



# Responsible Cannabis Sales

**“A Partnership in public safety between  
the Washington State Liquor and  
Cannabis Board and You!”**

# Training Objectives:

- Who can buy cannabis products
- Acceptable forms of Identification (ID)
- How to check ID's
- Fake and fraudulent use of ID's
- Compliance Checks
- Violations: how it affects you and your business.



# General information:



State law describes mandatory actions you must take. For example: “No sales of cannabis to person under 21 years of age” or “No one under 21 allowed on the premise.” (...But there are exceptions.)

Company Policy dictates how workers at an individual company will implement state law. For example: “Every worker will check identification (ID) of everyone that wants to buy cannabis product.”

**Please remember that all times you must  
obey state law!**

# General information:



Is it a right or a privilege to purchase cannabis products?

- a) It is a right, guaranteed by the law.
- b) It is a privilege, with no legal right to buy.
- c) It is both a right and a privilege.
- d) There is neither a right nor a privilege to buy cannabis products.



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- d) There is neither a right nor a privilege to buy cannabis products.

You must understand that **you have total control** of sales of products in your store. If you are unsure, don't sell!

# Who can purchase:



## Purchasing retail cannabis products by adults:

- Must be 21+ years of age and able to provide a valid ID upon request

## Purchasing medical cannabis products for use by adults:

- Must be 21+ years of age and able to provide a valid ID upon request
- May purchase “General Use” and “High CBD” medical cannabis products without a medical cannabis recognition card.
- May not purchase “High THC” medical cannabis products without a medical cannabis recognition card

# Who can purchase:



## Purchasing cannabis products for medical use by minors (age 18-20):

- Qualifying minor patients with a recognition card may enter and remain on the premises of a retail outlet *holding a medical cannabis endorsement* and may purchase products for their personal medical use.
- Qualifying minor patients who possess a valid medical cannabis authorization may enter a retail outlet holding a medical cannabis endorsement to obtain a recognition card.



# Who can purchase:



Purchasing cannabis products for medical use by juveniles (under 18):

- Qualifying juvenile patients with a *recognition card* and *accompanied by their designated providers* may enter and remain on the premises of a retail outlet holding a medical cannabis endorsement, but may not purchase products for their personal medical use.
- Qualifying juvenile patients who possess a valid medical cannabis authorization may enter a retail outlet holding a medical cannabis endorsement to obtain a recognition card.





# Checking Identification:



If you are unsure about the age of a person what should you do?

- a) Have a coworker check the ID.
- b) Have someone else vouch for the person.
- c) Have a manager make the decision if you should sell.
- d) Do not sell.

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Again, **YOU HAVE TOTAL CONTROL** of sales of products in your premise. If you are unsure, don't sell?



# Checking Identification:

How old are these people? Do you sell or not?

1



2



3



4





# Checking Identification:

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1



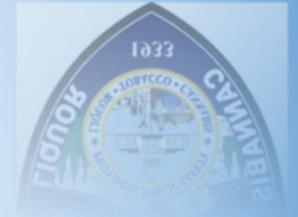
2



3



4





# Checking Identification:



When you looked at the photos in the previous slide did you have to guess their ages?

*Of course you did, unless you knew them!*

Remember that you need to check identification of everyone who is of questionable age.

If you do not check the ID of youthful appearing patrons or customers, at some point you're going to sell to a minor.

# Checking Identification:



## Scenario:

A minor walks up to the counter and wants to buy cannabis. A new trainee takes the ID. Not knowing how to read an ID, he/she hands it to their trainer. The trainers tells the trainee the person is old enough to buy the product. The trainee rings up the sale, takes the money, and sells cannabis to the minor.

Who is Responsible?

# Checking Identification:



## Scenario:

A minor walks up to the counter and wants to buy cannabis. A new trainee takes the ID. Not knowing how to read an ID, he/she hands it to their trainer. The trainers tells the trainee the person is old enough to buy the product. The trainee rings up the sale, takes the money, and sells cannabis to the minor.

