

Arizona Lottery

MILLION DOLLAR GIVEAWAY

ENTER FOR YOUR SECOND CHANCE BY MAY 31

This May, the Lottery is bringing our players the largest Arizona-only second chance promotion. From May 1 through May 31, all non-winning Arizona Lottery \$10, \$20 and \$30 Scratchers tickets will be eligible for the Million Dollar Giveaway!

Players will be able to enter their tickets online at ArizonaLottery.com. Better yet, players can download the Arizona Lottery Player Rewards App to scan in their entries with just one tap of a button on their mobile phones.

We've broadened the number of tickets eligible for this promotion so customers who play at varying price points can participate. \$10 non-winning tickets will receive one entry; \$20 tickets; two entries and \$30 tickets; three entries.

Are you aware there are reportable events that may happen in your business, and should be reported to the Lottery within 10 days? Arizona Lottery Retailer Rules state the following:

R19-3-210 (A3) Reportable Events: Sale of ownership, merger, or acquisition of the licensed entity.

R19-3-211 Change of Ownership or Business Location: A license is not assignable or transferable.

R19-3-211 (A3) The new owner shall apply for a license according to **R19-3-202**.

You may view Arizona Lottery Retailer Rules by visiting www.ArizonaLottery.com.

Should you have questions regarding any of the above, please contact the Licensing Department at (480) 921-4486.

Retailer of the Quarter

Q3 FY18: **Bashas' Food City 12**
McDowell Road, Phoenix.

January - March 2017 vs. January - March 2018

- Draw Game Growth: 30.6%
- Scratchers Growth: 34.5%

"Jessica, the Bookkeeper, takes so much pride in maintaining her Gemini out-of-stocks and pulling ended games upon notification, she should be cloned." Sandra Blair, Territory Manager, pictured (L) with Jessica (R).




Must be 21 or older to purchase or redeem tickets. Overall odds vary by game. All sales are final. In accordance with ADA, these materials may be made available in an alternative format. Gambling problem? Call 1.800.NEXT STEP (1-800-639-8783). Please Play Responsibly™. Scratchers® is a registered service mark of the California Lottery. JACKPOT PARTY® and Bally Gaming, Inc. All rights reserved

The Register

News from the Arizona Lottery

April - June, 2018

ArizonaLottery.com/retailers



FAST PLAY SALES and WINS - GROWING AT LIGHTNING SPEED!

With your help, Fast Play has been a success. Thank you for continuing to provide excellent customer service to our players as Fast Play grows in popularity.

In the month following the launch of Fast Play, players purchased more than 500,000 tickets resulting in over \$1.4 million in sales, over \$1 million in prizes back to our players, and over \$95,000 in retailer commissions.

We will continue to promote Fast Play with advertising and in-store support through April to keep player excitement and awareness high.

February 11, 2018 through March 26, 2018 players have instantly won top-prize amounts in the following cities:

| GAME | TOP PRIZE AMOUNT | SOLD IN |
|----------------------------|------------------|--------------|
| Jackpot Party® Progressive | \$20,445.00 | Flagstaff |
| Jackpot Party® Progressive | \$10,058.00 | Phoenix |
| Jackpot Party® Progressive | \$7,481.00 | Casa Grande |
| Jackpot Party® Progressive | \$4,581.00 | Tucson |
| Jackpot Party® Progressive | \$4,042.00 | Tucson |
| Jackpot Party® Progressive | \$3,017.00 | Sierra Vista |
| Jackpot Party® Progressive | \$2,772.00 | Phoenix |
| Cherry Twist Progressive | \$41,898.00 | Mesa |
| Cherry Twist Progressive | \$24,842.00 | Glendale |
| Cherry Twist Progressive | \$14,996.00 | Glendale |
| Cherry Twist Progressive | \$8,304.00 | Goodyear |
| Cherry Twist Progressive | \$6,076.00 | Phoenix |
| Piggy Bank Bucks | \$1,000.00 | Tucson |
| Piggy Bank Bucks | \$1,000.00 | Phoenix |
| Crazy 8's | \$50,000.00 | Peoria |

