

THE INSTITUTE FOR PROFESSIONAL ADVANCEMENT, INC.

hereby certifies that

Nicholas Mercogliano

having successfully completed the written and oral examinations; having met the education and experience criteria as prescribed by the Institute of Professional Advancement is granted the designation

Certified Sales Professional

and is authorized to use the CSP designation in accordance with the bylaws of the Institute for Professional Advancement

Signed on this 19th day of May 20 17


Executive Director

This certificate shall remain the property of the CPSA Sales Institute. IPA is agent for CPSA Sales Institute in granting the CSP designation.