

# Amoco Food Shop SUCCESS STORY

By Mike Soper, Coastal MSR

In **Beaufort, Amoco Food Shop's** owner Nick Desai sold a winning ticket in the \$2 Jumbo Bucks game to one of his regular players. He found out the ticket was a winner when the player returned later that day to ask Desai about cashing a ticket, but she didn't disclose the amount she won.

"If I had a winning ticket, how much could you pay me?" she asked.

Desai told her he could pay up to \$500.

She asked about a ticket worth more than \$500.

Desai told her she would have to go to Columbia to cash the ticket or she could mail it to the Lottery.

The customer left the store and Desai thought nothing more of it, till the next week when he looked at his Weekly Invoice Report and saw he had a \$500 credit for selling a \$50,000 top prize ticket. He had earned the store a 1 percent retailer commission. Desai remembered the woman and her questions.



Rhena and Tina pose with the poster announcing Amoco Food Shop sold a ticket worth \$50,000.

Desai was glad he was able to help the customer collect her winnings.

Speaking to each customer and calling most by name, Amoco Food Shop's staff talks and laughs with customers, putting them at ease. There is a strong sense that the staff and the customers enjoy each other.

The location has consistently been in the Million Dollar Sales Club and has maintained its position as one of the top three retailers in Beaufort County. The keys to Amoco Food Mart's success are friendly customer service and always asking for the sale.

Although it may sound simple, when Desai asks a customer to purchase an Add-A-Play ticket, more often than not they do. Amoco Food Shop is by far the #1 Add-A-Play retailer in the Beaufort and Hilton Head region because Desai takes the time to ask players to try the Lottery's games.



Powerball® players know the **Corner Store in Rock Hill** is a lucky spot. The location sold a \$200,000 winning Powerball® ticket, and owner Bhavna Patel was all too glad to display the new vendor's poster alongside another one for \$50,000!



**Quick Mart of Bishopville #2** sold a \$40,000 Mega Millions® ticket. Pictured standing behind the vendor's board is clerk Joanne Atkinson.



This is the second \$200,000 winning ticket sold at **Raceway 846** on Augusta Road in **West Columbia** within four months. Neal Patel and Yasin Vahora are pictured.