PHOENIX OFFICE
 4740 E University Dr.
 Phoenix, AZ 85034
 480-921-4400

TUCSON OFFICE
 2900 E Broadway Blvd.
 Suite 190
 Tucson, AZ 85716
 520-628-5107

PHOENIX SKY HARBOR OFFICE
 Terminal 4 Baggage Claim
 480-921-4424

REPORT STOLEN TICKETS
 833-731-3920

SCRATCHERS® HOTLINE
 877-483-2445

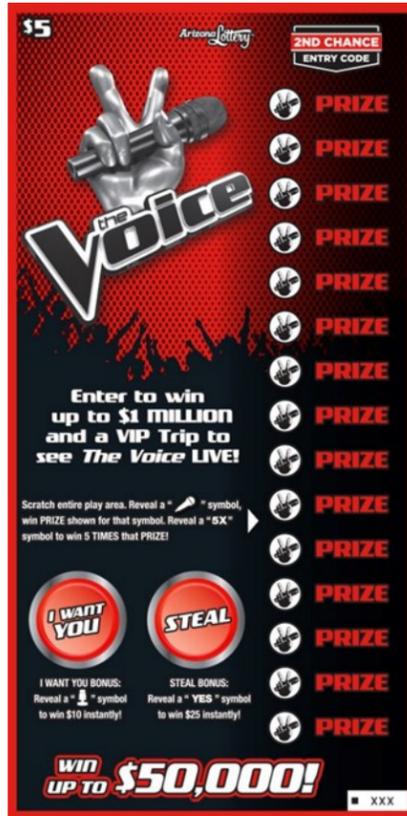
TECHNICAL PROBLEMS AND SUPPLIES
 800-786-0791



Send suggestions and feedback to GrowYourSales@AZLottery.gov

- Arizona Lottery
- @AZLottery
- AZLottery
- Arizona Lottery

ArizonaLottery.com



Want a chance to instantly win \$50,000, a VIP trip to attend the finale of the hit television “The Voice” as a live in-studio audience member, or up to \$1 million? If the answer is yes, then the Arizona Lottery has the perfect Scratchers® ticket for you!

The Arizona Lottery has added a new ticket to its impressive inventory of games called The Voice© Scratchers ticket. Players will be excited to purchase this game with its top-of-the-line prizes and eye-catching, familiar play area.

Players can scratch to instantly win a top-prize of \$50,000! With a prize pool of more than \$8.5 million and odds of winning any cash prize at approximately 1 in 3.76, The Voice Scratchers ticket is a perfect game for dedicated players and music enthusiasts alike.

“We wanted to introduce a ticket to our players that we knew had a recognizable brand but would be a new game experience,” Gregg Edgar, executive director of the Arizona Lottery said. “By launching The Voice, we are able to offer players a one-of-a-kind experience on top of a variety of cash prizes. I think players oftentimes think the Arizona Lottery only offers cash prizes, and with this ticket, our players and music enthusiasts will have the chance to win a VIP trip for an unforgettable experience.”

Players will want the opportunity to get in on the “Rock Star” treatment by submitting non-winning tickets, for an incredible second-chance prize!

The chance to win an exclusive The Voice Experience trip to Las Vegas and Los Angeles, including attending *The Voice: Neon Dreams* concert and

receiving \$1,000 spending money. Players will also have the chance to win VIP tickets to The Voice live finale in Los Angeles in 2019 and attend The Voice Viewing Party and Millionaire Maker Event for a chance to win up to \$1 million.

The Voice Scratchers ticket will launch on April 3, 2018. Players can win cash prizes and a chance at a VIP trip and up to \$1 million by purchasing a ticket from at Arizona Lottery retailers for \$5.

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You’ve Got Mail

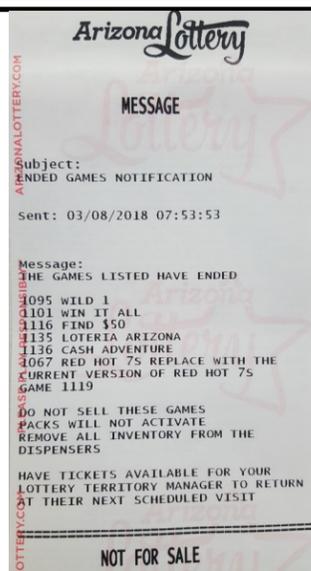
Periodically, ended game terminal messages are delivered through the WAVE or FLAIR draw game terminal. It is the responsibility of the retailer to remove these games from all dispensers and discontinue all sales, based upon Arizona Lottery Retailer Rules.

R19-3-213 (E.3) Ticket Sales to Players

A retailer holding a full product license shall not sell an instant scratch ticket after the announced end of game.

We realize the person retrieving the terminal message may not be in a position to remove the requested games. Please encourage your staff to leave the terminal message in a prominent place so it isn’t overlooked or discarded.

