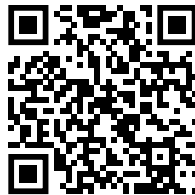




**READY?
LET'S ROLL.**

**WE HAVE THE BEST REWARDS
IN THE INDUSTRY. *Period.***

Don't miss out on everyday member perks, loyalty points,
and special bonus discounts catered to you and your medical needs.



-scan-

SIGN UP FOR OUR MYNSA LOYALTY REWARDS PROGRAM

THE JOURNEY

1

Chapter 1

HELLO

ABOUT INSA
CONTACT INFORMATION
OUR NAME
CULTIVATION
THE LAB
THE KITCHEN



15

Chapter 2

ACCESS

BECOMING A PATIENT
MAINTAINING YOUR STATUS



23

Chapter 3

EDUCATION

CANNABINOIDS
TERPENES
CHOOSING A STRAIN



37

Chapter 4

OUR PRODUCTS

FLOWER
PRE-ROLLS
EDIBLES
VAPORIZERS
TOPICALS
TINCTURES
CONCENTRATES
TABLETS



43

Chapter 5

RESPONSIBLE USE

DOSING
SAFETY



55

Chapter 6

PRODUCT LOG





1

Chapter 1

HELLO

ABOUT INSA

CONTACT INFORMATION

OUR NAME

CULTIVATION

THE LAB

THE KITCHEN



**PETE
GALLAGHER**

**PAT
GOTTSCHLICHT**

Hey Florida,

WE'RE INSA.

**WE WERE CREATED FOR
ANYONE WHO'S BATTLING
FOR THEIR HEALTH OR
FIGHTING FOR A NEW
PERSONAL BEST.**

Insa was created by two childhood friends, Pete and Pat, who grew up not far from our first location in Easthampton, Massachusetts. They wanted to start a business in an industry they believed in, with their own community serving as the launching pad for their dream.

Along the way, they've been joined by an incredible (and incredibly passionate) team, from world-class flower aficionados to a globally recognized chocolatier and pastry chef. Their backgrounds are as unique as their passions, but we share one goal: to make cannabis for everyone.



OUR MISSION

**IN BUSINESS TO MAKE
YOUR DAY BETTER.**

THE INSA NAME

At Insa, we are dedicated to developing and growing the highest quality flower. Our name, a hybrid of **Indica** and **Sativa**, represents our commitment to creating unique, nuanced cultivars with the highest standard of care and craftsmanship.



A close-up photograph of cannabis plants with several flowering buds. The leaves are green with some yellowing at the edges. The background is dark and out of focus.

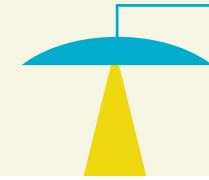
**CANNABIS THAT IS
CULTIVATED
BY FARMERS
AND HARDWORKING CRAFTSMEN.**

How it's grown.

Insa flower is where it all begins. It's the source of our products. So, as you can imagine, we obsess over it. OBSESS!

CULTIVATION

WHERE IT ALL BEGINS.



1.

MOTHER ROOM

Who says you can't pick your family?

Picking “mothers” is one part art and one part science. We choose ours based on their phenotype, which is a fancy way of saying we're shallow. We pick the best looking, best smelling specimens of our cultivars, and then we test them to make sure their genetics are as good as they look. These mothers form the backbone of our production and help to guarantee genetic consistency from one generation to the next.



FRANK GOLFIERI | DIRECTOR OF CULTIVATION

3.

BLOOM ROOM

Where flower goes to flourish

The bloom room is exactly what it sounds like: the place our plants go to grow. Here, we encourage the plants to flower so that they can be harvested for curing. How? With an environment that's totally conducive to growth, including exactly the right diet and exactly the right light for exactly the right amount of time. It's basically an all-you-should-eat buffet and an endless late summer, only all year long.



2.

CLONE ROOM

The world's most relaxing nursery

The clone room is where we breed consistency. Literally. This is where we propagate hundreds (yes, hundreds) of clippings from our mother plants to create the supply for each of our products. Our mother plants are never allowed to flower, but these little babies do, creating perfect replicas of the perfect genetics of the most perfect of our mother plants.



KEVIN SPARKS | CULTIVATION MANAGER

4.

CURE ROOM

Low and slow is how it's done

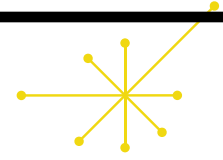
Once the cannabis has grown to perfection (yeah, we said it again), it's ready to be trimmed, dried, and prepared for use. Our curing room is where it happens. The environment is carefully controlled to help us slowly remove moisture from the product without degrading or destroying the terpene profiles that make our cannabis so flavorful and effective.



CHARLES SUMMERS | OPERATIONS MANAGER

THE LAB

THE SCIENCE.



TRANSFORMING THE HEART OF THE FLOWER INTO CONCENTRATES & DISTILLATE.

We use a state-of-the-art in-line filtration process to produce the cleanest and most potent distillate on the market.

