

LOTTERY CONVERSION SCHEDULED FOR EARLY 2023

The Michigan Lottery will soon be implementing a number of enhancements to better support your organization's Lottery efforts. So prepare to learn about many new and exciting changes that will impact and/or include:

- Larger icons on the Home screen and larger numbers on the keypad
- The Jackpot Report will print out automatically when signing on
- The "Cash" button will be changed to "Clear" on the Total Screen
- The current Fast Cash jackpot will be available with all the other Draw Games jackpots, as located under the orange triangle icon on the right side of the Home screen
- A terminal reset button is located at the bottom-front of the screen and holding it down for 45 seconds will automatically reset the Retailer Pro
- Under the keypad, a running total of transactions will display

- | | | |
|------------------------------|--------------------------|---------------------------|
| A Multi Media Monitor | C Touch Screen | E Power Button |
| B Playslip Reader | D Barcode Scanner | F Playslip Stacker |
| | | G Printer |



DAILY 3&4 GAME SCREENS AND PLAYSIPS

On the Daily 3&4 Retailer Pro game screens, a new "BOTH" button will appear next to the MIDDAY and EVENING buttons. If "BOTH" is selected, two tickets will print, doubling the cost for the player. If "BOTH" is selected for a multi-draw wager, two tickets will print each for the number of multi-draws selected (for example, 60 draws = one ticket for 60 midday draws and one ticket for 60 evening draws). The playslips for both games have also been updated to include a "BOTH" checkbox. The playslips will begin shipping to retailers following conversion launch.

FAST CASH TICKETS

Fast Cash tickets will look slightly different too. Though the ticket designs are being updated, no other changes will be made to the games.

REPLAY OPTION

Wagers placed prior to conversion launch will not be eligible for Replay.

SMART COUNT

Smart Count is an Instant Ticket and sale-tracking tool. By using your barcode scanner to scan inventory that is on display, Smart Count automatically calculates the number and dollar value of tickets on hand and tickets that have been sold since the last scan – no need for manual counting. Available early 2023.

RETAILER WIZARD

Retailer Wizard is an interactive, user-friendly retailer website that provides all the tools and location-specific data retailers need to successfully manage and grow their Lottery business. Retailer Wizard is a powerful tool customized to fit the needs of corporate and independent retailers.

Overview features:

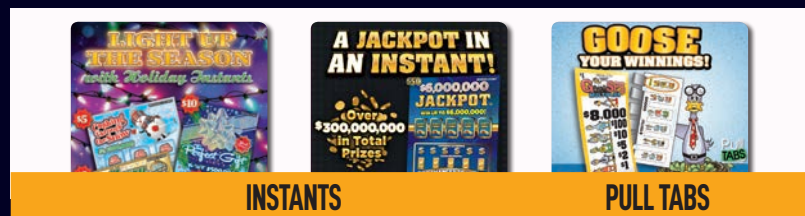
- At-a-glance sales, earnings, and inventory data specific to your location(s)
- Responsive design works across any browser or device, freeing you from your terminals by allowing you access via desktop, laptop, tablet, and mobile, and empowering you to reach new heights with more control and more access to data
- Printable winner awareness/jackpot awareness with social media sharing capability
- Alerts about sales opportunities and potential revenue-draining situations
- Instant Ticket management through Instant's dashboard
- Detailed inventory and sales reports
- Provides information on key data, forms, new games, and much more

Look for additional details on this subject in next month's Game Line.



DECEMBER POINT OF SALE

Retailers are strongly encouraged to put up game support materials for currently offered games and promotions and remove materials for those that have ended.



INSTANTS

PULL TABS

WHAT GOES UP — OR STAYS UP



LOTTERY COUPONS

Retailers are reminded that while you use the "Instant Coupon" button to redeem the coupon, Free Play coupons can be used on any Lottery product purchase – for Instant or Draw Games. Cash should never be given to a player for a coupon. Limit one coupon per purchase.

TO REDEEM A COUPON

From the home screen, touch COUPONS, then select the desired option: Instant \ Pull Tab Coupon or Draw Game Coupon. Coupons should be kept to balance at the end of each business day. The value of the coupons in the cash drawer should match the value of the coupons listed on the sales report at day's end.

Refer to your reference guide for more details.

WITHDRAW AT RETAIL VOUCHER INFORMATION

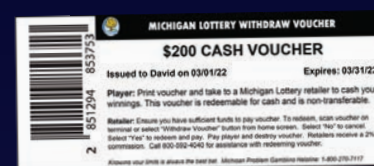
The Withdraw at Retail Voucher is a withdrawal option for people who have winnings in their Michigan Lottery online account. Withdraw Vouchers must be printed and then taken to any Lottery retailer. This allows an online player to quickly cash winnings in-store and results in a player with cash-in-hand at the store.

