

BROKER RESOURCE · PRINTABLE WORKSHEET

20 Questions to Ask Before Choosing a Mortgage Aggregator

A practical comparison worksheet for Australian mortgage brokers

Choosing an aggregator can affect the economics, ownership, support, technology and long-term value of a mortgage broking business.

Use this checklist to compare prospective aggregators, record their answers and identify which arrangement best aligns with the business you want to build.

Broker:

Date:

Aggregator A:

Aggregator B:

HOW TO USE THIS WORKSHEET

- For each question, record what each aggregator tells you and what the written agreement says.
- Circle how important each issue is to your business: High, Medium or Low.
- Finish with the comparison summary on the final pages.

GENERAL INFORMATION

This information is general in nature and is provided for educational purposes only. Aggregator agreements, services, licensing arrangements, lender panels, fees and support models vary. Brokers should make their own enquiries, review the relevant agreement and obtain appropriate professional advice before making business decisions.

01 What is the complete cost of aggregation?

Record all commission splits, service fees, technology charges, administration costs, compliance costs, joining fees, exit fees and other compulsory charges.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS

☐ High☐ Medium☐ Low

Notes:

02 How much of my commission do I retain?

Confirm the treatment of upfront, trail, commercial, asset-finance and any other relevant commission income.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS

☐ High☐ Medium☐ Low

Notes:

03 Who owns my clients?

Clarify client ownership, servicing rights, restraints, client communication and data obligations if you leave.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS

☐ High☐ Medium☐ Low

Notes:

04 Who owns my trail book?

Confirm ongoing trail rights, transferability, sale rights and what happens after departure.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

05 What happens if I leave?

Check notice periods, exit costs, trail, client data, pending applications, lender accreditations and restraints.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

06 Which lenders can I access?

Check whether the lender panel actually matches your residential, specialist, commercial and asset-finance needs.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

07 How does lender accreditation work?

Ask about transfer timing, new accreditation requirements, delays, minimum volumes and support.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

08 What licensing model will I operate under?

Confirm whether you will operate as a Credit Representative or under your own Australian Credit Licence and what obligations apply.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

09 What compliance support will I receive?

Ask about file reviews, audits, templates, guidance, incident support and access to experienced compliance assistance.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

10 What technology will I be required to use?

Review CRM, lodgement, document collection, compliance, commission reporting, integrations, data ownership and exportability.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

11 Who will support me day to day?

Identify your primary contact, their experience, accessibility, backup arrangements and escalation process.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

12 What business support is available beyond loan processing?

Ask about business planning, profitability, workflow, referral relationships, staff, technology, marketing and succession.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

13 What training and professional development is available?

Consider relevance, practicality, delivery method, CPD value and access to help outside formal training.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

14 What community am I joining?

Consider how brokers interact, share knowledge, attend events and support each other.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

15 How independent can I remain?

Check branding, websites, marketing, referral partners, software, suppliers, minimum production and business-process requirements.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

16 Are there minimum-volume requirements?

Clarify broker-level and lender-level requirements and what happens if production falls below them.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

17 What happens if my business grows?

Ask how fees, staff access, technology, broker additions, support and agreements change as the business expands.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

18 What happens if I want to sell or retire?

Check trail sale, business sale, purchaser approval, succession, death, incapacity and transfer provisions.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

19 What does the agreement actually say?

Compare verbal assurances with the written agreement, particularly fees, ownership, termination, restraints, variation rights and succession.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

20 Is this aggregator the right fit for the business I want to build?

Consider trust, economics, lender access, technology, compliance, support, ownership, culture, independence and long-term fit.

AGGREGATOR A	AGGREGATOR B

IMPORTANCE TO MY BUSINESS ☐ High ☐ Medium ☐ Low Notes: _____

SUMMARY

My Aggregator Comparison

Record a short note or a rating out of 5 for each area.

AREA	AGGREGATOR A	AGGREGATOR B
Total annual cost		
Commission retention		
Client ownership		
Trail ownership		
Lender access		
Accreditation support		
Licensing model		
Compliance support		
Technology		
Day-to-day support		
Business guidance		
Professional development		
Community		
Independence		
Exit terms		
Succession / sale		
Overall business fit		

SUMMARY · CONTINUED

Most important factors for my business:

Questions still unanswered:

Preferred aggregator:

Why:

The objective is not to identify the aggregator with the most features. It is to identify the aggregation model, agreement and support structure that best align with your business.

Morbanx Aggregation

Independent broker support. Ownership. Direct access.
morbanxaggregation.com.au

GENERAL INFORMATION

This information is general in nature and is provided for educational purposes only. Aggregator agreements, services, licensing arrangements, lender panels, fees and support models vary. Brokers should make their own enquiries, review the relevant agreement and obtain appropriate professional advice before making business decisions.