**RETAILER CASH INCENTIVE PROGRAM (RCIP) #31**
**JANUARY 5 – APRIL 4, 2020**

**Drawings Planned for April 21, pending audit**
- Reach your Minimum Sales Goal (MSG)\* and earn an entry into the drawing for your Tier.
- Earn an additional entry for each additional $1,000 in sales** over your MSG.
- Only one drawing prize per location. A chain with multiple locations may win at more than one location.
- There is a limit of 10 million entries for each drawing. If the total number of entries exceeds the limit, the total number of entries for each retailer will be reduced by an equal percentage in order to not exceed 10 million. The number of entries earned by a retailer will not be reduced below one.

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**Tier 1**
Retailers with average weekly sales of $10,000 or more during the EP or AEP earn up to $200*** for reaching your MSG* plus an additional $100*** for each additional $1,000 in sales** over your goal.

<table>
<thead>
<tr>
<th># of Prizes</th>
<th>Prize Amount</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>$100,000</td>
<td>$100,000</td>
</tr>
<tr>
<td>1</td>
<td>$50,000</td>
<td>$50,000</td>
</tr>
<tr>
<td>1</td>
<td>$25,000</td>
<td>$25,000</td>
</tr>
<tr>
<td>9</td>
<td>$10,000</td>
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<tr>
<td>20</td>
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<tr>
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<td>$100,000</td>
</tr>
<tr>
<td>135</td>
<td>$1,000</td>
<td>$135,000</td>
</tr>
<tr>
<td><strong>207</strong></td>
<td></td>
<td><strong>$600,000</strong></td>
</tr>
</tbody>
</table>

**Tier 2**
Retailers with average weekly sales of less than $10,000 during the EP or AEP earn up to $50*** for reaching your MSG* plus an additional $75*** for each additional $1,000 in sales** over your goal.

<table>
<thead>
<tr>
<th># of Prizes</th>
<th>Prize Amount</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>$50,000</td>
<td>$50,000</td>
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<tr>
<td>1</td>
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<tr>
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<td>$150,000</td>
</tr>
<tr>
<td>180</td>
<td>$500</td>
<td>$90,000</td>
</tr>
<tr>
<td><strong>362</strong></td>
<td></td>
<td><strong>$400,000</strong></td>
</tr>
</tbody>
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**Bonus Entries**
Reach your Minimum Sales Goal and earn one bonus drawing entry for every $50 of FIREBALL on Pick 3™ you sell during the program.
Reach your Minimum Sales Goal and earn one bonus drawing entry for every $50 of FIREBALL on Daily 4™ you sell during the program.

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**Who is Not Eligible for RCIP #31**
- Retailers who did not have sales all 13 weeks either January 6 – April 6, 2019, or July 21 – October 19, 2019.
- Retailers who are not active as of April 4, 2020.
- If the Texas Lottery identifies irregularities in pack settlements or returns, a retailer may be disqualified from retailer incentives and promotions.

For more information, talk to your LSR or call 800-375-6886.
**Meeting Your Minimum Sales Goal**

<table>
<thead>
<tr>
<th>Ret #</th>
<th>Name</th>
</tr>
</thead>
</table>

**EP or AEP Weekly Sales Average**
(used to set Minimum Sales Goal)*

<table>
<thead>
<tr>
<th>Minimum Sales Goal* (will not be less than $78,000)</th>
<th>Tier</th>
</tr>
</thead>
</table>

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**RETAILER CASH INCENTIVE PROGRAM #31**
**JANUARY 5 – APRIL 4, 2020**

**Incentive Sales Include**
- Lotto Texas with Extra!
- Texas Two Step®
- Daily 4™ plus FIREBALL
- Pick 3™ plus FIREBALL
- Lotto Texas with Extra!
- All or Nothing™
- Cash Five®
- Lone Star Lineup®
- All Scratch Tickets

**How to Track Your Progress**
- Terminal – Select REPORTS then Retailer Incentive then Primary.
- Use the Lottery Services Portal at tx-lsp.lotteryservices.com or call 800-375-6886.
- Ask your lottery sales representative (LSR).

**Eligibility Period (EP) Jan. 6 – Apr. 6, 2019**
The EP is the same time period last year as this year’s program. For retailers with sales all 13 weeks of the EP, your Minimum Sales Goal* (MSG) is your weekly sales average** during the EP x 13 weeks + 9.3% of that 13-week total + $500. 

\[
MSG = ((EP \text{ $avg} \times 13) \times 9.3\% + $500)
\]

Example for a retailer with $6,000 weekly sales average last year (EP): $6,000 \times 13 = $78,000. $78,000 \times 1.093 = $85,254. $85,254 + $500 = MSG of $85,754. Retailer’s Average Weekly Sales to Make Goal = $6,596.46.

**Alternate Eligibility Period (AEP) July 21 – Oct. 19, 2019**
Retailers who do not have sales all 13 weeks of the EP must have sales all 13 weeks of the AEP. Your MSG* is your weekly sales average** during the AEP (adjusted for seasonality) x 13 weeks + 9.3% of that 13-week total + $500.

\[
MSG = ((AEP \text{ $avg (adj)} \times 13) \times 9.3\% + $500)
\]

**Program Payments***
- The Texas Lottery has a limited budget for retailer incentive payments in this program of $7,500,000 plus $1,000,000 for drawing prizes.
- Eligible retailers will be notified of final payment amount via letter, terminal report and LSP report prior to electronic funds transfer (EFT).
- Retailer Incentive EFT will occur on a different day (usually a Friday) than regular lottery bank sweep (usually a Wednesday).
- Pending audit, base program and drawing payments are tentatively planned for May 29, 2020.

* Minimum Sales Goal for eligible retailers will not be less than $78,000 (average $6,000/week x 13). If an eligible retailer’s average weekly sales during the EP/AEP are less than $6,000/week, the retailer’s MSG will be $78,000.

** Incentive sales do not include Mega Millions®, Megaplier®, Just the Jackpot™, Powerball® or Power Play®.

*** If total retailer incentive payments exceed the allocated program budget, all payments will be reduced by an equal percentage in order to not exceed total program budget. Drawing prizes will not be reduced.