



ALL NETWORKS HIGHLIGHTS

Retailer Compensation Programs

April 1 – August 31, 2019



SELLER'S PRIZE

Total Seller's Prize amount paid to Retailers:

\$142,250

That's 611% more than last year during the same period.

Amount paid includes BCLC's largest-ever Seller's Prize of \$60,000 paid to a retailer in Richmond, BC for selling a \$60M Lotto Max winning ticket!



ADMIN FEE ELIMINATION

Total Retailer cost savings from the elimination of \$5 Weekly Lottery Terminal Administration Fee.



\$374,330



VALIDATION COMMISSION

Total Validation Commission Earnings

\$1,995,725

That's net new dollars paid to Retailers



EXECUTION EXCELLENCE

% of accounts who scored 100% on Merchandising & Execution Standards

43

Retail Network

43

Hospitality Network

77

Retail Stores Group (RSG)



Still even more money to be earned through the Sales Bonus Program and Sales Growth Incentive calculated at year end!



Thank you to all BCLC Lottery Retailers for optimizing Retailer Compensation and providing a positive player experience.