Insa concentrates are a step above the competition because they start with the highest quality flower. The lab team then takes every precaution to ensure consistency of flavor and texture in each unique form. Our Live Sugar and Live Budder are created from freshly frozen cannabis, which ensure a robust terpene taste and full spectrum effects.



THE KITCHEN

WHERE FLAVOR MEETS FUNCTION.



JULIAN ROSE | MASTER CHOCOLATIER + DIRECTOR OF EDIBLES

HIGH-QUALITY INGREDIENTS

It's our commitment

Any craftsperson worth their salt knows that the best products don't just happen. They're made with the best ingredients and an obsessive attention to detail. Check and check. Everything with "Insa" on its name tag is made from real, fresh, primo ingredients, from the real fruit in our Drops to the handcrafted European chocolate in our bars.

2

Chapter 2
ACCESS
BECOMING A PATIENT
MAINTAINING YOUR STATUS

BECOME A PATIENT AT INSA WHERE TO START



STEP 1. FIND OUT IF YOU QUALIFY

In Florida, to qualify to become a medical marijuana patient, you must meet two conditions:

- + A full time or seasonal resident of Florida
- + Diagnosed with a qualifying condition by your doctor or a Medical Marijuana Qualified Physician



STEP 2. OBTAIN PROOF OF RESIDENCY AND DIAGNOSIS

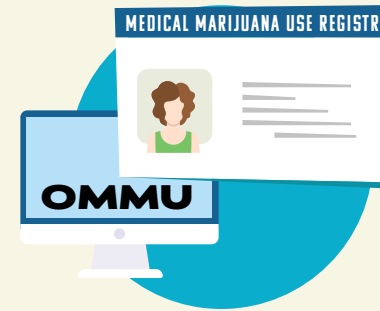
Keep this handy. You will need them for Step 3.



STEP 3. FIND A MEDICAL MARIJUANA QUALIFIED PHYSICIAN NEAR YOU

Schedule your appointment with a licensed physician. Only a licensed physician (M.D. or D.O.) can diagnose you and recommend medical cannabis.

To find a certified physician, visit: [knowthefactsmmj.com/physicians/list/](https://www.knowthefactsmmj.com/physicians/list/)



STEP 4. APPLY FOR YOUR ID CARD

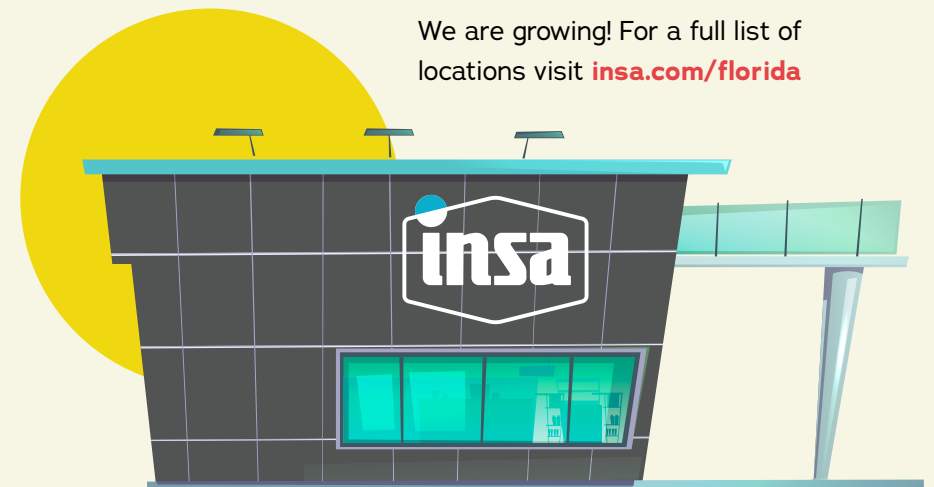
Once your physician submits your information to the Florida Department of Health (FDOH), you can log into the Florida Medical Marijuana Use Registry to fill out your card application.

To apply for your ID card, visit: [knowthefactsmmj.com/patients/cards/](https://www.knowthefactsmmj.com/patients/cards/)



STEP 5. GET APPROVAL BY THE STATE

Once everything is double checked, you should be good to go.



STEP 6. FIND AN INSA LOCATION

We are growing! For a full list of locations visit [insa.com/florida](https://www.insa.com/florida)

MAINTAINING YOUR PATIENT STATUS.

DOCTOR'S CERTIFICATION

Your certification can last up to **7 months**. In order to continue to have access to medical cannabis, you will want to make sure not to miss your expiration date. We recommend making a follow-up appointment about two months before your certification expires.

STATE REGISTRATION


Your state registration **expires annually**, regardless of your certification date. You may reapply for registration on an annual basis, starting at 45 days before the date your registration expires using the state's online OMMU system.

note: If there is any change to the information you submitted for registration (such as name, email, address, or phone number), you must update this information within 5 business days after the date of this change.

MEDICAL MARIJUANA USE REGISTRY IDENTIFICATION CARD

Your Medical Marijuana Use Registry Identification Card will also need to be renewed. Make sure to check the expiration date on your identification card when you receive it, as it may have a different expiration date than your registration. **You can renew your card before it expires using the state's online OMMU system.** See our chart to the right on how to keep everything up to date.