Vouchers are in whole dollar amounts and can range from \$10 to \$200. Retailers earn a 2% cashing commission on all vouchers cashed. Withdraw Vouchers can be validated (redeemed) from any screen on the Altura, and if ES validates it, then it is authentic.

Terminals will ask retailers to verify that they have enough funds to pay the player, similar to the process for redeeming winning tickets. Vouchers expire 30 days from the date of issuance; if not cashed prior to the expiration date, the money will automatically go back in the player's account. The issued and expiration dates are listed on the voucher.

Withdraw Vouchers are requested by the player through their Michigan Lottery online account. Upon approval, a Withdraw Voucher is available to print immediately.

Call 1-800-592-4040 for assistance if there are any issues.



DECEMBER HOLIDAY SCHEDULE

The Michigan Lottery headquarters in Lansing and all Lottery regional offices and Claims Centers will be closed on/for the following:

DECEMBER 23 - 26 Christmas Holiday

DECEMBER 30 - JANUARY 2, 2023 New Year's Holiday

All regularly scheduled game drawings for these days will be held.

IMPORTANT INCOME TAX INFORMATION

The 2022 retailer commission tax documents will be mailed by January 31 and cannot be provided before then. Duplicate 2022 tax documents can be requested by calling 517-373-6001 after February 10, 2023. Duplicates for prior years can be requested at any time.

RETAILER INCENTIVE PROGRAMS FOR OCTOBER — DECEMBER 2022

A reminder that the quarterly Club and Printed Products Incentive is available to eligible retailers for sales of Instant Games, Pull Tabs and Club Account Club Keno sales. For this quarter, the Printed Products goal is 5.1% and the goal for Club Account Club Keno is set at 0.1%. It is a retailer's responsibility to obtain their incentive number *before* the end of the quarter and to track their progress to their incentive goal. For complete program rules, talk to your Lottery Sales Representative. Also, ask your Lottery Sales Representative about the Cashless Bonus Commission.

NEED LOTTERY ASSISTANCE? CALL 1-800-592-4040 OR [RETAILERS.MICHIGANLOTTERY.COM](https://retailers.michiganlottery.com)



The Michigan Lottery Presents

December 2022

GAME LINE

LIGHT UP THE SEASON with Holiday Instant's

ON SALE NOW!



IMPORTANT HOLIDAY SEASON SALES MESSAGE

The Michigan Lottery is again joining with the National Council on Problem Gambling and McGill University to remind everyone that Lottery tickets are not responsible gifts for anyone under the age of 18. Research shows that children who gamble run a higher risk of developing gambling problems as adults. Please encourage your customers to gift responsibly! While Lottery products make great gifts for loved ones, they should not be given to minors. For more information about this responsible giving holiday campaign, please visit: milotteryconnect.com/holiday-responsible-giving



NEW THIS MONTH

On sale Tuesday, December 6



- \$50 - \$6,000,000 JACKPOT**
 -Game #464
 -Ticket size 11" x 4"
 -15 tickets per pack
 -Overall odds 1:3.10
 -UPC 6 44684 00464 2
- 50 chances to win on each ticket
 - Win up to \$6,000,000
 - Over \$2 million in second chance prizes
 - Over \$300 million in total cash prizes available



- \$10 - BLACK & GOLD**
 -Game #447
 -Ticket size 7.5" x 4"
 -60 tickets per pack
 -Overall odds 1:3.44
 -UPC 6 44684 00447 5
- Win up to 20 times on each ticket
 - Win up to \$1,000,000
 - Over \$48 million in total cash prizes available



- \$5 - EMERALD GREEN WILD TIME**
 -Game #435
 -Ticket size 5.5" x 4"
 -100 tickets per pack
 -Overall odds 1:3.62
 -UPC 6 44684 00435 2
- Win up to 15 times on each ticket
 - Win up to \$300,000
 - Over \$41 million in total cash prizes available



- \$5 - WINTER GREEN 7s**
 -Game #457
 -Ticket size 5.5" x 4"
 -100 tickets per pack
 -Overall odds 1:4.00
 -UPC 6 44684 00457 4
- Win up to 15 times on each ticket
 - Win up to \$500,000
 - Over \$13 million in total cash prizes available

A Little Play Can Make Your Day!

