

(THE WIDE WORLD OF SPORTS WAGERING)
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>> Hello and welcome to "The wide world of sports wagering. I'll be the facilitator. I'm the development for NAADAC. Make sure to bookmark the page to stay up to date on the latest in addiction information. Closed captioning is provided. Check the Q & A and chat box for the link. If you are interested in receiving CEs, make sure to visit the web page and save the user guide titled at the bottom where it was titled download NAADAC webinar certification sheet. We're using goto webinar. You'll notice the control panel that looks like the one that you see on my slide here. You've entered into what's called listen-only mode. Your microphone is automatically muted to prevent any misresulted background noise. If you have trouble hearing the presenter, consider switching to the telephone line and using the audio option next to the orange area in the goto webinar control panel. Use the orange arrow any time to minimize or maximize the control panel. If you have any questions for the presenters, type them into the questions box. We're going to gather your questions and post them for the presenters towards of the live Q & A. Any questions that we do not get to we'll collect from the presenter and post them on our web site. Daniel has spoken about the disease of addiction in dozens of places. Whether speaking on strategies or emerging trends, Dan discusses the concept of gambling addiction, switching, co-occurrence, and behaviors associated with the devastating addiction. Last year Dan provided with us one of our highest-rated webinars titled blurred lines, the convergence of gaming and gambling. If you are wondering where else you can get trainings from Dan on the NAADAC web site by getting web site NAADAC.org/gambling-and-gambling-webinar. We're excited. Dan, if you are ready, over to you.

>> Great. Thank you, Sampson. Thank you for the introduction. Good afternoon, everybody. This is an interesting topic to say the least as sports gambling is a state-by-state decision that's sweeping the nation. We have attendees on the webinar from all around the country. So the goal today is to kind of take a look and understand the nature of the sports gambling. How did we get here? And are some of the emerging trends? Identify the behavioral, emotional, and psychological emotions, and sports gambler. Talk about those for those needing support. When I did the webinar last year, and doing webinars if anyone has seen me present live is out of my nature and different. I love seeing people face to face and interacting with individuals.

This is different speaking in front of a computer screen where I can almost just see myself in the reflection. Some of the feedback I received last year was it would be great to consider some of the considerations from a recovery and treatment perspective. I was just finalizing the reading of some research today from Sally Gainesbury. Some of the points to consider when we are thinking about treating and helping a problem gambler is being aware that any addiction impacts the loved ones and family members. They are equally important to treat if not more important. Often times the family member is the one holding the family member together. The individual who is struggling with addiction is struggling. Let's talk a little bit today about where we are in terms of sports gambling. Taking a quick overview of the national law. So the sports betting market depending on the estimates that you look at, whether it is the American gaming association, a private firm, you'll have different estimates. Let's just say \$100 billion -- with a B. Most of that was from illegal sports betting. You had sports betting as the concern. You had illegal lottery. You had underground poker dens. You have individuals operating tickets out of delis and corner markets, and numbers getting run back and forth for daily and weekly numbers. Most of it is illegal sports betting. Sports betting is not a new concept. People have been doing sports betting for a long time. But what's interesting is in 2018 PASPA was repealed. That was the law that prevented states accepting sports wagering. Nevada and Delaware and maybe a few others. New Jersey led the fights that said we should be able to have states rights. That's what it came down to. State by state there should be a decision to authorize or legislate or legalize sports betting. In May of 2018, the federal government agreed. By June of 2018, New Jersey was up and running with sports betting. As we anticipated, the regulations were getting written and laws this place. Within a month, we had multiple sports books up and running in the State of New Jersey. What makes New Jersey different than other states is that the fact that we had legalized Internet gambling or mobile device gambling in place since 2013. When you already have a mobile device platform, you have a way to accept Internet wagers since 2013. Now you layer this on with sports betting in 2018, the rapid delivery and the rapid expansion of sports betting is sure to follow. And sure enough that's what we're seeing in the State of New Jersey. Before I get into the numbers, which I just looked at before the call through February. Right now many states have pending sports betting bills and legislation. One of my good friends and lobbyist for national council on problem gamble was in Kansas speaking before their regulators and officials. 11 states had legalized sports gambling. At that time.

