

## HOT BALL ACCOUNTABILITY

1. Include in the game program the method for determining the Hot Ball number and prizes and the game(s) to which it is applied.
2. When a player purchases the Hot Ball number, it must be indicated on the player's receipt.
3. When the Hot Ball number has been determined, post that number.
4. Once the Hot Ball number has been determined, players can no longer buy into the Hot Ball game, except where the Hot Ball applies to a game that uses concealed paper, such as Bonanza paper.
5. Each week the **Hot Ball Accountability form (BSL-CG-2246)** is used to track the progression of the accumulated Hot Ball prize and monitor the profitability of the game. If using another method to track the game, that form must contain the same information. The only approved electronic form (which automatically calculates) is provided on the Charitable Gaming website.
6. Each week, post the Hot Ball sales for that date to the **Disposable Bingo Card Accountability form (BSL-CG-1180)** as a separate game under Door Sales.
7. When the Hot Ball prize is awarded, post the total Hot Ball Prize under the appropriate column of the **Bingo Prize Payout Log (BSL-CG-1173)** as a separate game.

## HOT BALL VARIATIONS

### Funding the Game:

The cost to buy into the Hot Ball may vary but the suggested price is \$1. Too low and the revenue takes too long to build; too high and players won't spend their money on the game.

The Hot Ball prize can be funded with all Hot Ball sales, a percentage of sales, a fixed amount, or a merchandise prize (for example: a Kindle, prepaid phone, or gift card).

*TIP: Funding prizes with 100% of sales works best when coupled with a prize cap. This allows the prize to build quickly and provides an opportunity to generate revenue once the cap is reached.*

### Top Prize:

The amount set as the prize cap can be as much as \$1100, assuming a prize of that amount won't cause total prizes for the event to exceed \$3500.

*TIP: Prize caps set for a smaller amount—such as \$300—allows additional revenue to be pure profit to the licensee.*

### Determine the Number of Games Included:

The Hot Ball number can apply to any number of bingo games. It is important to note that the more games the Hot Ball number applies to, the more likely the Hot Ball will be won.

The chance of someone having a bingo on the Hot Ball number is 1 in 75. To determine the average number of weeks it would take for the Hot Ball number to be awarded, divide 75 by the number of games included.

*EXAMPLE: The Hot Ball is applied to six regular games:  $75 \div 6 = 12.5$ . In this example, it would take an average of 12 to 13 weeks for the Hot Ball prize to be awarded. Of course, the Hot Ball number could hit much sooner or later.*

*TIP: Playing Hot Balls on a bingo game using concealed paper may increase paper sales as players attempt to buy cards that include the Hot Ball number.*

### Determining the Hot Ball Number:

The Hot Ball number is determined by drawing one of the 75 bingo balls and is done late enough to allow for sales but before the first game to which it applies.

*EXAMPLE: The first number called on the first special game could be the Hot Ball number.*