

Speaker 1 ([00:09](#)):

[inaudible]

Speaker 2 ([00:10](#)):

I, our enlightenment podcast brought to you by higher yields cannabis consultant.

Speaker 1 ([00:17](#)):

15 years of boom is produced. That is so overwhelming. So forceful [inaudible]

Speaker 2 ([00:48](#)):

Hello and welcome to the higher enlightenment podcast brought to you by higher yields. Canada's consulting your seed to scale cannabis business solutions team, and the creators of the innovative cannabis consulting business solution system higher enlightenment. My name is Adam and I am part of the creative design team here at higher yields. And I'm here to introduce and get a little background on the higher enlightenment podcast. So what are these podcasts about? Higher enlightenment podcast was created to discuss everything cannabis, whether it be cannabis, industry news, cannabis, industry, insider insights, advice, and tips to establish your own successful cannabis business cannabis pop culture. In general, we'll also be discussing cannabis news from around the globe. A new episode of the higher enlightenment podcast will be released every two weeks. The first episode features Cory Wagner, the CEO and founder of higher yields and Emily Siegelman, our lead technical writer. They will be discussing licensing from a bird's-eye view. This is part one of a two part series. Now let's get enlightened by Corey and Emily.

Speaker 1 ([02:10](#)):

We appreciate your choosing our theater and to make this experience more enjoyable for everyone. We hope you'll refrain from talking during the show. Thank you.

Speaker 2 ([02:23](#)):

Hello and welcome to the first ever episode of the higher enlightenment podcast brought to you by higher yields cannabis consulting. My name is Adam, and I'll be your host for today. I am part of the higher yields creative team. And earlier this week, I had the chance to sit down with Corey Wagner, the founder and CEO and Emily Steelman. Emily is our lead technical writer and knows a heck of a lot about cannabis licensing. So let's get right to it. To begin the interview. We asked Corey and Emily, give us a little background

Speaker 3 ([03:00](#)):

On who they are and how they got into the industry. This is what they had to say.

Speaker 4 ([03:10](#)):

Uh, I've been in the industry for about 10 years. Uh, I came out here. I was partnered up on a few, uh, dispensary's and grow facilities. And, uh, we did that for a couple years and at the time, regulations are still a little vague and enforcement was, was pretty strict and everybody seemed to have their interpretation of the law. And I was pretty difficult in the first couple of years. So Colorado at the time had what was called 70 30 rule. Uh, so everybody who owned a dispensary was one required also in a cultivation facility. And they called innovation was to be responsible for 74% of what was sold through

the retail store. Uh, and at that time there weren't a lot of growers in Colorado who had a lot of commercial experience and most of them having grown in basements and garages and things like that, they had a lot of issues scaling up to some of these larger facilities. And so for me and my business partner, at the time, we saw a real opportunity to go in and work with retail businesses that had great locations, but maybe had really poor cultivation facilities. And so from there we would, we would help the businesses get a little bit more,

Speaker 5 ([04:17](#)):

Be

Speaker 4 ([04:18](#)):

Able to make better projections on what kind of production they were going to get and having more quality assurance controls in place to make sure that good product was making it to, uh, you know, making to the shelves and making it to the retail store. And from there, once we had that consistent, we would actually go into the stores and start working on marketing and branding and, and helping the stores, um, more the client facing side of things. And, um, you know, after that, we started to get into a few more kind of fix and flips, just identifying distress properties, distressed businesses, and helping them improve their process, procedure, production, and quality. And, um, from there, we started getting more outreach from other States, asking us to help with applications, writing regulations, creating RFPs. Um, and in the last couple of years, we've, we've had a lot of outreach from other countries.

Speaker 4 ([05:06](#)):

So we've, we've been writing applications and business plans and other countries, as well as last year, we worked with, uh, some members of the federal government of Mexico to develop the regulations and standards for, uh, for Mexico. Um, so as far as you know, why, you know, why maybe listen to me or why I'm credible, I guess I've been around for a long time and, and being in the consulting space, we've, we've definitely seen, you know, some of the more problematic areas of the industry and the ways that people have been able to navigate those waters as well as the things that people have done wrong. So we've definitely learned a lot of hard lessons ourselves and seen others learn hard lessons, and we've come up with some really creative strategies as well to help people succeed.

Speaker 5 ([05:48](#)):

Mystery.