Seven others were pending a launch and where others were kicking it around at different levels of the state. Sports gambling is something that's coming. It is a slow process in some states. This is an election year. There might be a little bit of a delay before the next boost in states passing legalized sports gambling. Let's look at the numbers in New Jersey. As of February 13 of this year -- in 20 months, there's been a total of \$6.4 billion wagered in the State of New Jersey. \$6.4 billion with a B. That means that's how much money has been placed by bettors on sports contest. \$447 million has been generated in revenue. Revenue is what's leftover after the winning tickets are paid out. Just think of it that way. \$447 million of revenue to the sports book operators. The ones running the sports book. What that means for the State of New Jersey is about \$53.35 million in tax revenue. This is an industry that's booming. This is an industry that's catching a lot of visibility and attention. And if you operate, do business in, or seeing clients in a state, you want to pay attention to how sports betting develops. The reason

is what we know with addiction is that gambling can be the one that we don't identify quickly. It can be the one we identify ever. Because the questions that we ask may not hone in on someone's gambling activity. Even using the gambling at times can really not unveil someone who might be placing bets. For example, when you think about young adults, maybe 21 years old, if you hear them refer to their quote unquote gambling activity, they may not say it like that. Have you gambled in the past week they might say no, I just play lottery. There's a subtle difference in the language. We went from the word gamble and they replied with the word play. Gambling is something that's thought of as having high stigma, a negative connotation, something that a grandfather or uncle or father or maybe an older adult does. When we think about the definition of gambling, it sure it. It is risking something of value in order to win something of value. We have to be aware of the questions that we're asking and are we asking the right question in the right way? Something our agency in New Jersey is really kicking around now are the way that we ask, for example, questions about lying. One of the questions that we'll ask someone that might have a gambling problem have you ever lied to someone close to you about your gambling? If you think about that question, it has a negative tone to it. If you were to reposition that question and ask it as such, have you always been truthful about your gambling? Now all of the sudden we're repositioning the same question to a more positive framework. I mention this because when we talk about emerging trends in gambling and even finding substance use disorder and helping clients, what language do we use and are we getting the best results? Because when we look at gambling, we see a lot of gamblers also have a co-occurring mental health issue. They have substance use. Over 60% of the time a problem gambler will also have an alcohol abuse disorder or nicotine dependency. Why aren't we finding that when we're helping them with the substance abuse problem? That's something that I plant the seed for us to think about. If that's generating some questions for the end of the webinar, that will be great. As we think through and get to the first polling question, I'll ask this question and I'll turn it back over to Sampson. I'm curious as to how this trainings on sports gambling or emerging trends have you attend since June of 2018 when PASPA was repealed. PASPA being repealed may not resonate with you. Since June of 2018, how many trainings on sports gambling or emerging trends.

>> Thank you so much. Everyone that poll just popped up on your screen. You'll see four answer options. This is my first. 1-2. 3-4. 5 plus. Looks like half of you have voted in the first 10 seconds. We'll give you 10 more seconds to answer the first polling we. As you are answering, just a reminder, I'm guessing a lot of you already have questions for Dan. Which is great. This is a live webinar. We do interact with the live audience using the Q & A. Click on the questions box and you can send any questions that you have directly to Dan. Using the questions box, we'll go ahead and organization the questions. At the end, we'll pose the questions to Dan. Almost three quarters of you have answered. I'm going to go ahead and close this poll. And share the results. I will turn this back over to Dan. Great. Two-thirds -- excellent. I love when we're gaining new knowledge. This is great 23% one and two. A lot of what you hear today is going to be new. Which is important. One of the large takeaways you'll see is when we talk about sports betting, you might have some thoughts or concepts of what sports betting looks like. Then I'll have the opportunity to share how it has emerged and why it needs to be considered even more so now than ever. A couple of other points that I want to make about the sports gambling that we've seen in New Jersey is because of Internet gambling

