

OTTO fever swept across the state as the jack pot climbed to a mind-blowing $\$ 2.338$ million. To celebrate, the Arkansas Scholarship Lottery hosted various events where the public enjoyed free LOTTO swag and could purchase LOTTO tickets for a chance to win more prizes. New users to the Jackpocket lottery app received an exclusive \$1 off promo code.

## ALWAYS ASK FOR THE <br> SALE

One of the top rules for any business is always asking for the sale. Not only can it boost your store's profit, but it can make your location the go-to place for lottery players.

## SALES TIPS

- Encourage sales associates to ask every customer if they would like to purchase an ASL product.
- Display jackpot amounts and have employees be aware of the jackpot amounts.
- Communicate the benefits of purchasing Power Play ${ }^{\circledR}$ and Megaplier ${ }^{\circledR}$ to your customers. They not only multiply winnings for customers but commissions for retailers as well.
- Cross-Sell: Suggest a different lottery product for customers to consider purchasing, which could introduce them to a new experience.


## LOTTERYTEAMS UP WITH THE 



The Arkansas Scholarship Lottery partnered with the Arkansas Travelers to promote its mission of raising proceeds for Arkansas college students. During these activations, adults enjoyed various activities hosted by the lottery. Two scholarship recipients also delivered the ceremonial first pitch.

## GURDON TRUCKSTOP

Known for its variety of dining selections for locals and visitors alike, Gurdon Truckstop sits just off Interstate 30 in Gurdon, making it a very convenient place to recharge, refuel and buy lottery tickets.
"The combination of great food and lottery entertainment makes customers want to spend more time at our store," said Stephanie Hasley,
manager. "Our players love scratching their instant tickets while they wait for their food."

She added. "The $\$ 10$ and $\$ 20$ games are always popular amongst players. They really like the crossword games because they build excitement with the anticipation of discovering how much they have won.'

The location keeps its lottery dispensers full and encourages players to purchase more lottery products when redeeming winning tickets.
"Customers won't buy tickets they can't see, so I make sure that the lottery bins remain stocked for all shifts," she said. "We always ask our customers if they would like to buy more tickets with their winnings, which encourages them to make additional purchases in our store," she said.

Hasley and her staff also create a fun and lottery-friendly environment for their players, particularly when celebrating lottery winners.
"Word of mouth entices people to play the lottery, so we utilize winner posters and post on Facebook to inform our customers of our sold winning tickets," she said.
"We create a winning atmosphere by saying, 'Winner winner chicken dinner' every time we have a winner." Hasley chuckled.


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