



21
or none

WELCOME TO THE
MARYLAND
RESPONSIBLE RETAILER
ONLINE TRAINING

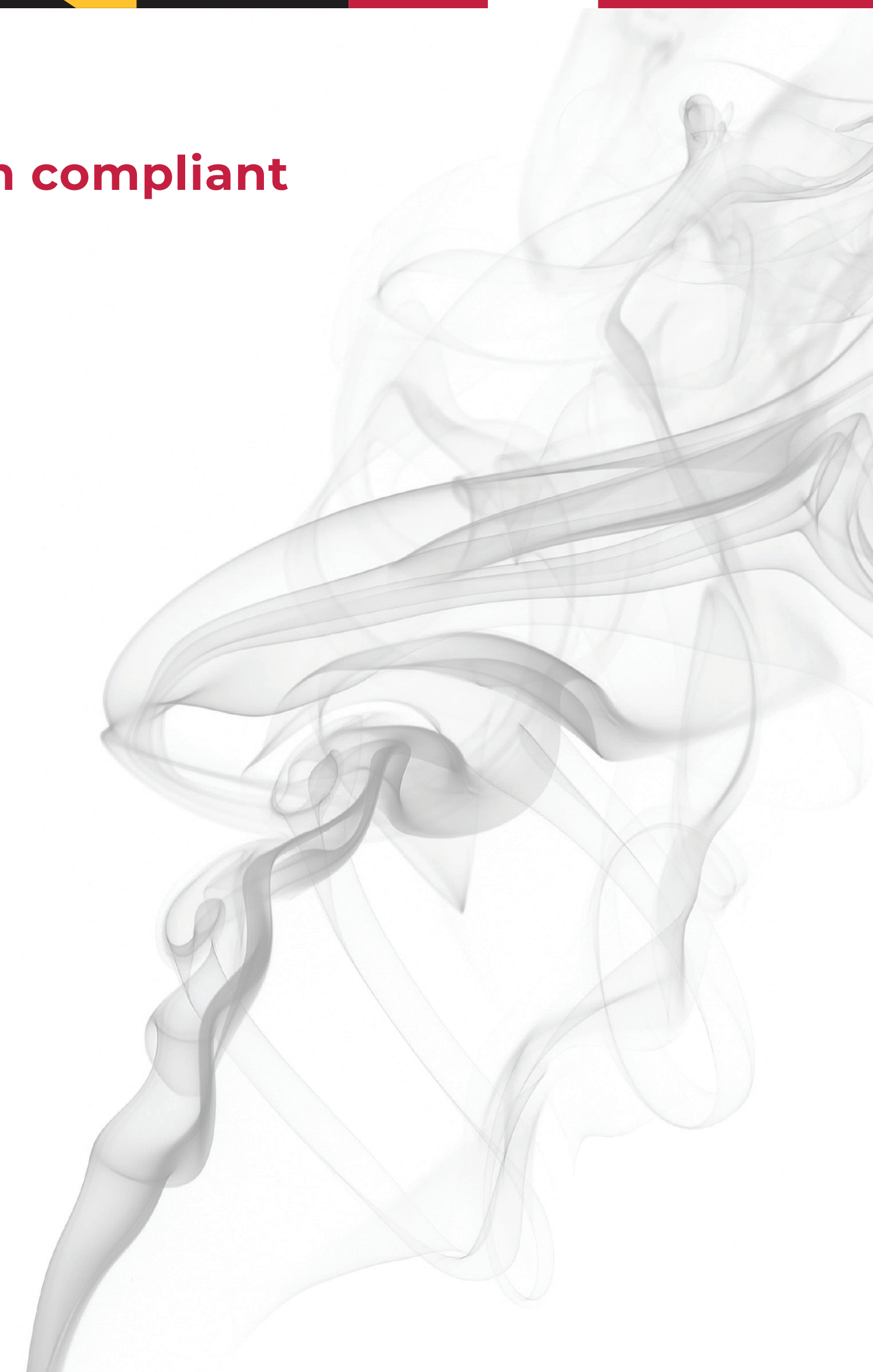


Overview

This training will provide you with tips and techniques needed to remain compliant with tobacco sales laws. Information included:

- Tobacco Sales Laws Overview
- Tobacco Products and Paraphernalia
- Fines and Penalties for Selling Tobacco to Those Underage
- Valid Forms of ID
- How to Check an ID
- How to Calculate a Customer's Age
- Tips for Refusing Tobacco Sales to Those Underage
- What to Say

At the end of this training you can test your skills with the Retailer Quiz found [here](#).