we have 17 sports book apps. Residents within the State of New Jersey have a large menu of items to choose from. 17 apps to choose from. And they are also 10 retail locations. Eight at casinos and two at racetracks. When we look at this in perspective, let me just frame this out. I think it is always important to understand the context of the numbers that you are hearing. New Jersey in January took in \$540 million in wagers. That's how much money was wagered on sports in New Jersey. That was the third straight month above \$500 million. To put this in context, Nevada which has had sports betting on the books for decades, has never surpassed \$500 million in January. New Jersey just did that this year with \$540 million. So one can look at how rapidly New Jersey is expanding the sports betting market, and they could be very close to becoming the mecca in the United States of sports betting, because of the nature in which people are able to bet, also because of the population, the demographic, region of the country, and 47% of all wagers are done on a mobile device. That's crucial. If you live in a state where sports betting bills are pending, keep an eye to see if Internet gambling bills are a companion bill or partner bill to that. That's how you are really going to see rapid expansion of sports betting in the state in which you work, live, play, do business. What do we need to consider when we're talking about sports gambling expansion? Three identifying points that I constantly focus on: marketing, funding sources, and partnerships and data. It is important -- I pick these three -- there are others. I wanted to look at these three in particular. They always tie back to people who develop problems in terms of gambling too much. Whether it is too much time, too much money, the preoccupation -- the line gets blurred between responsible and problematic gambling. We look at marketing. What role does marketing play in gambling? I think we know that marketing in anything plays a huge role. It reinforces behavior. It allows us to say, wow, I like this thing. I see other people like this thing. I'm going to continue buying it. It is something that I enjoy using. I see others enjoy using it as well. It is that concept where you have a shared set of likes and principles. Now I feel good about my purchase decision. It reinforces the behavior and the purchase decision. That's what retains people. They also can attract new players. In New Jersey one of the areas that we focus on a lot -- and other states are really looking at this as well, is what role does marketing play in the retention of gamblers, but also bringing people back. Attracting new players, true. But how about attracting players to new activities? So we'll have casino players who are now being marketed for sports betting. And now that layers on a new form of betting. How about people though that have never gambled before. Now you are asking them to deposit \$50 and they get a free \$50 or a free bet. That's how you get people to simply try an activity out. You give them a risk-free bet. They will make their money back or be no penalty if they lose. There's a lot of factors there. They might not see the harm in the opportunity. We see this, when they go back, I'm using the casino's money. Not my money. What's the harm. In New Jersey and other states one area we're really concerned with are the daily fantasy sports contest and where they are relative to gambling. A handful will view fantasy sports as gambling. New Jersey does not. We're seeing people get marketed to that might be not interest in the gambling in the pure sense of the word, but they are getting marketed in the daily fantasy sites like fan duel and draft kings and open up an account. We want to make sure the restrictions that are in place flow across the board. Marketing glamorizing the activity. When we think of funding you think about the credit card or bank account. Brick and mortar casinos have funding activity that's changing. Bringing portable devices in, if someone is sitting at the table, playing a table game, such as blackjack or

poker and the person has run out of money, there will be a portable debit card device brought to the player. The player doesn't have to get up and leave the table to go to the ATM. If they don't have marker, they don't need one. They can take out as much money, within limits, and they will be given the money in terms of the chips. Now the ATM comes to the player. The other area is online. This is something I'll get to later in the webinar as a form of problematic behavior. When we see multiple lists on file or the credit cards are maxed out, that's concerning. We want to understand how are the credit cards being used, how much has been used, how frequently are they being used as well? Funding sources, that's pretty easy to track when you have that type of information. What's not so easy to track is the use of bit coin and crypto currency. They are electronic forms. One can argue that bit coin is not really a currency. Mark Cuban has some opinions. Because it is not a federal regulated currency. It is based on supply and demand. It is based on some technological factors. It is hard to value a bit coin. It is not backed by the U.S. government. There's inherent risk when you are using this as a funding source. Most illegal gambling sites will use bit coin or crypto currency. The other concept the easier it is to fund an account and the more accessible, the increase and the likelihood of developing a problem. Quite simply if you think of your own purchase habits when you use cash out of your own pocket versus using the credit card to pay for something, there's a different feeling. Because with a credit card, you are playing by about a month the real impact of that purchase decision when you get that bill. When you use cash, your pockets are immediately lighter. You do not have that cash available any longer. People will look at that physical, tangible use of cash versus electronic, intrinsic value that you are not really thinking about of credit cards. There's a huge difference in the viewing of how money is used. Lastly when we look at the third factor to consider, we have to consider data and content. When I talk about data, who owns data? This is a deeper question. It is something that I've chatted with the leagues on one or two occasions. If you think about the NBA and the NFL, the players are the ones on the field putting on the program and putting on the show. They are the ones that are generating the statistics. They are scoring the points and hitting the home runs. Do they have partial ownership of the data since they are producing it? Are they entitled to a royalty? This is conversation that's starting to come up in collective bargaining agreements. This is players who might start arguing for a cut of the gambling piece. But the data ownership is huge. It is big money. Why does that matter is because when I gave you the numbers before about the 17 sports book apps in New Jersey, they all want a cut of not just taking the bet, they want to be the ones that produce the data and the content that's consumed. When you can produce data and content, you can charge a fee for that. Since we're moving to more subscription-based models, that's a very intriguing business proposition. We have to consider the person gambling. That's why we're here. As a professional treating people with all types of addictions, some people will get stuck. They will have problematic gambling, alcohol, and drug use. In one case giving a personal example of the helpline call that we took just last week there was a gentleman who had wagered on a sporting event and because of a bad call, he lost a sizable amount of money. The data is not the issue. The integrity was the issue. The ref made a bad play. They reviewed it. The leagues are looking at this. You might have a client that complains about everything is moving against him or her. It is someone else's fault. We always have to drill down to help the person understand and take ownership for some of the decisions that they are making as well. And to try to help them navigate through that conflict that they

