

Teresa La Fleur Biography

Teresa ("Terri") E. La Fleur, president of TLF Publications, Inc., is a native Washingtonian. She attended University of Maryland where she graduated with a double degree. She earned a Bachelor of Science degree in Journalism and a Bachelor of Art degree in English. Ms. La Fleur began her journalistic career as a intern for a local newspaper, the *Montgomery Journal*, while attending college. She is currently completing her master's degree in poetry.

Her first editorship was with *Public Gaming Magazine*, a monthly trade periodical on the U.S. lottery industry. She served as editor of PGRI Institute's magazines and newsletters from 1980-1982.

She then joined *Gaming & Wagering Business*, based in New York City, as a correspondent and columnist. During her next 10 years with IGWB, she was promoted to associate and then senior editor, specializing on the lottery industry. She resigned from her post as senior editor in 1993.

Ms. La Fleur is widely quoted in the electronic and print media, including such publications as *The Wall Street Journal*, *The Washington Post*, *The New York Times*, *The Los Angeles Times* and *Advertising Age*. She has also appeared on nationally televised talk shows to discuss lottery trends, including ABC News Nightline with Ted Koppel, The Wall Street Journal Report, ABC News, CBS News and an A&E cable documentary.

In 1991, Ms. La Fleur launched TLF Publications, Inc., of which she is president and CEO. The firm specializes in the gathering and disseminating of information on the worldwide lottery industry. The company's first publication was *The 1990 Compendium of Lottery Statistics*.

TLF Publications has published more than four dozen books on the lottery and gambling industry, including the World Lottery Almanac, the European Lottery Abstract, Australasian Lottery Abstract, Principles of Contemporary Lottery Marketing and the World Gambling Abstract. In 1993, TLF Publications launched the monthly magazine, *La Fleur's Lottery World*. In September 2000, the magazine was renamed *La Fleur's Magazine*.

In 1996, TLF Publications hosted its first lottery conference called the 1st Annual La Fleur's Lottery World Symposium. The symposium is an annual industry event which is always held in Washington, D.C. TLF Publications also organizes an annual lottery conclave during the winter.

La Fleur is also a popular speaker at industry conferences and has made presentations on gambling for newspaper editors, the 1993 National Conference of State Legislatures (NCSL) convention, the 1991, 1993 and 1995 Intertoto Lottery conventions, the 1993 Wertheim Schroeder financial conference for institutional investors, the 1994 AILE Congress/Paris, SciNet 1994, the 1995 and 2005 North American Association of State & Provincial Lotteries, SGI2K: Systems Symposium and the 2001 European Lotteries Congress in Cannes, France and the WLA Conference in South Australia.

Mrs. La Fleur is married with two children, Byron and Claire. Her spouse, Bruce La Fleur, is co-publisher of *La Fleur's Magazine* and vice president of TLF Publications, Inc.