

LEADERS BECOME GREAT,
NOT BECAUSE OF THEIR POWER,
**BUT BECAUSE OF THEIR ABILITY
TO EMPOWER OTHERS**

Why is the FBAA your leader in the
Finance & Mortgage Broking Industry?





**25 YEARS AGO WE MADE A PROMISE
TO BE A VOICE FOR OUR MEMBERS.**

That promise was kept

Here's to the next 25 years.



YOUR ASSOCIATION. OUR ROLE.

- **Monitors & Represents Industry:** and makes representations to Ministers and Members of Parliament both state and federal levels (as appropriate).
- **Code of Practice:** adopted by industry professionals who offer consumer finance, commercial finance, lease and motor vehicle finance, business and debtor finance, as finance and mortgage brokers.
- **Industry Training:** associated with training organisations providing access to programs aligned with changes to government legislation and regulations.
- **Compliant & Disciplinary Procedures:** have been designed to eliminate unacceptable working practices amongst its members, by providing a Disciplinary Tribunal approved by the ACCC. It also is a safeguard to both its Members and their clients/consumers against restrictive practices within the industry.

WHY YOU'LL LOVE YOUR FBAA MEMBERSHIP



The FBAA takes a “holistic” approach in assisting our members by providing opportunities that will not only support your business health, but also provide activities and initiatives beyond the ‘work space’ and assist with your mental and physical wellbeing.

- **Professional Development Days:** you have access to FREE professional development days that are held through the country and will provide you with the opportunity to progress your skills, industry knowledge and give you the edge in your career. Note that members are required to attain 25 hours of ongoing professional development each year.
- **National Conference:** you have the opportunity to attend the largest industry conference of its kind in Australia. FBAA’s National Conference brings together a premium line up of speakers and industry educators to help members to continue to develop as professionals, business owners/managers and individuals.
- **Access to business tools:** you have access to a range of tools that will assist with the day-to-day management of your business:
 - Online financial calculators
 - Exclusive marketing templates
 - FBAA App

WHY YOU'LL LOVE YOUR FBAA MEMBERSHIP

Continued...

- **Exclusive member offers & discounts:** you have access to tools and resources that will assist with your day-to-day business operations:
 - Industry training
 - Professional indemnity insurance
- **FBAA and industry news:** you have access to regular updates relating to FBAA and industry, as well as offers via multiple digital mediums:
 - The Broker Magazine – latest FBAA and industry news circulated three times a year to members and the industry
 - E-newsletter – fortnightly distribution with media, industry, member offers, training and event updates
 - FBAA Website – general FBAA updates, industry links, video updates, and podcasts
 - FBAA App – industry news and events communicated on a weekly basis
- **Video updates:** you have access to industry news and events on a regular basis
- **Recognition as an FBAA member:** you have the opportunity to be a member of one of the industry's largest associations and receive member recognition:
 - Receive a member certificate
 - Opportunity to utilise the FBAA logo on all your branding material
 - Opportunity to assign the post-nominal "AFB" after your name if you are an Accredited Member



PROTECTING THE WORK LIFE BALANCE

- You will receive exclusive member offers & discounts to visit various health clubs throughout Australia.
- You will have access to exclusive travel insurance packages for members to utilise for both work and holiday travel.
- You will be able to attend presentations and various coaching sessions to assist with the mental challenges that our industry and our members face on a day-to-day basis.



AND THEN THERE'S EVERYTHING ELSE

- In addition to the FBAA National Office, members have direct access to Councillors, State Presidents and the Board of Directors.
- FBAA membership options are designed to suit individual member requirements.
- The FBAA has a registered lobbyist and their focus is to lobby Government and regulators for the benefit of members and the broking industry in general.
- The FBAA is not influenced by banks and other organisations and focuses on what will benefit broking members.
- The FBAA caters for all aspects of the broking industry, not only home loan brokers.
- The FBAA has a stable Board comprising of passionate individuals wanting to give back to the Industry. Councillors and State Presidents are equally as passionate and volunteer their time to the FBAA and the industry.





MEMBERSHIPS TO MATCH

Accredited Member

Available to an approved individual, company or partnership carrying on the business of a general finance broker, mortgage originator, or equipment finance broker and includes independently owned businesses operated under a franchise agreement or subcontract arrangement with an aggregator. This category carries full voting rights.

Associate Member

Only available to brokers & loan writers with less than 2 years relevant finance & mortgage lending industry experience and who are nominated by a current FBAA Accredited Member or Corporate Member. This category carries full voting rights.

Corporate Member

Available to approved non-broking entities associated with the finance industry and includes, but is not limited to, Credit Providers (Banks, Building Societies, and Credit Unions), Mortgage Insurers, Mortgage Managers, Fund Managers, Trustee Companies. This category has full voting rights.

MEMBERSHIPS TO MATCH

Continued...

Corporate Employee Member

Only available to a PAYG employee loan writer of an existing FBAA Corporate Member. This category carries no voting rights.

Affiliate Member

Available to approved individuals and entities not covered by the Corporate Membership category and includes Government agencies, suppliers, other Associations and anyone wanting to remain informed of the FBAA's activities. This category carries no voting rights.

Retired Member

Available to approved individuals not covered by the Accredited or Associate Membership Categories due to retirement from the finance broking industry and for the purpose of said broker wanting to remain informed of the FBAA's activities. This category carries no voting rights.

Student Member

FBAA Student Membership is only available to High School and University students up to the age of 21 years who are currently studying and who are not working full-time. This category carries no voting rights and does not allow the individual to act in any capacity as a finance broker.



EVERY GREAT ACHIEVER IS INSPIRED BY A GREAT MENTOR

We can help you find your mentor.

The FBAA Mentorship program endorses those individuals that meet the requirements and criteria for professional mentoring.

A list of qualified and experienced mentors is available to assist you with the development of those specific skills and sharing of industry knowledge required to be successful in business.

**To receive more information contact us on
(07) 3847 8119 or at info@fbaa.com.au**



“DO YOU KNOW A BROKER WHO’S NOT AN FBAA MEMBER?”

You’ll receive a...

10% DISCOUNT

on your FBAA membership every time you refer a new member. Visit fbaa.com.au

Terms and Conditions Apply





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Note: FBAA information presented may vary or change without notice or clarification and may be dependent upon member requirements and industry demand.