are facing. As we think through sport betting and we think through the progression, let's just understand whether something is gambling or not gambling, if you normalize the spending, you are going to then carry that behavior with you as you progress through life. When I say normalize the spending of money, it is normalizing it without seeing the negative consequences. Those are two big predictors of developing a gambling problem. When you start early and you don't see the negative consequences, you are at an already increased risk compared to someone else who did not do those two things of developing a problem. Or at least seeing the process a little differently. In this slide, what about the progression. I mention daily fantasy sports contest and last year's webinar I talked about gaming. Kids playing video games. In all cases, those -- in both cases, those are not considered forms of gambling. They are activities in which an individual can spend money in hopes of winning something of value. You are normalizing the activity. It is not considered a form of gambling. Yet it has the look and feel of gambling. What we're seeing as the common theme is that you are getting people exposed to kind of the attributes of gambling. The concepts of picking a side, making a selection, making a chance. But there's no money involved. It is that early exposure along that path of getting used to making picks and predictions. Prizes can be redeemable for merchandise. Buffalo Wild Wicks has a picket-style game. You don't pay money to get into it. It is merchandise and food. It is the same concept. As we move on to polling question number two, I want to ask make sure you are paying attention. What role does marketing play in the promotion of gamble?

>> Everyone see the second poll question pop up. There it is. What role does marketing play in the promotion of gamble? You'll see five answers there. Go ahead and select -- half of you already have. We have great questions coming in. Thank you, guys, so much for those questions so far. Feel free to keep them coming. We'll pose them to the presenter towards the end of the webinar. We'll give you about five more seconds to get your polling question in. Perfect thank you. I'm going to turn it back over to Dan and share the results.

>> Excellent. You mention there are a lot of questions coming this. Can you pick one out?

>> Here I'll give you one. Go or three people asked please explain or say more about PASPA?

>> PASPA was the professional and amateur sports protection act. And that was the rule that prevented gambling around the country essentially. I don't want to get too much into the weeds of the regulations and how it originated and go back to the '90s. But I simply want to say this was a long-standing fight that originated back in 2003 to 2010 is when New Jersey was very active looking at this rule. And PASPA basically said you are not allowed to accept sports bets unless you are in Las Vegas -- the State of Nevada or in the state of Delaware or one or two other states. So what needed to happen in order for this to occur for sports betting to occur, this bill, this PASPA had to be repealed in order for states rights to occur. Right now we took a bill which was federal legislation, it applied to all 50 states, it was a national law, and it was repealed such that each state could now make its own decision and determination as to whether or not they wanted to authorize, legislate, and then regulate gambling in their own states. What's interesting is we have two states in the United States that do not have currently gambling and have not allowed gambling. That's Hawai'i and Utah. What's interesting about Utah is that they do have daily fantasy sports. So if one looks at a behavioral aspect, daily fantasy sports does look and feel like a form of gambling. One can argue that behavioral we see 49 out of 50 state that is have some type of activity. Hawai'i does have pending legislation on

