



FINANCIAL SERVICES

Double Major Combination Professional Sales - Only 2 Extra Classes

Advantages of Double Major

The purpose of a double major is to allow you to diversify your knowledge and education. By adding a second major, you are better prepared and enhance your marketability and flexibility for job placement.

Relevance in the Workplace

Everyone is in sales in some manner selling themselves, a project, or a co worker on an idea. Sales is a vital aspect of all business careers.

- Getting a promotion
- Securing approval for your internal projects/ ideas
- Obtaining resources for those projects
- Building relationships and understanding with clients
- Explaining an investment opportunity to a potential customer

Next Steps

Contact your advisor, Dr. Petkevich, or Dr. Pullins today for more information or to update your major status.

Office of Student Retention and Academic Success

Savage & Associates Business Complex Room 3130

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Professional Sales: Dr. Pullins 419-530-4273, Ellen.Pullins@utoledo.edu

**FINA + PSLS
= Succe\$\$**

Classes Required

7 classes from major

+ 3 classes from minor...go PSLS

+ 2 classes that double count between
both majors

+ 2 extra PSLS classes

= 12 classes to Double Major

BANKING MANAGEMENT TRACK

FINANCIAL PLANNING TRACK

REAL ESTATE TRACK

Financial Services (FINA) Banking Management Track	Professional Sales (PSLS)
Required (6)	Required (6)
FINA 3480 Investments	PSLS 3080 Purchasing & Business Relationship Manage-
<i>FINA 4090 Financial Markets and Institutions*</i>	<i>PSLS 3440 Professional Sales*</i>
<i>PSLS 3440 Professional Sales*</i>	PSLS 3450 Sales Technologies and Strategies
FINA 4840 Small Business Finance	PSLS 4710 Sales Force Leadership
FINA 4860 Bank Management	PSLS 4740 Advanced Sales
FINA 4080 Intermediate Corporate Finance	PSLS 4940 Sales Internship
Electives (pick 1)	Electives (pick 1)
FINA 4480 Student Managed Portfolio – with dept approval	<i>FINA 4090 Financial Markets and Institutions*</i>
FINA 4670 Advance Corporate Finance	
FINA 3500 International Finance	
FINA 4940 Finance Internship – with dept approval	

Financial Services (FINA) Financial Planning Track	Professional Sales (PSLS)
Required (6)	Required (6)
FINA 3480 Investments	PSLS 3080 Purchasing & Business Relationship Manage- ment
<i>FINA 4090 Financial Markets and Institutions*</i>	<i>PSLS 3440 Professional Sales*</i>
<i>PSLS 3440 Professional Sales*</i>	PSLS 3450 Sales Technologies and Strategies
FINA 3600 Risk Management	PSLS 4710 Sales Force Leadership
FINA 3610 Life and Health Insurance	PSLS 4740 Advanced Sales
FINA 4890 Estate Planning	PSLS 4940 Sales Internship
Electives (pick 1)	Electives (pick 1)
FINA 4480 Student Managed Portfolio – with dept approval	<i>FINA 4090 Financial Markets and Institutions*</i>
FINA 4940 Finance Internship – with dept approval	
FINA 4100 Security Analysis	
FINA 4840 Small Business Fin Policies & Practice	

Financial Services (FINA) Real Estate Track	Professional Sales (PSLS)
Required (6)	Required (6)
FINA 3480 Investments	PSLS 3080 Purchasing & Business Relationship Manage- ment
<i>FINA 4090 Financial Markets and Institutions*</i>	<i>PSLS 3440 Professional Sales*</i>
<i>PSLS 3440 Professional Sales*</i>	PSLS 3450 Sales Technologies and Strategies
FINA 3660 Real Estate Principles	PSLS 4710 Sales Force Leadership
FINA 3670 Real Estate Valuation	PSLS 4740 Advanced Sales
FINA 3680 Real Estate Law Insurance and Taxes	PSLS 4940 Sales Internship
Electives (pick 1)	Electives (pick 1)
Any FINA Course <u>EXCEPT</u> : FINA 2000 & 3060	<i>FINA 4090 Financial Markets and Institutions*</i>

***Class is required and double counts for double majors only**