

# Six Things to Consider Before Doing Business with Cannabis and CBD/Hemp Companies

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With the legal cannabis and CBD/Hemp markets are expected to generate more than \$50 billion in revenue by 2024<sup>1</sup>, many mainstream members of corporate America are looking to do business in this emerging market. Many of AGA's clients have told us that they have either been approached or have started do business in this market, and to that extent, I have become actively involved as a member of the National Cannabis Association's Banking & Finance Committee. At the upcoming March Credit Research Foundation Forum I will be moderating a panel discussion to address the operational and legal issues that companies face when selling into this new market, and thought that prior to the Forum I would provide some insight as to what we will be reviewing in March...

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## About the Author



Sam Fensterstock is the SVP of Business Development at AG Adjustments (www.agaltd.com). AGA is one of the nation's leading providers of 3rd party commercial collection services. Sam oversees AGA's sales organization as well as corporate partnerships and marketing. He has more than 25 years of experience as a Senior Business Development Executive, Manager and Coach in the commercial credit and collections space. He is passionate about helping companies improve their order to cash process with a specific focus on credit risk and collection management. He has been a founder and played a key role in the dynamic growth of several leading niche commercial credit risk management companies and is considered an expert in the order to cash and credit and collections process. Prior to joining AG Adjustments Sam was the Director of Business Development at PredictiveMetrics, a statistical based credit and collection scoring and modeling company that he helped grow and sell to SunGard (FIS) in 2011. AG Adjustments has been a Platinum Partner of The Credit Research Foundation since 2000. Sam can be reached at samf@agaltd.com or 631-719-8096.

<sup>1</sup> Forbes Magazine - <https://www.forbes.com/sites/irisdorbjan/2019/05/20/cbd-market-could-reach-20-billion-by-2024-says-new-study/#17c3185249d0>  
<https://www.forbes.com/sites/irisdorbjan/2019/09/24/new-cannabis-report-predicts-legal-sales-to-reach-nearly-30-billion-by-2025/>