sports betting. So there's pending bills in all 50 states right now, because states were given the right to choose. I'll give a quick example also. When I was just in Kentucky not too long ago for the state-wide conference, it was interesting hearing the views on sports betting in the State of Kentucky which was a very conservative state. Yet as they were arguing they don't want sports betting because that could be bad for the state, it is interesting that they do have horse racing and iLottery. They already have legalized forms of gambling in the state. They will view sports betting differently. It is interesting when you hear the arguments. You can clearly see gambling is authorized and legalized and regulated in the state. We know the Kentucky Derby happens. It is viewed differently. It is up to each state to decide. That was because a federal law was repealed and struck down. Therefore each state was given the right to choose. As we move through -- thank you for that, Sampson. For reading that one off. As we move through the day, let's take a look at some of the emerging trends in sports gambling. Because this is critical. Thinking back to sports gambling years ago, one might look at sports gambling or view it as simply placing a bet on the outcome -- the final outcome of a game. You know, being from New Jersey, I might bet \$50 that the New York Giants would beat the New York Jets. There might be a points spread involved. If the Giants win that game and cover the points spread, I would win money. Sports betting is not that simple. I want to highlight three emerging trends that we're seeing that have been extremely popular in Europe. Europe is generally thought of to be about ten years ahead of us when it comes to sports gambling trends. We're going to look at those right now. Number one is in place sports wagering. It is what it sounds like. It is microbetting within the game. Microbetting simply means making many bets or making small bets within a game. Let's use the example of baseball. So I might be watching the baseball game. I can have a bet on the baseball game.

That's fine. Within the game I might receive odds on my mobile device. What will the next pitch be that's thrown by the pitcher? Will it be a ball? Strike? Base hit? A double? Home run? A plethora of options to choose from all with odds. And so now I can bet pitch by pitch within a game. Within a soccer match or a football match over in Europe, as they would say. I can bet in the next 90 seconds will there be a goal or corner kick? In hockey I can bet in the next two minutes will there be a goal? Faceoff? Offsides? Penalty? They allow you to have real-time odds flashing on your phone and screen constantly as the game is going on. This started, if you think back, the Super Bowl was always the most popular time that people would use elements of in-play sports wagering. They would say the score at the end of the first quarter. They could make betters on quarter by quarter. With the advent of technology and the ability to place bets on apps within mobile devices, this information and this data is flowing through real time on someone's mobile device. Quick story for the Super Bowl, where I was watching the game for the Super Bowl, at one point I looked around. I saw so many faces and heads down in their phone. People weren't even watching the Super Bowl. They were so focused on what was happening on their phone. Whether it was wagering, replays, commercials, I don't know what they were doing. Social media, whatever it was. They weren't paying attention. I know of three instances though there was in-place sporting wagering going on. You had that fear-of-missing out. You are constantly watching the game and looking for the particular edge or advantage. You don't want to miss out. You are preoccupied. You are not watching the game for the game. You are watching it for an opportunity to try to make money. You are looking to continue getting action which we know gambling is about action or

