

DOUBLE THE VALUE OF YOUR BUSINESS



Having the ability to facilitate residential and/or commercial finance can be tremendously beneficial to:

Extend advisory services

Better service clients through facilitating aligned funding solutions

Diversify revenue streams

Support business growth

Boost referrals

There are three ways to diversify your firms' offering to include facilitating residential and/or commercial finance transactions.

All options have a revenue share structure.
For more info, liaise with Steve Lake, NLG:
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 National Lending Group

1. Partner with an NLG finance broker

Partner with an NLG finance broker to write residential and/ or commercial loans on behalf of the firm.

Pros: Provide a more holistic service and diversify revenue through a partnership model.

Cons: Lack of control: reliance on the broker to be transparent about the deals written and confident that clients are being appropriately managed.

Where NLG fits: The firm engages with NLG to source an aligned finance broker. NLG then identifies an aligned broker, manages the communications and ensures accountability.

2. Write the loans directly

Extend skillset to become a finance broker and start writing residential and/ or commercial loans directly.

Pros: Full control in providing a 'whole of wallet' solution that substantially increases the firms' service proposition and diversifies revenue.

Cons: Labour intensive and requires a Diploma in Mortgage Broking. A mentor will also be required to assist with the loan writing process and compliance regime. In addition, the firm will require an Australian Credit License (ACL) or be part of a group as a credit representative.

Where NLG fits: NLG can facilitate a Diploma in Mortgage Broking with various learning institutions at a discounted price. The accredited accountant will come under the NLG ACL as a credit representative. In addition, NLG provides mentoring and loan processing support.

3. Appoint an in-house finance broker

Appointing an in-house commission-only contractor or PAYG finance broker is an extremely cost-effective and flexible strategy to extend the firm's service proposition.

Pros: Full control in providing a 'whole of wallet' solution that substantially increases the firms' service proposition and diversifies revenue without resource or accreditation constraints.

Cons: Labour intensive and costly to source, train and manage an aligned finance broker.

Where NLG fits: NLG vettes finance brokers based on the individual firms' requirements, recommends aligned candidates, and then trains and manages the new recruit. This process bypasses the time, stress, hassle and expense of hiring a loan writer directly.