

-TEXAS LOTTERY-



News and Ideas for Texas Lottery® Retailers

SCRATCH OFF A LITTLE HOLIDAY CHEER!

by Roger Prather

It's that time again... time to hang the mistletoe, string the twinkling lights around the house and rack your brain figuring out what to buy hard-to-please loved ones for the holidays. Well, think no further. This holiday season, the Texas Lottery is introducing fun new tickets with big prizes that make great gifts!

This year's colorful holiday suite of games includes [236708] *Stocking Stuffer*, *Candy Cane Cash*, *Merry Money*, *Cool 7's*, *Holiday Lucky Times 10* and *\$1 Million Holiday Winnings*.

cont'd on page 2



SCRATCH OFF A LITTLE HOLIDAY CHEER!

cont'd from cover



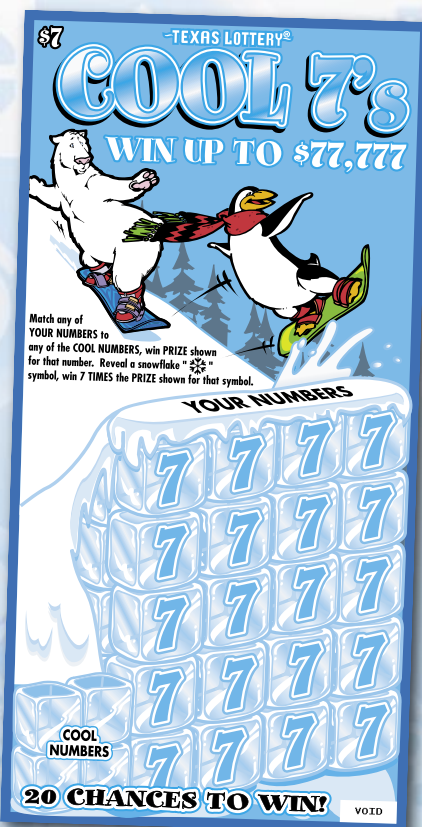
The \$1 *Stocking Stuffer* ticket gives players a chance to win up to \$1,000. If players reveal three matching [137573] dollar amounts, they will win that dollar amount. If players match two dollar amounts plus a star symbol, they instantly win that dollar amount!

The \$2 *Candy Cane Cash* game offers a top prize of \$30,000, and 10 chances to win a prize. Match any of your numbers to either winning number, and win the prize shown for that number. Reveal a candy cane symbol, and win triple the prize shown for that symbol.



Merry Money offers a top prize of \$50,000 with 20 chances to win on one ticket! [232292] In this \$5 game, if you match any of your numbers to any of the winning numbers, you'll win the prize shown for that number. Reveal a candy cane symbol, win the prize shown instantly! Reveal a tree symbol, and win all 20 prizes instantly!

For those who believe in lucky number 7, the *Cool 7's* game offers a top prize of \$77,777. The ticket price is, of course, \$7. To win, match any of your numbers to any of the COOL NUMBERS, and win the prize shown for that number. Reveal a snowflake symbol and win seven times the prize shown [115642] for that symbol.





Holiday Lucky Times 10 is a \$10 game with a top prize of \$100,000. Reveal your lucky number within a game, and win the prize shown for that game. [439300] Scratch the bonus box for a chance to win up to 10 times the total amount won on the ticket.

\$1 Million Holiday Winnings could make you or a loved one a millionaire!

This \$20 ticket features four games and 20 chances to win. In Game 1, if your symbols match within a row, you win the prize shown for that row. In

Games 2 and 3, if you match three prize amounts in one game, you win that amount. Match 2 prize amounts and reveal a star symbol in one game, you win double that amount.

In Game 4, match any of your numbers to either of the winning numbers, and win the prize shown for that number. Reveal a gift symbol and win 10 times the prize shown!



Don't forget, holiday games make great stocking stuffers. [139089] During the holiday season, retailers will be provided holiday envelopes to give to players (while supplies last). So spread some holiday cheer the Texas Lottery way by giving the *Games of Texas*!