The law: under 21 is underage

Laws are in place to ensure retailers are acting responsibly and not selling or distributing products to those underage. It is against the law to sell ANY tobacco product or tobacco paraphernalia to everyone under the age of 21.

As a tobacco retailer, you are required by law to:

- Ask for photo ID from anyone under 30 attempting to purchase tobacco.
- Check to make sure all customers are 21.
- Refuse to sell tobacco to everyone under 21.



Tobacco products and paraphernalia

Includes:

- Cigarettes
- Cigars, cigarillos, little cigars, including flavored products
- Electronic smoking devices (ESDs), including E-cigarettes, E-hookah, E-cigars, vape pens, JUUL®, Puff Bars, BIDI Stick, etc.
- Smokeless tobacco (chew, spit tobacco, dip, snuff, etc.)
- Loose tobacco and shisha (for pipes and hookah)
- “Loosies”—cigarettes sold as individuals or less than a pack of 20 cigarettes
- Tobacco accessories such as filters, rolling papers, pipes, hookah, and liquids used in ESDs, regardless of nicotine content



Fines & penalties

Education efforts are underway, and compliance checks are being conducted and enforced in Maryland. If found guilty of selling tobacco to those underage, both owners and clerks face stiff penalties.

Maryland Fines and Penalties

Any person found guilty of selling or distributing tobacco products, including Electronic Smoking Devices (ESDs) to those underage: The clerk or licensee (or both) may be subject to a criminal misdemeanor and a fine up to:

- 1st offense: \$500
- 2nd offense: \$1,000 if within two years of the first violation
- Additional offenses: Fine of up to \$3,000 for each subsequent violation occurring within two years of preceding violation

Any person found guilty of selling or distributing tobacco products, including electronic smoking devices (ESDs) to those underage: The licensee/owner, not the clerk, may be subject to a civil penalty up to:

- 1st offense: \$300
- 2nd offense: \$1,000 if within two years of the first violation
- Additional offenses: Fine of up to \$3,000 for each subsequent violation occurring within two years of preceding violation

Federal Fines

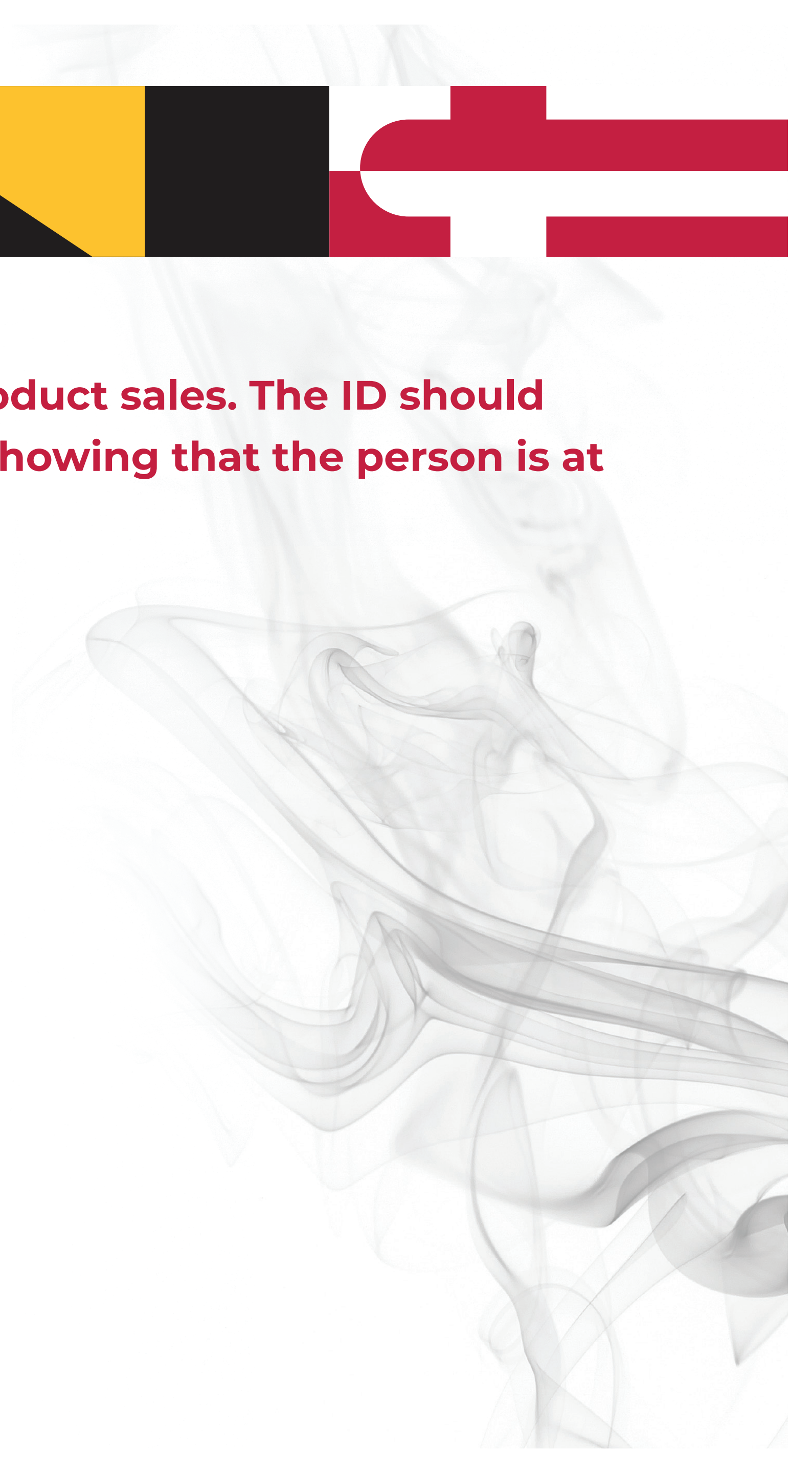
Escalating fines can be in excess of \$10,000 for violating the federal tobacco sales requirements, including the sale of **ANY** tobacco product to those underage.



