

# Arkansas Scholarship Lottery Commission Retreat



**October 16, 2011**

# Agenda

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- **ASL Performance to Date**
  - US Industry Performance
  - ASL Start-up Comparison
  - FY11 Weekly per Capita Sales
- **SGL Corporate Overview**
  - Global Gaming Company
  - Lottery Instant Games
  - Lottery Systems & Services
- **Ticket Printing**
  - Game Design
  - Prize Structures
  - Game Programming and Security
  - Packaging and Shipping

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- **Warehousing, Distribution and Inside Sales**
  - Inventory Management
  - Picking and Packing of Retailer Orders
  - Inside Sales
  - Point of Sales Inventory and Distribution
  - Shipping and Receiving
- **Product Management and Marketing**
  - Quarterly Planning
  - Research Products
  - 15 Determinants of Demand
- **MDI Entertainment**
  - Licensed Properties
  - Products and Services
  - Properties Plus
- **Q&A**