



# Merchandising & Execution Checklist

## Retailer Compensation – Sales Bonus Program



CHECK	MON	TUES	WED	THURS	FRI	SAT	SUN
Scratch & Win Display Case Full?							
New & Base Scratch & Win in Case?							
All Jackpot Signs Accurate? (If digital signs not accurate, call Hotline)							
Current Lottery POS Displayed?							
Lottery Equipment Working? (If not, call Hotline)							

Hotline: 1-800-667-1649

At the end of the year, BCLC will review the total of all Execution Excellence surveys to determine your earned Execution Excellence bonus payout as per the below information.

- 0-3 point reductions = Earn 100% of Execution Excellence bonus payout
- 4-5 point reductions = Earn 70% of Execution Excellence bonus payout
- 6-7 point reductions = Earn 50% of Execution Excellence bonus payout
- 8 or more point reductions = 0% of Execution Excellence bonus payout

