

# Winning with the Lottery

# A Retailer's Guide

#### Turn A Small Space Into A Big Opportunity

Maine Lottery Products generate revenue with every transaction. Becoming a Lottery retailer has the potential to:

- Add to impulse purchases
- Increase sales for your full line of products
- Build a loyal customer base and predictable traffic

#### **Commissions & Profits**

The Maine Lottery provides incredible value to our retail partners through increased profits and sales commissions.

- Earn a 7% commission on every instant ticket you sell
- Earn a 5% commission on all draw tickets
- Earn 5% commission on all Fast Play games
- Earn 8% commission on Heritage games

# **Benefit from Delayed Billing**

We offer our lottery agents delayed billing. That means there is no up-front payment for instant tickets. Take advantage of:

- No up-front cost of inventory
- Secure delivery of games
- Extra time to pay

## **Earn Big Bonus Commissions!**

Was that winning lottery ticket purchased at your store? If so, congratulations! You just got a piece of the action. Earn bonuses up to \$50,000 for selling winning jackpot tickets!

### **Bring in More Customers!**

As a Maine Lottery retailer, you can easily boost your sales and foot traffic just by adding a few extra games and products! Attract a wider audience by:

- **Keeping dispensers full**
- Placing Lottery products on the front counter
- Displaying jackpots, promotions, winning tickets and new games prominently
- Asking for the sale!



#### **Keeping It Fun For Everyone!**

The Maine Lottery offers fun and exciting entertainment with an extensive variety of instant tickets, Fast Play and draw games.

#### **Instant Tickets**

- New games every month
- Games range in value from \$1 to \$30

#### **Draw Games**

 Daily drawings for local and national games - multiple times a day for some!

#### **Fast Play Games**

- · Win instantly without the scratching
- Progressive Fast Play games feature rolling jackpots

Draw Games: Powerball, Tri-State Megabucks, Mega Millions, Lucky for Life, Lotto America, Tri-State Gimme 5, Pick 3/Pick 4, Cash POP

#### Your Partner in Success

Take advantage of these valuable support services to build your business with the Maine Lottery at no cost to you! **Operational Support** Service Support **Marketing Support** 

- · Accurate inventory tracking
- · Automated accounting
- · Equipment installation
- Self-serve vending equipment
- Lottery field representatives
- Weekly Tel-Sell calls
- Predictive ordering and inventory management system for instant tickets
- Technical and maintenance support
- Fast ticket delivery

- · Statewide radio, TV & digital advertising
- Merchandising materials, including point-of-sale and counter display units
- Retailer promotions and holiday campaigns