Valid forms of ID

Accept only a government-issued photo ID as proof of age for tobacco product sales. The ID should include a photo of the person, a physical description, and a date of birth showing that the person is at least 21 years old. To be valid, the ID must be current and not expired.

Any of the following forms of identification are considered acceptable:

- **State-Issued Driver's License**
 - **State-Issued ID Card** (issued to non-drivers)
 - **Passport**
 - **Immigration Card**
 - **Military ID Card**
- 

Valid forms of ID

Accept only a government-issued photo ID as proof of age for tobacco product sales.
Ensure all IDs are checked properly to remain in compliance with the law.

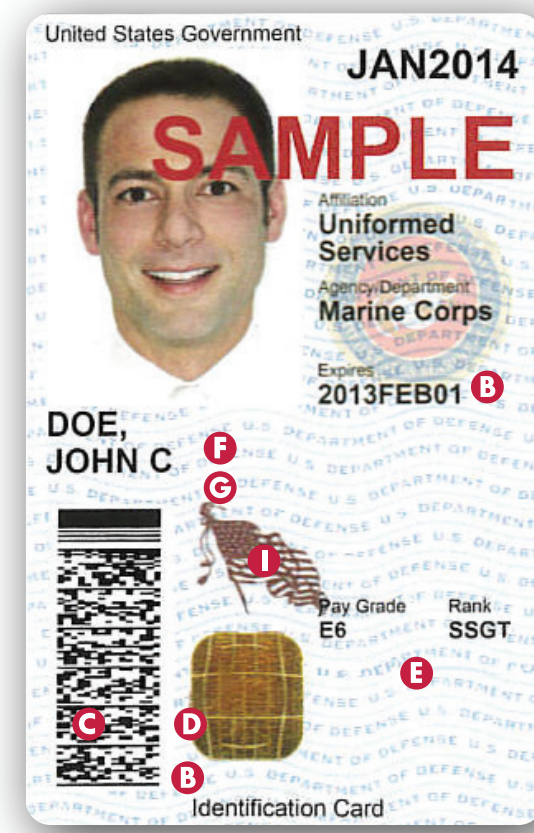
UNDER 21 DRIVER'S LICENSE (VER. 1)



UNDER 21 DRIVER'S LICENSE (VER. 2)



MILITARY (FRONT)