RoundUp

Dec 2007/Jan 2008

Email questions or comments about

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1-800-375-6886

(Select Option 2, then Option 3 for
licensing or accounting questions.)

Available 7 a.m. - 5:30 p.m. Central Time
Monday - Friday

GTECH Hotline:

1-800-458-0884

(For equipment problems
or to order tickets.)

Available 4 a.m. - midnight,
7 days a week

Web site:

www.txlottery.org

Correction:

There was an error in the cover story on Texas Lottery on-line game drawings in the October/November issue of *RoundUp*. Twice-daily drawings for *Pick 3* and *Daily 4* are held Monday through Saturday, *not* Monday through Friday, as stated in the article.



Off to a Great Start!

Daily 4[™], the Texas Lottery's newest on-line game, with the add-on feature *Sum It Up*[™], got off to a great start when ticket sales began on September 30. This is the Texas Lottery's first new on-line game launch since joining the multi-state *Mega Millions*[®] game in December 2003. The first *Daily 4* drawing was held October 1. To help kick off the new game, the Texas Lottery conducted a free ticket player promotion from October 1 through October 21. Players who spent \$4 (or more) on *Daily 4* on one ticket received one free *Daily 4* Quick Pick and one free play of *Sum It Up*. More than 565,000 free tickets were given away during the promotion!

"I'd like to thank everyone who made the start of *Daily 4* a success," said Texas Lottery Executive Director Anthony Sadberry. "Months of hard work by Lottery and GTECH staff—and of course our retailers—went into the creation and launch of this game. It's our retailers who promote, explain and sell our new games to players, and we owe them a special thank you. [208501] Congratulations to all for a job well done."



Daily 4 drawings are held Monday through Saturday at 12:27 p.m. and 10:12 p.m. Players can find how-to-play information, current player promotions and winning numbers for *Daily 4* on the Texas Lottery Web site at www.lottery.tx.org. [139630] Ask your players to try *Daily 4* and *Sum It Up* today!

December/January RoundUp Survey

1. Did you receive enough training to sell the Texas Lottery's new *Daily 4* game (including its *Sum It Up* feature)?
2. Did you receive enough point-of-sale pieces to sell the new *Daily 4* effectively?
3. Please list additional point-of-sale or educational pieces you could use to help players learn the *Daily 4* game and its *Sum It Up* feature.

Point of Sale Items _____

Educational Pieces _____

Your Retailer Number _____

Thank you for your time. A retailer will be selected from a random drawing of all completed surveys from this issue of *RoundUp* to receive a Texas Lottery prize package of promotional items!

Please send survey to: Dr. David Sizemore, Research Coordinator
Texas Lottery Commission • P.O. Box 16630 • Austin, Texas 78761-6630 • FAX: 512-344-5254

Lubbock *Spotlight*

Lubbock, Texas is the hub of the Great South Plains and home to the District 6 GTECH office of the Texas Lottery. Our team of Lottery Sales Representatives (LSRs) covers 43 counties that include north of Amarillo to the southern tip of Gaines and Dawson counties. Four LSRs cover more than 44,000 square miles and call on 565 retailers every two weeks. With an experienced sales force, District Sales Manager Bob Burton has been with GTECH for 14 years. Glynda Markham, LSR, has eight years experience and Wayne Bufkin is in his seventh year. The newest LSRs, Deidra McFadden and Tisha Dominguez, joined our team in 2007. Our focus in the coming year is to increase our retailer base in the district. Corporate accounts make up 81 percent of our retailer base and Randy Hudman, the Key Account Representative (KAR) stationed in Lubbock, is working hard to increase slot counts for these strategic accounts. The Lubbock claim center, one of two in the Lubbock District, opened at its new location on Iola Ave. in July of this year.

J's Country Corner Amarillo

by Glynda Markham, LSR

Carole Martin, owner of **J's Country Corner** in Amarillo, is a fun and exciting person to be around. Carole and her crew are always positive and working hard to sell that BIG Texas Lottery winner. Carole has 20 slots at her store and always keeps them full. Thanks Carole, and keep up the good work! Also, congratulations for selling eight packs of \$50 tickets during the summer lottery retailer contest.



