. New entrants must recognise and embrace this process to set realistic expectations for success in the field.

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# WHAT ARE THE REQUIREMENTS FOR BECOMING A MORTGAGE BROKER FAILURES?

These prerequisites collectively contribute to maintaining the integrity and professionalism of individuals entering the field of Mortgage Broking.



## CHARACTER AND REPUTE

Aspiring Mortgage Brokers must uphold a standard of good character and reputation, presenting themselves as fit and proper individuals.



## FINANCIAL STANDING

Prospective brokers should not be currently bankrupt or under the control of the Bankruptcy Act 1966, ensuring a stable financial standing



## LEGAL STANDING

Individuals with pending charges related to fraud or dishonesty, or those found guilty of offenses concerning fraud or dishonesty, are ineligible for the role.



## CORPORATE STATUS

Those currently in external administration as a body corporate cannot pursue a career as a Mortgage Broker.



## AGE REQUIREMENT

The minimum age for eligibility is 18 years, ensuring a level of maturity and responsibility in handling financial matters.



## RESIDENCY AND CITIZENSHIP

To become a Mortgage Broker, individuals must reside in Australia and hold either Australian or New ealand citizenship or be permanent residents of Australia.







# WHAT IS THE PROCEDURE FOR BECOMING A MORTGAGE BROKER?

Essential Steps to Become a Certified Mortgage Broker	
Education	<ul style="list-style-type: none"> <li>• Complete the Certificate IV or Diploma of Finance and Mortgage Broking.</li> </ul>
Background Check	<ul style="list-style-type: none"> <li>• Undergo a Police Check (valid for up to 12 months).</li> <li>• Obtain a Credit Report/Bankruptcy Check (valid for up to 3 months).</li> </ul>
Training and Certifications	<ul style="list-style-type: none"> <li>• Acquire an AML/CTF Training Certificate.</li> <li>• Ensure 100 Points ID Certification.</li> </ul>
Documentation	<ul style="list-style-type: none"> <li>• Submit a current Resume/Curriculum Vitae (CV).</li> <li>• Provide 2 References (mandatory for individual loan writers).</li> </ul>
Mentorship Confirmation	<ul style="list-style-type: none"> <li>• Obtain a Mentor Confirmation form, including a letter from the Mentor confirming the mentoring arrangement.</li> </ul>
Insurance and Agreements	<ul style="list-style-type: none"> <li>• Secure Professional Indemnity Insurance.</li> <li>• Establish an Aggregator Agreement.</li> <li>• Attain Credit Representative Status.</li> </ul>
Membership and Accreditations	<ul style="list-style-type: none"> <li>• Join an External Dispute Resolution Scheme (EDR) Membership, such as AFCA.</li> <li>• Participate in Lender Training Sessions.</li> <li>• Attend Compliance Training Sessions with your Australian Credit Licence Holder (ACL) Holder.</li> <li>• Obtain necessary Lender Accreditations.</li> </ul>



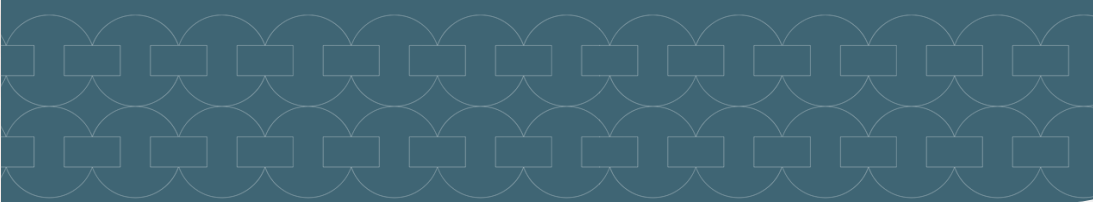


# HAI BROKER ACADEMY

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## ABOUT OUR PROGRAM

Hai Broker Academy is an esteemed 24-month mentoring initiative meticulously curated and overseen by our seasoned Learning and Development Staff.

Throughout this comprehensive program, mentees will engage in a structured curriculum covering an array of vital skills, including sophisticated sales techniques, deal structuring, CRM proficiency, loan submission preparation, brand marketing, and personal development.

The program is strategically designed to instill participants with indispensable business planning techniques crucial for achieving enduring success in the competitive landscape.

A distinctive facet of our program is the exclusive access granted to Hai Brokers to the Hai Broker Portal - an advanced, all-encompassing platform tailored exclusively for brokers.

This portal seamlessly integrates a suite of sophisticated features, offering Hai Brokers an unparalleled resource to optimize their operations and elevate their professional capabilities.

## HAI ACADEMY PRICING

Description	
90/90 split (10% to Hai Money)	<ul style="list-style-type: none"><li>• \$300 mentoring fee</li></ul>
Flat fee \$1,000 per month	<ul style="list-style-type: none"><li>• \$300 mentoring fee</li><li>• \$700 flat fee</li></ul>

*\*PRICE ARE EXCLUSIVE OF GST\**



# HAI MONEY MENTOR SCHOOL: YOUR PATH TO SUCCESS AND SCHOLARSHIPS

## Who Is Eligible?

Eligibility for the Hai Money Advisor Mentor School extends to:

- Individuals who are new to the mortgage industry.
- Current brokers with less than two years of experience.
- Established professionals aiming to enhance their services or financial ventures.

Scholarship opportunities are available for eligible candidates.

## What Can Brokers Expect To Learn From Our Mentor School?

Our mentor school adopts a comprehensive approach to broker learning, emphasising top-quality, practical, and engaging content while excluding unnecessary materials.

Throughout the program, brokers will gain expertise in:

- Crafting a comprehensive mortgage broking business plan.
- Effectively setting and prioritising goals.
- Implementing efficient time management strategies.
- Utilising effective marketing and advertising tactics.
- Establishing enduring client relationships for referrals and repeat business.
- Mastering cross-selling techniques.
- Crafting successful loan applications.
- Complimentary data entry service for the first 8 deals.

## Standard Entry Fees

Mentor Fee	\$300 + GST per month until completion.
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## HAI SCHOLARSHIP

Hai Scholarship presents an exclusive opportunity for exceptional talents, often referred to as the "Young Gun of Mortgage Professional". This distinguished scholarship serves as a unique pathway for talented individuals not only to thrive in their burgeoning careers but also to contribute actively to the cultivation of future leaders within the mortgage broking industry.

Tailored explicitly for high-potential mentees demonstrating excellence during the two-year mentorship, this prestigious scholarship opens doors to a waiver on mentoring fees for two years, coupled with **initial 12-month support** for Software and Compliance fees - an overall saving of **\$11,400** (exclusive of GST).

*\*TERMS & CONDITIONS APPLY\**

### Scholarship Requirements:

- First 12 months: 8 settlements.



# OUR MENTORING COURSES



## Commercial Mortgage Broker Mentoring

Elevate your skills in navigating commercial mortgage landscapes

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## Business Builder Mentoring Program

Propel your brokerage business to new heights with strategic guidance.

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## Loan Processing Course

Master the intricacies of effective loan processing for a seamless client experience.

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## Train the Mentor Enquiry

Equip yourself with the skills needed to become a mentor in the industry.

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## Schedule an Online Tour

Delve into our courses and experience a virtual tour to discover your path to success.

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**HAI MONEY**

**GET ON BOARD AND STAY  
AHEAD OF THE CURVE!**

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