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ALASKA MARIJUANA HANDLER TRAINING

Alaska Marijuana Handler Permit Education

Identification (Alaska Marijuana Handler)

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- Handling Fake IDs ✔
- Counterfeit ID's - Where People Get Them ✔
- Unacceptable IDs
- The Steps for Checking IDs
- The Steps for Checking IDs Cont.
- What to Look Out For on a Possible Fake ID
- Mistakes Made When Checking Identification

Unacceptable IDs

Time Remaining: 4 seconds

The following may not be acceptable proof of age:

- Voters Registration Cards
- Library Cards
- Birth Certificate
- Gun Permits
- Hunting License
- Social Security Cards
- Welfare Cards
- Check Cashing Cards

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- Intervention Techniques

The Steps for Checking IDs

Time Remaining: 0 seconds

Even when rushed, it is important to properly and thoroughly check the ID of each person that you card.

The following procedures should help with this process:

Step 1- Greet the Customer: Use the name printed on the card when greeting the customer. Look for signs of nervousness that could indicate they may be trying to use a fake ID or someone else's ID. Identifying their name may help to discourage the person from giving the card to someone else to use later while it may also help you to remember later on that you have already checked this ID.

Step 2 - Ask for the Card: This step is important for it allows you to detect if the card may have been altered in any way. Look and feel for any bubbles, areas of thickness and ink signatures.

Step 3 - Confirmation: Verify that the ID is genuine, is valid, belongs to the person presenting it and that it does not belong to a minor.

Once this process has been followed the decision can then be made as to whether or not to allow the individual into the establishment and to serve them.

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The Steps for Checking IDs Cont.

Time Remaining: 4 seconds

If after this process you are still unsure you can ask if the person has an additional form of identification with them. You may even ask for their signature for comparison to their ID.

At this time it may also help to ask questions about the information printed on the ID.

Such questions could include:

- What is your height?
- What is your address?
- When were you born?
- What is your full name?
- What year did you graduate high school?
- What is your astrological sign?

Remember that you do have the legal right to refuse sales or service to anyone that you believe to be a minor.

When you do decide not to sell to, or serve, someone, it is best to remain polite and courteous when asking that individual to leave. You may also want to inform whoever is currently in charge at your establishment.

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- What to Look Out For on a Possible Fake ID

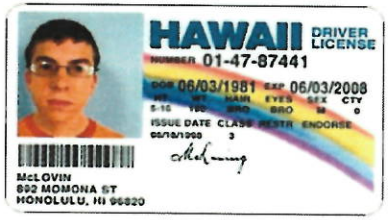
What to Look Out For on a Possible Fake ID

Time Remaining: 3 seconds

Look out for the following to help identify a possible fake ID:

- **Glue lines or surfaces that are bumpy; especially near the picture or birth date. Areas that are inconsistent with the rest of the ID may indicate tampering.**
- **Reprinted numbers with a shadowy or cloudy image behind them – the card may have been open to change the numbers.**
- **Missing features found on a real DL or ID when compared to the examples in the ID Checking guide.**
- **Missing security features such as microprint or images seen with an ultraviolet light.**

Feel and bend the card – does it feel like it is made of the same materials used for real IDs?



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Mistakes Made When Checking Identification

Time Remaining: 4 seconds

The following are common mistakes made when checking ID:

- Incorrectly guessing that a person is of age and not carding them when in fact they were a minor.
- These days minors look much older and it is becoming harder to determine a persons age just by looking at them.
- Not noticing that an ID has expired - an expired ID is not valid.
- Forgetting to actually look at the person standing before you and comparing them to the picture on the ID

Never let a customer or patron pressure or rush you so that you are not able to properly check the ID.

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- The Steps for Checking IDs Cont. ✓
- What to Look Out For on a Possible Fake ID

ID Checking Guide

Time Remaining: 4 seconds

The I.D. Checking Guide provides full-color examples of driver's licenses and identification cards from all 50 U.S. states.