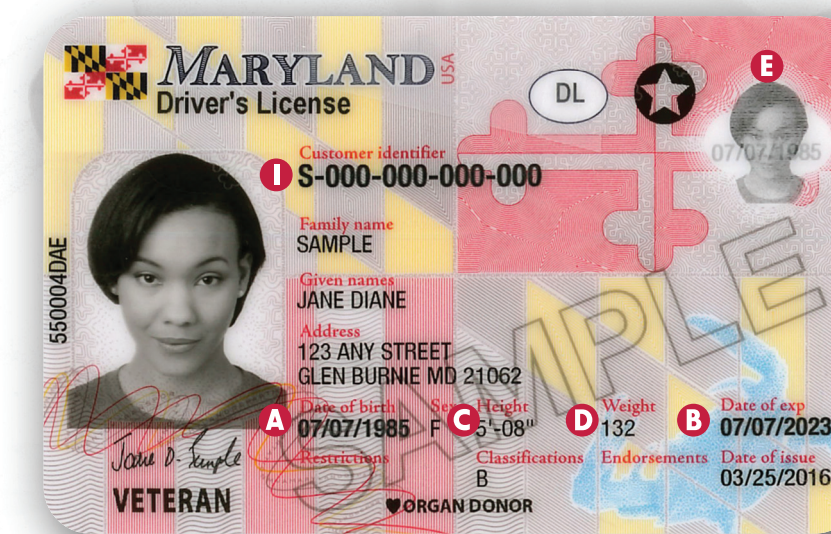
MILITARY (BACK)



OVER 21 DRIVER'S LICENSE (VER. 1)



OVER 21 DRIVER'S LICENSE (VER. 2)



- A Birthdate
- B Expiration Date
- C Height
- D Weight
- E Ghost/Laser Image
- F Under 18 Until
- G Under 21 Until
- H Red Box for Under 21 (Version 1 only)
- I Tactile (Raised) Text (Version 2 only)

How to check an ID

- ☑ No ID. No sale! Ask for a valid photo ID of any tobacco customer who is under 30.
- ☑ Check photo ID before getting the requested product.
- ☑ Compare the ID photo to the customer. Does it match?
- ☑ Check for fake IDs. Have the customer remove the ID from their wallet and check to make sure the ID is not tampered with (plastic peeling, smudges, and misaligned numbers).
- ☑ Check the expiration date. An ID must be current and not expired to be valid.
- ☑ Is the license vertical?* On a Maryland license, this means the customer is under 21. Check the “Under 21 Until” [date] to verify they are at least 21 before selling them tobacco.
- ☑ Calculate and verify age, making sure the customer is at least 21 before selling them tobacco.

*Other state licenses may display birth dates differently than Maryland. Ensure all IDs are checked properly to remain in compliance with the law.

Calculating age

Use the following method to calculate their age.

How to calculate age.

If you are verifying the age of a customer, it is easiest to use the following method:

Add 20 to the year they were born, then **add 1**.

Birthdate on ID: 8-11-2005

Today's Date is: 10-01-2024

Birth Year on ID = 2005	2005
Add 20 = 2025	+20
Add 1 = 2026	+1
	<hr/>
	2026

The customer will not be 21 until Aug. 11, 2026. Comparing today's date (10-01-2024) to the date the customer turns 21 (08-11-2026), you see that selling tobacco to this customer is illegal. You must refuse the sale.



Tips for refusing sales

- **Explain it's against the law to sell tobacco to anyone under 21.**

Be tactful and polite, yet firm. You are following the law so you don't get fined or lose your job. That's a valid reason.

- **Resist customer pressure.**

You are not obligated to sell any tobacco product. If the customer can't provide a valid ID or you don't think it's authentic, refuse to sell the tobacco product. Don't be intimidated into breaking the law.

- **Stay calm.**

If the customer gets angry, get help from your manager or a security officer. You may also offer to call the police.

What to say

I'm sorry, I can't sell tobacco products to anyone under 21. It's nothing personal—it's the law. I could lose my job.

I'm sorry, I must check a photo ID of anyone under 30 before selling tobacco. It's nothing personal—it's the law.





21 or none

Test your knowledge!

Ready?

Visit NoTobaccoSalesToMinors.com Signs and Free materials page to access downloadable quiz. This quiz is 10 questions long and should only take about 5 minutes to complete. To pass, you are required to answer 7 out of 10 questions correctly. You are permitted to retake the test until you pass.

Not Ready?

Simply click through the training slides again.