



SEPTEMBER

Bin Enhancement Tool



New
Tickets



Core
Tickets

Display tickets in the order shown below

\$50



7575



7611

\$30



7670



7653



7623



7590

\$25



7665

\$20



7673



7661



7657



7638



7624



7621



7556



7563

\$10



7672



7654



7664



7660



7659



7650



7646



7637



7631



7622



7616

\$5



7671



7669



7663



7656



7658



7652



7649



7645



7636



7598



7601

\$3



7662



7651

\$2



7655



7648



7635



7632

\$1



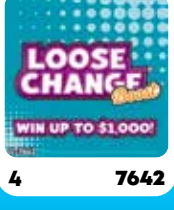
7647



7634



7643



7642

NEW

ACTIVATE THE NEW
SEPTEMBER
INSTANT TICKETS
TODAY!

CORE

STAY STOCKED UP
on these player favorites to
drive up Instant Ticket sales!



18+

Be Smart, Play Smart® Must be 18 or older to play. If you or someone you know has a gambling problem, crisis counseling and referral services can be accessed by calling 1-800-GAMBLER (1-800-426-2537). For additional info or to exclude yourself, call 1-800-252-1775 or visit IllinoisLottery.com.

Game odds available at IllinoisLottery.com

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BIN ENHANCEMENT

Optimal Ticket Selection

Step 1 | Clean Up

Cross reference your current Illinois Lottery tickets with the tickets listed on the reverse side by price point. If your store has any tickets that are not listed, pull those tickets out of your set and return them. Only the Instant Tickets listed are currently valid.

Step 2 | Ticket Selection Process

Utilize the chart below to select the optimal tickets for your set size by price point. Best selling tickets flow from left to right. **Core** tickets (i.e., crossword, bingo, and 7-11-21®) and **new** tickets should be included in all set sizes. **Core** tickets will always have inventory, so there is never a need to return them. Stores with more bins than tickets should double-face **core** and **new** tickets. Keeping **new** tickets in-stock keeps the category fresh for Illinois Lottery consumers.

Step 3 | Best Placement Practice

Group tickets by price point: high to low, upper left to lower right. By price point, be sure to lead with **new** tickets followed by **core** tickets. For ease of shopability, keep ticket families (e.g., crossword, holiday, and 20 Years of Cash) together and organized from high to low by price point.

Following these guidelines will enhance shopability and help increase overall sales.

Instant Ticket Selection Grid

Price Point	20 Bin	30 Bin	40 Bin	50 Bin
\$1	2	2	4	6
\$2	1	2	3	4
\$3	2	2	3	4
\$5	4	7	8	11
\$10	5	7	9	11
\$20	4	6	7	8
\$25	1	1	1	1
\$30	1	2	3	3
\$50		1	2	2

The circled numbers represent double facings of Instant Tickets

Example of Best Practices

36 MSD

PLAY TODAY

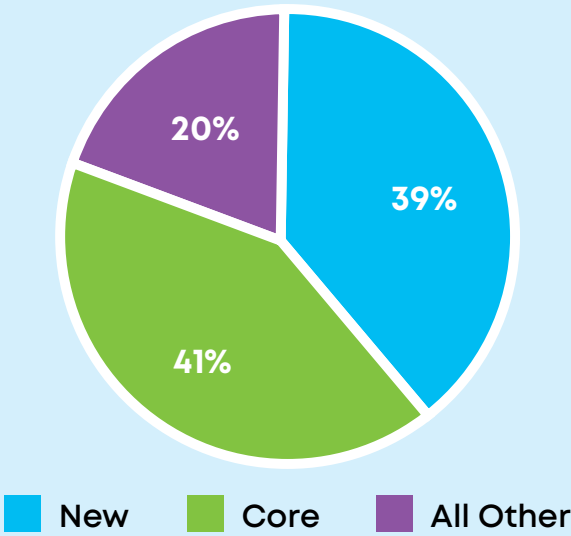
Keep tickets in descending order by price when possible

Keep ticket families together when possible

Generate Sales & Excitement with New Instant Tickets

- New tickets account for **39%** of Average Monthly Sales!
- New games are added every month to keep the category **FRESH AND EXCITING**.
- JUMP START** your monthly Instant Ticket sales by activating new games upon receipt.
- ONCE ACTIVATED**, place new tickets immediately on display for player purchase.
- CONSISTENT EARLY ACTIVATION CAN INCREASE SALES AND COMMISSIONS** BY 15% ANNUALLY.
- SALES GROWTH** of the new tickets extends to the second and third months after launch as top prizes are typically still available.

TICKET BY TYPE



The Retail Hotline for Intralot is 1-844-806-8930

Your Hotline operator will be able to answer any questions you may have regarding:

- Terminal functions & connectivity
- Installation schedule & queries
- Ordering Instant Tickets & supplies