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## FOCUSING

 On Scratch Offs

With the holidays dwindling down, everyone is starting to make their New Year's resolutions. Here at the Texas Lottery, our resolution is to continue to provide you with fun and exciting new Scratch Offs that you will enjoy playing!
We have done a lot of research over the years to find out exactly who our players are and what kinds of games they like to play. In our 1999 Segmentation Study, we identified our top three player groups and categorized them as High Rollers, Paternalistic Players and Upscale Trusting Texans. When determining the proper mix of scratch-off games that we will introduce throughout the year, we focus on the game attrib utes these groups find most appealing.
High Rollers enjoy a chance to win large
prize amounts on scratch-off
games (ex. Wild Wild Winnings, Mega Money and Jingle Bucks) and appreciate tickets packed with excitement and a mental challenge. Paternalistic Players show a lot of interest in Weekly Grand and other scratch-off games, such as 9's In A Line, that are quick and easy to play. Upscale Trusting Texans are also attracted to easy-toplay scratch-off games, especially ones with Texan themes (ex. Texas 2000 and Ten Gallon Tripler).

Four times a year we take new scratch-off game ideas to cities throughout the state and ask players from these three groups what they like or don't like about particular concepts. The results from these focus groups help us determine what Scratch Offs we develop further into real games that you can go into your Lottery store and play. We are constantly looking for games that will give us the proper mix of Scratch Offs to appeal to all types of players.

In the new year we will continue to provide you with flyers, such as Winning Tickets Remaining, that give updated information about the number of prizes remaining in your favorite games. There are numer-
 the year! Valentine's Day is just around the corner...
The Texas Lottery is working with our retailers to customize their inventory of Scratch Offs so they can offer you a good variety of games that you like to play. Next time you walk into a store and see a game you enjoyed playing in the past, why not give that game another try? You never know when you might be the next winner!