KW Express Seminole

by Wayne Bufkin, LSR

If you want a wide selection of Texas Lottery scratch-off games, **KW Express** in Seminole has just what you need. Manager Carla Miller is adamant about having her dispensers full. She keeps her customers coming back by offering every scratch-off game available. If customers don't want to get out of the car, they can pull to the drive-up window. Not only will Kay and the rest of the KW Express team sell you a Texas Lottery ticket, they'll also be happy to validate and cash in your winners (up to \$599). She is always looking for ways to increase her lottery sales. [440400] This attitude has made KW Express the top Texas Lottery selling retailer in Seminole.

(Continued on Page 6)

Wiley's Food Store Lamesa

by Wayne Bufkin, LSR

Customer Service is the number one goal for Owner Robin Wiley and Assistant Manager Chad Clark of **Wiley's Food Store** in Lamesa. They always want to participate in Texas Lottery promotions to increase their sales and make sure their customers receive Texas Lottery promotional items. With a full-service drive-up window, customers don't even have to leave their cars to purchase a Texas Lottery ticket or a soft drink.

Keeping dispensers full, paying winners and stocking a broad selection of scratch-offs all add up to Wiley's success in becoming the top-selling Texas Lottery retailer in Lamesa.

Wiley's Food Store Team

Front row, left to right: Eleanor Sevantes, head clerk; Rosa Cardoza, clerk; Crystal Lewis, clerk; Robin Wiley, owner. Back row: Dwight Heins, clerk; Archie Easley Jr., clerk; Chad Clark, assistant manager.



Toot'n Totum #12 Amarillo

by Glynda Markham, LSR

Toot'n Totum #12

Manager Adrienne Fjetland does a great job running her Amarillo store. Adrienne and her team have a fun time with the customers and are able to offer their customers a large selection of Texas Lottery tickets in their 24 slots. During the recent \$50 retailer contest, Adrienne and her team sold 13 packs of tickets. Thank you Adrienne and your team for doing a great job! Toot'n Totum has 62 stores in Amarillo and is our largest retailer for the area. All store managers did a great job selling tickets during the retailer contest and 29 stores won free tickets. Way to go!

Taylor Petroleum #12 Perryton

by Tisha Dominguez, LSR

Rhonda Williams, manager of **Taylor Petroleum #12** in Perryton, always makes sure her dispensers are full and keeps the newest Texas Lottery games available to her customers. That's why her store is number eight in total lottery sales in the Lubbock District. Her store also is one of the top 100 stores in Texas. Rhonda's great customer service skills and friendly manner keep customers coming back. Rhonda always does a good job in promoting the Texas Lottery to increase her sales. Keep up the good work Rhonda!

Swami Food and Gas #1 Lubbock

by Dee Dee McFadden, LSR



*Swami Food and Gas #1 Clerk
Javier Lerma (left) and Owner
Sanjay Parekh (right).*

With average weekly total Texas Lottery sales of more than \$19,000, **Swami's Food and Gas** is one of the top retailers in Lubbock. Sanjay Parekh has owned and operated Swami's since 2002. His objective is to provide his customers and players with every available ticket, so the dispensers are always full. His excellent customer service and enthusiasm for the Texas Lottery have been major contributors to his success.

Raff and Hall Family Park Lubbock

by Randy Hudman, KAR

August was a good month for Joel Cumbie and his staff at **Raff and Hall Family Park** in Lubbock. On August 17, his store sold a top-prize winning **\$1 Million Extravaganza** lottery scratch-off ticket. Raff and Hall sold tickets from the Texas Lottery trailer at the grand opening of the new Lubbock Claim Center on August 30, 2007. Angela [301752] McKinney works hard for Joel and even harder for the Texas Lottery. She keeps all games full in the store's 36 dispensers and high-dollar tickets are their bread and butter. Thanks for the support!