Speaker 3 ([05:51](#)):

My name is Emily [inaudible] and I actually got into the industry through, I was

Speaker 6 ([05:58](#)):

A practicing attorney and I was actually located in Pittsburgh, Pennsylvania. I'm licensed in Pennsylvania and I was a civil litigator. So I was a practicing trial attorney, but what ended up happening was the shift in Pennsylvania laws caused a few of our clients to get into the cannabis industry and seek our services to help them with that. So I helped the firm get introduced to the laws there, understand the regulations and understand the licensing process. And one of the things that I noticed right off the bat was that are, you know, the law firms work with cannabis consultants sometimes. And I saw a trend where consultants were providing low quality work, but applicants didn't know it was, you know, most

applicants don't know what they're getting into. They don't know what they don't know. So these consultants were doing poor work and charging a whole lot of money to do poor work.

Speaker 6 ([06:54](#)):

And so I thought, you know, there's a huge need in the marketplace to have cannabis consultants who have the work ethic and the work quality of an attorney, but in the cannabis space. So I met higher yields now and through higher yields, we offer cannabis consulting services and application writing services for our clients. And with that, that bent towards heavy regulatory compliance. And that is a huge need in the marketplace. So if someone was to ask, you know, why I'm an expert in the field or why higher yields is an expert in this, this space? I would say quite frankly, it's because of our knowledge in regulatory compliance. And when you're applying for a license in a state, the state is looking to see if you're going to comply with all the laws that are in place. And it's, it's, it's tough. It's, it's challenging. It's a huge hurdle to overcome when you're applying for a license. So higher yields does a fantastic job of being able to prepare these applications, which are very rigorous and not only paint the narrative of your team and show your true colors as your team and your strengths, but also make sure that it meets the regulatory compliance issues that is necessary and required to obtain a license.

Speaker 7 ([08:06](#)):

We were curious about how many license applications higher yields have actually worked on. And here's what Emily had to say.

Speaker 6 ([08:16](#)):

Well, higher yield says we've helped over 100 clients in the space, and I believe it's now 13 or 14 merit based States. I think there's some updated numbers. I'm not too sure of what they are right now, but I mean, that is including some of the most competitive States in the country. And if I could make a quick distinction, there are States that are very easy to win licenses in. We help clients in those States, of course, but we also seek out clients who need our services because there are States that are really challenging and very competitive to win. And you're talking maybe 900,000 applicants for only maybe one or two. You know, one state actually was 900 applicants for 12 or 13 permits. I mean talk about competitive. So we, we help clients like that. And we win in States for, in States like that. And that's our bread and butter.

Speaker 7 ([09:15](#)):

There's a lot more that goes into license application processes than just the actual writing of the application. What all's involved with cannabis, license support.

Speaker 4 ([09:29](#)):

Every client's a little bit different. Some clients reach out and they want specific support on certain areas. Other clients want support throughout the duration of the project. Um, so we offer both those things kind of custom hourly packages for clients as well as full project management is as far as full project management, you know, generally they're going to get a dedicated writer and a project manager to help them throughout the entire process of, you know, writing the application, identifying their weaknesses, bringing potential team members, or, you know, really trying to kind of customize each client stories. Like a lot of consulting firms out there can write applications and they use a lot of boiler plate information, but you know, where I think we stand apart is, is being able to help people really

write their story, showing why they're different, why they're special, why, why the state should help, why the state should award them a license rather than someone else.

Speaker 4 ([10:23](#)):

Um, some States we go into though, there's, there's people who want to get started, but we don't really know what the RFP is going to look like. And majority of the time the RFPs 80, 90% of them are going to be exactly the same. So we've created a little bit of a standardized product that we help people kind of pre RFP. Um, so before the States actually pass down the requirements and how the contest is going to work, as far as how they're going to award the licenses and we call that just our pre-application assessment and what that is it's a kickoff meeting between their team and our team. And we really just do a deep dive into what their team has, what, what makes them special, but then also identifying some of their gaps, you know, trying to figure out what their priorities are, what the low hanging fruit is.

Speaker 4 ([11:09](#)):

Um, and from that meeting, we usually sit as a team afterwards and develop report in a project plan, the report's going to be usually two to four pages. Um, it just kind of identifies again, you know, the priorities that we feel the company should be focusing on as well as the low-hanging fruit, and also kind of like sets a little bit of a list out so that they can understand this is what your priorities are, and this is why. Um, but after that, you know, these are the other things that you need to be focused on. Um, the other deliverable that we offer clients is a project plan with this package. And what that is it's an itemized task list of everything that the client's going to have to complete in order to submit an application. Um, with this project plan, we also have an area where we can create roles and responsibilities, uh, priorities, um, take notes so that we're able to go through the project with the client, help them fully understand what's going to be required, and then start to set responsibilities to each one of the tasks so that we know the client, you know, maybe they're trying to save money and, and there's certain things they would rather do than pay us to do.