KNOW THE EXPIRATION	TYPICAL LENGTH	WHERE TO FIND THE EXP. DATE	HOW TO RENEW
DOCTOR'S CERTIFICATION	7 Months	Certification paperwork; OMMU	Schedule an appointment with your certifying doctor
REGISTRATION CARD	1 Year	On your identification card	Log into OMMU within 45 days of your expiration date



WHAT IS THE OMMU?

The Florida Department of Health Office of Medical Marijuana Use **OMMU** is a website used by the state to provide online registration for patients. You can access it by visiting knowthefactsmmj.com. You can also find a link at insa.com/florida.

knowthefactsmmj.com

QUESTIONS?

CALL INSA
877-500-INSA
 7AM-11PM | 7 DAYS A WEEK

CALL THE OMMU
850-245-4657
 7AM-6PM | WEEKDAYS



Industry leading customer service

877-500-INSA

CALL DAILY • 7AM - 11PM

**HERE TO
HELP**

we can also be reached by:



EMAIL
INFO@MYINSA.COM



ONE ON ONE
IN-STORE
CONSULTATIONS
Walk-ins welcome.



LIVE CHAT
INSA.COM

**LET US MAKE YOUR EXPERIENCE AS
EASY AND COMFORTABLE AS POSSIBLE.**



3

Chapter 3

EDUCATION

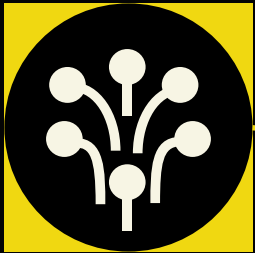
CANNABINOIDS

TERPENES

CHOOSING A STRAIN

CANNABINOIDS + TERPENES

in the wild.



TRICHOMES

Trichomes are tiny, translucent resin glands on the flower of a cannabis plant. They are rich in **cannabinoids** and ooze the aromatic **terpene oil**, which is what is responsible for the euphoric and therapeutic effects of cannabis.

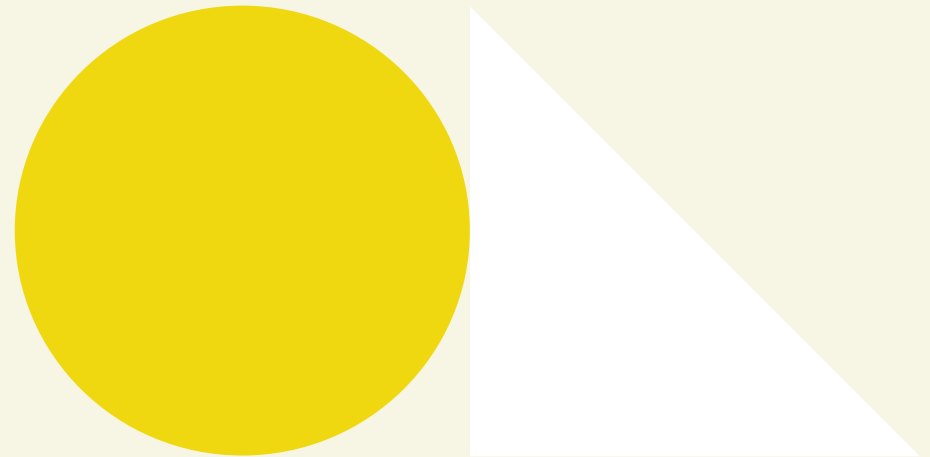


HOW DO CANNABINOIDS WORK?

Everyone has an internal system called the endocannabinoid system, often called the ECS. The ECS is responsible for maintaining balance within the body. Cannabinoids interact directly with the ECS, mimicking and enhancing the components in this system.

THE SIGNIFICANCE OF CANNABINOIDS

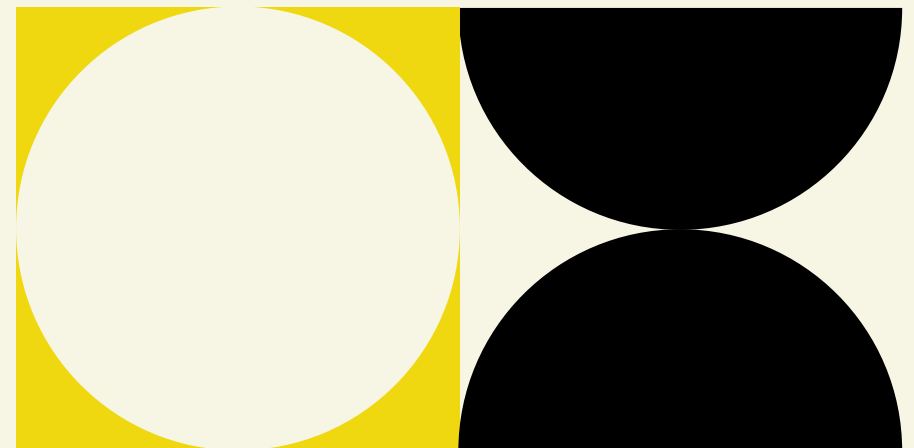
Products that are high in different cannabinoids offer different experiences. **Here at Insa, we are dedicated to educating those coming into our dispensaries on what products may be best suited for them based on a variety of factors, including cannabinoid content.**

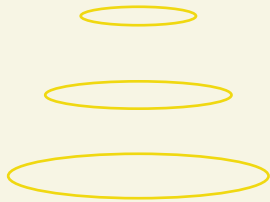


CANNABINOIDS

Hard to pronounce, but easy to *understand*.