The Trainee is responsible and could be charged with sale of cannabis to a minor!

# Checking Identification:



Does everyone who wants to buy cannabis have to present ID?

- a) Everyone must present ID.
- b) Only people that volunteer must present ID.
- c) State Law requires me to check ID.
- d) There is no state law requiring ID for purchases.





# Checking Identification:

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- c) State Law requires me to check ID.
- d) There is no state law requiring ID for purchases.**

But, what is the best way to check if someone is not of legal age to purchase cannabis products? By checking their ID...



# Checking Identification:



There is no state law requiring you to check Identification. However...

**In-house policies can be more restrictive than state laws.** For example: You can have a policy to check ID of all persons who appear to be under 30 years of age, or not to accept vertical format ID.

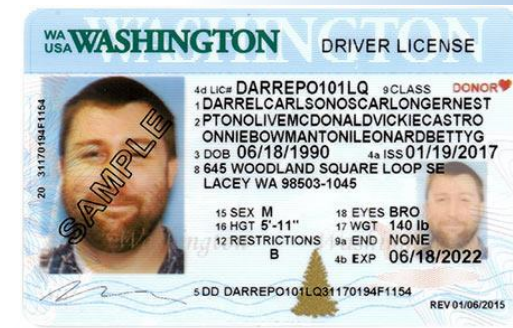
It is up to your company to set these policies.

# Checking Identification:



## How to check ID:

- Ask for their ID.
- Have customer give you their ID. (Do not accept a purse/wallet from a customer. Why?)
- Check the date of birth.
- Check the photograph.
- Check the expiration date.
- Verify other information- State, Canadian province, fraudulent



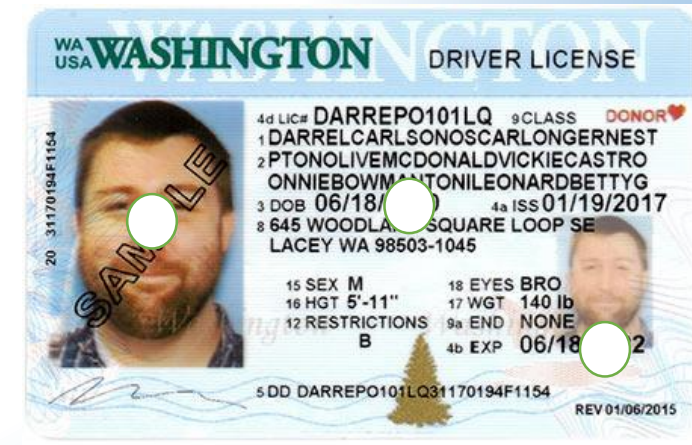
# Checking Identification:



At some time you may receive an ID with a hole punched in it. This ID is legal but you must check the following:

The punched hole should not obstruct critical information:

- Date of birth
- Physical description
- Expiration date
- Photo
- Signature



If you have any concerns, do not sell!



