

# Find your business happiness



# Join the Aussie family

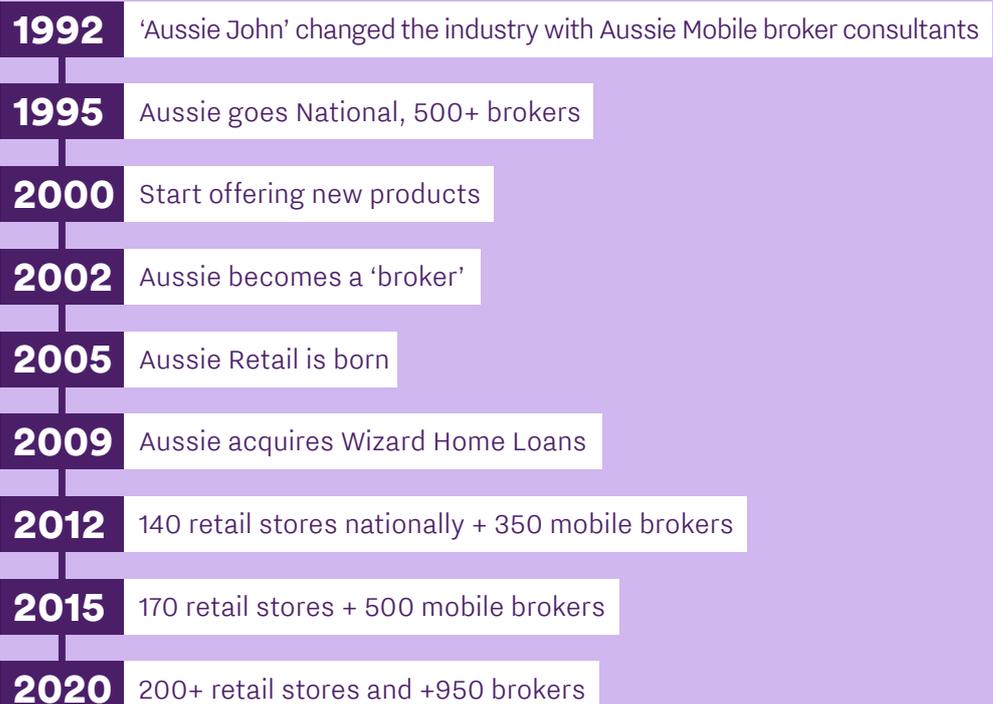
When you join Aussie you're investing in a culture of success – ours and yours.

## Let us change your world

In 1992 John Symond launched Aussie Home Loans, took on the big banks and revolutionised the Australian mortgage market. Alongside John, Aussie's first employee, CEO James Symond is still part of the business today, almost 30 years later.

Like John and James, we have Aussie Brokers that have been with us for over 25 years, and have even brought husbands, wives and their families into the business. We pride ourselves on being a business full of families that help families.

Discover the opportunities you can enjoy as part of the Aussie community, and start writing your own success story.





# Our values



## Safe

- We will make our customers feel safe, knowing that they are getting great value and service from Aussie.
- We will demonstrate integrity and honesty in all our interactions.



## Smart

- Our customers will feel they have made the smart choice by asking Aussie.
- We will act courageously and hold ourselves and our partners accountable for performance.



## Special

- We will make our customers and our team feel special.
- We will make them feel individually valued and respected.
- We will have fun by enjoying our work and celebrating success together.



# Aussie championing change

When John Symond founded Aussie in 1992, he imagined a better deal for Australian home buyers. Almost 30 years later and Aussie is still driving competition and helping Australians reach their property goals.

The ability to imagine is a powerful tool in creating positive change in our lives. It lets us see things from new perspectives, explore exciting opportunities and reach our full potential.

These are exactly the goals Aussie has for every broker in the Aussie network.

Success in business is rarely achieved alone. That's why we back our brokers and franchisees at every stage of their Aussie journey, providing the tools, training and support needed to achieve success.

From outstanding IT platforms, extensive training, peer mentoring, national marketing campaigns, and the power of a leading Australian brand – Aussie brokers and franchisees are equipped with what it takes to build a thriving, sustainable business.

