

ITEM 19 **FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC's Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the disclosure document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

DEFINITIONS

(a) Adjusted Profit – means Gross Profit less Disclosed Expenses. Adjusted Profit is not equal to net profit or income and, except as to Cost of Goods and Services Sold and Disclosed Expenses, does not include the deduction of all other expenses incurred by a yorCMO Business including, but not limited to, other operating expenses, interest, taxes, depreciation, and amortization.

(b) Calendar Year – means, as to each respective year, the 12-month period commencing on January 1 and ending on December 31.

(c) Company Owned Outlet – means an Outlet owned either directly or indirectly by us, our affiliate or any person identified in Item 2 of this Disclosure Document. A Company Owned Outlet also includes any Outlet that is operated as a joint venture owned in part by us, our affiliate or any person identified in Item 2 of this Disclosure Document, or that is managed by us, our affiliate or any person identified in Item 2.

(d) Costs of Goods and Services Sold – means the direct non-managerial and non-administrative cost of goods sold and labor incurred by a yorCMO Business in directly performing Approved Services and Products resulting in Gross Sales. Cost of Goods and Services Sold do not include managerial expenses, administrative expenses, Disclosed Expenses, general expenses, or operating expenses.

(e) Disclosed Expenses – refers to a limited selection of expenses as disclosed in the tables to this Item 19, comprised of the following select expense categories: merchant account fees, insurance expense, telephone expenses, and franchisor related charges for royalty fees, marketing fund fees, technology fees, and client support fees.

(f) Franchise Outlet – refers to a yorCMO Business operated under a Franchise Agreement that is not a Company Owned Outlet.

(g) Franchise Related Expenses – means the following select fees currently required under the Franchise Agreements: Royalty Fees, Sales and Marketing Fund Fees, Technology Fees, Client Audit Support Fees, Client Foundation Support Fees, Monthly Client Support Fees, Success Fees, and Client Project Support Fees. Franchise Related Expenses do not include all fee and payment obligations required under a Franchise Agreement.

(h) Gross Sales – means the total revenue derived by each outlet less sales tax, discounts, allowances and returns.

(i) New Franchise Outlet – means, as to a particular Calendar Year, a Franchise Outlet that for the first time opened and commenced operations during the Calendar Year. For example, if a Franchise Outlet first opened for business in February 2024, as to the 2024 Calendar Year, the Franchise Outlet would qualify as a New Franchise Outlet and not as an Operational Franchise Outlet, see definition below. If this Franchise

Outlet remained in operation throughout the 2025 Calendar Year, it would qualify as an Operational Franchise Outlet during the 2025 Calendar Year.

(j) Operational Franchise Outlet – means, as to a particular Calendar Year, a Franchise Outlet that was open and in operation on or prior to the commencement of the Calendar Year. For example, if a Franchise Outlet first opened for business in February 2024, as to the 2024 Calendar Year, the Franchise Outlet would qualify as a New Franchise Outlet, see definition above, and not as an Operational Franchise Outlet. If this Franchise Outlet remained in operation throughout the 2025 Calendar Year, it would qualify as an Operational Franchise Outlet during the 2025 Calendar Year.

(k) Outlet – refers to both Company Owned Outlets and Franchise Outlets, as the context requires.

BASES AND ASSUMPTIONS

The financial information was not prepared on a basis consistent with generally accepted accounting principles during the respective measurement periods. Data for our Company Owned Outlet is based on information reported to us by our affiliate. Data for the Franchise Outlets are based on financial information reported to us by our franchisees. The information in this analysis has not been audited, is based on historical financial data and is not a forecast or projection of future financial performance.

ANALYSIS OF RESULTS COMPANY OWNED OUTLET

During the 2023 Calendar Year, we had one Company Owned Outlet located in Omaha, Nebraska. During the 2024 Calendar Year our Company Owned Outlet ceased direct client project engagements in October 2024 but, for purposes of this in Item 19, we report financial data for our Company Owned Outlet from January 1, 2024, until October 31, 2024, at which time this Outlet ceased direct client project engagements for the remainder of the 2024 Calendar Year and the entire 2025 Calendar Year. This Company Owned Outlet has been in operation since March 2017 and is representative of a Solo yorCMO offering. During the 2019 Calendar Year and 2020 Calendar Year, our Company Owned Outlet initially operated as a Firm yorCMO model but converted to a Solo yorCMO model during the 2021 Calendar Year. The reasonable basis for inclusion of this Financial Performance Representation is the Company Owned Outlet is similar to a Solo yorCMO being offered under this Disclosure Document in terms of operations, utilization of Associate CMO's, computer system, and service offerings. The operational characteristics that make the Company Owned Outlet different are that it does not pay any Royalty Fees, Client Audit Support Fees, Client Foundation Support Fees, Monthly Client Support Fees, Success Fees, or Brand Fund Contributions to us, expend any minimum amount on local advertising and is not subject to service restrictions.

