



RETAILER CONNECTION

February
2021



\$5
Wheel of Fortune®
\$100,000 top prize



\$2
Money Bags
Multiplier
\$25,000 top prize



We Only Have Eyes for Our New Scratchers

Nothing is better than fresh, new Scratchers games. Share the love with your customers on Feb. 22 by immediately displaying our two new games – “Wheel of Fortune®” and “Money Bags Multiplier.”

You can also receive a sweet deal! When your tickets arrive, **confirm/activate** each pack of new tickets and **validate** a winner from each new game by midnight the day after delivery to earn a \$25 bonus.

M
MONEY MONDAY

RETAILER INVOICES (STATEMENTS) AND SETTLEMENT REPORTS

See your sales and profits more clearly with more simplified layouts on your invoices and settlement reports beginning Feb. 22.

Weekly Invoices:

If you currently receive your weekly invoice via email, you will be able to retrieve it through the Retailer Portal. See your Lottery Sales Representative if you are not currently signed up for the Retailer Portal – it's easy and free!

Settlement Report:

There are no changes to how you access your weekly Settlement Report from the terminal.

CURRENT

Settlement Report	
10/5/2020	102231
Week of 09/27/20 - 10/03/20	
Balance Forward	-500.00
EFT Payment	500.00
Club Keno Sales	10.00
Lotto EZ Match Sales	10.00
Lotto Sales	10.00
Lucky for Life Sales	10.00
Mega Millions Sales	10.00
P3 EZ Match Sales	10.00
P4 EZ Match Sales	10.00
Pick 3 Sales	10.00
Pick 4 Sales	10.00
Powerball Sales	10.00
Show Me Cash Sales	10.00
SMC EZ Match Sales	10.00
Net Draw Games Sales	120.00
Commissions	-6.00
Cashes	-70.00
Promos	-7.00
Draw Games Trans.	-7.00
Weekly Communication	20.00
Draw Games Subtotal	50.00
Ticket Manifests	
771-398092-0-29	570.00
302-107388-0-59	285.00
Return Tickets	
285-179334-0-59	-285.00
Scratcher Validations	
9/27	-1.00
9/28	-1.00
9/29	-1.00
9/30	-1.00
10/1	-1.00
10/2	-1.00
10/3	-1.00
Scratchers Coupon	-7.00
Scratchers Card Trans	
9/27	-1.00
9/28	-1.00
9/29	-1.00
9/30	-1.00
10/1	-1.00
10/2	-1.00
10/3	-1.00
SCRATCHERS SUBTOTAL	549.00
NET BALANCE	599.00
Sweep Date	10/7/2020

NEW

Settlement Report	
10/5/2020	102231
Week of 09/27/20 - 10/03/20	
Balance Forward	-500.00
EFT Payment	500.00
ShowMeCash/EZSales	20.00
Lotto/EZ Sales	20.00
Powerball Sales	10.00
Mega Mill Sales	10.00
Lucky for Life Sales	10.00
Club Keno Sales	10.00
Pick3/EZ Sales	20.00
Pick4/EZ Sales	20.00
Net Draw Games Sales	120.00
Draw Games Commissions	-6.00
Draw Games Cashes	-70.00
Draw Games Promotions	-7.00
Draw Games Card Trans.	-7.00
Weekly Communication	20.00
Draw Games Subtotal	50.00
Settled Packs	
771-398092-0-29	600.00
302-107388-0-59	300.00
Scratchers Commission	-45.00
Returned Tickets	
285-179334-0-59	-300.00
Returned Tickets Commission	15.00
Scratcher Cashes	
9/27	-1.00
9/28	-1.00
9/29	-1.00
9/30	-1.00
10/1	-1.00
10/2	-1.00
10/3	-1.00
Scratchers Promotion	-7.00
Scratchers Card Trans	
9/27	-1.00
9/28	-1.00
9/29	-1.00
9/30	-1.00
10/1	-1.00
10/2	-1.00
10/3	-1.00
SCRATCHERS SUBTOTAL	549.00
NET BALANCE	599.00
Sweep Date	10/7/2020

Game Order Matches
Daily Sales Report

Combined EZ Match &
Game Sales

"Draw Games" added
to Commissions, Cashes
and Promotions

Ticket Manifests =
NEW Settled Packs

NEW Scratchers Commissions
Listed By Retail Amount

Scratchers Validations =
NEW Scratchers Cashes

Scratchers Coupon =
NEW Scratchers Promotions

Example - Settled Packs

Game/Pack	Net Amount	Retail Amount
771-398092-0-29	570.00	600.00
302-107388-0-59	285.00	300.00
Total Scratchers Commissions		-45.00
	855.00	855.00