Speaker 4 ([12:19](#)):

Um, or, you know, maybe it's, there's certain things in the project plan that we absolutely can't do, you know, we can write their bios, but without knowing who this person is or where they're from, it's going to be impossible for us to really hit on what we need in order to, to create a successful application. So, you know, working with your lawyer to structure your business spiral while your state paperwork and make sure everything's there, but the project plan really, you know, it works throughout the entire project because throughout it, we are setting things that, you know, are in progress, but we've completed. So it's, it's really neat to see these project plans go from red, where nothing's been started to yellow, to green, you know, so that the teams can actually see all the small, simple wins and make sure that as we get into the 11th hour, we're dedicating our resources to the right areas that are going to benefit the client the most.

Speaker 6 ([13:10](#)):

So we've got, uh, prior to application writing itself, we offer what is called a pre-application assessment. And that is a really unique thing that higher yields offers. It's, it's an opportunity for clients to kind of get a jumpstart on the process, if is the best way to explain it. So the state will release, what's called a request for application or request for proposal. And that is going to set out the framework or the requirements of what an application is going to look like. So the pre-application process will allow you to lay the proper foundational work that you need in order to get a jumpstart on that process. And that will

really set you up for success, because then you can start to, to figure out where your weak areas are and build those up in time for the RFA release

Speaker 1 ([14:01](#)):

We'll return to the higher enlightenment podcast. In a moment, higher yields is happy to introduce our new national cannabis real estate networking group. This network will include brokers, sellers, buyers, landlords, and developers from all over the country. Monthly benefits of membership include a newsletter containing industry insight from the professionals at higher yields cannabis industry reports developed quite a choice in researchers and CPAs. Unlimited listing is on our real estate website, educational videos, video conference calls with the entire H Weiss real estate network. Get more listings, close, more deals, be educated by industry professionals. Keep up with industry changes and newly emerging States be part of a growing brand. Join the network today to start succeeding in the cannabis real estate industry to sign up for, for more information, please visit the link in the description below, or call eight, four, four high yield. You can also visit our website@wwwhigheryieldsconsulting.com. We now return to the higher enlightenment podcast brought to you by higher yields cannabis consulting.

Speaker 3 ([15:36](#)):

The cannabis licensing process is a very competitive process. It's important that you get started early. It's important to know what your strengths and your weaknesses are, so that you can concentrate on them prior to submitting your application. One of the services that we offer is a pre-license application assessment process. We asked Corey and Emily about that, and here's what they had to say.

Speaker 6 ([16:05](#)):

So in the pre-application assessment, we really just take a deep dive into some major areas that will be on the application view of finances, property, location. What are you choosing? Why are you choosing it? Do you even have an idea of what you're picking your, what your team composition is made of? Why did you choose them taking a look into some simple questions that we expect most States to ask such as what your backgrounds are? And if you have records and w you know, what your experiences in the cannabis industry, and have you obtained, have you obtained proper financing? Have you obtained that location yet? You know, where are you at in those processes? So as part of this work, we, you, you know, we ask the client to be heavily involved, because this is going to give you the greatest insight into what you need to be the most prepared that you can be when the actual RFA is released.

Speaker 6 ([17:02](#)):

So we have an initial meeting with you, and we will kind of explain to you how the application process works in general. And we'll get a little bit of feedback from you and what your knowledge is in the space. You know, people come in and different stages. Some people are new to the space entirely. So we really want to help guide you in actually understanding how this process works, you know, just as a general framework. And then we get into the particularities of the state that you're applying in the critical items that we try to insert into every application in order to help you stand out. Most importantly, I believe will undergo a series of questions with you, so we can help you get an understanding of where your strengths are and where your weaknesses are. So that's where we follow up with you afterwards, with a breakdown of the minutia of the application requirements and what you can expect, and then give you sort of a report on some key areas to focus on.

