

Successful Pull Tab Management Secret #1

Choose the right management system.

A. House only wins?

What system are you using?

Management Philosophy

Play it safe. No big games. No games with multiple winners. Shop for 60% payout games. Leave dead games in until you get even. Hold no games.

| | |
|-----------------------------------------------------------|-----------------------------------------------------------------------------------|
| Payout: | 60% |
| Gross: | \$10-15,000 |
| Profit %: | 30+% |
| Net Income: | \$3,000 - \$4,500 |
| Pull Targets: | Too Soon |
| Advantages: High net % No risk House Wins | Disadvantages: No Gross Low Net Profit Dead Games Players Quit |

B. Players only wins?

Management Philosophy

Big games only. Fresh games. High pull targets. Hold games up to 2 weeks. If a player quits leave game for another player to win. Measure success by gross, not profit.

| | |
|-----------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|
| Payout: | 80% |
| Gross: | \$60-120,000 |
| Profit %: | 7-8% |
| Net Income: | \$4,000 - \$9,500 |
| Pull Targets: | Too Late |
| Advantages: High gross Player wins Fresh games Big games Players return | Disadvantages: Low net % More work High overhead Profits go to labor and management companies |

C. Everyone wins.

Management Philosophy

Big and small games. Fresh games. Right pull targets. Give players a chance to win. Hold games up to 72 hours. Take the game when they quit.

| | |
|-------------------------------------------------------------------------------------------------------------------|----------------------------------|
| Payout: | 70% |
| Gross: | \$25-80,000 |
| Profit %: | 20% |
| Net Income: | \$5,000 - \$16,000 |
| Pull Targets: | Precise |
| Advantages: Players wins House wins High net profit Fresh games Big games Players return | Disadvantages: None!!! |

Successful Pull Tab Management Secret #2

Use the right pull targets

The most important thing in pull tab management is when to pull a game. Knowing when to pull a game down is just as important as knowing when to pull a game up. Your profit percentages is tied to gross and there is no gross in a dead game. Tab Wizard's targets are based not only on the odds of the top prizes coming out, but also on the knowledge of how quickly a game dies in the marketplace after being hit.

The targets have nothing to do with the cost of games, local taxes or hunches. Many of the up targets are listed on the game layouts schematic below. Games that have lost one of two top tier prizes; two of four top tier prizes; or three of eight top tier prizes should be pulled immediately to maintain a good gross.

24 bowl layout

| Bowl Number | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 |
|----------------------|--------|--------|----------------------|-----------------|---------------------|--------|------------------|----------------------|
| Ticket Cost | \$1.00 | \$1.00 | \$1.00 | \$1.00 | 50¢ | 50¢ | 50¢ | 50¢ |
| Top Tier Prizes | 2/599 | 3/500 | 5/350 Star Search | 8/100 | 1/500 In Til Win | 1/500 | 2/343 step up | .357 Target Slots |
| Tickets | 6,000 | 7,200 | 5,957 | 3,200 bundle | 6,000 | 6,000 | 6,000 | 6,000 |
| Pull Target Up | \$300 | \$275 | \$170 | \$110 | \$300 | \$300 | \$180 | \$160 |
| Pull Top Prizes Gone | 1 of 2 | 2 of 3 | 3 of 5 | 3 of 8 | 1 of 1 | 1 of 1 | 1 of 2 | 2 of 4 |

| Bowl Number | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 |
|----------------------|--------|--------|--------|-------------------|--------|--------|--------------------|--------|
| Ticket Cost | 50¢ | 50¢ | 50¢ | 50¢ | 50¢ | 50¢ | 50¢ | 25¢ |
| Top Tier Prizes | 4/300 | 4/250 | 4/225 | 4/200 | 8/175 | 8/150 | 8/100 Crazy 8's | 1/200+ |
| Tickets | 6,000 | 7,200 | 5,957 | 4,000 3 window | 6,000 | 6,000 | 4,000 3 window | 6,000 |
| Pull Target Up | \$175 | \$160 | \$160 | \$140 | \$160 | \$140 | \$110 | \$125 |
| Pull Top Prizes Gone | 2 of 4 | 2 of 4 | 2 of 4 | 2 of 4 | 3 of 8 | 3 of 8 | 3 of 8 | 1 of 1 |

| Bowl Number | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 |
|----------------------|-------------------|--------|--------|--------|--------|-------------------|--------|------------|
| Ticket Cost | 25¢ | 25¢ | 25¢ | 25¢ | 25¢ | 25¢ | 10¢ | 10¢/25¢ |
| Top Tier Prizes | 2/125+ step up | 2/125 | 8/75 | 8/50 | 8/50 | 8/25 | 4/40 | Merch. |
| Tickets | 6,000 | 6,000 | 6,000 | 4,000 | 4,000 | 2,200 3 window | 6,000 | 6,000 |
| Pull Target Up | \$135 | \$110 | \$70 | \$70 | \$70 | \$60 | \$50 | \$75/\$150 |
| Pull Top Prizes Gone | 2 of 4 | 2 of 4 | 3 of 8 | 3 of 8 | 3 of 8 | 3 of 8 | 3 of 4 | at 50% |

Successful Pull Tab Management Secret #3

Maintain the Right Bowl Configuration.

The number of bowls you decide to use have very little impact on how well your pull tabs will do. Doubling the number of bowls you have will not double your profit. It will only double the time your dead games stay in play. In pull tab management it is not the number of bowls that you have but what is in them that matters. The Tab Wizard Bowl Configurations above and below give you everything you need to properly manage your operation. It tells you what games to put into play; what price tickets to use: when to pull a game up and when to pull a game down. Most operators should use 10 to 20 bowls.

To sum it up: you pull tab operation should have something for everyone that enters your establishment. There should be big games, small games, \$1.00 games, 50 cent games, 25 cent games and dime games. Use both cash and merchandise games consisting of step-ups, pic-a-plays, chips, top tickets, three windows, tabbies, jar tickets, and bundles. As best as possible, there should be no games with the same top tier prizes for this will put them in competition with each other. Finally, the games should be placed in an orderly manner from big prize, big ticket cost to little prize, little ticket cost.

Five Other Bowl Configurations that Will Work for You.

| | |
|----------------|-------------------------------------------------------------------------------|
| 8 Bowl | Use #1, 6, 10, 15, 16, 19, 21, 22 |
| 10 Bowl | Use #1, 4, 6, 10, 14, 15, 16, 19, 21, 22 |
| 12 Bowl | Use #1, 4, 6, 7 or 8, 10, 12, 14, 15, 16, 19, 21, 22 |
| 16 Bowl | Use #1, 2, 4, 5, 7, 8, 10, 11, 13, 15, 16, 17, 19, 20, 23 |
| 20 Bowl | Use #1, 2, 4, 5, 7, 8, 10, 11, 13, 14, 15, 26, 16, 17, 18, 19, 21, 22, 23, 24 |