escape. Not always about the money. So in-play sports wagering really increases that element of action that chasing feature. And it really keeps someone engaged and preoccupied. That's one emerging trend that we're seeing. Number two is the cash-out feature. Cash-out is interesting. When you have Internet gambling. If you think of the game show deal or no deal. An individual chooses a case. The goal is to choose the low-dollar cases so the banker can give you an offer of a sizable amount of money up towards the \$1 million jackpot. The banker will give you an offer. You can choose whether to accept the offer or keep going forward. Sports betting has similar features. If you make a wager on a sports event and let's say halfway through the game your team is winning, the sports book operator that you place the bet with might give you an ability to cash out your bet. They want you to close out your bet. They want you to close it out early, because it limits how much money they would have to pay you later on. You are taking the discounted present value of your future return. If you are going to win \$100, they might offer you \$62 at halftime. Do you want to take that bet and close it out, or keep your bet open? It is interesting, because the way it is marketed within the sports books is that you can lock in your profit. When you hear terminology like locking in your profit it almost makes you think of sports betting as educated money management. It changes the focus from sports betting to managing risk. To a smart investment. These are all terms that I've heard all people use that call up the 800-gambler helpline. They can take the feature, enjoy the profit, cash in the bet, and go back to the in-play sports wagering and place another bet. It is not about simply placing a bet and forgetting about it. Right now it is as simple as placing a bet and staring at it. For its entirety until you want to close it out. And you can close it out as a profit, or you can close it out as a loss. And you can re-open a new bank. Opportunity that sound like investing? When you think about a day trader and how pre-occupied a person who day trades in the stock market is, this is very similar. The third emerging trend in sports gambling is one that I just heard about three months ago. Maybe four months ago. And the concept is in quotes. Because it is the name of a company doing business in New Jersey. They are a league sports betting operator doing business legally in New Jersey. Their concept is different. When you bet on sports, you can also bet something called the over/under. That means in a sports contest if you think there's a total that's set. Let's say there's a football game. And in the football game there will be a number. Let's say it is 45. That's how many points the teams are going to score. The sports book predicts there will be a total of 45 points scored. You can choose the over, more than 45 points, or the under, less than 45 points. And you can bet on that. Well, this concept, if you choose over 45, for every one point that the game goes over 45, you win another \$10. So let's say there were 70 points scored in a game. You just won \$250. So you have almost unlimited upside. The problem is if the game only scores 20 points, you just lost \$250. So there's a lot of downside as well. If you think about this concept, this is almost like stock market investing again. People who buy options, which are a complicated investment, not going to go into explaining how they work. But they typically follow a similar pattern of unlimited upside, but also a huge downside risk. So we're seeing things in sports betting. These three emerging trends in sports betting. If you are dealing with people who have substance use disorder and are day traders in the stock market, this is the type of invest -- the type of gambling that will appeal to your male sports gambler who also is an investor/day trader who also is in a high-risk profession, and also between the ages typically of 21 and 45. This is the demographic that these three emerging trends are targeting for sports gambling. As

we think about in-play wagering, let's also drill down a little bit more and see what's really going on here and why it is concerning. We have high-speed and continuous reinforcement. Which means that when we get a positive result, such as a win, you get those little microbursts of dopamine. It is just like social media. When you get a like or a comment or somebody makes a positive reaction to something that you post. It is the digital dopamine drip. So that's what we're seeing. A constant reinforcement. And the neural pathway gets strengthened over time. People who participate in that, they lack the time component for reflection. They are not thinking about maybe what they just lost. They are so engaged. They are just worried about placing as many bets as quickly as possible. It is continuous action. It is preoccupation. It is extremely isolating. It is immersive. All of the sudden they start to form an emotional connection with the team or activity. In-play wagering is an intimate experience. It is very, very engaging and leads to high elements of isolation and preoccupation. Cashed-out feature to just look at that a little bit deeper. As I mentioned before, it is marketing as a way to lock in your profits. Or limit your loss. It sounds like investing. It changes the thinking from skill-based gambling to skillful money management. And that's concerning. What's interesting, I had a helpline caller one time indicate he was divorced, he had just broken up from his girlfriend, he can't hold down a job, and he said I almost feel as though I have a fear of commitment. When we talked about his cashing out of all of his bets. He doesn't stay in any bet until the end. He's always getting out early. When he concluded from all of this was that he had commitment issues. I've never heard of it brought up like that. I thought it was very interesting. What's interesting about cash-out feature is that it applies to the horse racing as well. Imagine going to the racetrack or horse track where you bet on the horse and halfway through you can close out your bet. You don't have to worry about if your horse will win. If your horse is winning at halfway point, your horse is a winner. It applies to all forms of sports betting. When you have sports gambling and it is done online, the opportunities are endless for people to isolate, disengage, and stare at their electronic friend or console. It is something that needs to be paid attention to. If we are asking about someone's gambling, they don't see this as gambling. This is spending money on sports. Do you gamble on sports? Perhaps a better question is how much money did you spend last week on football? How much money did you spend on lottery? Because if you ask someone if they gambled? No, I don't gamble on sports. I play occasionally. I don't gamble on lottery. I just play five times a week. There's a real sensitive use of the word gambling. Because the marketing does not always indicate that what the individual is doing is gambling. Instead they are managing their money skillfully. They are playing. They are gaming. And that's one of the big convergence words that we're seeing on a regular basis. Gaming is being used instead of gambling. We want to ask the right questions. We need to meet people where they are. Taking a look at a study from 2018, there was a systemic review of online gambling sites, research reports, and academic wagers examining the sports nature. What they found were those who participate in this-play sports betting, that appears to be an important tracking indicator for identifying gambling-related problems. They tend to be very highly involved, as I just mentioned. There tends to be a high number of bets and a high total dollar amount wagered. Now that can lead to moderate or severe gambling problems. But in place sports betters also tended to be more frequent users of respond gambling tools in terms of deposit limits, time limits, bet limits. So it is interesting when you see they are very much involved and very familiar with the web site, they are placing a high number of bets. One of the