Speaker 6 ([17:52](#)):

So together with higher yields, your team will be able to determine that roadmap so that you'll be able to kind of lay out a trajectory of how you want this to go and how you want this to look to stand out. And so you'll be able to use this time to really begin preparing yourself for that Apple app application process and setting that foundation that you need. And it really, quite frankly, your competing against multi-state operators, you're competing with people who know this process. So you need to take advantage of every area, every way that you can stand out. And this is one way to get far ahead of the competition,

Speaker 4 ([18:32](#)):

Break it down to F to four specific areas. Um, there's the cannabis specific knowledge, which that's usually what people are reaching out to us for. That's going to be your standard operating procedures, your operations plan. Um, you know, these, this, this is kind of the documentation on what the day to day operation looks like. And a lot of people who aren't familiar with cannabis are going to have a really hard time with that. Uh, the second thing we're going to look into is their financial competency. Some States require that you have certain minimums or certain minimum amount, maybe put in a bank account to show that you can pull off this project, which some of these projects can get extremely expensive, but we usually want to be able to show the state what we feel, this project's going to cost and be able to show that we have more than that amount of money.

Speaker 4 ([19:16](#)):

Meaning some States might only require that we show \$600,000, but we've never really built a \$600,000 growth facility before generally, they're, they're a lot more expensive than that. Um, the third thing we're going to look into is their team, you know, to really understand who they are, you know, what kind of connections they have, what kind of networks they have, what kind of background, you know, any sort of community involvement they've had. Um, and we're also kind of looking for some experience in cannabis. You know, having somebody on their team, who's a licensed operator in other States is going to show a lot of merit. And it means a lot, um, in these RFPs, because if they're going to hand out a limited amount of licenses, why would they hand one to somebody with no experience, rather than somebody who has, you know, 40 licenses spread across six States and no compliance issues and a hundred million dollars in revenue, um, it's not even a contest.

Speaker 4 ([20:07](#)):

You know, they're going to give it to the person they feel the strongest about. And the fourth one is going to be real estate. So not just finding the real estate, but also getting local approval for that real estate. It sounds easier said than done. But a lot of times you're, you're having to work through the local government to speak to the right people, to get the right people on board. A lot of times you're having to speak to the public and, you know, cannabis, sometimes hasn't been well-received in some of these areas, other areas, it is well-received, people are really excited about it, but understanding that early and where people you with open arms compared to where they're kind of kicking the can on you or giving you the run around could save you a lot of time and being able to knock local approval and real estate out early is going to be extremely advantageous to the clients, because these are the things that are usually the biggest priorities when we get into these, because they take the longest.

Speaker 4 ([21:06](#)):

And there's a lot of negotiations that go on between the local government, as well as the piece of real estate. Because a lot of times, since this is competitive, that the client doesn't know for certain that they're going to win. So they're actually working with the landlord to on some sort of contingency, you know, so they're asking the landlord to take their property off the market for four months and not sell it while they hope that they win this contest. So, um, those, those four areas are really the most problematic and what I kind of like boil everything down to they, they get a little bit more granular than that, and there's a few other areas, but those are the four that the pre-application really dives into

Speaker 3 ([21:50](#)):

As the conversation continued. It seemed to me that it was very important that you start this process early. So we decided to ask what is a good timeframe, how much time should one leave themselves to have a successful cannabis license application?

Speaker 4 ([22:10](#)):

I mean, we've done these as, as quick as six days. Um, but the more time you have the better, I kind of talk about it like a book report or to turn in your homework. You know, if you do it the night before, it's not going to be that good, you know, but if you give yourself the time to draft it, have somebody edit it, go back, make revisions, have someone review it or edit it again. You know, that's, that's really when you're going to get the best work product and with these applications, since they are so comprehensive, and there are so many things you need to do, um, you know, just checking the boxes is something you have to do in order to kind of get into the tournament beyond that. Now you're competing. Um, so your, your community engagement plan is, is competing against other community engagement plans.

Speaker 4 ([22:55](#)):

Your piece of real estate is competing against other pieces of real estate. So the more time you have to build depth in those areas, the better chance you're going to have of winning. Uh, I would say, you know, four to six weeks is enough time to, to pull together a really good application if you have a really good established team. But if, if they're, if they're really early in the process, I mean, I would say at least eight weeks, you know, to, to start to pull it together. And depending on the team's competencies, you know, that's, that's one of the big things is really the team we're working with. What, what do they do special? What, what do they do? That's unique to them? Um, and how can we use that to, to build on that in this application or to, you know, help build some depth, um, to, to some of those areas.

