



Financial Services Sales Certificate - 12 units

(Available to Business Majors & Non-Business Majors)

Restrictions:

1. Business majors must have a minimum GPA of 2.50 in the following areas: major requirements, combined transfer, and UW-Whitewater GPA, and in all subjects offered by the College of Business & Economics.
2. Non-business majors must have at least 60 credits earned and a cumulative GPA of 2.00.
3. To graduate with a financial services sales certificate, a minimum of 2.00 GPA is required in the certificate.
4. A maximum of 2 transfer courses allowed. No more than 50% of the certificate may be fulfilled using transfer courses.

Required Courses (12 units)

Course No.	Course Name	Prerequisites
_____ MARKETNG 212	Principles of Selling	<i>Minimum Sophomore standing</i>
_____ MARKETNG 460	Advanced Sales	<i>MARKETNG 211 & MARKETNG 212</i>
_____ FNBSLW 401	Essentials of Financial Planning	<i>COREQ: Prior completion or concurrent enrollment in FNBSLW 345</i>
_____ FNBSLW 446	Insurance	<i>Minimum Junior standing</i>