



How To Become A Dispensary Manager

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Cannabis Training University

WORLD LEADER IN CANNABIS CAREER EDUCATION



How To Become A Cannabis Dispensary Manager

Are you ready to take the next step in your dispensary career? If that's the case, the Master of Cannabis Certification Program might be perfect for you!

If you're like many budtenders, you don't know the best way to advance in your dispensary career or even open your own dispensary! Your biggest hurdle will be acquiring the knowledge you need. The solution is simple: enroll in the Master of Cannabis Certificate Program! This program will teach you everything you need to know about:

- Cannabis-infused products
- Medical properties of cannabinoids and terpenes
- Helping patients choose the right product for their medical conditions
- Differences between cannabis consumption methods
- Cannabis dosing and titration
- Interactions between cannabis and other drugs
- The endocannabinoid system
- Work permit requirements
- Where to look for a cannabis job
- How to write a cannabis resume and cover letter
- Dispensary job information and descriptions
- How to get a cannabis business license
- How to write a business plan and pitch deck
- How to set up and run a cannabis dispensary
- Cannabis laws and regulations
- And much, much more!

Study today and apply for that management job tomorrow.



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George's Story

George has always loved helping people. When he decided to become a budtender last year, he took the Cannabis Budtender Certification Program at Cannabis Training University. He used his certificate to get a budtender job at a combination medical and recreational cannabis dispensary in his hometown of Pueblo, Colorado.



After working for a year as a Budtender, George was ready to apply for a job as a manager at his dispensary. He enrolled in the Master of Cannabis Certification Program to learn everything he needed to know. He was thrilled to learn that the program included advanced classes on cannabinoids and terpenes, cannabis as medicine, cannabis laws in Colorado, and more!

Challenge #1: Learn Even More About Products

As a working budtender, George knew a lot about the products sold at his dispensary. However, part of a dispensary manager's job is to select new products. Because of this, he would need to know about a wide range of cannabis products, including some products that weren't carried at his dispensary.


The Cannabis Basics class introduced George to some products that he hadn't known about. He was especially impressed by cannabis inhalers, which deliver cannabinoids through the lungs without using heat. He made a note to himself to discuss inhalers with the dispensary owner when he got a chance.

Lesson 3: Cannabis Products

83% COMPLETE

- 1. Reading Cannabis Product Labels
- 2. Cannabis Flowers
- 3. Cannabis Concentrates
- 4. Cannabis-Infused Edibles
- 5. Cannabis-Infused Topicals And Transdermals
- 6. Other Cannabis Products

6.1 Cannabis Inhalers



Cannabis inhalers, like asthma inhalers, use a propellant to blast medicine directly into your lungs. A dose takes effect in three to five minutes and lasts up to 90 minutes.



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Challenge #2: Learn About Cannabis Medicine

George felt like he had a pretty good grasp of cannabis medicine, but he figured he could always learn more. He knew that the better his understanding of cannabis medicine, the more he could help customers and show his boss he was ready to be a manager.

George was impressed with the information in the Cannabis Basics class on cannabinoids, terpenes, and entourage effects. He downloaded the *Chart: Effects Of Common Cannabinoids* and *Chart: Effects Of Common Terpenes* to become even more familiar with cannabis components to use when helping customers.

When George started the Cannabis As Medicine class, he was excited to learn about drug interactions, dosing, and titration. He learned a few new things about cannabis medicine, how the endocannabinoid system works, common treatments for symptoms and conditions, and the pros and cons of different cannabis consumption methods.

Chart: Effects of Common Cannabinoids

	THC/THCA	CBD/CBDA	CBN	CBG/CBGA	CBC/CBCA	THCV/THCVA
Mental State	Psychoactive (source of the "high") Reduces anxiety at low doses; increases anxiety at high doses Causes drowsiness Impairs memory (high dose) Helps depression (low dose)	Non-intoxicating Reduces anxiety	Minimally psychoactive (10% as psychoactive as THC) Strong sedative	Non-psychoactive Reduces anxiety Causes drowsiness Helps memory and attention	Non-psychoactive Relieves depression (when combined with THC and CBD) Reduces anxiety (ten times more effective than CBD)	Non-psychoactive at low doses Psychoactive at high doses Increases alertness Reduces anxiety without suppressing emotion
Nervous System	Relieves pain and relaxes muscles Protects nervous system Promotes brain cell growth Anti-epileptic (at low doses when paired with higher doses of CBD) Helps prevent Alzheimer's disease	Relieves pain and relaxes muscles Protects nervous system Promotes brain cell growth (multiple sclerosis) Anti-epileptic at high dose, especially when paired with low dose THC Degrades plaque	Relieves pain Anti-epileptic	Relieves pain Protects nervous system Promotes brain cell growth Anti-epileptic	Relieves pain Protects nervous system Inhibits Alzheimer's disease	Possible anti-epileptic Improves motor control in Alzheimer's and Parkinson's disease patients
Cancer	Inhibits cancer cell growth, antioxidant	Inhibits cancer cell growth, antioxidant	Inhibits cancer cell growth	Inhibits cancer cell growth	Inhibits cancer cell growth	No known effect
Circulatory System	Increases heart rate Improves circulation	Improves circulation	No known effect	Lowers blood pressure	No known effect	No known effect

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Chart: Cannabis Interactions With Other Drugs

Like other medications, cannabis can potentially interact with other drugs, causing unexpected effects. If you're using any of the medications on this list, talk to your doctor before you use cannabis medicinally or recreationally.