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Electronic ID Readers

Time Remaining: 4 seconds

An ID reader is a device that reads the information from the bar code or magnetic strip that is usually found on the back of an ID. When using one of these devices, be sure to check that the machine's display matches the information printed on the card itself. Sometimes, these strips are altered or taken from another ID.

Many establishments use an ID reader for age verification and as a tool for ID checking.

The ID reader can help in spotting fake driver licenses and ID's. Most ID readers will read the majority of USA States & Canadian cards with a readable magnetic stripe.

You should not rely solely on the information presented by an ID reader. These devices can be quite helpful but you still must follow the proper procedures for checking IDs.

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Denying Service or Entry for Underage Persons

Time Remaining: 4 seconds

Should you face a situation where a person is underage or you believe the identification that they are presenting may be a fake ID, remain polite and refuse service and/or entry. Never be rude to the customer. Simply state that you are not able to allow entry and/or provide service.

Should an issue arise or the customer become confrontational, get a manager and explain the situation. In the case that the customer becomes violent, call the police immediately.

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Identification (Alaska Marijuana Handler)

Intervention Techniques

Time Remaining: 3 seconds

Intervention is a responsible sales technique that promotes responsible sales and helps keep the community safe. Intervention is a plan of action that includes things such as asking people for ID or refusing to sell when a customer shows signs of visible impairment. It is easier to plan and practice actions you will take, and what you will say, before you have to actually deal with that situation at work.

There are many intervention techniques and systems to evaluate customers. Each business may have their own techniques and systems depending on their business model, but the following guidelines could be helpful in developing successful intervention practices.

- Smile, make eye contact with your customers, and take time checking ID.
- Chat with customers before selling marijuana to them to determine if they are intoxicated.
- When you refuse to sell to a customer, tell your manager and co-workers.
- When appropriate, have a co-worker with you when you have to refuse service.
- Make it clear you are in control without being overbearing and scaring off customers.
- Use peer pressure if necessary by asking for support from the customer's friends.
- Offer alternative transportation to keep intoxicated customers from driving.

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Keep two principles in mind in choosing your words:

1. Avoid "you" statements that sound accusatory or judgmental ("You're drunk," "You're stoned," "You already seem high on something"). These statements are more likely to offend and provoke the customer.
2. Use "I" statements instead, that put the focus on you and why you're refusing to sell ("I could get in trouble with the law and lose my handler permit or our business could lose its license," "Legally, I'm not allowed to sell you any marijuana products", "I have to follow the law", "My job would be at risk", "I can't...")

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- Professional Intervention Attitudes

Alaska Marijuana Handler Permit Education

Identification (Alaska Marijuana Handler)

Professional Intervention Attitudes

Time Remaining: 4 seconds

Many sales professionals use these guidelines when refusing sales:

- **Be courteous and concerned.** People are more cooperative when they feel they are being respected and helped, rather than being put down. You might try a statement such as, "I want to see that you get home safely."
- **Be confident.** Confidence convinces people you are doing the right thing. Act confident even if you don't feel especially confident -- no one will know the difference!
- **Be tactful.** Never accuse a customer of being intoxicated. State simply that you cannot sell them any marijuana and suggest they come back another time.
- **Be discreet.** Make every effort not to embarrass the customer in front of friends or business associates. If possible, speak to the person privately.
- **Be firm.** Do not allow the impaired customer to talk you out of the rational decision you have made. Use a phrase that gets the message across and stops an argument in its tracks like, "I'm sorry I can't sell you any marijuana -- it's against the law."

Three reminders for dealing with difficult customers are:

- **Remain calm.** It helps to remember that the customer is the one with impaired judgment, not you.
- **Get help.** Tell the manager or other sellers. Sometimes even the hostile customer's friends can help diffuse the situation. Occasionally you may even need to call the police.
- **Avoid a fight.** Fights are bad for business and could result in other penalties or liability.

