

Selling Luck

Derrick MortonCEO, Vegas World



Vegas World Stats \$5.14/MAU/Month \$.48/DAU/Day

--- February 2014



What is Luck?

luck

/lək/ **◆**)

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 li

verb informal

1. 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









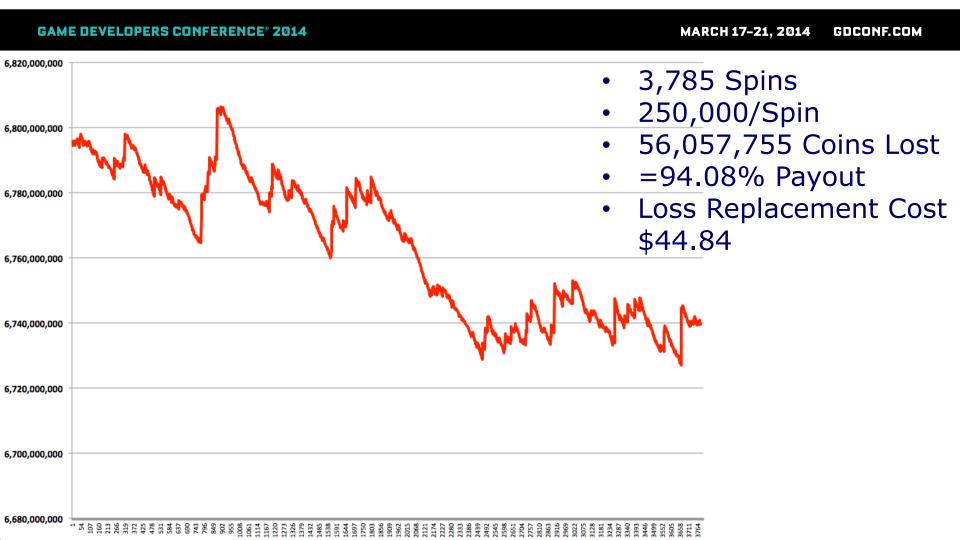
This picture is for reference only

Return on Wager in Casino Games

• Roulette - 94.74% for all basic bets

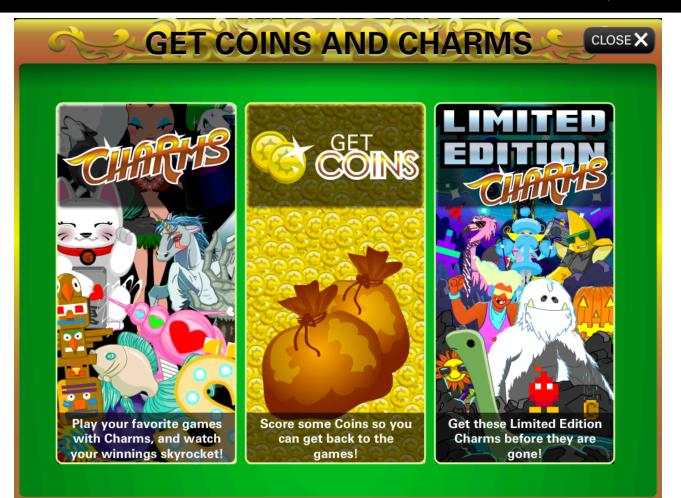
- Slots Nevada Gaming Control Board
 - \$.01 -- 89.23%
 - \$1 -- 94.36%

 Video Poker – 99.54% Jacks or better optimal strategy depending on pay tables



Loss Replacement Cycle











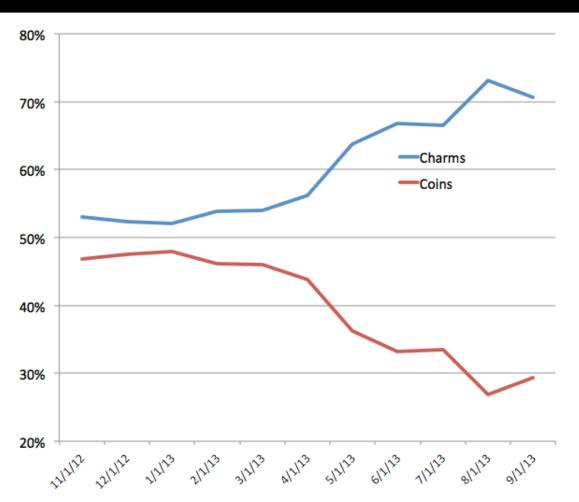




- 3,785 Spins
- 250,000/Spin
- 122,876,325 Coins Won 66,818,570 Net Increase
- Cost of Coins/Charms= \$98.30
- They had 6.8 billion Starting Coins but still decided to pay to win!

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?