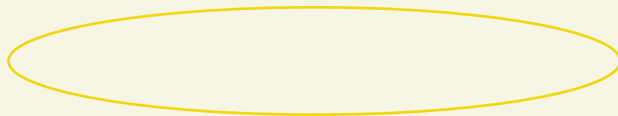
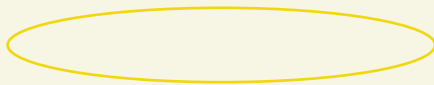
Cannabinoids are the active ingredients of cannabis; they are responsible for the majority of the effects that are associated with cannabis use. There are a lot of cannabinoids in cannabis: over 100! More research needs to be done, but many studies show that these cannabinoids can help with a range of ailments, from pain to anxiety. Even certain skin conditions can be alleviated with cannabinoids!





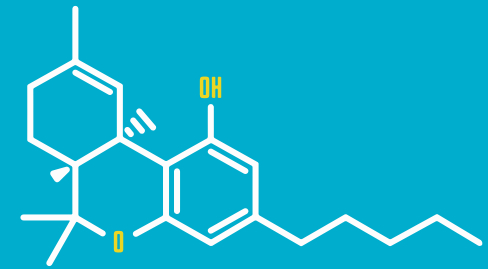
CANNABINOIDS

a closer look



THC

TETRAHYDROCANNABINOL

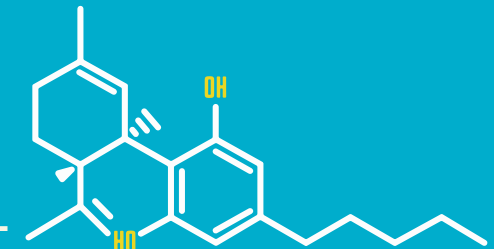


POTENTIAL BENEFITS

The primary psychoactive ingredient in cannabis. It also may help to reduce nausea, pain, and inflammation.

CBD

CANNABIDIOL

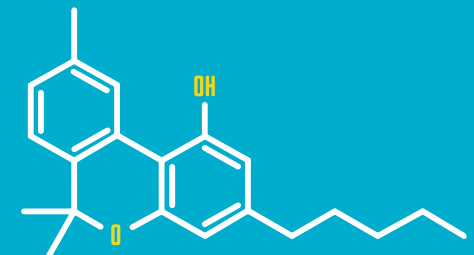


POTENTIAL BENEFITS

A non- intoxicating compound that may help relieve pain, inflammation, and anxiety.

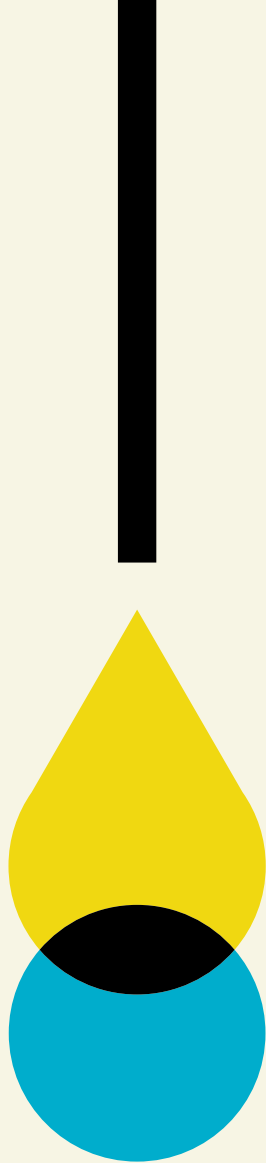
CBN

CANNABINOL



POTENTIAL BENEFITS

A mildly psychoactive compound and sleep aid that may help with certain skin conditions and relieving muscle pain and inflammation.



TERPENES

The real magic makers.

Terpenes are **aromatic oils** that give cannabis its **taste** and **smell** as well as contributing to its therapeutic and medicinal effect. You'll recognize many of them not by their name, but by the other places you've found them—in the items you use everyday.

BACKGROUND

The cannabis plant is comprised of approximately 100 cannabinoids (such as THC and CBD) as well as over 200 terpenes. Terpenes are found in every plant and are very prevalent in cannabis. They play an important role providing plants with natural protection from bacteria, fungus, insects and other environmental stresses. Terpene profiles can vary considerably from cultivar to cultivar. This gives each cannabis cultivar its unique smell and taste.