# ID Checking Technologies:



-ID Scanners



-Point of Sale verification systems



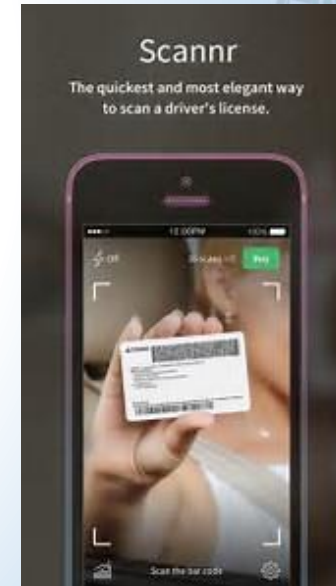
-UV black lights



- ID checking guides



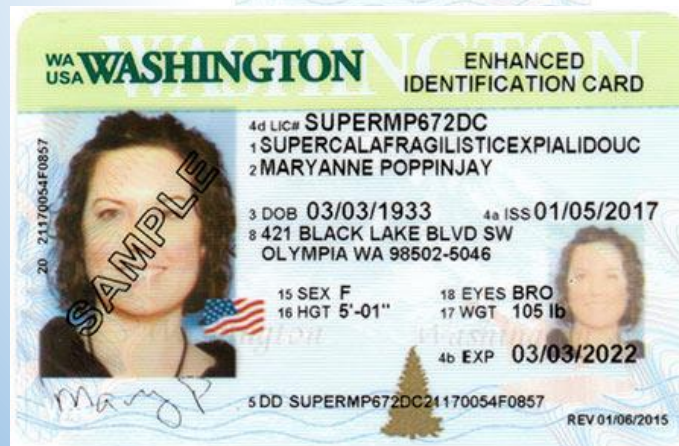
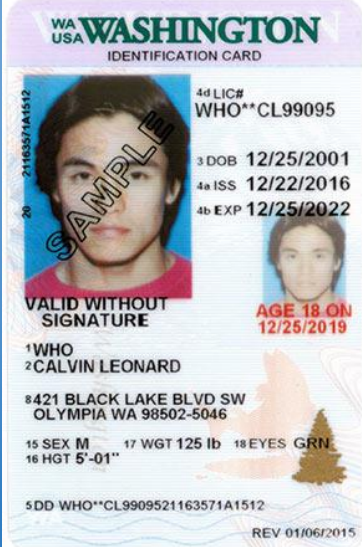
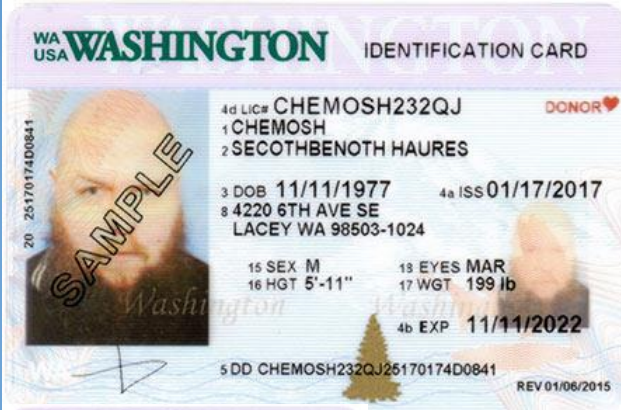
-Various phone apps



**If you are not using the provided technology OR using it improperly you are putting your employer and yourself at risk. Nor are these technologies a substitute for checking someone's ID.**

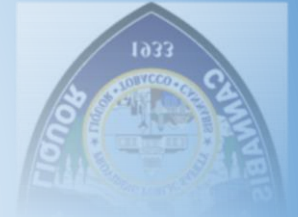
# Acceptable IDs from WA:

## New Formats:



- ID Card
- Driver's License (DL)
- Intermediate DL
- Commercial DL

*ID cards and DLs can be either standard or enhanced format*





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# Acceptable IDs from WA:

## WA Temporary Drivers License:

- Issued after February 2017
- Not valid for use as ID

What can you do to verify  
the information on the Temporary  
driver license?



### WASHINGTON STATE Temporary driver license

Temporary licenses issued as of February 2017 are printed on paper and are to be used for driving purposes only. They are not valid for use as identification.

CIS\*\*TR7230U CIS, TEST RECORD

This is your temporary document. Carry this with you until you receive your new one in the mail.

Your new card will show the test photo we took. If you don't receive your document in 45 days, please call us (360) 902-3500 or email [drivers@doh.wa.gov](mailto:drivers@doh.wa.gov).