arguments as to why they use the tools is because the tools are brought to their attention. Most operators of sports book will bring tools to the users attention once they've hit certain thresholds. Now to take that a little bit deeper, there was a recent research study done by Sally Gainesbury, that I mentioned at the sport. The question was: is Internet gambling the problem or the device that the person is using to access the Internet the problem? This study was done in 2016. And what they found and what they were looking for was they wanted to exam the use of a mobile device versus the use of a personal computer and how the items are used. The findings suggested that those who use personal computers, PCs, or stationary computers, tender to have lower rates of problematic gambling. Those uses mobile devices, phones, had higher rates, involved in more activities, because of accessibility and convenience. So the question is or the observation was not all Internet gambling is created equal. Apps on mobile devices are more engaging. They are more interactive. They are touch screen versus using the mouse pad or the mouse on the PC. But the PC also tends to attract the older population. Versus mobile tending to attract a younger demographic whose more comfortable with the use of apps. I'm not saying older adults don't use mobile devices or apps. I'm just saying to get into in-depth use of an app or complex maneuvers tend to be prefer by a younger demographic. If not all Internet gambling is equal, the treatment modality should be also explored. This is something that we talk about. When we're looking at the use and type of gambling, what is the motivation for the gambling? What type of gambling is being done? What should the treatment look like? What we know over time is that what initiates the addiction is not what sustains the addiction? It moves from impulsive to compulsive. How do we treat that individual? It is something that has professionals on the call I ask you to give consideration too. Because the psychological and behavioral affects of in-play sports wagering there's a high illusion of control for in-place sport betters. Since they can dictate the speed of bets, the amount of bets, the volume of the bet, they can experience a false sense of success expectancy. That's what maintains a gambling problem. They feel as if they have some element of control and therefore gambling is not becoming a problem in their life. What we know is that is not the case from multiple studies that have been done around the globe. Back over to you for polling question three. What was one of the emerging trends in sports gambling that I just highlighted that is very important to pay attention to?

>> Thank you so much, Dan. You'll see this third polling question pop up on your screen in just a moment. You'll see five answer options there covering some information that Dan just presented. Thank you for those of you who did continue to send in the questions. If you are still wondering how did I find that questions box? It is in your goto webinar control panel. You may have minimized it. It has an orange arrow where you can minimize and maximize it. If you were to open it, you'll see a box that says questions. Anything that you type in there we'll send to Dan or do a live Q & A at the end of the webinar. About 60% of you have voted. We're going to go ahead and close this poll now. And share the results. I'll turn this back over to Dan.

>> Very good. Yes, the answer was in-play sports wagering. Very good. It was not all of the above. We did not -- we can't legally use video cameras to see the other team's playbook. I selected that one thinking about the New England Patriots like to try to cheat. I'm from New York. If I offended anyone on that, my apologies. As we wrap up today, I want to get to questions and finish up as we talk about recovery and treatment resources. These options vary by state. It is important being professionals on the call that we consider and take a second look