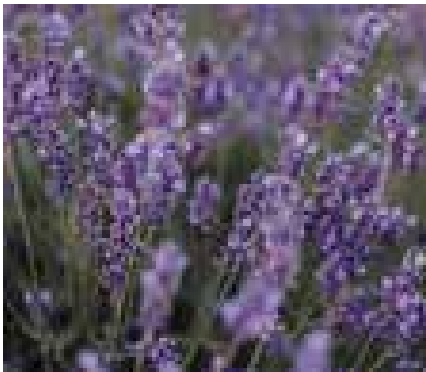
IMPORTANCE OF TERPENES

The two major compounds in cannabis that contribute to its therapeutic and medicinal effect are: cannabinoids and terpenes. Both compounds work together—achieving a better result as a group than they would in isolation. This team effort is called the “Entourage Effect.” An overly simplistic way to explain this would be imagining cannabis as a car. Cannabinoids (the compound that gives you symptom relief) acts as your car's engine, while the terpenes (the compound that provide distinctive effects) act as the driver steering you where you want to go. Each individual's unique chemistry will play a role in which cannabinoid and terpene combination provides the right overall medical effect—so take notes!

taste and smell



PINENE
FLOW • VITALITY • MAINTENANCE



LINALOOL
CALM • EQUILIBRIUM • TRANQUIL



MYRCENE
ENHANCE • RELAX • SOOTHE

TERPENES



CARYOPHYLLENE
UPLIFTING • COMFORT • SOCIAL



LIMONENE
ENERGY • BALANCE • ELEVATION



HUMULENE
FRESH • STABILITY • REGULATE

TYPE OF STRAIN

Put plainly, a cannabis “strain” or “cultivar” is a variety with its own unique characteristics—often due to the unique mix of cannabinoids and terpenes they contain. Some produce balanced effects, while others lean in one direction.

INDICA
I

HYB **R/D**
H

S
SATIVA

SLEEP TIME
STIMULATES APPETITE
NIGHTTIME USE
PAIN RELIEF

HYBRIDS ARE A MIX OF BOTH—WITH A WIDE RANGE OF EFFECTS THAT FALL SOMEWHERE IN THE MIDDLE, DEPENDING ON DOMINANCE

ALERTNESS
INCREASED ENERGY
DAYTIME USE
PROMOTES CREATIVITY

KEEP IN MIND, EVERYONE REACTS TO CANNABIS DIFFERENTLY, SO IF THIS ISN'T YOUR EXPERIENCE, TRY A DIFFERENT STRAIN.

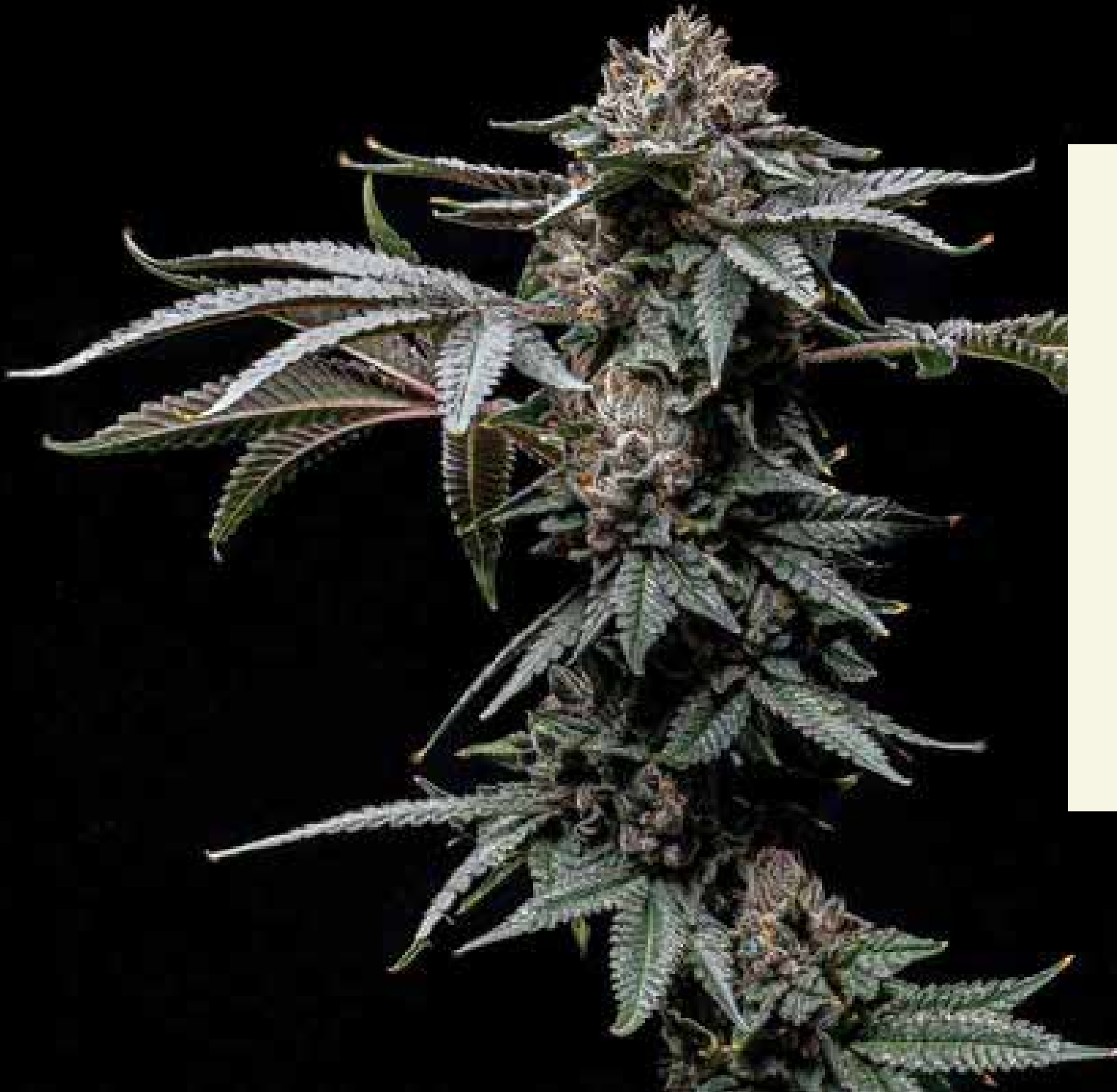
CHOOSING THE RIGHT STRAIN + METHOD OF USE.