Speaker 3 ([23:40](#)):

I agree with Corey on this. I, I strongly advise getting as much time as possible. The

Speaker 6 ([23:46](#)):

More time you can get the better, generally speaking, when an application period opens up, you're limited to the timeframe that they give you that window, that they give you, which may be four weeks, eight weeks with the pre-application assessment. And going back to that, it's the opportunity to give yourself more time and give yourself buffer time. And again, you have to remember that you're competing against people. Who've already applied. They've already put a year into this a year and a half into their applications. And in other States they've already applied in one in other States. So the more time you can give yourself really is going to set you off on the right foot.

Speaker 7 ([24:24](#)):

So I decided to ask what is a good success rate? What is our success rate at higher yields cannabis consulting when it comes to cannabis license applications?

Speaker 4 ([24:39](#)):

Yeah, that's um, so it's kind of a hard question to answer a lot of our competitors. You know, we hear that they have 90, a hundred percent success rate, and it was really no way for anybody to prove that. And for me, it's a little bit difficult to believe because a lot of the application, you know, while, while it's very important to have consultants to help write the application, it's just as important to have a strong local team. And each one of those teams is different. Some teams, we do feel a lot stronger about some teams are a lot more suited to be in this industry. And sometimes we get, you know, small projects from people. So I guess what I'm getting at is it, isn't always on the consultant to kind of bring home the win, you know, it's, it's on the consultant to organize and help them put together a good application and, and bring knowledge and experience and contacts and networks and things like that.

Speaker 4 ([25:29](#)):

But at the end of the day, um, you know, I think a better question is, is what is the success, the success rate of the applications you felt the strongest about? Um, and I would say, you know, on that, we're probably about 85%. Um, you know, we get into these competitions, you know, Missouri had over 2000 applicants. It's hard to say how we feel about the applications we did there. I think we turned in maybe nine or 10 applications, but it's, it's hard to say when there's that much competition. Whereas in Florida, you know, one of our writers, um, early on, I think there were 26 total applications turned in and we won three of the first of the five. Um, so the industry has definitely developed a lot as far as kind of the application game. Uh, it's become a lot more saturated. There's a lot more people trying to get involved in it. There's a lot more operations across the country, you know, that, that can now show credibility and have licensing in other States and, and want to win these licenses. Um, and generally those are the guys that, that have the best chance. You know, again, this, the state wants to see the, you have a track record for success. Not that you're going to try this out and hope that it works. Um, so,

Speaker 1 ([26:44](#)):

You know, as far as applications, uh, you know, it's, it's hard to say what the win loss rate is. Given. Some clients are partial, some are full, um, and some of those full, even those, you know, some of them, we don't, we know maybe they, they don't boat as well as some of our other clients,

Speaker 6 ([27:05](#)):

Uh, to piggyback off of Corey. I think a really good aspect of understanding the quality of a consulting company and the strengths that higher yields brings is that we've done this work so well that other countries seek us out for support and for help in dropping their laws. And that's no small feat the fact that we can draft these applications so well, we understand the laws so well that we're being asked by other countries to help them draft their own regulations and laws and set the frameworks for the way they will introduce cannabis into their, uh, into their countries, speaks volumes of higher yields in the work that we do.

Speaker 1 ([27:45](#)):

We'll return to the higher latency podcast in a moment. Do you need help in applying for a cannabis business license? Do you have questions about the process? Are you feeling overwhelmed? Good news, higher yields cannabis consulting can help our cannabis licensing experts offer industry leading support

for all cannabis related businesses. Our team of experienced application writers has worked on over 100 cannabis license applications. Higher yields has worked on regulations and cannabis licensing in over 25 States across the USA and internationally in more than 10 countries, they've also helped our clients be awarded licenses 13 plus married be States. If you need assistance with the cannabis licensing process, don't hesitate to call us. Our initial consultation is free. Please call eight four, or visit our website@wwwdothigheryieldsconsulting.com. We now returned to the higher enlightenment podcast, brought to you by higher yields, cannabis consulting. Many people have been in business for themselves for a long time. They understand the importance of consultants, but for those that don't, we wanted to go into a bit more detail about why someone should look to a cannabis consulting firm to help them acquire a license. Couldn't they just go out and buy some templates and handle everything by themselves. How effective would that be?

