



# LOTTERY RETAIL BUSINESS OPPORTUNITY

BCLC has been offering gambling entertainment and contributing to B.C.'s future for more than three decades. As a Crown corporation, we are accountable to the Province and citizens of British Columbia. You could join us on this important mission.

bclc



Are you an **ENTREPRENEUR** with **EXCEPTIONAL MANAGERIAL SKILLS** who knows how to **CREATE** a great in-store **CUSTOMER EXPERIENCE?** Are you **PASSIONATE** about what you do, and love dealing with the **PUBLIC?**

Dare to dream and explore the world of lotteries... The Retail Stores Group (RSG) is a network of BCLC's 200 flagship kiosks and in-line stores, dedicated to selling lottery products to our players. RSG stores are located throughout B.C. and are owned by BCLC and contracted out to talented individuals who are responsible for the daily operations.







## THE OPPORTUNITY

Operate a turn-key “franchise-like” venture with low start-up costs.

- Proven compensation model that includes earnings from commissions, bonuses and incentives.
- Leverage BCLC’s top brands and marketing initiatives to build a loyal customer base.
- A professional team of experts to support your lottery experience.

## THE JOB

- Hire, train and manage your own team.
- Perform daily business operations and manage business expenses.
- Monitor and manage your inventory, budget and financial records.
- Plan and execute promotions to drive sales.
- Obtain a business license, insurance and WorkSafe coverage.

## THE SPACE

- Pre-existing stores and kiosks located in high profile shopping centres, grocery and big box stores throughout B.C.
- BCLC, as the tenant of record, maintains the facilities and manages the landlord relationship.
- A location fee is set by BCLC for use of the premises.

## IMPORTANT TO KNOW BEFORE YOU APPLY

- Security deposit (\$7,500 - \$25,000, depending on location) and credit check is required.
- Credit terms are 7-28 days depending on lottery product type.
- Successful applicants must obtain Gaming Policy and Enforcement Branch (GPEB)\* registration, including a criminal record check.

## WHAT HAPPENS AFTER YOU APPLY

- BCLC reviews all applications in search of the right candidate.
- Only applicants selected for an interview will be contacted.
- Owners must sign the Lottery Retailer Agreement which outlines BCLC policy & procedures.
- Once a location is offered, BCLC provides onboarding and training to support your success.

\*GPEB regulates all gambling in British Columbia, ensures the integrity of gambling industry companies, people and equipment, and investigates allegations of wrongdoing.

**SUBMIT YOUR APPLICATION ONLINE:**

<https://bclc.secure.force.com/lotteryapp/leadpreassessment>



*I have been a retailer with BCLC's RSG network for close to 24 years. It has been a great relationship that has grown over the years. The ability to own and operate my own business has given me stability and freedom that I wouldn't have working a typical job.*

**Gerald - Hillside Centre, Victoria**



*Best part about being a RSG retail booth operator is constant daily interaction with people. It is not a typical "sitting in the cube job".*

**Renu - Real Canadian Superstore, Kelowna**



*Great business for anyone who has the entrepreneurial spirit. So much to learn and experience at every corner. From inventory control to payroll management, from developing and maintaining a regular customer base, to preparing for the annual Holiday season blitz. I love every moment of it!*

**Marc - Guildford Mall, Surrey**



*I'm so grateful to wake up each morning with the opportunity to bring my energy and passion to the store and having the players feel it. We have an amazing work environment with a team that feels like family, who all do their part to give a great experience to everybody that comes in.*

**Nicole - Metropolis at Metrotown, Burnaby**



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**Questions? Call BCLC Customer Support 1-866-815-0222**

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