*Lubbock Claim Center
Grand Opening.*



Toot'n Totum #6 Amarillo

by Tisha Dominguez, LSR

It was just another day at [236767] **Toot'n Totum #6** in Amarillo and Manager Shonna Welch was hard at work selling Texas Lottery tickets, while regular customer Oscar Waters was scratching a \$20 \$1,000,000 Mega Bucks game. When he was done, he called Shonna over to double-check his ticket and make sure his eyes weren't lying. Oscar had to travel to Texas Lottery headquarters in Austin to have his ticket officially validated, but sure enough, he had won \$1 million! After collecting his winnings, Oscar said he was planning to retire. Toot'n Totum #6 was eligible to collect a \$10,000 retailer bonus for selling the winning ticket.

Kings Food & Gas Lubbock

by Dee Dee McFadden, LSR

Customers always find a smile and a joke waiting for them at **Kings Food & Gas** in Lubbock. Robert Ramirez has owned his business for 15 years and is one of the area's top producers with total Texas Lottery sales of more than \$12,000 per week. Part of Robert's success is due to the wide selection of scratch-off tickets he offers through the store's 36 slots. He also is one of many retailers who cash in daily winners. Although Robert is relocating his business, there is no doubt that his Texas Lottery players and other customers will follow. [141061] Robert, we wish you well!



Kings Food & Gas Team

Front row, left to right: Charlotte Cotton, clerk; Liz Beth Arreola, clerk; Yadira Hernandez, clerk; Ruth Hernandez, clerk; Misha Lewis, clerk.

Back row: Robert Ramirez, owner.

Lubbock

District Highlight
as of 9/29/07



DSM: Bob Burton

LSRs: 4 – Wayne Bufkin, Glynda Markham, Deidra McFadden and Tisha Dominguez

KAR: Randy Hudman

CSRs: 3 – Larry Bradley, Terry Bussey and Orlando Ramirez

Support Staff: Mary Alice Guerrero

Claim Center Location & Phone:

Amarillo Claim Center

7120 IH-40 West, Suite 110
Park West Office Centre
Amarillo, TX 79106
806-353-0478

Lubbock Claim Center

6202 Iola Ave Suite #900A
Lubbock, TX 79424
806-783-0602

WINNERS SINCE START-UP

# of Mega Millions Jackpot Winners:	1
# of Lotto Texas Jackpot Winners:	15
# of Texas Two Step Jackpot Winners:	5
# of Cash Five Top-Prize Winners:	117

Total Sales Since Start-up: \$1,852,174,733.50

% of Sales: 3.88%

Retailer Commissions Since Start-up: \$92,608,736.68

No. of ISYS Retailers: 547

No. of GVT Extra Retailers: 1

No. of SST Retailers: 14

No. of ITVM Retailers: 42

San Antonio *Spotlight*

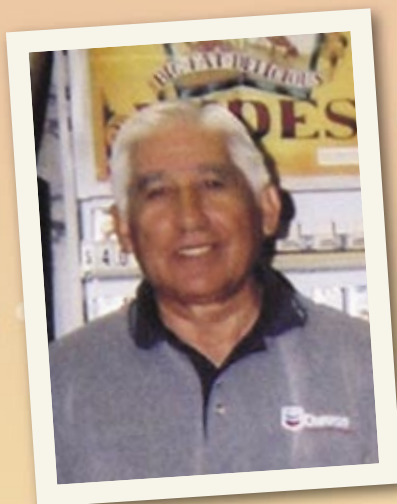
Two, Four, Six, Eight, who do we appreciate? Our San Antonio District retailers, of course!

Regardless of what day of the week it may be, you can rest assured that the cornerstone of our district, our district manager and our administrative assistant are working diligently behind the scenes to ensure that the latest information is continuously being filtered down to the busy sales staff. Much like our own NBA champion San Antonio Spurs, our sales staff works hard to make champions of our retailers. Whether it's a special event, a contest, or even a \$330 million *Mega Millions*® jackpot, the San Antonio sales staff work together as a team to make our retailers successful.