INSA MEDICAL MARIJUANA TREATMENT CENTERS CARRY A WIDE RANGE OF PRODUCTS, EXPERTLY CRAFTED TO SUIT YOUR UNIQUE NEEDS.

How you metabolize, process and experience cannabis may differ from your peers. Your personal preference for consumption—specifically the length of effect, type of effect experienced, time of day, and method of use—will inform which and/or how many Insa products are right for you.

Our skilled team has curated a wide variety of premium cannabis strains and formulated various products in response to the needs and wants of our patients. Insa products are categorized by type of strain, method of use, and dosage. Use these factors to begin identifying the right products for you.





4

Chapter 4
**OUR
PRODUCTS**

FLOWER
PRE-ROLLS
EDIBLES
VAPORIZERS
TOPICALS
TINCTURES
CONCENTRATES
TABLETS

THE GOODS.

We offer a range of products in the Insa family, each one crafted to suit different medical needs and personal preferences.

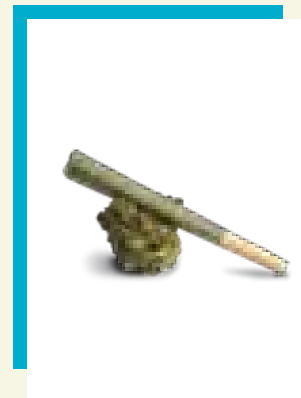
Here are a few of our most popular offerings.



FLOWER

The most popular form of cannabis

Insa flower is where it all begins. It's the source of all our products. So, as you can imagine, we obsess over it. Flower is the part of the cannabis plant that is harvested and dried to be used as medication. Whether it's an indica, sativa or hybrid, flower is typically smoked or vaporized and is fast-acting.



PRE-ROLLS

Easy and ready to use

Insa pre-rolls are filled with only hand-trimmed, whole flower cultivars. Do you know what else makes a good pre-roll? Airflow. It's not sexy, but it's true. You don't want to be pulling on a joint with the same force it takes to suck up a thick milkshake.



EDIBLES

Any food infused with cannabis

Edibles are food products infused with cannabis extract. Insa has a variety of edible products, including fruit chews and specialty chocolates. Edibles are a great choice for chronic symptom management and typically go into effect within two hours of consumption.



VAPORIZERS

Flavorful alternative to smoking

When it comes to our vaporizers, it's all about getting as close to pure THC and CBD as possible. Our Live Resin and Rosin cartridges capture the taste and effects of the Insa strains you love. Our traditional vapes are made using a clean, alcohol-based extraction method that gives us the strongest product base (85-90 TAC). Once we extract the essence of the plant, we add natural terpenes to create flavor and effects. Insa vaporizers are some of the most potent products out there.



TOPICALS

Creams and lotions

Insa topicals are a great way to get the pain-relieving benefits of cannabis without the psychoactive effects. These analgesic treatments are infused with cannabis for profound relaxation helping to relieve the body of discomfort. They also are a moisturizer, which is an added bonus. Apply Insa topicals to the skin for fast-acting effects.



TINCTURES

Liquid drops taken orally

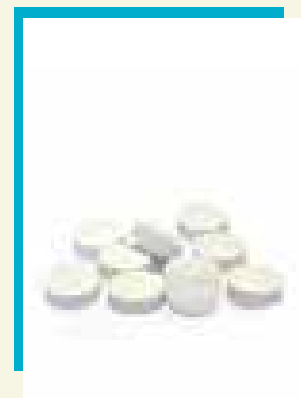
Tinctures are liquid cannabis elixirs that are taken orally, sublingually or easily added to food and drinks. Tinctures are a common form of cannabis medicine. They are discreet and make dosing simple with just a drop or two. Their effects are quickly noticed, often felt within minutes.



