

FREQUENTLY ASKED QUESTIONS:

WHAT DO I NEED TO BE ABLE TO SELL LOTTERY TICKETS?

Potential lottery ticket centre retailers must complete an application and meet the following criteria:

- retail location is highly visible, provides easy access for traffic flow and has the population base to support sales (*normal distribution of terminals is one terminal/2,000 pop.*);
- retailer offers a mix of products, has good sales potential, knowledge of product and convenient hours of operation;
- applicant must have a proven business record and personal suitability; and
- introducing the retailer into the market would not erode the sales at existing lottery ticket centres.

If approved the lottery ticket centre retailer and staff must take training before the lottery terminal is activated.

I HAVE A LICENSED RESTAURANT. CAN I SELL LOTTERY TICKETS?

No. The Yukon *Liquor Act* prohibits gambling in licensed establishments.

HOW MUCH MONEY CAN I MAKE FROM SELLING LOTTERY TICKETS?

Lotteries Yukon provides for the sale of lottery tickets in Yukon through an agreement with Western Canada Lottery Corporation. WCLC provides 5% commission on the sale of lottery tickets and when winning tickets under \$1,000 are paid out, the retailer receives 2% commission on the payout.

In addition to the WCLC commission, Lotteries Yukon provides commission to retailers on the sale of winning tickets in the following amounts:

WINNING TICKETS AMOUNT	RETAILER COMMISSION
\$1,000 - \$4,999.99	5% commission
\$5,000 - \$9,999.99	\$300
\$10,000 - \$49,999.99	\$400
\$50,000 - \$99,999.99	\$500
1 Million	\$1,500

The sale of lottery tickets may enhance overall sales of a business. For example, some customers may prefer to purchase their gas from a station that sells lottery products so that they don't have to make another stop at another business.



DO I HAVE TO APPLY FOR A LICENSE?

No. A license is not required. If your application to become a lottery ticket centre retailer is approved, you must sign an agreement with the Yukon Lottery Commission and Western Canada Lottery Corporation.

WHAT KIND OF LOTTERY TICKETS CAN I SELL?

A lottery ticket centre retailer agreement requires retailers to sell on-line tickets (e.g. *LottoMax, 6/49, Western 6/49, Pick 3, Keno, PayDay*), Scratch 'N Win tickets and Sport Select.

DOES IT COST ME ANYTHING TO SELL LOTTERY TICKETS?

The lottery ticket centre retailer is responsible for the installation of a dedicated electrical outlet, a phone that is accessible to the ticket terminal, fire, theft and vandalism insurance for lottery equipment, weekly service fees (\$5.00) and electrical charges for power to the terminal. You may also have some renovation costs to accommodate the terminal, lottery table and tickets.

Lotteries Yukon and Western Canada Lottery Corporation cover the costs to install and maintain on-line network lines, fixtures, tables and signs. They also pay for a help hotline service, maintenance/repair of assets (*fixtures, signs, terminal*), ticket ordering and delivery and retailer training.

WHEN AND HOW DO I PAY FOR THE LOTTERY TICKETS?

When a retailer places a Scratch 'N' Win order, the tickets become part of a retail location's inventory. A book of tickets must be activated to be sold. Activations for the week will appear on the retailer's invoice under Total Current Act however the charge for the activated tickets will appear on the following week's invoice, giving between 8-14 days to pay.

IS THERE ANYTHING ELSE THAT I SHOULD KNOW ABOUT BECOMING A LOTTERY TICKET CENTRE RETAILER?

The agreement between the Yukon Lottery Commission, Western Canada Lottery Corporation and the retailer sets out the retailer requirements for selling lottery tickets, including that the retailer must:

- provide a complete range of lottery tickets including on-line and Scratch 'N Win tickets;
- maintain and provide up to date information to Lotteries Yukon and Western Canada Lottery Corporation; and
- comply with the terms and conditions of the lottery ticket centre agreement, directives, rules and regulations, codes of conduct, manuals, policies and procedures.