Drug Class	Examples	Effect of Cannabis Interaction
Alcohol	All types of alcohol	<ul style="list-style-type: none"> Dampens the body's natural endocannabinoid system (ECS). Increases blood alcohol level by up to 800%.
Anti-Anxiety Medication	Alprazolam (Xanax), Lorazepam (Ativan), Clonazepam (Klonopin), Clobazam (Onfi), Diazepam (Valium)	<ul style="list-style-type: none"> Increases antidepressant effects. Increases anti-anxiety effects. Increases drowsiness, lethargy, and intoxication.
Antidepressants	Sertraline (Zoloft), Fluoxetine (Prozac), Citalopram (Celexa), Escitalopram (Lexapro), Paroxetine (Paxil), Imipramine (Tofranil)	<ul style="list-style-type: none"> Because of interactions in the liver, CBD may change (increase or reduce) the concentration of the antidepressant in the blood. May cause adverse cardiovascular reactions.
Blood Pressure Medicine	Amlodipine (Norvasc, Caduet, Lotrel), Atenolol (Tenormin), Atorvastatin, Carvedilol (Coreg), Diltiazem (Cardizem, Dilacor, Tiazac), Metoprolol (Lopressor), Nifedipine (Procardia XL, Adala), Simvastatin, Timolol (Blocadren), Warfarin (Jantoven, Coumadin)	<ul style="list-style-type: none"> May raise or lower blood pressure. May increase the concentration of blood thinners in the body, increasing the risk of bleeding.
Drugs Processed in the Liver	Any drug that interacts with grapefruit	<ul style="list-style-type: none"> May inhibit metabolism of other drugs, changing the concentration of that drug in the blood.
Opioids	Codeine, Hydrocodone, Morphine, Oxycodone, Hydromorphone, Fentanyl	<ul style="list-style-type: none"> Increases pain-reducing and sedative effects Reduces opioid tolerance. Patient may need to reduce opioid intake to avoid accidental overdose.
Pain Relievers	NSAIDs (Ibuprofen, Naproxen), Acetaminophen	<ul style="list-style-type: none"> Reduces pain-relieving effects.
Probiotics	Lactobacillus, Bifidobacterium	<ul style="list-style-type: none"> Increases pain relief in the colon.
Steroids	Cortisone, Hydrocortisone, Prednisone	<ul style="list-style-type: none"> Reduces inflammation. Depresses the immune system. Can increase chance of corticosteroid-induced mania. Chronic exposure slows down the ECS.

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Besides the basics, he also learned completely new information on cannabis desensitization protocols, contraindications, and risk factors. He downloaded the *Chart: Cannabis Interactions With Other Drugs* and the *Information Sheet: First Aid For Cannabis Side Effects* to share with customers and dispensary management.

Challenge #3: Update His Work Permit

When the dispensary manager position became available, it was also time for George to renew his Colorado cannabis industry work license. He was pretty sure that he needed to upgrade from a Support License (for employees) to a Key License (for managers).

When he clicked the link to the Colorado MED Employee License page in the Cannabis Careers class, he learned that Colorado now had only one work license—the Employee License. He

was happy to learn that he only had to pay a \$100 application fee instead of the \$250 fee he had been expecting.

COLORADO
Department of Revenue
Specialized Business Group

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Marijuana ▸ MED Employee License Page

MED Employee License Page

COVID-19 UPDATE

**WE ARE OPEN FOR BUSINESS,
BUT OUR OFFICES ARE
CLOSED TO THE PUBLIC
UNTIL FURTHER NOTICE**

Before You Apply, be aware that applying for or holding a MED Employee License and working within the Colorado Regulated Marijuana Space may have adverse Federal Immigration consequences.

As state public health officials are calling for "social distancing," consistent with guidance from the Centers for Disease Control, the Marijuana Enforcement Division is adopting measures to minimize exposure between employees and also between employees and the public.

- MED Business operations continue and services to the public are available, however, all MED office lobbies are not open to the public. During this time, MED is providing modified licensing services, outlined below. Other than these adjustments to our licensing processes, it is business as usual at MED.

In order to work within Colorado's Regulated Marijuana Industry, you must first apply and be approved for a MED Employee License. As part of MED's initiatives to increase efficiencies and customer service, rules effective January 1, 2020, collapse the Key and Support License types into a single category - the Employee License. The MED only issues an Employee License and the application fee is \$100.00.



