

PIHP/DYTUR SAMPLE VENDOR EDUCATION SCRIPT

Hello,

My name is _____

I represent (PIHP/Agency) _____

May I speak with (Owner/Manager/Most responsible person)? _____

“Thank you for taking time to meet with me, I promise to be brief. Your establishment should have already received a tobacco education mailer from the State of Michigan consisting of a brochure, an excerpt of the Youth Tobacco Act and birthdate signage in English.

THEN ASK: Are aware of this? **OR STATE:** “I can see that you have already posted this information. Thank you.”

As a follow up to the state’s mailing, annually, my agency meets with merchants like you to reinforce the brochure messages and/or provide updated birthdate signage **[HAND THE APPROPRIATE SIGN TO MERCHANT (i.e. English, Spanish, Arabic)]** for public posting and to express our gratitude for your help in keeping tobacco away from minors/ youth/ underage **[Your choice]**. Even though this is a legal requirement we value your cooperation because the stats constantly remind us that every day about 1,000 persons younger than 18 become cigarette smokers. The long-term addiction and related health problems for adults and youth, cost our society billions of dollars . . . BUT it’s preventable. That is why your role is key.

The brochure **[HAND THE BROCHURE IF NEEDED]** is designed to help you do your part by explaining:

- Why the law has been implemented
- Information posting requirements
- Sample content for store policy and employee training
- Youth refusal tips

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Notice that there are state website addresses in this brochure that provide you with additional guidance. Finally, there is also a special message from Nick Lyon, Director of the Michigan Department of Community Health.

Ask – “Do you have any questions?”

Listen – to any vendor concerns . . . **Answer** if you can **or** refer them to the state.

“Thank you for your time and your ongoing help. Let us know if we can assist you in anyway.”

Attention: Synar Coordinator
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