at the nature of someone's gambling habits if they are in treatment for substance abuse disorder. Gambling is often the thing that people will switch to. What we find especially within the criminal justice and forensically involved individuals, we'll see gambling goes on and when a person returns to society, it is hard for them to give up certain activities or behaviors that they have become so accustomed to. Some options that are available for someone who is struggling with a gambling disorder as recognized through DSM V in 2013, self-exclusion. It is a wonderful tool and voluntary program. What it does is it will prevent an individual from accessing online legal gambling sites in their state or it will also prevent them from entering a casino establishment. Now the ladder entering a casino establishment, most people can still do. Very few states have facial recognition that will stop someone at point of entry. If the individual is found to be on the premises, they will be escorted off. They are not able to cash in winnings over a certain amount and can be brought up on trespassing charges. The Internet is powerful. When the individual is in a weak moment and they have the urge and impulse to log on and gamble, it will block the individual. We've heard countless stories from individuals in New Jersey that are so thankful the self-exclusion was able to prevent them and they were able to pick up the phone and call for help. And it continued -- they were able to maintain their recovery. The other piece of self-exclusion is that it stops the marketing and solicitation which could be the thing that sends someone back. Self-exclusion is a vital tool. It should be utilized. Therapeutic community as we know is always helping. When we talk about mutual aid or 12-step meetings. The concept of being able to identify and relate -- excuse me, therapeutic community identifying the addiction switching, seeing the personal counseling, behavior, cognitive, all different modalities of treatment and therapy. This is important to layer with and as a supplement to your 12-step and mutual support meetings. We know peer support works. We understand the peer support models have worked in the past from vet to vet and cop to cop. The ability to sit next to someone else who can understand your journey as well to be able to identify, to give power, to have a voice in a judgment free area. These are all critical components for someone in recovery. And as we wrap up here the additional factors to consider for treatment and recovery, always remember that problem gambling is found over time, not overnight. This is a process addiction. It is not substance related. You can't give a positive urine screen for gambling. Some of the things that we focus on, additional factors, we're looking for markers of harm. Some of those markers of harm that we're exploring with at the casino and sports book operator is how frequent does the individual play? How fast do they play? Are they trying to make a deposit and failing? How many credit cards do they have on file? Are they withdrawing money and gamble down to zero? And do they play late at night? Are they consuming alcohol? These are all factors to consider. And in treatment and recovery, do they have unresolved childhood trauma and occurring mental health and substance abuse. Gambling can be the escape. We know we need to help people develop life skills and develop coping mechanisms. Diet and nutrition are great in the recovery process. We have so many great chemicals waiting to come out organically to help people understand and realize their potential. Last but not least is pain, fear, and vulnerability. I talk about the disease of addiction. What's not at ease within each and every one of us. What's the pain, fear, and vulnerability that's underlying the outward expression of the addiction. These are all factors to consider for treatment and recovery. Sampson, over to you for the last few minutes.

>> Thank you so much, Dan. Thank you for your participation in the webinar. Excellent questions. We're going to e-mail those out to Dan as soon as we can. We'll get them posted on our web site. Within two weeks or less, you'll go to the same web page that you would have went to register for the webinar. On the screen you'll see Dan Trolaro's e-mail and contact information. You'll see that on the printout slides on the ws. If you are wondering about your CE quiz and how to access the recording after the live event, they have their own web page that houses everything that you need to know about the particular webinar. Immediately following the live event, you'll find the online CE quiz link on the exact site you use for the register. Everything will be posted at www.NAADAC.org/webinars. Here's the upcoming schedule. Also in collaboration with the Great Lakes ATTC we are proud to announce our new peer recovery support series. We have some of the best on peer recovery support about building successful peer recovery support culture in your organization from hiring and onboarding and integration all the way to peer recovery support specialist supervision, advanced recovery techniques and more. A processing fee applies for those looking for continuing education after the live event. If you are interested in learning more, register now to learn from Chris Kellie, a leader in the peer support movement and project manager, Jenny Neasbitt, and Aaron Laxton, Carlo DiClemente, and Phil Valentine who also appeared in "The anonymous people."

So many talented presenters. Make sure to register for the free series at the bottom of the slide. www.NAADAC.org/peersupportrecoverywebinars. We just released our winter advances in addiction recovery. Incredible articles in there. In that NAADAC magazine, the magazine is eligible for CEs. It is free to members. We have a tremendous amount of certificate programs, our upcoming conference in DC in the fall and many many more benefits for being a member. If you haven't yet joined, going to www.NAADAC.org/join. If you haven't heard about the online training series, we have two. One on military vet culture. You see the series here. You can earn a certificate of achievement on addiction treatment in military and veteran culture. Great resource to add to your career portfolio and resumé. Or if you are more interested in getting a certificate of achievement on clinical supervision in the addiction profession, visit here to learn more and register on clinical supervision. Please note that a short survey will pop up at end. Please take some time to give us quick feedback. Share any notes for the presenter and tell us how we can improve. Your feedback is very important to us. As we continue to improve your learning experience. Thank you again for participating in the webinar. Thank you for your valuable expertise. I encourage you to take some time to browse our web site and learn how NAADAC helps others. Stay connected with us on LinkedIn, Facebook, and Twitter. Have a great day, everyone.

>> Thank you.