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Challenge #4: Learn To Manage A Dispensary

George knew most of what the managers did at the dispensary where he worked, but he worried that he might be missing some key aspects of the job.

The Cannabis Business class made him more confident than ever! He was able to fill in a few gaps in his knowledge and gained in-depth knowledge on dispensary marketing, advertising, networking, and more!

Lesson 5: Cannabis Dispensary Businesses
0% COMPLETE

- 1. Introduction
- 2. Legal Considerations
- 3. Dispensary Business Basics
- 4. Choosing a Location
- 5. Store Setup
- 6. Quality and Customer Service
- 7. Store Security
- 8. Medical Dispensaries

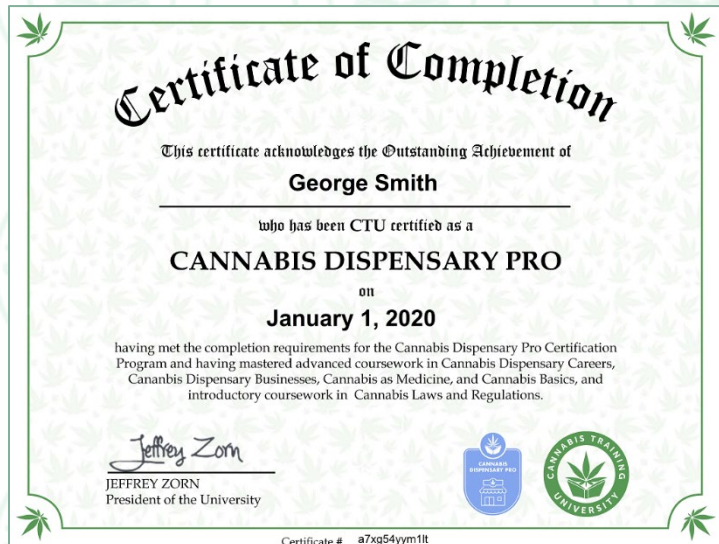
1. Introduction

The medical and recreational cannabis markets are booming. More countries and US states are legalizing cannabis every year. Opening a cannabis dispensary is a great way to get involved in this growing industry. Dispensaries sell cannabis flower, cannabis concentrates, and infused products such as edibles, topicals, and oils. Some dispensaries also sell clones, accessories, clothing/merchandise, and seeds.

Challenge #5: Update His Resume

George still had the resume he used to get his dispensary job. However, he wanted to update it to reflect his more recent education and experience.

He was excited that Cannabis Training University provided a Resume Builder in an easy-to-use Microsoft Word format. He created a new resume and attached his new Cannabis Training University Master of Cannabis certificate.





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Challenge #6: Local Cannabis Law Refresher

George knew that it was important to the owner of his dispensary that all managers had a solid understanding of Colorado cannabis laws. Customers would often come into the dispensary asking if certain things were legal or illegal. If a budtender didn't have the answer, they would always ask a manager who did.

With Cannabis Training University, it was easy for George to get a refresher. The Cannabis As Medicine class had a whole lesson dedicated to medical cannabis patient qualification and registration. And the Cannabis Laws and Regulations class gave him the lowdown on the rest of the cannabis rules in Colorado.

CTU Lesson 1: Cannabis Laws In The United States

0% COMPLETE

- 1. History Of US Cannabis Policy
- 2. Cannabis And The US Criminal Justice System
- 3. Current US Federal Cannabis Law
- 4. Current US Hemp Laws
- 5. US States Where Cannabis Is Legal For Medical And Recreational Use
- 6. US States Where Cannabis Is Legal For Medical Use Only
- 7. US States Where Cannabis Is Prohibited

Colorado

Program Type: [Medical](#) and [Recreational](#)

Possession:

- Medical: Up to 2 oz flower or 8 gm of concentrate; patients between 18 and 21 years old restricted to 2 grams of concentrate per day
- Recreational: Up to 2 oz flower or its equivalent in concentrate or other product

Distribution:

- Medical: From caregiver to patient and at retail outlets
- Recreational: Can give away up to 2 oz and purchase at retail outlets

Cultivation:

- Medical: 6 plants, up to 12 plants per household; if local law allows, patients and caregivers can grow up to 24 plants if they are also registered with the MED and provide any required notice to the local jurisdictions.
- Recreational: 6 plants, up to 12 plants per household

Unlawful:

- Public consumption: Petty drug offense
- Driving under the influence: DUI

Both classes provided links to government websites so he could verify the information and see any recent updates to the laws!

A New Job

Thanks to Cannabis Training University, George quickly added to his expertise. With his newfound knowledge George aced his interview and landed the manager job at his dispensary!

Get Ready For Your Promotion Today!

Join George and thousands of other satisfied Cannabis Training University students. Sign up for the Master of Cannabis Certification Program and start your career advancement today!