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SUMMARY Identification

Time Remaining: 4 seconds

One of your primary responsibilities as a marijuana handler is to ensure that your customers are of legal age. Always remember that you do have the right to refuse to serve someone who can not provide a valid ID.

It is extremely important to become as familiar as possible with the various IDs that are commonly presented in your state. If you are not familiar with one, there are tools to assist you such as the ID Checking Guide. Always follow the proper procedures for checking an ID to ensure that you have made a "good faith effort" in not allowing access or selling marijuana or marijuana products to a minor.

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Marijuana Consumption, Impairment & Prevention

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- Effects of Marijuana on the Brain
- Effects of Marijuana on the Lungs
- Safe Handling of Marijuana Items
- Intervene to Prevent Unlawful Marijuana Sales, Use or Consumption
- Alaska Marijuana Handlers Course Conclusion
- Begin Final Exam

What is Marijuana?

Time Remaining: 4 seconds

Marijuana refers to the dried leaves, flowers, stems, and seeds from the hemp plant, *Cannabis sativa*.

The plant contains the mind-altering chemical *delta-9-tetrahydrocannabinol* (THC) and other related compounds.

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Alaska Marijuana Handler Permit Education

Marijuana Consumption, Impairment & Prevention

How Marijuana is Consumed

Time Remaining: 2 seconds

There are four main methods of ingesting marijuana:

- **Inhalation**
- **Oral**
- **Sublingual**
- **Topical**

Each method has unique characteristics. The following slides provide an overview of the various methods of ingestion.

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How Marijuana is Consumed: Inhalation

Time Remaining: 4 seconds

Inhalation is the fastest method of delivery.

When a person inhales marijuana, the majority of cannabinoids enter the body through the lungs where they are passed along directly into the person's blood stream.

Users may feel the effects within minutes, with peak effects around the hour mark; and total duration of effects of up to 4 hours.

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How Marijuana is Consumed: Oral

Time Remaining: 4 seconds

Marijuana can also be ingested orally.

This can be in the form of edibles, tinctures, capsules or oils. Oral ingestion may be slower that other delivery methods, and the effects may last longer than with inhalation.

The effects may onset within thirty minutes to one hour or longer, with peak effects around the two hour mark; and total duration of effects ranging as long as 12 hours.

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How Marijuana is Consumed: Sublingual

Time Remaining: 3 seconds

Marijuana can also enter the blood stream when a marijuana product is placed under the tongue and/or held in the mouth; within the mouth there are a large number of blood vessels which can absorb cannabinoids. Common examples of these type of products include dissolvable strips, sublingual sprays, or medicated lozenges or tinctures.

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How Marijuana is Consumed: Topical

Time Remaining: 4 seconds

A final way to consume/use marijuana is through topical applications.

These come in the form of lotions, salves, bath salts and oils that are applied to the skin. The skin has a relatively complex absorption process that is based on a chemical's ability to dissolve in H20. The cannabinoids penetrate the skin and enter the blood stream.

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Types of Marijuana Strains

Time Remaining: 3 seconds

Indica and Sativa Marijuana Strains

There are two common strains of marijuana, Indica and Sativa (as well as hybrids that mix the two).

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What is Hybrid Marijuana?

Time Remaining: 4 seconds

There are more than 1000 different strains that range from pure sativas to pure indicas and in between. A hybrid strain is a combination of sativa and indica plants.

Hybrid strains fall in to one of three categories:

- Sativa dominant Hybrids
- Balanced Hybrids (50/50)
- Indica dominant Hybrids

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Short-term Effects of Marijuana

Time Remaining: 4 seconds

Marijuana can alter the senses, and cause time distortion.

It can also impair thinking, judgment, coordination, and memory.

In some people, it may lead to paranoia or anxiety. Physical effects may include bloodshot eyes, dry mouth, slurred speech, and increased heart rate.

