## Selling Luck

## Derrick Morton <br> CEO, Vegas World

## Vegas World Stats

\$5.14/MAU/Month \$.48/DAU/Day
--- February 2014


## What is Luck?

## luck

/lək/ 1)
noun

1. success or failure apparently brought by chance rather than through one's own actions.
"it was just luck that the first kick went in"
synonyms: success, prosperity, good fortune, good I।
verb informal
2. chance to find or acquire.
"he lucked into a disc-jockey job"


50\% probability on each spin of heads $12.5 \%$ probability of three heads in a row

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$153 / 153$

R critical hit!


The Spine of Anu


Raiding Amulet of Invasion


## Stark Antiquity <br> Page of Jewelcrafting <br> Brogans <br> Ailettes

Greedy Silk Shoes of Invasion
Flawless Emerald

```
Diablo 2 > West Non-Ladder > Helms > Magic > Artisan's Diadem of Luck - 35% Magic
Find/3 Socket
8+1<0
```


## West Non-Ladder

Artisan's Diadem of Luck - 35\% Magic Find/3 Socket
Rarity: Magic
Level Req: 64
( $\$ 19.95$

Variables: 50-60 Defense


Return on Wager in Casino Games

- Roulette - $94.74 \%$ for all basic bets
- Slots - Nevada Gaming Control Board
- \$. 01 -- 89.23\%
- \$1 -- 94.36\%
- Video Poker - 99.54\% Jacks or better optimal strategy depending on pay tables



## Loss Replacement Cycle




Play your favorite games with Charms, and watch your winnings skyrocket!


Score some Coins so you can get back to the games!



Get Charms

Go Play


- 3,785 Spins
- 250,000/Spin
- 122,876,325 Coins Won
- 66,818,570 Net Increase
- Cost of Coins/Charms= \$98.30
- They had 6.8 billion Starting Coins but still decided to pay to win!


## Winning is More Fun!

- Why would a person with 6.8 billion coins pay us $\$ 98$ to play slots when they don't have to?
- The vast majority of our Sales are the result of this style of play



## This isn't for everybody

- It's not easy to implement
- It causes rampant inflation among your paying players - the good kind!
- It's not compatible with Real Money

Gambling

- It freaks people out in the RMG business


## Can You Get Lucky Too?