Stop N Shop Brackettville

by Patricia Sheedy, LSR

Owners Terri and Freddie Frerich have owned and operated **Stop N Shop** in Brackettville for more than 22 years and remain one of a handful of "mom-and-pop" stores left in the industry. [203655] Located in a small town with a population of approximately 2,000, Stop N Shop offers their customers a scratch-friendly environment with a 'scratch' table right near the entry way where locals meet to scratch their tickets and visit.



Stop N Shop Cashier Lingo Sandoval.

Mobil Mart Converse

by Jennefer Cooper, LSR



Mobil Mart Manager Thoa Spears.

Lottery sales representative Jennefer Cooper recognizes a "Top Gun" when she sees one. True supporters of the Texas Lottery, Thoi Spiers and her staff at **Mobil Mart** in Converse are always up to date on current jackpot information and never hesitate to ask their customers if they want to purchase a ticket. With fierce competition all around, there is little doubt who ranks on top when it comes to Texas Lottery sales. Mobil Mart consistently ranks in the top 10 selling retailers for the San Antonio District. Could it be due to their endless enthusiasm and their signature saying: "Are **YOU** ready to be a millionaire tonight?"

San Antonio District Team

Front row, left to right: Andrew Gomez, Andrea Schraub, Jane Penalver, Jose Mendez, Patricia Sheedy, Jackie Hill, Linda Sanderson.

Back row: Robert Nieto, Rolando Lara, Rojelio Alaniz, Andrew Cox, Levi Darr, Lori Kipfmiller, Frank Rodriguez, Sonia Niera, Gilbert Segura, Jennefer Cooper, Bill Mayfield.



Valley Mart #7 Helotes

by Bill Mayfield, LSR

The growing town of Helotes is located in the foothills of the Texas Hill Country. Known as a friendly, natural place, Helotes was originally a stagecoach stop between San Antonio and Bandera. One of the most successful Texas Lottery retailers for both instant and on-line games in Helotes is the family-owned **Valley Mart #7**, managed by Kim Greene and her crew. Kim credits Valley Mart's success to the down-home atmosphere and friendly greeting given to each [137908] and every customer who walks through their door.



Valley Mart #7 Cashier Darla Harlos (left) and Manager Kim Greene.

Marisol MGT LLC Laredo

by Sonia Niera, LSR

Marisol's is located in Laredo only one block away from one of the world's most trafficked borders at the International Bridge of Juarez-Lincoln. [135149] The store caters to a variety of customers including those who play "the numbers." *Pick 3™* is one of the top sellers at Marisol's with a July 2007 weekly sales average of \$4,857... with one week topping over \$11,500!

Manager Jose Iznaola commented, "We understand the mission of the Texas Lottery and their dedication

to improve our schools, so we believe that reaching our store goal of \$1 million in Lottery sales will help."



Marisol's Cashier Oscar Antu (left) and Manager Jose Iznaola.

Fuel Station #3 San Antonio

by Andrew Cox, LSR

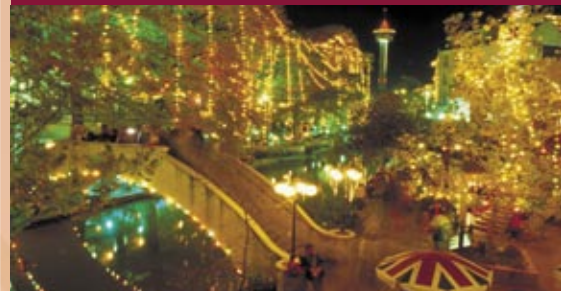
Fuel Station #3 Manager Naveed Ali took full advantage of the Texas Lottery's "Buy a \$10 *Mega Millions* ticket and get two free *Mega Millions* Quick Picks" Spring 2007 *Mega Millions* promotion contest. Sales indicate that he was able to convince a large portion of his players to Megaplay their numbers at this San Antonio store and, in doing so, was lucky enough to have one of his regulars match 5 of 6 on one of the FREE Quick Picks! Fortunately for Fuel Station #3, the Texas Lottery was also running a limited-time retailer promotion offering any licensed Texas Lottery retailers (who met necessary requirements) a bonus of \$2,000 for selling a 5 of 6 *Mega Millions* winner. Talk about a "win-win" situation!