This Temporary Document Expires 4/2/2017

This document is intended to be used for driving purposes only. It is not valid for identification purposes unless accompanied by another piece of identification, the a hereby signed other license.

| PERSONAL INFORMATION |  |
|----------------------|--|
| NAME                 | CIS, TEST RECORD                                 |
| BIRTH DATE           | 05/31/1928                                       |
| GENDER               | M  |
| HGT                  | 5'00"  |
| WGT                  | 170  |
| EYES                 | CHC  |
| RESIDENCE ADDRESS    | 421 BLACK LAKE BLVD SW<br>OLYMPIA, WA 98502-5046 |

| LICENSE INFORMATION |                |
|---------------------|----------------|
| DOCUMENT TYPE       | DRIVER LICENSE |
| LICENSE #           | CIS**TR7230U   |
| CONTROL #           | 3117047601830  |
| ISSUE DATE          | 02-16-2017     |
| EXPIRATION DATE     | 05/31/2023     |
| RESTRICTIONS        | NONE           |
| ENDORSEMENTS        | NONE           |
| CLASS               | NONE           |
| ORGAN DONOR         | NO             |
| VETERAN             | NO             |

| MAILING ADDRESS                 |  |
|---------------------------------|--|
| Your license will be mailed to: | 421 BLACK LAKE BLVD SW<br>OLYMPIA, WA 98502-5046 |



# Other Acceptable Forms of ID:



1. Drivers license, Instruction Permits, Enhanced ID cards,  
Issued by any U.S. State, Territory, District of Columbia,  
or Canadian Province.
2. Valid WA State Temporary Drivers License IF used in conjunction  
with the corresponding expired WA Drivers License.
3. U.S. Armed Forces ID Card
4. Merchant Marine ID card issued by the U.S. Coast Guard
5. Official Passports
6. WA State Tribal Enrollment Cards

**The Law states these are the only forms of ID you can accept in WA.**

# WA State ID Security Features:

## WA ID in the new format (issued 21+):



### Washington ID/Driver's License (02/2017 – Current)

1. Date of Birth
2. Issue date of ID
3. Expiration Date (on birth date, 6 yrs after issue)
4. Signature
5. Ghost portrait (faint version of the bearer's image) at bottom right of card.
6. 100 rule: the first two numerals in the driver's license # + the last two digits of the date of birth will add up to 100. (Example: 27+73=100).
7. Printed data overlapping the ghost image.
8. Fine line pattern on the front of the identification.
9. Foil printed tree.
- Washington hologram and state seal repeats across the front (state seal also on back) in ultraviolet ink that will illuminate under ultraviolet light.





# Security Features:

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### Washington ID/Driver's License (Still in use but issued prior to 02/2017)

1. Date of birth
2. Issue date of the ID
3. Expiration Date (on birth date, 6 yrs after issue)
4. State seal overlap photo
5. Washington hologram
6. Repeating "STATEOF WASHINGTON" in fine print
7. Ghost portrait (faint photo) at bottom right of card
8. 100 rule: the first two numerals in the driver's license # + the last two digits of the date of birth should add up to 100. (ex: 46+54=100)

- WA USA in the heading
- Printed data overlapping the ghost images
- Void appears if laminate is altered
- Branches overlap photos



# Security Features:

## WA vertical ID (issued under 21 years)- New Format:

### Washington ID/Driver's License (02/2017 – Current)

1. Date of Birth
2. Issue date of ID
3. Expiration Date (on birth date, 6 yrs after issue)
4. Age 18 or 21 on date
5. Signature
6. Ghost portrait (faint version of the bearer's image) at bottom right of card.
7. 100 rule: the first two numerals in the driver's license # + the last two digits of the date of birth will add up to 100. (Example: 27+73=100).
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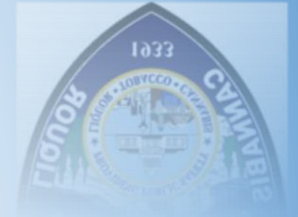


# Security Features:

- The ultra violet (UV) seal should not be seen without a black light



# Fraudulent use of ID:



## Two types of fraudulent use of an ID

- Presenting someone else's ID as your own
- Manufactured or Fake ID

What can I do?

