

# HANDY HINTS

#### 4. Horse Auctions

Select a couple of races during the evening ie the fourth and the last and hold an auction. Everyone in the room can bid for whichever horses they like and, the highest bidder takes the horse. After the 8 horses have been auctioned, your organisation deducts a percentage ie 25%. The race is run and the balance is paid to the winning owner.

#### 5. Sundry Raffles and Tombolas

In between races offers and ideal opportunity for other activities such as tombolas and raffles. These can contribute to the fun and profit of the event!

#### 6. Bar and Drink Sales

The bar will have a busy night and, in some instances, the major reason for a racenight is to boost bar sales.

### WORKING OUT THE PAY-OUT

1. We supply free, with every order, handy pay-out calculator forms. These enable you to do the figure work quickly and efficiently.
2. You must decide how much you are going to charge for each ticket. The most common figures for each unit stakes are £1 or 50p but it can be anything you like.
3. Each ticket seller adds up the number of units that they have sold. This is done by 'totalling' the number of units staked.
4. Fill in the 'Amount Collected' column on the Pay-Out Calculator Form and put the total in the 'Total Money Collected' box.
5. When all the bets have been placed, the Tote is closed. **This is very important to stay within the Law.**
6. You now have to decide how much the charity is going to retain (25% - 50% is usual). The remainder of the funds are paid out to the winners, by dividing the pay-out by the number of winning units.

It's as simple as that!!! Things that will make your life easier on the night are:-

1. Calculator
2. Pens
3. Paper
4. Change

It is also advisable to place the ticket sellers and pay-out clerks in a well-lit area - it just makes life easier!

### BEFORE THE EVENT.....

1. If you are hiring a projector television for the event, try to obtain the largest screen that will comfortably suit your venue.
2. Arrange for the ticket sellers and pay-out clerks to be visible to everyone in the room.
3. Have a good Master of Ceremonies. Ideally this should be somebody that is a member of the organisation, is known to all the other members and is 'a bit of a character'!
4. Select ticket sellers who not only do their job efficiently but have plenty of personality to encourage the punters to bet.
5. Try to obtain sponsorship from local businesses, breweries etc to offset the costs of the racenight.
6. Do remember to give the ticket sellers and pay out clerks plenty of change for the float.

### THE BIG EVENT!!

1. Make sure that the Master of Ceremonies lets the punters know the costs of the unit stake (£1.00 or 50p).
2. Make sure that everybody knows who is selling the tickets and how you are going to arrange the pay-out.
3. Make sure that everybody has a programme.
4. At the start of each race, your MC reads out the names of horses. It is also advisable to tell the punters who the outsiders and favourites are, to encourage further bets on the outsiders. This is because if an outsider comes in, there is a bigger pay-out.

5. Setting up the Tote. It is important to make sure that betting is handled simply and efficiently. You will need four members seated at a table to sell Tote tickets on each race. Each ticket seller can handle tickets for two horses. There will be a separate pay-out point for the winning horse. A percentage is taken of all the bets for your organisation's funds and the remainder divided equally between those who bet on the winning horse. As soon as the race is over, the pay-out dividend is announced and lucky punters collect their winnings from the pay-out point.
6. Get the MC to mention whether the 'going' is firm, overcast or anything fictitious, as it helps give the event a 'live' feel.
7. When all of the betting on each race has been completed, the Tote must be closed and a member of the audience makes a selection from the available races. The seal is then broken in front of the audience and handed to the video operator.
8. While the race is on, your pay-out clerks calculate the winnings, using the pay-out calculator supplied.
9. When pay-outs are announced, round it to the nearest 10p, as this makes it easier for your pay-out clerk and you won't run out of change!
10. Allow 10 to 20 minutes until the next race. This avoids the rush and boost bar sales (just like the real thing)!
11. At the end of the evening, remember to thank those who have assisted, including the ticket-sellers, pay-out clerks and the person working the lights.

## **HAVE FUN!!**

### **GOOD IDEAS FOR ADDITIONAL GAMES**

You may wish to have additional games taking place on the night. Here are three that we can recommend.

#### 1. From Loser to Winner

This must be mentioned before the start of the first race.

After each race, all the punters holding winning tickets take them to the pay-out point to receive their winnings. All of the losers however, must write their name on the back of the ticket and put it into a cardboard box (you could position this near the ticket sellers).

Before the last race of the evening takes place, a draw is made and 8 tickets drawn out of a cardboard box. Those whose names are on the back of the tickets are given a horse in that order. These are read out over the microphone so that all the punters know who the lucky 8 people are who have a horse in the last race.

The race is run and the winner is declared. This person will receive a prize (either cash or a bottle of drink). It's up to you.

The advantage of this game is that it not only keeps people interested until the end of the evening, but it keeps the floor clean of all used tickets and gives the losers an opportunity to win a prize.

#### 2. Horse Auction

Select a couple of races during the evening ie the fourth and the last and hold an auction. Everyone in the room can bid for whichever horses they like and, the highest bidder takes the horse. After the 8 horses have been auctioned, your organisation deducts a percentage ie 25%. The race is run and the balance is paid to the winning owner.

#### 3. The Raffle Race

This requires the audience to buy tickets for a 'Star Prize'. From the tickets sold, 8 are drawn out at random and are awarded a horse in the next race. Whoever owns a winner, then receives a prize.

### **OTHER MONEY MAKING IDEAS**

#### 1. Race Sponsorship

You can sell sponsorship for, say £10. This could be a put, restaurant or a local business.

#### 2. Selling Programmes

You can sell the programmes on the evening to generate more revenue.

#### 3. Horse Sales

Horses can be bought on the night. After the Tote is closed, 8 people are welcome to come and buy the horses from the MC for £1 each. The winner receives £5 and £3 goes towards funds. You must sell all 8 horses to justify this.