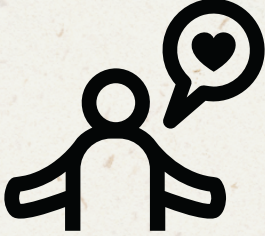




Visual Steps of Lawfully Selling Cannabis

1. Welcome the Potential Customer



- Begin by warmly greeting the guest
- "Good morning, and welcome to Cannabis Co.!"
- Transition the conversation into checking legal identification

2. Check State-Issued Identification



- "Can I please start off by seeing everyone's ID?"
- If no ID, apologize for any potential inconvenience and welcome back any time with the "legally required ID"

3. Inquire About Needs



- Ask questions and make suggestions to fit customer-specific needs and likes
- Stick to the facts on the packaging
- Avoid making any specific medical claims in regard to any product effects

4. Close the Sale



- Double-check that you have the correct product (flavor, dosage, etc.)
- Inspect product packaging to ensure packaging is intact and undamaged
- Thank the customer for their business