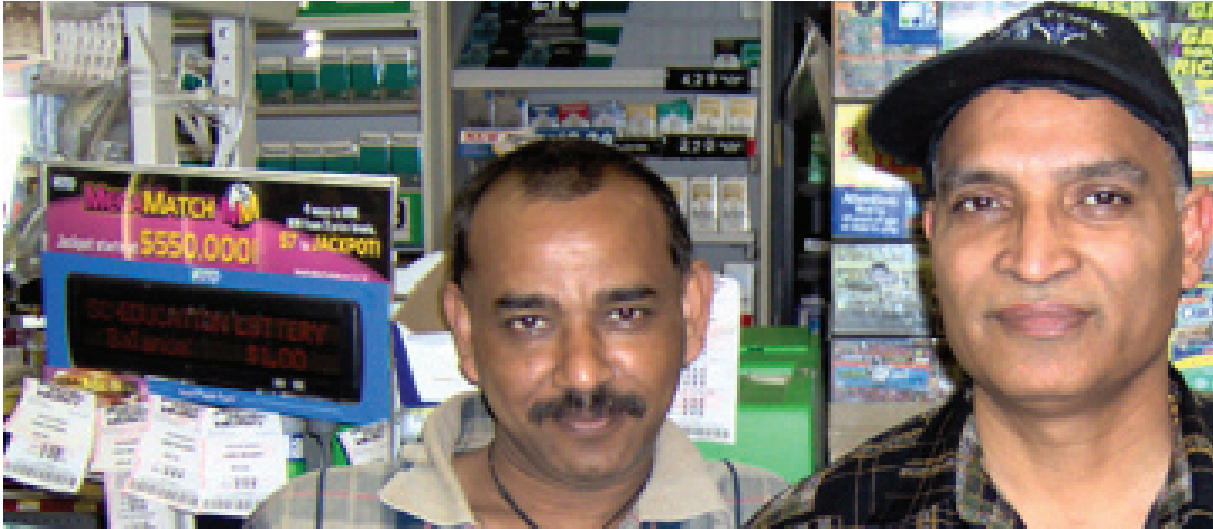


RETAILER *Spotlight*

Corner Stop

Blackville, S.C.



Kudos to Bob and Andy Patel for always asking customers if they would like to Add-A-Play®.

By Yvonne Wilkins-Smith, Midlands MSR

“Would you like to Add-A-Play®?” Whether you are a regular or a new lottery customer, this is the question you will be asked at the end of your lottery purchase at the **Corner Stop** in **Blackville**. The location has high Add-A-Play® sales, because they consistently ask for the sale.

By asking this question at the end of each transaction, customers are encouraged to think about purchasing an Add-A-Play® ticket. The customer has already purchased a Pick 3, Pick 4 or Palmetto Cash 5 ticket, so asking for the Add-A-Play® sale is a simple way to increase your store’s bottom line. **Corner Stop** also displays Add-A-Play® cash receipts near the terminal for customers to see that their location sells winning Add-A-Play® tickets.

If Andy or Bob forgets to ask for the sale, their customers will remind them about Add-A-Play®. So if you find yourself on Highway 3 in Blackville, stop by the **Corner Stop** to see Andy or Bob. Don’t be surprised if they ask you, “How many Add-A-Plays® would you like?”