Let us spark your imagination.

Consider what long term success looks like for you and discover how Aussie could make it your reality.

## **James Symond**

CHIEF EXECUTIVE OFFICER  
AUSSIE

# Our numbers add up to your success



**#1**

recognised Mortgage Broking brand in Australia



**3x**

almost 3x the brand awareness of our nearest competitor



**950+**

broker network Australia-wide



**200+**

retail stores nationally



**300,000+**

loyal customers



**150,000+**

customer enquiries each year



**\$16.89b**

in settled home loans in FY20



**\$68.1b**

portfolio (as at June 2020)



# Why Aussie, why now?

**Mortgage brokers settle around 60% of all home loans and this share is expected to grow to 75% over the next 5 years.**

**Market share of Australia's \$686.93 billion home loan market grew by 7.3% in 2019.**

As an Aussie broker, you'll be part of a growth industry. Today, almost six out of ten Australians partner with a mortgage broker, in a home loan market worth \$2.1 trillion<sup>1</sup>.

You'll be rewarded with upfront and ongoing commissions on the loans you settle, with opportunities for additional income streams across personal and car loans, insurance and asset and commercial finance.

Being an Aussie broker also gives you freedom and flexibility – this is not your usual 9 to 5. It's incredibly fulfilling as you're helping Australians achieve their property dreams.



“

## It gives me instant recognition



Aussie has a strong brand. It gives me instant recognition and builds trust with new customers. I can implement my local difference while functioning with the same support as a large organisation. I get ongoing support across marketing, compliance and L&D, keeping my small business in the know.”

LUKE ABRAHAM, AUSSIE FRANCHISEE



# Your business, your way.

**Success doesn't involve a one-size-fits-all approach. Aussie offers a range of pathways tailored to your goals.**



## **Aussie mobile broker**

Work solo but that doesn't mean working alone. We'll provide leads to help kick-start your business, while your customer service and sales skills will help you grow.



## **Aussie store broker**

Work from an established Aussie store, working closely with the franchisee and their dynamic team. It's a great way to gain knowledge to grow your own network and eventually build your own team.



**Talk to us today to find out more about our start up incentives to get your business off the ground faster\***



## Aussie franchisee

Think big, with the potential to enjoy big rewards with your own Aussie store! Invest in a new business or purchase an established store complete with exclusive territory. Options are available to suit your budget.

“

### Joining Aussie was the best move I have ever made...



As a new to industry broker, Aussie provided the all the training I needed to begin a new career. With the ongoing support and knowledge from my franchisee and our team in the store, we have a great culture of collaboration and support. I wish that I would have started my Aussie journey many years before I did. Joining Aussie was the best move I have ever made for my career.”

KERRIE BARNARD  
RETAIL STORE BROKER  
AUSSIE CRAIGIEBURN



**Right now,  
we've made  
opening an Aussie  
franchise easier  
than ever..**





### **Reduced franchise fee\***



### **Aussie store fit out contribution to get you up and running faster\***



### **Competitive commission structure (with a special offer for the first 12 months)**

- ▶ Opportunities to suit a range of budgets
- ▶ New territories available—we'll help you find the right site
- ▶ Funding options available to help you get setup in your new store

\*The offer is available until 31st December 2020. Terms and Condition apply.

# Our commitment to you

## Successful partnerships are a two-way street. Here are 9 key benefits Aussie brings to you.

The Aussie family is made up of over 950 brokers nationally – half have been with us for at least five years. One in four have been with us for a decade or more.

That's testimony to the value of Aussie's 'People first' partnership. Here's how that partnership can benefit you.

### #1 Australia's "most-recognised" mortgage broking brand

Aussie is Australia's best-recognised mortgage broking brand, with almost three times the brand awareness of our nearest competitor. In 2020 Aussie clinched the 'The Adviser's Top Brokerage' award for the 8th year in a row. For us it's a brilliant result. For you, it's reassurance of our consistent success.