Fuel Station #3 Manager Naveed Ali.

San Antonio

District Highlight
as of 9/29/07



DSM: Linda Sanderson

LSRs: 15 — Rojelio Alaniz, Jennefer Cooper, Andrew Cox, Levi Darr, Andrew Gomez, Jackie Hill, Charles Holdridge (currently doing military service in Afghanistan), Bill Mayfield, Jose Mendez, Sonia Niera, Patricia Sheedy, Andrea Schraub, Frank Rodriguez, Robert Nieto, and Jane Penalver

Edward Barron (Key Account Representative) and Roland Lara (Marketing Coordinator) are also based in San Antonio.

CSRs: 6 — Juan Diaz, Mark Hazelrigg, Richard Kent, Tammy Phung, Ismael Prado, and Angel Rosas

Support Staff: Lori Kipfmiller (Administrative Assistant) and Gilbert Segura (Courier)

Claim Center Location & Phone:

San Antonio Claim Center
9514 Console, Suite 111
San Antonio, TX 78229
210-593-0210

WINNERS SINCE START-UP

of Mega Millions Jackpot Winners:	.....0
of Lotto Texas Jackpot Winners:	.....49
of Texas Two Step Jackpot Winners:	.....15
of Cash Five Top-Prize Winners:	.....294
Total Sales Since Start-up:	.....\$4,858,311,525.00
% of Sales:	.....10.19%
Retailer Commissions Since Start-up:	.....\$242,915,576.25
No. of ISYS Retailers:	.....1,547
No. of GVT Extra Retailers:	.....7
No. of SST Retailers:	.....89
No. of ITVM Retailers:	.....146

H-E-B #430

Lytle

by Jose Mendez, LSR

There is no end to the enthusiasm for selling lottery tickets at **H-E-B Food Store #430** in Lytle. [497813] With the support of all their partners, this store has managed to soar into the top seller category for this small town in just three short years. Remember, at H-E-B, "Here everything's better." And that includes Texas Lottery sales!



H-E-B #430 Bookkeepers Fela Villareal (left) and Ruby Samarripa.

Mini Food Mart

San Antonio

by Rojelio Alaniz, LSR

A change of ownership in March 2005 was the turning point for Texas Lottery instant ticket sales at **Mini Food Mart** on East Southcross Blvd., in San Antonio.



Mini Food Mart Cashier Mukhtar and Manager Qazi Mubarak

Management reduced the number of slots from 32 to 26 and then focused on keeping them full and asking for the sale. Sales have increased significantly from a meager \$200 per day to more than \$700 per day, averaging almost \$200 per slot per week! Their new focus will be on increasing their on-line sales in the hopes of one day selling a jackpot-winning ticket.

Superior Convenient Stop

San Antonio

by Andrea Schraub, LSR

Store manager Kareem Hassan recognizes that the Texas Lottery plays a vital part in the success of **Superior Convenient Stop** located on West Commerce in San Antonio. With the help and advice of his LSR,

Kareem caters to his lottery players by leaving dispensers open for new game arrivals and keeps on-line winning number information available at all times. [142368] Like most retailers, the staff at Superior Convenient Stop is anxious to sell a jackpot-winning ticket.



Superior Convenient Stop Manager Kareem Hassan.

H-E-B #230

San Antonio

by Jackie Hill, LSR



H-E-B #230 Partners (left to right): Tea Edwards, Jessica Karides and Vicki Rodriguez.

There's a "Whole LOTTA LOTTO" going on at this store! The partners at **H-E-B Food Store #230** in San Antonio have a great time promoting the Texas Lottery and making their contribution to the Foundation School Fund. Every Friday, this store has a particular focus on selling Texas Lottery tickets through PA announcements, hourly prize drawings, picture taking of winners, as well as assigning partners to promote awareness of their self-service terminal (SST).