Example - Returned Tickets

Description	Net Amount	Retail Amount
Returned Tickets	-285.00	-300.00
Returned Tickets - Commission		15.00
	-285.00	-285.00

2020: Top Sales Weeks, Record Number of MDC Retailers

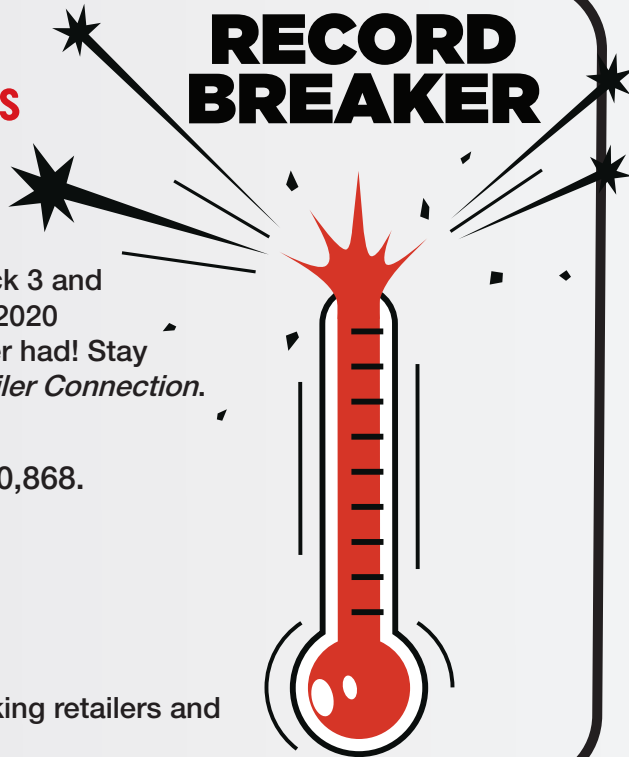
It was a tough year, but thanks to our strong retailer network, impressive records were set in 2020.

Top sales weeks were recorded for Scratchers, Pick 3 and Pick 4, and more than 140 of you made it into our 2020 Million Dollar Club – the biggest MDC we have ever had! Stay tuned for the entire list of retailers in March's *Retailer Connection*.

- **May 9, 2020 –**
Scratchers weekly sales record of \$29,690,868.
- **May 16, 2020 –**
Pick 3 weekly sales record of \$2,379,725.
- **May 16, 2020 –**
Pick 4 weekly sales record of \$1,601,950.

We would not be successful without our hard working retailers and employees. Thank you!

RECORD BREAKER



SECURITY SAFEGUARD: FEBRUARY IS SCAMS AWARENESS MONTH

The Missouri Lottery is dedicated to providing retailers with best practices to successfully manage Lottery products. This helps protect you – as well as your customers – from potential scams, while ensuring the integrity and security of your business.

- Track Scratchers sales and inventory by game, pack and ticket numbers, and record daily.
- Secure Scratchers tickets and Draw Games ticket stock.
- Safeguard Draw Games terminal password and lock terminal when unattended.
- Run only a few Draw Games tickets at a time when players ask for large amounts, and ask for payment throughout the process – especially near draw breaks.
- Do not accept EBT payment for Lottery products.
- Restrict employees who are convicted felons from handling Lottery.



KENO CROWN CLUB

Two locations generated a combined total of \$650,000 in Keno sales during 2020, each qualifying for the Keno Crown Club. Their sales produced more than \$185,000 in funding for public education. That is a remarkable accomplishment staff and customers from each business should take pride in.



2020 Keno Crown Club Members	Contribution to Education
Dylan's Sports Bar/Grill, Arnold	\$116,094
Bixby Country Store, Bixby	\$72,144

Monthly Transfer Update

The January transfer of more than \$32.4 million was based on sales in December, bringing the total profits transferred in FY21 to more than \$213.9 million.



February Calendar

- FEB. 12** Lincoln's Birthday - Lottery offices closed
- FEB. 14** One-Day Lotto Promotion - Valentine's Day
- FEB. 15** Presidents' Day - Lottery offices closed
- FEB. 22** MO Money Monday ticket delivery

Save the Date for the next MO Money Mondays: March 29 and April 26

MOLOTTERY 1-866-665-6883 RETAILER PORTAL retailer.molottery.com IGT EQUIPMENT HOTLINE 1-800-729-4832

WINNER CLAIM APPOINTMENTS 573-751-4050 (option 9)



MO Lottery



MissouriLottery