



Mastering Business  
Development, LLC

**NDIA**

**BUSINESS  
INSTITUTE**

## DIPLOMA CERTIFICATE

THIS CERTIFIES THAT

# JACOB PIERCE

HAS SUCCESSFULLY COMPLETED THE REQUIREMENTS OF  
**MASTERING BUSINESS DEVELOPMENT®**

LEADERSHIP | STRATEGY | TECHNICAL

September 28, 2022

**MASTERING BUSINESS DEVELOPMENT, LLC**

A handwritten signature in black ink, reading "Rich D. Higby", written over a horizontal line.

**Richard Higby**  
*Executive Member, MBD LLC*  
*Lead Instructor*



A handwritten signature in black ink, reading "Carla Caputo-Searcy", written over a horizontal line.

**Carla Caputo-Searcy**  
*Executive Member, MBD LLC*  
*Trainer / Consultant*