

Research & resources referenced in the Research Into Action Webinar: Why Point of Sale Matters

1. Industry marketing spending:
 - [2018 Federal Trade Commission Cigarette Report](#)
 - [2018 Federal Trade Commission Smokeless Tobacco Report](#)
2. Youth tobacco use initiation:
 - [Convenience store visits by US adolescents: Rationale for healthier retail environments](#)
 - [Exposure to Electronic Cigarette Advertising Among Middle and High School Students](#)
 - [Impact of Exposure to Electronic Cigarette Advertising on Susceptibility and Trial of Electronic Cigarettes and Cigarettes in US Young Adults](#)
 - [Recall of E-cigarette Advertisements and Adolescent E-cigarette Use](#)
 - [A Longitudinal Study of Exposure to Retail Cigarette Advertising and Smoking Initiation](#)
3. Quit attempts more difficult:
 - [The Association of Exposure to Point-of-Sale Tobacco Marketing with Quit Attempt and Quit Success](#)
 - [Does Vaping in E-Cigarette Advertisements Affect Tobacco Smoking Urge, Intentions, and Perceptions in Daily, Intermittent, and Former Smokers?](#)
4. Density & Proximity:
 - [The Effect of Tobacco Outlet Density and Proximity on Smoking Cessation](#)
 - [Effects of neighbourhood socioeconomic status and convenience store concentration on individual level smoking](#)
 - [Tobacco Outlet Density, Retailer Cigarette Sales Without ID Checks and Enforcement of Underage Tobacco Laws: Associations With Youths' Cigarette Smoking and Beliefs](#)
 - [Is Adolescent Smoking Related to the Density and Proximity of Tobacco Outlets and Retail Cigarette Advertising Near Schools?](#)
 - [The Inequitable Distribution of Tobacco Outlet Density: The Role of Income in Two Black Mid-Atlantic Geopolitical Areas](#)
 - [Predictors of Tobacco Outlet Density Nationwide: A Geographic Analysis](#)
 - [Inequalities in tobacco outlet density by race, ethnicity and socioeconomic status, 2012, USA: results from the ASPIRE Study](#)
 - [Neighbourhood Disparities in the Price of the Cheapest Cigarettes in the USA](#)

Additional resources we recommend on point of sale and related policy strategies

- [Point of Sale Report to the Nation](#)
- [Regulating Electronic Cigarettes & Similar Devices](#)
- [Tobacco Retailer Licensing Playbook](#)
- [Policy Strategies: a Tobacco Control Guide](#)
- [Point of Sale Strategies: a Tobacco Control Guide](#)
- [Electronic Cigarettes: How they are-- and could be-- regulated](#)

You can also check out [CounterTobacco.org](https://www.counter-tobacco.org) for a comprehensive source of free resources, evidence-based policy solutions, and advocacy materials for local, state, and federal organizations working to counteract tobacco product sales and marketing at the point of sale.