For further information, please visit www.arizonalottery.com. Click on “Retailers”, “Existing Retailers”, “Arizona Lottery Retailer Rules”, under Retailer Resources.



How to Print Your Weekly Invoice

The Lottery’s accounting week begins Sunday at 12:01 a.m. and ends the following Saturday night at midnight. All transactions during the accounting week are summarized on the Current Weekly Invoice and available on the WAVE or FLAIR terminal approximately at 5:00 a.m. Sunday morning. Current Weekly Invoice shows the amount the Lottery will withdraw from your account, or the amount deposited to your account through an Electronic Funds Transfer (EFT) on Friday of the following week. If you have a credit balance with the Lottery, the EFT will deposit the credit amount in your account. The amount due will change weekly depending on settled Scratchers packs, number of draw game tickets sold, tickets validated for payment and commission payment.

To create the report:

- 1) Select the REPORTS tab. The Main Report Menu screen displays.
- 2) From the Main Report Menu screen, select the button for Weekly.
- 3) From the Weekly Reports Menu, select Invoice.
- 4) The Weekly Reports Menu allows you to choose the date you would like to view. Previous weekly invoices are available here as well.

| Arizona Lottery | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|--|---|---------------|----------|---------------|----------|-------------|-----------|----------------|----------|----------------|----------|--------------|-----------|-------------|---------|------------------|----------------|----------|--------|---------------|---------|---------|--|---------|------------|------------|-------------|-----------|--------|-------------|-----------|
| NOT A TICKET | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| WEEKLY INVOICE FOR WEEK OF Mar 11, 2018 - Mar 17, 2018 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| PLEASE PLAY RESPONSIBLY™ | <table border="0"> <tr><td>DRAW GAME NET</td><td>\$548.00</td></tr> <tr><td>FAST PLAY NET</td><td>\$18.00</td></tr> <tr><td>INSTANT NET</td><td>\$389.00C</td></tr> <tr><td>DRAW GAME COMM</td><td>\$37.24C</td></tr> <tr><td>FAST PLAY COMM</td><td>\$4.98C</td></tr> <tr><td>INSTANT COMM</td><td>\$136.50C</td></tr> <tr><td>ADJUSTMENTS</td><td>\$0.07C</td></tr> <tr><td>TOTAL DUE</td><td>\$1.79C</td></tr> </table> | DRAW GAME NET | \$548.00 | FAST PLAY NET | \$18.00 | INSTANT NET | \$389.00C | DRAW GAME COMM | \$37.24C | FAST PLAY COMM | \$4.98C | INSTANT COMM | \$136.50C | ADJUSTMENTS | \$0.07C | TOTAL DUE | \$1.79C | | | | | | | | | | | | | | |
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| ARIZONALOTTERY.COM | <table border="0"> <tr><td>DRAW GAME</td><td></td></tr> <tr><td>141 SALES</td><td>\$574.00</td></tr> <tr><td>6 CASHES</td><td>\$26.00C</td></tr> <tr><td>0 PROMOS</td><td>\$0.00</td></tr> <tr><td>DRAW GAME NET</td><td>\$548.00</td></tr> <tr><td>FAST PLAY</td><td></td></tr> <tr><td>24 SALES</td><td>\$78.00</td></tr> <tr><td>10 CASHES</td><td>\$60.00C</td></tr> <tr><td>0 PROMOS</td><td>\$0.00</td></tr> <tr><td>FAST PLAY NET</td><td>\$18.00</td></tr> <tr><td>INSTANT</td><td></td></tr> <tr><td>4 SALES</td><td>\$2,100.00</td></tr> <tr><td>147 CASHES</td><td>\$2,489.00C</td></tr> <tr><td>0 RETURNS</td><td>\$0.00</td></tr> <tr><td>INSTANT NET</td><td>\$389.00C</td></tr> </table> | DRAW GAME | | 141 SALES | \$574.00 | 6 CASHES | \$26.00C | 0 PROMOS | \$0.00 | DRAW GAME NET | \$548.00 | FAST PLAY | | 24 SALES | \$78.00 | 10 CASHES | \$60.00C | 0 PROMOS | \$0.00 | FAST PLAY NET | \$18.00 | INSTANT | | 4 SALES | \$2,100.00 | 147 CASHES | \$2,489.00C | 0 RETURNS | \$0.00 | INSTANT NET | \$389.00C |
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| IBLY™ | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

{C} indicates credit - amount the Lottery will deposit in to your account.

Any amount to be swept from your account, or credited to your account will take place the following Friday of the invoice end date.