

Welcome to Stuart Barker & Associates

MORTGAGE INTERMEDIARIES / BROKERS

Outsourcing is a popular word in today's economic climate. Banks and finance houses are not immune from this trend and are rapidly learning that it is far more economic for them to centralise their operations and either close branches or reduce staff in those branches that remain open.

They do of course need to continue to write business and it has caused them to re-address how they acquire that business. With this in mind they now enter formal arrangements with brokers to provide that business to them, and pay the intermediary/broker accordingly.

This reduces the need for a broker to charge the client a fee for service. It does not however, eliminate the need for a fee rated on two things, firstly the level of advice given and secondly the ongoing service provided. Remember the tried and true saying, "You only get what you pay for".