



Financial Services Sales Certificate Requirements

The Financial Services Sales Certificate is a joint offering of the Finance and Business Law Department and the Department of Marketing. Financial services is a large industry, with a high percent of finance majors and marketing majors beginning their careers in sales. This includes careers in Financial Planning, Insurance, Banking, Stock Brokerage, and a host of ancillary financial sales and marketing jobs. The Financial Services Sales certificate is available to any major at the University, including business majors. It is not a major nor a minor but rather a credential that can be noted on your transcript as a certificate.

Business majors must be admitted to upper division business courses prior to taking these courses, and non-business majors must have at least 60 credits earned and a 2.00 grade point average. If you do not have a declared business major or minor but are pursuing the certificate, you will need permission from the Marketing or Finance and Business Law Department to register for these courses:

Required Courses (9 credits):

Course No.	Course Name	Prerequisites
_____ MARKETNG 312	Principles of Selling	
_____ FNBSLW 401	Essentials of Financial Planning	FNBSLW 345
_____ MARKETNG 460	Entrepreneurial and Advanced Sales Techniques	MARKETNG 311
_____ FNBSLW 446	Insurance	

Total Units: 12