EXPIRING SOON*

December 1



IG 366

December 5



IG 332



IG 323

February 1



IG 374



IG 311



IG 334

*No Instant Games are scheduled to expire in January '23

INSTANT TICKET RETURNS REMINDER

A reminder that ALL Instant ticket returns will be processed by your Lottery Sales Representative during their regularly scheduled visit(s). Contact your Lottery District Sales Representative with any questions or for added details.

It is a retailer's responsibility to monitor their inventory for Instant and Pull Tabs tickets that have expired or are nearing expiration. Expired tickets cannot be sold, redeemed for prizes or returned for credit. For games expiring, be sure to monitor the IGT Warehouse deadlines for receiving your returns.

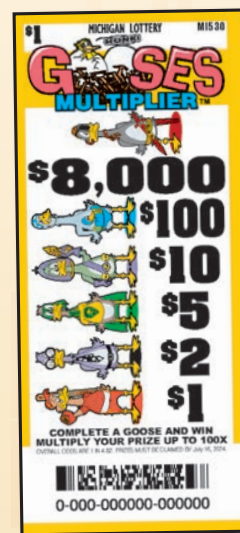
RETAILER VALIDATION REMINDER

Retailers should not validate winning Lottery tickets less than \$600 from an image (e.g. on a smartphone) or paper copy. Lottery tickets should only be validated from the original ticket and scanned on the terminal.



NEW THIS MONTH

On sale Tuesday December 6



- \$1 - GOOSES MULTIPLIER**
 -Game MI530
 -540 tickets per deal
 -Overall odds 1:4.82
- \$8,000 top prizes
 - Chances to multiply winning prizes up to 100x
 - Over \$1,600,000 in total cash prizes available



- \$2 - \$15,000 COLOSSAL CASH**
 -Game MI531
 -312 tickets per deal
 -Overall odds 1:4.33
- \$15,000 top prizes
 - Over \$1,600,000 in total cash prizes available

The games displayed on this page were scheduled at time of publication. Always refer to your terminal, DSR/SSR or Instant Ticket Specialist for current game availability

EXPIRING SOON

Dec 13



MI560 MI590

Jan 10



MI592

Feb 14



MI576 MI594



PTVM MAINTENANCE AND LEASING INFO

Call 1-800-377-7554 to schedule maintenance on your American Games brand Pull Tabs vending machine. If you need to leave a message, please include your business name and phone number.

We've got you! Lease a 6-column Pull Tabs vending machine for as low as \$114 a month! Call 1-800-972-8604. Contact your Lottery Sales Representative for additional information.

GAMES CURRENTLY AVAILABLE FOR ORDER

\$.50 GAMES



\$1 GAMES



\$2 GAMES



\$5 GAMES



HONORING TOP-SELLING LOTTERY RETAILERS

Game Line continues to honor retailers who surpassed \$1 million in Lottery sales on an annual basis. The Michigan Lottery, and all Michigan Public Schools, appreciate the hard work performed by our retailer partners in support of the Public School Aid Fund. This month, many retailers in Madison Heights and Warren are being recognized.



\$3,000,000+ SELLING RETAILER

AMORI'S MARKET

On John R Road in Madison Heights

\$2,000,000+ SELLING RETAILERS



BP DETROIT DONUT

On East 11 Mile Road in Warren



MADISON BEVERAGE

On John R Road in Madison Heights



PARTY KING

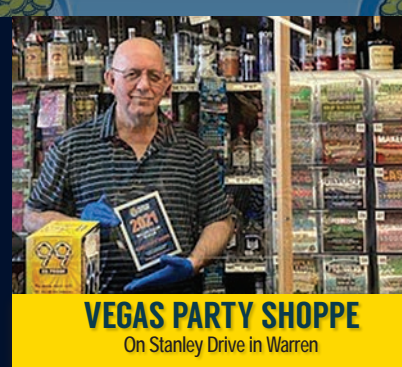
On East 13 Mile Road in Warren



KENNY'S WINE SHOP

On Dequindre Road in Warren

\$1,000,000+ SELLING RETAILERS



VEGAS PARTY SHOPPE

On Stanley Drive in Warren



DEQUINDRE OIL COMPANY

On Dequindre Road in Madison Heights



MD 12 MILE LLC

On 12 Mile Road in Warren



MOUND TRUCK STOP

On Mound Road in Warren



LEO'S PARTY STORE

On East Lincoln Avenue in Madison Heights



WARREN LIQUOR SHOPPE

On Hoover Road in Warren



9 MILE STOP & GO

On Van Dyke in Warren