### #2 You invest in us, so we invest in you

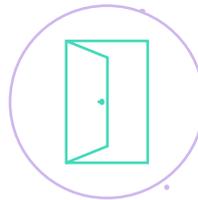
We continue to invest millions of dollars each year in national and state level advertising campaigns helping you connect with more customers.

### #3 Industry-leading training and development

You will have the full support of Aussie to help you grow. From mentoring to sales coaches and business development managers, your business will have the full backing of our big business.

### #4 A culture that lets you connect with the best

The entire Aussie community will be there to lend a hand including our 200-strong support team, and we bring all the ideas and tips together at Aussie Conferences and Quarterly Business Forums.





## #5 Technology that lets you focus on your business

Our best-of-breed digital platform, CRM system, and cloud-based technologies let you focus on growing your business – anywhere, any time.

## #6 Support for your professional development

When you join Aussie you'll work towards your Cert IV in Finance and Mortgage Broking and be accredited with our panel of lenders. You'll also have access to a range of e-learning, face to face development, online training, videos and webinars.

## #7 Our strong culture of compliance

At Aussie the highest quality standards and best practice are non-negotiable. They underpin our business and yours. We will thoroughly train and support you so you can protect the interests of yourself, your customers and the Aussie brand.

## #8 More choice for your customers

With over 20 lenders on our panel, Aussie has what your customers want. Add in Aussie's own range of products, and your customers know they can rely on you to find the right loan for their circumstances.

## #9 Diversified products to broaden your income stream

Along with home loans, you can drive business growth through personal and car loans, insurance products, asset finance and commercial loans. It gives your business unlimited earnings potential.



# Be the local Aussie broker

With access to our panel of over 20 lenders<sup>^</sup> and over 3000 loans, you can provide your customers with options and mortgage guidance to suit your communities' home loan needs.

“

**I love Aussie because...**



I love Aussie because of the amazing people, who provide ongoing support in areas such as training and IT—we can always be assured that we are up to the minute with legislative and policy changes in the industry.”

TRINA FARREN-PRICE,  
SENIOR AUSSIE BROKER, SYDNEY

# Our lenders



# Own your future

Take the exciting next step in your future. Interested in learning more?  
Getting started is easier than you think!



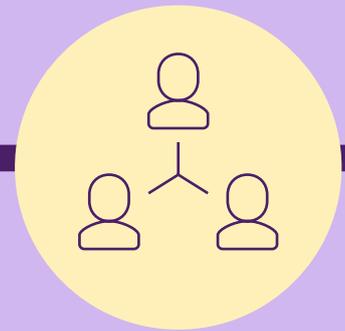
STEP 1  
**First meeting**

Our Recruitment Manager will be in touch to help you understand more about becoming an Aussie Mortgage Broker.



STEP 2  
**Learning more with Aussie**

You will have an opportunity to ask about Aussie's different business models in more detail. From the commission structure, support to business set-up and more!



STEP 3  
**Meet the team**

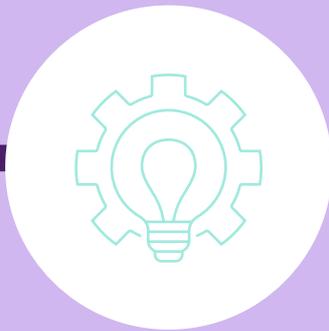
Meet your local Aussie Sales Leader or mentor to understand how you both work together towards achieving your long term goals.



STEP 4  
**You decide,  
we decide**

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We want to ensure we give you the best chance of success, but more importantly, that this will be the right thing for you.



STEP 5  
**Aussie  
induction**

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Here is where you join our world class Learning & Development program and we'll get you qualified. Also learn about Aussie's systems, on-going resources and support towards both your Broker and Business development.



STEP 6  
**Get  
started!**

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Welcome to the Aussie family! You're on an exciting new journey, focused around giving your customers safe, smart and special support with all the right help!

# Meet the team



## Michelle Gallardo

NSW/ACT GROWTH MANAGER

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**To find out more call 1300 361 397  
or visit [aussie.com.au/business-opportunities](https://aussie.com.au/business-opportunities)**