

Dispensary Vendor Negotiation

CHECKLIST

✓ Negotiate Vendor Credits Before You Order

Before placing an order, confirm:

- ☐ Credit agreements for discounts. If you're offering a BOGO or markdown, vendors should offset the cost.
- ☐ Reimbursement structures. Will credits be issued via credit memo, future discount, or extra product?
- ☐ Clear reporting expectations. What POS data will vendors need to validate credits?

✓ Request Free Promotional Units

Build promo support into the initial order terms, ask for:

- ☐ Upfront promo stock. Free units for giveaways, discounts, or BOGO offers.
- ☐ Post-launch replenishment. Support sell-through with a follow-up order.
- ☐ Simplified accounting. Offer bonus product instead of invoice credits

When you spot slow-moving inventory, take action:

- ☐ Request a promotional delivery of penny-priced units; use these to run a BOGO or bundle.
- ☐ Ask for marketing support like signage or in-store brand reps.
- ☐ Open the conversation for future credit.

✓ Ask About Consignment Deals

Before accepting a consignment deal, clarify:

- ☐ Terms of the agreement. Are you allowed to stock and sell before paying?
- ☐ Return policy. Can unsold product be returned?
- ☐ Payment timeline. When are you expected to pay for sold units?