These sensations may last up to four hours after inhaling marijuana smoke, or up to 12 hours if consumed, though performance impairments may last for much longer.

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Marijuana Consumption, Impairment & Prevention

Long-term Effects of Marijuana

Time Remaining: 4 seconds

Smoking marijuana can irritate the lungs and lead to breathing problems like cough, excess mucus, bronchitis, and worsening of conditions like asthma and cystic fibrosis. It is not clear if smoking marijuana is linked to lung cancer.

Marijuana use during pregnancy can also harm a baby's brain development.

The biggest health risks appear to be in those who start using as teenagers or young adults when their brains are still developing.

In youths who use heavily, studies have shown deterioration in their learning and cognitive thinking that persists into adulthood, even after they have stopped using marijuana.

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Marijuana Consumption, Impairment & Prevention

The Effects of Marijuana Use

Time Remaining: 2 seconds

The effects of marijuana use can vary person to person. Common effects may include:

- Slower reactions and hand/eye coordination
- Dizziness
- Distorted perceptions of time and distance
- Trouble thinking, learning and remembering
- Confusion, anxiety, panic or paranoia
- Faster heart rate by 20 to 100 percent
- Increased blood pressure
- Less interest in normal activities
- Increased appetite
- Dry mouth
- Red eyes
- Psychosis — seeing or hearing things that aren't real (more common with higher doses of THC)

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Marijuana Consumption, Impairment & Prevention

Impairment

Time Remaining: 4 seconds

For occasional users, using 10 mg or more of THC is likely to cause impairment. This impacts the ability to drive, bike or perform other safety-sensitive activities.

People may think that they're "safer" drivers while under the influence of marijuana since they drive more slowly. However, research shows that driving while high may double a person's risk of an automobile accident.

Any person under the influence of marijuana should not drive, bike or operate machinery.

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Marijuana Consumption, Impairment & Prevention

Signs of Marijuana Use

Time Remaining: 3 seconds

The following are signs of marijuana use:

- Loss of train of thought during conversation
- Increased appetite
- Lack of energy, loss of motivation
- Lack of interest in activities that were once a prominent part of the individual's life
- Poor sleep habits
- Possession of drug paraphernalia related to smoking marijuana
- Observable Paranoia

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Marijuana Consumption, Impairment & Prevention

Signs of Marijuana Use: Physical Change

Time Remaining: 4 seconds

Signs of Marijuana Use: Physical Change:

- Bloodshot eyes
- Fast heart rate
- Sleepy, lethargic
- Lack of coordination
- Increased appetite

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Marijuana Consumption, Impairment & Prevention

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Symptoms of Using Too Much Marijuana

Time Remaining: 2 seconds

The symptoms of using too much marijuana are similar to the typical effects of using marijuana, but more severe. These symptoms may include:

- Extreme confusion, anxiety, panic or paranoia
- Fast heart rate
- Hallucinations or delusions
- Increased blood pressure
- Severe nausea and vomiting

Increasing numbers of people are going to the emergency room after using marijuana, possibly because they used too much. This may happen because they:

- Thought a marijuana product was regular food.
- Used a product with more THC than they thought, either because they're using marijuana for the first time or trying a high-THC product.
- Consumed homemade edibles without a clear understanding of the THC content.
- Consumed more marijuana edibles than they needed since they didn't feel the effects right away. The effects of marijuana edibles may take up to four hours to peak after ingesting

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Marijuana Consumption, Impairment & Prevention

Effects of Marijuana on the Brain

Time Remaining: 1 seconds

Research shows that THC can effect the way in which sensory information gets into, and is acted on, by the hippocampus.

This is a component of the brain's limbic system that is crucial for learning, memory, and the integration of sensory experiences with emotions and motivations. Researchers have shown that neurons in the information processing system of the hippocampus and the activity of the nerve fibers are suppressed by THC.

In addition, researchers have discovered that learned behaviors, which depend on the hippocampus, also deteriorate.