How can I tell it is a fake ID?

Can I keep the fake/misrepresented ID?



# Fraudulent use of ID:

Checking for *Fraudulent* ID:

- Does the photo match the customer?
- Ask questions- “What is your address?”
- Have the customer sign a separate piece of paper to verify the signature on the ID.
- Ask for another form of ID
- Just say “This appears to be fraudulent. Do you have another ID?” Sometime the direct approach is best...





# Fraudulent use of ID:

## Manufactured or Fake ID:

- Many fake ID manufacturers use ID cards from other states.
- Fake ID can be from any State.
- Out of state ID is often used so that you are less familiar with that specific state's ID characteristics.



*When confronted with a suspicious ID take your time checking the features and ask questions.*



# Fraudulent use of ID:

## Checking for Fake WA ID:

Look for the easy to see security features pointed out from earlier slides. Also look for...

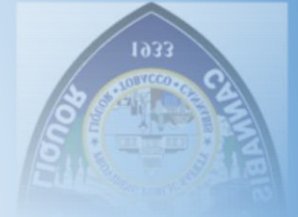
- Look at the over all color of the ID - copied IDs have a pink hue.
- Numbers near picture are cut off
- Foliage and Mountain not visible
- The “100 Rule”- last two numbers in the license number plus the year of birth **MUST** equal “100”



# Fraudulent use of ID:

## Checking for Fake ID:

- Examine the ID
- Compare the ID to a valid ID
- Examine the microprint with a magnifying glass
- Hold the card under ultraviolet light
- Feel the card
- Scan the barcode
- Tilt the card in the light
- Search for misspellings on the ID



# Fraudulent use of ID:



## Checking for Fake ID:

- Study the cardholder
- Compare the physical description to the cardholder
- Compare the picture to the person
- Compare signatures
- Ask questions!!!
- Ask for a second ID (be aware of duplicate ID)



# Fraudulent use of ID:



Can I take a fake/fraudulent ID?

- You are taking someone else's property
- You can hold the ID for a “reasonable time” to call law enforcement (LE) to examine the ID
- Note the information on the license for LE
- It is not worth a physical altercation to hold onto an ID card. **Give it back if the customer is confrontational.**



# Compliance Checks:

The purpose of a compliance check is to see if your license premise is following the law with respect to age when selling cannabis products.



# Compliance Checks:



WSLCB hires underage persons (investigative aides) to attempt to purchase age-restricted products.

## Investigative Aides:

- Do not look overly mature
- Do not show fake or altered ID
- They may present their real ID, or none unless asked
- Can say they are 21+ years old





# Compliance Checks:

Why compliance failures:

- Incorrect math
- Distractions
- Can not read the ID
- Did not trust ID technology
- Confused the dates on the ID

**FAILURE  
IS NOT AN  
OPTION**



**If you are unsure about the age of a person  
Do not sell?**

# Penalties:

Selling cannabis to a minor can result in a Class C Felony to the budtender who sold!

“Possession of a controlled substance with intent to deliver” RCW 69.50.401

What does this mean to the budtender?

- You are under arrest
- You are charged with a felony
- You have to get an attorney to defend yourself
- Court dates- **YOUR NEW REALITY!**
- Your employment is in jeopardy
- You will be stressed out for a long time!!



# Penalties:



Selling cannabis to a minor can result in financial penalties or suspension of a retail cannabis license.

What does this mean to the licensee?

- Monetary fines
- Suspension of license
- Administrative Hearings
- Multiple violations result in larger fines/suspensions to include revocation of license.
- Financial hardship to keep the doors open
- You will be stressed out for a long time!!



# For more information:

**WWW.LCB.WA.GOV**

**Enforcement Customer Service:**

**[enfcustomerservice@lcb.wa.gov](mailto:enfcustomerservice@lcb.wa.gov)**

**(360) 664-9878**

**Or contact your local enforcement officer**

