The state register

One row per state, one column per obligation, a source and a date in every cell.

A record of **what you found and when you found it** — never a statement of what the rules are. Write the source under every value: the page, the form number, the person, the date. A register with no dates on it is a rumour.

THE CONCEPT Cost of market entry — Being permitted to operate somewhere and being able to profit there are different facts. The first tells you nothing about the second.
Read the lesson: pmhnpmba.com/fellowship/one-more-state

STATE	LICENCE № · EXPIRY	CE / RENEWAL	BUSINESS REG.	REG. AGENT	DEA REG. №	STATE CSR	ADDRESS ON FILE	MALPRACTICE	PAYERS ENROLLED	ANNUAL CARRY	PRODUCED

Two lines in every cell: the value on the first, and on the second the source and the date you checked it.

WHAT THE REGISTER SAYS

States held ____

Total annual carry $ ____

STATES PRODUCING LESS THAN THEY COST TO HOLD ____

A state below its carry is not a failure. It is a decision you have not made yet — and it stays undecided for exactly as long as the two numbers are on different pages.

THE MONDAY RULE

One row per state you hold. Four columns: license, controlled-substance registration, enrolments, entity and tax. In every cell, a source and the date you checked it — never a remembered answer. Then add two more columns: what it cost you this year, and what it produced. **Any state that produced less than its carry is a decision you have not made yet** — and it renews whether you make it or not.

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