



# PAUL COHEN'S *Marijuana Hub*

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## HOW TO MAKE MONEY IN THE MARIJUANA STOCK MARKET THE MARIJUANA BUSINESS CONFERENCE AND EXPO

- ▶What a difference a year makes.
- ▶I am spending my birthday in Las Vegas at the Marijuana Business Conference and Expo
- ▶I counted 148 sponsors and exhibitors
- ▶It looks to me like only 10 are publicly traded companies, give or take one or so.
- ▶I don't know of a number that is more important
- ▶The Benzinga Index is now down about -66% year to date. A short rally in November evaporated.
- ▶This Index is down close to -100% during the past 365 days.
- ▶Public companies cannot afford to come to these conferences, unless that have products to sell to vendors that are attending.
- ▶This makeup of attendees is really a flea market for vendors to sell their products; some to one another, others to where ever they can sell a product.
- ▶I get the feeling that many of these vendors are fly by night. They smell green and have started businesses to take a shot at a new market.
- ▶Other vendors are for real. It is difficult to separate the wannabes from the real deal.
- ▶What is clear is that public companies don't have the cash to buy a booth. Hence their battered share prices.