



Australian Government

FNS40820 Certificate IV in Finance and Mortgage Broking

Release 1

FNS40820 Certificate IV in Finance and Mortgage Broking

Modification History

Release	Comments
Release 1	This version first released with FNS Financial Services Training Package Version 6.0.

Qualification Description

This qualification reflects the job roles of individuals working in finance and mortgage broking. Individuals in these roles apply theoretical and technical knowledge and skills to work autonomously and exercise judgement in completing routine activities relating to mortgage and finance broking.

Licensing, legislative, regulatory or certification considerations

Work functions in the occupational areas where this qualification may be used are subject to regulatory requirements. Relevant regulatory authorities should be consulted to confirm those requirements before applying the qualification.

Entry Requirements

Nil

Packaging Rules

Total number of units = 12

8 core units plus

4 elective units, of which:

- at least 1 must be from the electives listed below
- up to 2 may be from elsewhere in this or any other currently endorsed Certificate III or above training package qualification or accredited course.

Elective units must be relevant to the work environment and the qualification, maintain the overall integrity of the AQF alignment, not duplicate the outcome of another unit chosen for the qualification, and contribute to a valid industry-supported vocational outcome.

Core units

BSBPEF501 Manage personal and professional development

FNSCUS511 Develop and maintain professional relationships in financial services industry

FNSFMB411 Prepare loan applications on behalf of clients

FNSFMB412 Identify client needs and present broking options
FNSFMK515 Comply with financial services regulation and industry codes of practice
FNSINC411 Conduct work according to professional practices in the financial services industry
FNSINC412 Apply and maintain knowledge of financial products and services
FNSSAM411 Sell financial products and services

Elective units

BSBESB401 Research and develop business plans
BSBOPS304 Deliver and monitor a service to customers
BSBOPS404 Implement customer service strategies
BSBPEF402 Develop personal work priorities
BSBTEC301 Design and produce business documents
FNSASIC301 Establish client relationship and analyse needs
FNSASIC302 Develop, present and negotiate client solutions
FNSCR401 Assess credit applications
FNSCR402 Establish and maintain appropriate security
FNSFMB511 Implement credit contracts in preparation for settlement
FNSSAM403 Prospect for new clients

Qualification Mapping Information

No equivalent qualification. Supersedes and is not equivalent to FNS40815 Certificate IV in Finance and Mortgage Broking.

Links

Companion Volume Implementation Guide is found on VETNet -
<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=c7200cc8-0566-4f04-b76f-e89fd6f102fe>