

SERVING THE CANNABIS INDUSTRY THROUGH EDUCATION, COMPLIANCE, WORKFORCE DEVELOPMENT, AND INFORMED JOURNALISM.

COMPLIANCE ✨ BUSINESS ✨ CAREERS ✨ CULTURE ✨ TECHNOLOGY™

MONDAY MORNING EDITION • AMERICA'S CANNABIS INDUSTRY NEWSPAPER • EDUCATE • COMPLY • SUCCEED ✨

★ CENTERFOLD FEATURE™ ★

MARIJUANA HANDLERS™ BEST PRACTICES

THE 5 HABITS OF HIGH-PERFORMING DISPENSARIES

Small Improvements. Better Teams. Stronger Businesses.

Success isn't built overnight. It's built by teams who focus on the little things — every day.



1 START EVERY DAY WITH A PLAN

Every great shift begins before the first customer arrives.

- ✓ Morning Team Huddle
- ✓ Daily Sales Goals
- ✓ Compliance Reminders
- ✓ Promotions
- ✓ Assign Responsibilities

2 TRAIN EVERY DAY

Learning never stops.
"You learn something new every day."

- ✓ Five minutes today saves hours tomorrow.
- ✓ Small lessons create confident employees.

3 KEEP THE STORE READY

A clean, organized dispensary creates confidence.

- ✓ Stocked
- ✓ Organized
- ✓ Secure
- ✓ Inspection Ready
- ✓ Customer Ready

4 HELP EVERY CUSTOMER

Every interaction builds trust.

- ✓ Listen first.
- ✓ Educate second.
- ✓ Recommend responsibly.
- ✓ Create loyal customers.

5 IMPROVE ONE THING EVERY SHIFT

Small improvements. Every day.
Every week.
Every year.

Great dispensaries are built one improvement at a time.

★ COLEMAN STANDARD™

"Great dispensaries aren't built by one perfect day. They're built by thousands of consistent ones."

— George Coleman

BEST PRACTICE CHECKLIST™

- ✓ Morning Team Huddle
- ✓ Review Daily Goals
- ✓ Verify Compliance
- ✓ Support Your Team
- ✓ Improve One Thing Today

TEAM HUDDLE™

Ask Your Team
"What is one thing we can improve today?"

Sometimes the best ideas come from the people serving customers every day. Encourage brainstorming. During a brainstorming session there are no "bad" ideas. Every great improvement starts with someone willing to the speak up.

THIS WEEK'S TAKEAWAY™

Great teams aren't built by accident. They're built one shift, one lesson, and one improvement at a time.

POST THIS PAGE™

WEEKLY TEAM CHALLENGE

Choose ONE of the Five Habits. → Practice it every shift this week. → Discuss what improved at next Monday's Team Huddle!

MANAGER RESOURCE CENTER™

This week's Playbook includes:

- OPENING PROCEDURES
- COMPLIANCE CHECKLIST
- CULTIVATION TIPS
- BEST PRACTICES ACTION GUIDE

Continue guidance and tools to help you lead, train, and succeed every day.

MANAGER'S WEEKLY PLAYBOOK™

- ✓ RETAIL OPERATIONS
- ✓ COMPLIANCE CORNER
- ✓ CULTIVATION CORNER
- ✓ BEST PRACTICES

FREE MANAGER'S WEEKLY PLAYBOOK™

Everything you need to lead a better cannabis operation.

- ✓ Opening Shift Checklists
- ✓ Compliance SOPs
- ✓ Team Huddles
- ✓ Cultivation Tips
- ✓ Best Practice Guides

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Manager's Weekly Playbook™
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