



**Marketing Management and Professional Sales Ontario Graduate Certificate Program (MMPT)  
Information for Prospective Students**

**Students who wish to apply to study in the Marketing Management and Professional Sales Ontario Graduate Certificate are required to carefully read this agreement and sign below indicating that they fully understand and accept the terms and conditions of studying within the MMPT program.**

Upon meeting the graduation requirements of the Marketing Management and Professional Sales program, graduates will fulfill the educational criteria required to apply for the Certified Sales Professional (CSP) designation from the Canadian Professional Sales Association (CPSA).

Students should be aware that separate registration, eligibility and fees determined by the CPSA will apply and the additional registration fees **are not included** in the Marketing Management and Professional Sales program tuition. The [CPSA website](#) outlines additional requirements needed in order to obtain the designation, such as two years of B2B sales experience and the successful completion of a written and oral exam.

The fees to join are **NOT** included in your tuition and joining is an optional recommendation.

Graduation from the MMPT program does not automatically license the student as a Certified Sales Professional. Students *must* pursue the designation, as described above, in addition to the MMPT Post-Graduate Certificate.

FIND out about BENEFITS and rewards of being a CPSA student:

<http://www.cpsa.com/students/psc.aspx>

**HOW TO APPLY FOR MEMBERSHIP:**

<http://my.cpsa.com/>

Go to the store, and search individual membership.

**HOW TO APPLY FOR CERTIFICATION:**

Upon completion of courses in Marketing Management and Professional Sales (MMPT) students and applicable work experience students may apply for their Certificate. Students must request their certificate from the CPSA.

<http://my.cpsa.com/product/certified-sales-professional-designation,186,25.htm>

I understand that Membership and Certification of the CPSA are an optional component of the Marketing Management and Professional Sales Graduate Certificate at Lambton College In Toronto. I must pursue the designation in addition to my MMPT Post-Graduate certificate. The costs of such memberships and certifications are the sole responsibility of the student.

\_\_\_\_\_  
Student Name

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Student Signature

\_\_\_\_\_  
Date

This document is to be kept on file. Students are to keep one copy for their records.