

# FNS40815 Certificate IV in Finance and Mortgage Broking

## Modification History

Release	Comments
Release 2	This version released with FNS Financial Services Training Package version 1.1 Release 2 created to correct typographical error
Release 1	This qualification first released with FNS Financial Services Training Package version 1.0

## Qualification Description

This qualification reflects the job roles of individuals working in finance broking (including mortgage broking). They apply solutions to a defined range of unpredictable problems, and analyse and evaluate information from a variety of sources. They may provide guidance to others and have limited responsibility for the output of others.

### *Licensing/Regulatory Information*

Work functions in the occupational areas where this unit may be used are subject to regulatory requirements. Refer to the FNS Implementation Guide Companion Volume or the relevant regulator for specific guidance on requirements.

## Entry Requirements

*Nil*

## Packaging Rules

**Total number of units = 12**

**8 core units** plus

**4 elective** units

The elective units consist of:

- 1 from the electives below.

Of the remaining 3 units:

- up to 3 may be from the electives
- up to 3 may be from Certificate III, Certificate IV or Diploma in any currently endorsed training package or accredited course.

The elective units chosen must be relevant to the work outcome and meet local industry needs.

### **Core Units**

BSBITU306 Design and produce business documents

FNSCRD301 Process applications for credit

FNSFMB401 Prepare loan application on behalf of finance or mortgage broking clients

FNSFMB402 Identify client needs for broking services

FNSFMB403 Present broking options to client

FNSFMK505 Comply with financial services legislation and industry codes of practice

FNSINC401 Apply principles of professional practice to work in the financial services industry

FNSINC402 Develop and maintain in-depth knowledge of products and services used by an organisation or sector

### **Elective Units**

BSBCUS301 Deliver and monitor a service to customers

BSBWOR501 Manage personal work priorities and professional development

FNSASIC301 Establish client relationship and analyse needs

FNSASIC302 Develop, present and negotiate client solutions

FNSCUS501 Develop and nurture relationships with clients, other professionals and third party referrers

FNSFMB501 Settle applications and loan arrangements in the finance and mortgage broking industry

FNSSAM403 Prospect for new clients

## **Qualification Mapping Information**

<b>Code and title current version</b>	<b>Code and title previous version</b>	<b>Comments</b>	<b>Equivalence status</b>
FNS40815 Certificate IV in Finance and Mortgage Broking	FNS40811 Certificate IV in Finance and Mortgage Broking	Updated to meet Standards for Training Packages.	Equivalent qualification