Speaker 6 ([29:23](#)):

Application preparation is one of the most challenging and competitive, uh, parts of, I think the cannabis industry to date besides auditing. I think once you get a permit, but, uh, you know, this, this type of work requires that top tier top level support that most people who are new to the industry, or most people who aren't familiar with how to draft these will completely miss. And there's just so many nuances of an application that truly become behemoths. And these aren't simple forms to fill out. These generally become 100 page documents. I've had States where these become 1000 page documents. I mean, they are monsters and they take a lot of time. They take a team. It's, it's a lot of energy, money, time to put into this, but not only that, there's a severe technicality in writing. These are severe technical writing style to these, I should say.

Speaker 6 ([30:22](#)):

So clients often don't realize the massive undertaking that it is, and they do see templates out there. But what I would warn against is relying only on templates, templates are generally very generic. They may not comply with your state's laws. They may not have your state's laws. They may not be truly accurate. You may not be applying it correctly. And there are nuances of an application that go far beyond just the skeleton that's provided in a template. And I have experienced clients that have come to us, having used a tablet or not even using a template at all, and trying to handle this on their own, not realizing the process that it was. And they come to us seeking help. And it's far too late in that process. So when they come to us, it's usually too late. It's too little and they just need so much work that sometimes we have to say, you might as well save your money and try next year. And that's a big blow to people who've been working so hard and I've seen it happen over and over again. I strongly advise against it. It's just one of those things where I would, I would highly recommend seeking outside support.

Speaker 4 ([31:40](#)):

Sure. So I think the first question, you know, why to use a professional. I think the easiest answer is because they've done it before, you know, these projects early on some of these, some of these applications we turn in or 1500 pages and we had, you know, 15 to 20 writers in different parts of the country putting them together. And I think one of the biggest things that clients and those who do apply overlook is just the organization of that document and making sure that, you know, communication throughout the whole processes has been good because in the event you don't turn one of those sections in, you know, you could be disqualified from, from the competition. Um, so having people on your team who kind of know what to expect, know how long those things take is, is going to be extremely helpful and really just helping to navigate the waters, because there are so many things that need to be done and you have to wear so many different hats in this industry.

Speaker 4 ([32:36](#)):

And especially on an application, you know, in areas you're negotiating real estate in some areas you're writing, you know, it's technical writing on operations, some areas you're doing financial planning, some areas you're doing, um, charitable contributions. So, you know, really understanding what the state's asking. Cause I think that's the other thing we see a lot of when clients come to us, you know, kind of in the 11th hour where the fire is, Hey, this is what we wrote. And they kind of misunderstood the question that was being asked, or they've given a lot of information that isn't really relevant or doesn't specifically answer the question. So being able to work with professionals who have done it before having that guidance and, you know, getting some direction early on, rather than everybody kind of running around with their pants on fire, which is what we generally see clients who, who try to do this on their own, um, in their first round.

Speaker 4 ([33:29](#)):

Now, as far as templates, you know, templates can be, templates can be really helpful, but in the same a templates, a template, you know, and everybody can find access to those things and turn those in. And, um, but you know, really how you customize those templates. You know, some, we have templates that we use, you know, that we've created internally, but you know, sometimes we have 20 pages of content and the RFP is only asking for two pages. So we have to figure out given our, our industry experience, what's the most relevant. And sometimes it's, sometimes it's easier to create content than it is to take it away. And sometimes that's, we kind of have to deal with, with templates. And sometimes you are trying to add, add content, if you aren't familiar with the industry or some of the things that were maybe missed in those templates, you know, you're, you're really not going to be able to come up with that out of, out of thin air. So, um, you know what I use them. Sure. You know, but I wouldn't lean too much on them and just know that there is still a lot of work that has to be done to those. They, they really act as a point of reference and guidance more than they do as something you can put your name on, drop some regulations in and turn into the, to the state

Speaker 2 ([34:47](#)):

That's all the time we have for now. Be sure to check out part two of this episode coming in two weeks while we continue our conversation with Emily and Corey about cannabis licensing. Thanks for listening. And please stay tuned for some party announcements for information on how to follow the higher enlightenment podcasts. Please be sure to check out the description below you'll receive all the latest and greatest podcasts news and announcements. We'll also let you know when we release new episodes. If you'd like to be a guest on a higher enlightenment podcasts or have ideas about upcoming episodes, please be sure to check out the description below for information about sponsorship or advertising on a higher enlightenment podcast. Please call us at eight four, four high yield that's eight four four eight chai, Y I P O D. Or visit our website at www.diet-higher-yields.com, consoling.com. Thanks. Have a great day. And we'll talk to you soon.

Speaker 8 ([36:08](#)):

[inaudible].