CONCENTRATES

Many forms and consistencies available

As the name implies, concentrates are concentrated versions of the most desirable parts of the cannabis plant. There are many terms to describe concentrates that can cause some confusion (we're looking at you, shatter, badder, crumble, and sauce.) Simply put, these words describe a concentrate's appearance and texture. Ounce for ounce, cannabis concentrates have a far greater proportion of cannabinoids and terpenes than raw cannabis flower.



TABLETS

Familiar format

Insa tablets are fast-acting and offer consistent dosing. Our tablets are made with a blend of botanicals and cannabis and are available in multiple varieties with different targeted effects.

We are always coming up with new and innovative products. Scan to sign up for our socials to receive the latest news and product releases.

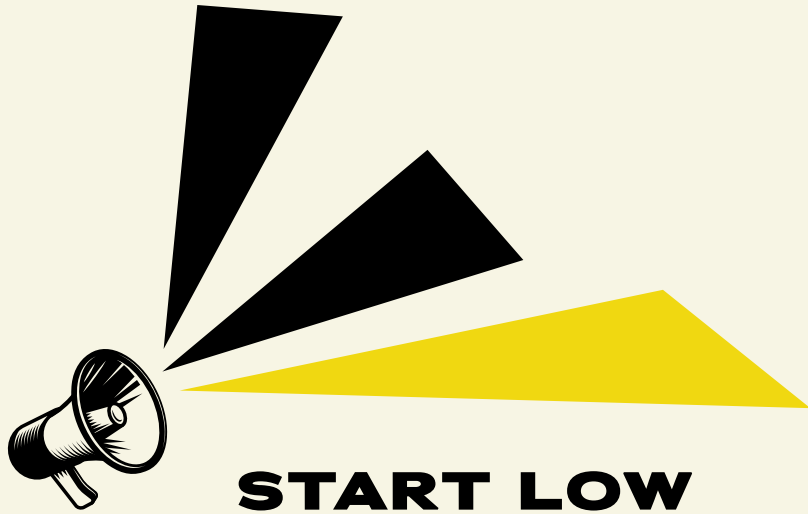


A man wearing a black cap and a black long-sleeved shirt is seen from behind, tending to a dense field of green cannabis plants in a grow room. The plants are tall and leafy, filling most of the frame. The man's right arm has a tattoo. The background shows the white structure of the grow room.

5

Chapter 5
RESPONSIBLE USE
DOSING
SAFETY

ONSET + DURATION



START LOW *and* GO SLOW

Products vary in potency (strength on body and mind), cannabinoid and terpene profiles. Specific details and ingredients will be clearly labeled on all of our products after they are laboratory tested. It's important that you're careful in finding the ideal dose for you and your desired therapeutic effect. **Each person is unique and may experience medical cannabis quite differently.**

EDIBLES

START WITH **5MG OR LESS**

Wait at least 2 hours before eating more.

ONSET

EFFECTS FELT



15 mins to 2 hours

4 to 8 hours or more

TABLETS

START WITH **5MG OR LESS**

Wait at least 1 hour before ingesting more.

ONSET

EFFECTS FELT



15 mins to 30 mins

4 to 8 hours or more

FLOWER/VAPES

START WITH **1 INHALATION**

Wait at least 15-20 minutes before taking another inhalation.

ONSET

EFFECTS FELT



1 to 15 mins

2 to 4 hours or more

CONCENTRATES

START WITH **THE SIZE OF A HALF OF A GRAIN OF RICE**

Wait at least 15-20 minutes before taking another dose.

ONSET

EFFECTS FELT



1 to 15 mins

2 to 4 hours or more

SUBLINGUAL **UNDER THE TONGUE** FOR TINCTURES

START WITH **5MG OR LESS**

Wait at least 30-60 minutes before taking an additional dose.

ONSET

EFFECTS FELT



15 to 45 mins

2 to 4 hours or more

TOPICAL

START WITH **THIN LAYER**

Wait at least 30-60 minutes before applying more.

ONSET

EFFECTS FELT



15 mins to 1 hour

2 to 4 hours or more

THE INS AND OUTS OF CANNABIS METHODS.

METHOD	START WITH
SMOKING FLOWER	One inhalation
VAPORIZING	One inhalation
CONCENTRATES	The size of half of a grain of rice (e.g ●)
EDIBLES	5mg THC or less

ATTRIBUTES	LIMITATIONS
Most traditional method. Effects felt immediately. Smoking devices generally are inexpensive, easy to clean and accessible. Maintains flavor.	Burning at high temperatures may compromise the efficacy of some cannabinoids. Can be limiting for individuals with lung/respiratory issues. Distinct, strong aroma.
Effects felt immediately. Easy dosing with some devices. Keeps most cannabinoids intact. Can be compact and discreet. Little cannabis aroma: no burning smell.	Cartridge vaporizers require little to no maintenance. Flower and other concentrate vaporizers require some light maintenance and can be more expensive.
Effects felt immediately. More intense experience. Can control the dose by adding more or less.	Dosing can be difficult and can be easy to over consume. Extra tools may be required for dosing.
Long-lasting effects. Ideal for individuals with lung/respiratory issues. Discreet. Tastes delicious.	Delayed onset. Might have to try different ones to find what suits your needs. Will contain calories and may contain allergens.