Recent research findings also indicate that long-term use of marijuana produces changes in the brain similar to those seen after long-term use of other major drugs of abuse.

Source:University of Bonn

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Marijuana Consumption, Impairment & Prevention

Effects of Marijuana on the Lungs

Time Remaining: 3 seconds

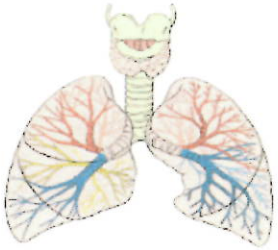
A person who smokes marijuana regularly may have many of the same respiratory problems that tobacco smokers experience. These individuals may have daily cough and phlegm, symptoms of chronic bronchitis, and more frequent chest colds.

Continuing to smoke marijuana can lead to abnormal functioning of lung tissue injured or destroyed by marijuana smoke.

Regardless of the THC content, the amount of tar inhaled by marijuana smokers and the level of carbon monoxide absorbed are three to five times greater than among tobacco smokers.

This may be due to the marijuana users inhaling more deeply and holding the smoke in the lungs.

Source: American Lung Association



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Safe Handling of Marijuana Items

Time Remaining: 1 seconds

Marijuana businesses are in many ways like other business, where workplace safety should be a top priority. As an owner, manager or employee it is important that you be aware of workplace rules and regulations, and before you begin work you should familiarize yourself with your workplace safety protocols and procedures.

Below are some general pointers:

- Make sure before you start work you are aware of the rules and operating procedures that apply to your business
- Always maintain adequate personal cleanliness, such as washing your hands before starting work and frequently throughout the day
- Make sure you have sufficiently clean restrooms, handwashing stations, and other sanitation equipment necessary for the type of work being performed and number of employees
- Use protective hand coverings when handling marijuana products
- Make sure your working area is clean, safe and suitable for the type of work you will be performing

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Marijuana Consumption, Impairment & Prevention

Intervene to Prevent Unlawful Marijuana Sales, Use or Consumption

Time Remaining: 2 seconds

By working in the marijuana industry, it is your responsibility to prevent sales, use, or consumption of marijuana or marijuana products in an unlawful manner on any licensed premises.

It is important to not allow anyone to enter the premises without checking their identification and ensuring it is valid.

You must ensure that customers are at least 21 years of age and that there is no use or consumption on the premises (unless licensed to do so in a separate room).

Should an individual attempt to use marijuana in a location where it is not allowed, you must inform the individual that he/she must immediately cease the illegal use and, if necessary, ask the person to leave the establishment.

Should the individual refuse your requests, inform them that you will have to call the police. If they continue to disregard your request that they cease to use marijuana in an unauthorized place or manner, you must call the police and provide details on the individual(s). Never use violence or attempt to remove the individual by force yourself. Wait for the police as they are trained on how to handle situations such as this.

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Alaska Marijuana Handlers Course Conclusion

Time Remaining: 3 seconds

Congratulations!

You have completed the Alaska Marijuana Handlers certification course.

Now is the time to go back and review any information you feel may help you to pass the final exam.

There will be 75 questions on the final exam and you must receive a score of 80% or better in order to receive your 3-year certification.

You will have 2 attempts to pass the final exam. Should you fail to pass the final exam on 2 attempts, you must contact us using the 'Contact Us' page (fill out the form and click submit) so that we may reset your account. You will be notified via email that your account has been reset.

One you pass the final exam, you will want to print your Certificate of Completion (is a PDF document) and follow the instructions on the 'Course Details' page so that you may obtain your Alaska Marijuana Handler Permit card from the Alaska Alcohol and Marijuana Control.

Following this slide, your Final Exam will load automatically and you will not have access to the course to review, so please do not click 'Go to Next Slide' unless you are ready to test.

Thank you for taking the CannabisHandler.com Alaska Marijuana Handlers Certification course and always remember to...

Know the Law

Serve/Sell Responsibly

Put Safety First

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