It Was A Record-Breaking Year At The State Fair!



With record-breaking sales, a brand-new look, and sales and promotional presence at an additional location within the fairgrounds, the Texas Lottery's return to the State Fair of Texas was bigger than ever in 2007!

This year, fairgoers could purchase their favorite Texas Lottery games from two new bright orange trailers filled with lottery tickets from end to end. The new trailers were located at the Texas Lottery's traditional space at the Magnolia Lounge and at the East Park Plaza on Coliseum Drive. Swif-T, one of the Texas Lottery's top-selling retailers in Dallas, sold from both locations and their well-known, fast-and-friendly customer service really paid off: Texas Lottery players purchased more than \$587,000 of their favorite scratch-offs and on-line games during the run of the fair, which ran from September 28 through October 21. In addition, over \$295,000 was paid out in winnings!

Both Texas Lottery Fun Centers featured great promotions, including Texas Lottery Plinko at the Magnolia Lounge and the Lone Star Spinning Wheel at East Park Plaza. All promotions integrated the newest on-line game *Daily 4* and the *Sum It Up* add-on feature. Fairgoers also played for the multi-million dollar *Mega Millions* and *Lotto Texas* jackpots, and aimed for big bucks in our other on-line games—*Cash Five*®, *Texas Two Step*® and *Pick 3*. Scratch-off players got in on the action too, with more than 50 different instant games to choose from, and they could even cash in their tickets

(up to \$599) at either of our on-site locations! As a special incentive, players received a promotional prize for lottery ticket purchases, including t-shirts, sun visor organizers, backpacks, umbrellas and collapsible cooler bags.

The Texas Lottery Fun Center at Magnolia Lounge was definitely a popular meeting spot for State Fair of Texas attendees. Every seat was filled at the ever-popular, four-times-a-day "Texas Lottery Game Show" hosted by Paul Adams. This wildly entertaining game show gave players yet another chance to win great prizes and Texas Lottery scratch-off tickets.

Thanks to the hard work of all the talented staff who took part, thousands of players tried their luck at the *Games of Texas* during the 2007 State Fair of Texas. As Big Tex loomed over the fairgrounds, many players walked away with big Texas Lottery winnings and even bigger smiles!



Retailer Bonuses



Game	Retailer	Location	Bonus
Monthly Bonus #765	Stop at Joe's Food Store	Houston	\$10,000
Set For Life #723	Town & Country #27	Fort Stockton	\$10,000
\$1 Million Cash Blast #786	Katy 66	Katy	\$10,000
\$1 Million Extravaganza #825	Raff and Hall Family Park Drug Store	Lubbock	\$10,000
Set For Life #828	Handi Stop #19	Houston	\$10,000



Draw Date	Retailer	Location	Bonus
7/9/07	Kroger #538	Arlington	\$1,625
8/16/07	Good Time Stop Food Store	Houston	\$7,000

REMEMBER!

If you find your retailer ID number hidden in this issue of *RoundUp*, you can receive a prize package of Texas Lottery promotional items!

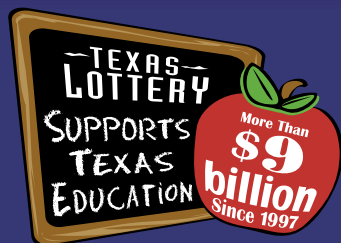
To claim your prize, call 1-800-37-LOTTO.
You must call by January 31, 2008.



Draw Date	Retailer	Location	Bonus
7/11/07	QWB Inc. #2399	Allen	\$189,312.32



Draw Date	Retailer	Location	Bonus
7/6/07	Central Gas & More	Dallas	\$1,000,000
8/31/07	Kroger #318 SST	Houston/Humble	\$825,000



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www.txlottery.org

Your chance to win every day!

MON



Day/Night



Day/Night



TUE



Day/Night



Day/Night



WED



Day/Night



Day/Night



THU



Day/Night



Day/Night



FRI



Day/Night



Day/Night



SAT



Day/Night



Day/Night

