



Course Code: FNS40804
Certificate IV in Financial Services (Finance/Mortgage Broking)

CODE	SUBJECT
INDUSTRY CORE UNITS	
FNSICIND401B	Apply principles of professional practice to work in the financial services industry
FNSICGEN301B	Communicate in the workplace
FNSICGEN302B	Use technology in the workplace
FNSICGEN304B	Apply health and safety practices in the workplace
SECTORAL CORE UNITS	
FNSFBRK401B	Prepare and present loan application on behalf of finance or mortgage broking client
FNSFBRK402B	Provide finance and/or mortgage broking services
FNSFBRK403B	Present broking options to client
FNSCOMP501B	Comply with financial services legislation, industry and professional codes of practice
FNSCRDT301B	Process applications for credit
ELECTIVE UNITS	
FNSICPRO401B	Develop and maintain in depth knowledge of products and services used by your organisation or sector
FNSICCUS401B	Deliver a professional service to customers
FNSICCUS501B	Develop and nurture relationships with clients, other professionals and third party referrers
FNSICSAM403B	Prospect for new clients