METHOD	START WITH
TABLETS	5mg THC or less
TINCTURE	5mg THC or less
TOPICALS	Thin layer of lotion/cream to the affected area

ATTRIBUTES	LIMITATIONS
Fast-acting effects. Ideal for individuals with lung/respiratory issues. Discreet. No taste or smell. Quick and easy to consume.	Might have to try different ones to find what suits your needs.
Quicker onset if absorbed under tongue. Long lasting. No smell. Discreet. Easy dosing.	Delayed onset if swallowed.
Little to no psychoactive effects. Easy application. Discreet. Long-lasting effects.	Skin must be clean, dry and intact. Not recommended for sensitive skin or open wounds/sores.

OUNCES TO GRAMS CONVERSION

Cannabis is traditionally sold to patients in grams or ounces. We've provided a conversion chart to help with any confusion around understanding the weight of your purchase.

	OZ.	G.	
OUNCE	1/8	3.5	GRAM
	1/4	7	
	1/2	14	
	1	28	
	2	56	
	10	283	



SAFETY + RESPONSIBILITY.

RESPONSIBLE USE

Cannabis can cause patients to feel **stressed, confused, uncomfortable** and **anxious**. It is important to consult your physician and Insa staff regarding the use of cannabis products, especially if it is your first experience with these products. Cannabis can cause drowsiness and impaired motor skills. Patients should avoid driving or operating heavy machinery when using medical cannabis. When under the influence of cannabis, driving is prohibited, and machinery should not be operated.

TOLERANCE, DEPENDENCE + WITHDRAWALS

Consistent or substantial use of cannabis can lead to an **increase in a patient's tolerance**. This can result in a need for an increased dosage and/or using different product types. Patients should take note that while physical dependence on cannabis is not substantiated by research, psychological dependence is possible with the overuse of any substance.

PATIENT ACKNOWLEDGMENTS

We are here to help! Whether you are new to using cannabis to treat your qualifying medical condition or you are interested in the other products Insa carries, trained Insa staff members are available to assist you. We have confidential areas in our dispensaries where you can discuss or address all of your questions or concerns.

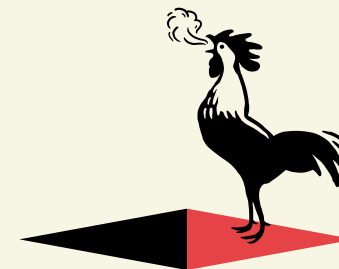


A FEW SIMPLE RULES.

- Do not mix **cannabis** and **alcohol**.
- **Never drive** or **operate machinery** under the influence of cannabis.
- Edibles tend to have a stronger effect when eaten with something. The effects may be lessened on an empty stomach.
- There may be **additional health risks** associated with consumption of cannabis for women who are pregnant, breastfeeding or planning on becoming pregnant. **Please consult your doctor.**

KEEP AWAY FROM CHILDREN + PETS.

Keep your cannabis products in the original child resistant packaging and away from children and your fur babies.





6

Chapter 6
**PRODUCT
LOG**

STRAIN + PRODUCT LOG

Use this log to document your experience using cannabis strains and products.

DATE	PRODUCT	
METHOD OF USE		STRAIN/TYPE
DOSAGE		ONSET/DURATION
EFFECTS & SYMPTOM RELIEF		

NOTES

DATE	PRODUCT	
METHOD OF USE		STRAIN/TYPE
DOSAGE		ONSET/DURATION
EFFECTS & SYMPTOM RELIEF		

NOTES

DATE	PRODUCT	
METHOD OF USE		STRAIN/TYPE
DOSAGE		ONSET/DURATION
EFFECTS & SYMPTOM RELIEF		

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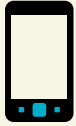
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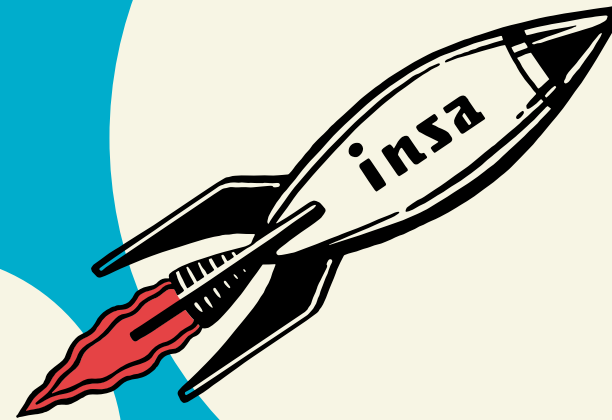


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Please be aware of the following: Cannabis has not been analyzed or approved by the FDA. There is limited information on the side effects of cannabis. There may be health risks associated with using cannabis. Cannabis should be kept away from children.