



This is to certify that

**Paul Mexsom**

Student ID: DP20132391

Has fulfilled the requirements for

**FNS50910 Diploma of  
Banking Services Management**

The qualification is recognised within the Australian Qualification Framework

A handwritten signature in black ink, appearing to be "S. Hann", positioned above a horizontal line.

Simon Hann  
Chief Executive Officer

Course Completion Date: 16/10/2014  
Certificate Issue Date: 21/10/2014  
Certificate Number : CERT05629



# Qualification Transcript

Paul Mexsom

## FNS50910 Diploma of Banking Services Management

### Units of competency achieved

BSBINM401A	Implement Workplace Information System
BSBMGT502B	Manage people performance
BSBSMB405B	Monitor and manage small business operations
FNSCRD402A	Establish and maintain appropriate securitisation
FNSCRD503A	Promote understanding of the role and effective use of consumer credit
FNSCUS501A	Develop and nurture relationships with clients, other professionals and third party referrers
FNSINC401A	Apply principles of professional practice to work in the financial services industry
FNSSAM401A	Sell financial products and services
FNSSAM403A	Prospect for new clients
FNSSAM501A	Apply advanced selling techniques to selling of financial products and services
FNSSAM502A	Assess market needs
FNSSAM503A	Monitor market opportunities