

ID25 SUCCESS

April 1 to December 31, 2020

It is illegal to sell lottery products to anyone under 19 years of age. BCLC's ID25 policy increases the level of due diligence that retailers must perform to ensure lottery products are not sold to minors.

Pass your first BCLC Mystery Shop? CONGRATULATIONS!

You achieved ID25 Success – get full bonus for ID25. Keep up the good work!



Fail your BCLC Mystery Shop(s)? The framework below describes the process and potential financial impact to the Sales Bonus as it pertains to the BCLC ID25 Mystery Shop Program.

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|------------------------------|--------------|---|----------|--|---|
| <p>Mystery Shop 1</p> | <p>Fail:</p> | <p>ID25 Lottery Training Kit provided</p> | <p>→</p> | <p>Retailer Mystery Shopped Again (within 90 days)</p> | <p>15% Condition of Payment*</p> |
| <p>Mystery Shop 2</p> | <p>Fail:</p> | <p>ID25 Lottery Training Kit provided</p> | <p>→</p> | <p>Retailer Mystery Shopped Again (within 90 days)</p> | <p>Additional 15% Condition of Payment*</p> |
| <p>Mystery Shop 3</p> | <p>Fail:</p> | <p>7 Day Suspension** Retailer Mystery Shopped Again (within 90 days)</p> | | | |
| <p>Mystery Shop 4</p> | <p>Fail:</p> | <p>14 Day Suspension up to including termination</p> | | | |

*Condition of Payment means reduction of full bonus potential. In effect starting April 1, 2020.

** Retail Stores Group Lottery Retailer Agreements are subject to suspension or termination.

ID25 Mystery Shops are performed by someone who is between 19-25 years of age, and who appears to be under 25. They will attempt to purchase a lottery ticket posing as a regular customer.