This Item 19 sets forth certain historical information for the Company Owned Outlet for the 2023 and 2025 Calendar Years, and as noted above, the partial 2024 Calendar Year. The Gross Sales information and expense information set forth in this Item 19 is derived from the Company Owned Outlet's accounting software.

Our affiliate previously entered into Independent Contractor Agreements whereby it granted licenses to third party licensees to utilize the System and the Licensed Marks in connection with the establishment and operation of yorCMO Businesses. As we do not consider these Independent Contractor Agreements to be representative of the Franchised Business, we have not included their information in this Item 19.

Material financial and operational characteristics that are reasonably anticipated to differ from future operational franchise outlets include: (a) managerial skill and efficiency experienced by our Company Owned Outlets as a result of our extensively experienced management team; (b) brand recognition within the local markets in which our Company Owned Outlets operate; and (c) no obligation to pay ongoing monthly fees that a franchisee will pay to us, such as Royalty Fees and Brand Development Fund Fees.

Table 1

Company Owned Outlet: Omaha, Nebraska					
Date Outlet Opened: March 2017					
	2023		2024		2025
	Calendar Year		Calendar Year		
			Jan 1, 2024 – Oct 31, 2024		N/A
	Total	%¹	Total	%¹	
Gross Sales	\$154,280	100.0%	\$70,950	100.0%	
Total Cost of Goods and Services Sold	\$0	0.0%	\$0	0.0%	
Less: Disclosed Expenses					
Merchant Account Fees	(\$256)	0.2%	(\$419)	0.6%	
Insurance Expense	(\$0)	0.0%	\$0	0.0%	
Telephone Expense	(\$0)	0.0%	\$0	0.0%	
Less: Adjustments for Select Franchise Related Expenses					
Royalty Fee ²	(\$7,714)	5.0%	(\$3,547)	5.0%	
Sales and Marketing Fund Fee ³	(\$9,000)	5.8%	(\$7,500)	10.6%	
Technology Fee ⁴	(\$1,200)	0.7%	(\$1,200)	1.7%	
Client Support Fee ⁵	N/A	N/A	N/A	N/A	
Success Fee ⁶	N/A	N/A	N/A	N/A	
Total Cost of Goods and Services Sold and Disclosed Expenses	(\$17,870)	11.6%	(\$12,366)	17.4%	
Adjusted Profit After Disclosed Expenses and Select Franchise Related Expenses	\$136,110	88.2%	\$58,184	82.0%	

Notes to Table 1:
Footnote ¹ – “%” represents the percentage of total Gross Sales.
Footnote ² – For the Firm yorCMO Business, the Royalty Fee is equal to 5% of Gross Sales. For the Solo yorCMO Business, the Royalty Fee is equal to 7% of Gross Sales.
Footnote ³ – The Sales and Marketing Fund Fee is equal to \$750 per month.
Footnote ⁴ – The Technology Fee is equal to \$100 per month.
Footnote ⁵ – Client Support Fees include Client Audit Support Fees, Client Foundation Support Fees, and Monthly Client Support Fees that a franchisee would pay to us or required by the Franchise Agreement if its yorCMO Business generated the same Gross Sales over the 2021 and 2022 Calendar Years.
Footnote ⁷ – The Success Fee is a commission paid to us in an amount of up to 30% of all Gross Sales generated from any yorCMO client that engages you and was referred to you by us and/or the Practice Development Support. Currently, the Success Fee is 10% of Gross Sales.

General Notes to Item 19:

Note 1: We recommend that you make your own independent investigation to determine whether or not the Franchise may be profitable to you. You should use the above information as a reference in conducting your analysis and preparing your own projected income statements and cash flow statements. We suggest strongly that you consult your financial advisor or personal accountant concerning financial projections and federal, state and local income taxes and any other applicable taxes that you may incur in operating a yorCMO Business.

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ANALYSIS OF RESULTS OF FRANCHISE OUTLETS

During the 2023 Calendar Year, we had a total of 10 Operational Franchise Outlets. During the 2024 Calendar Year, we had a total of 19 Operational Franchise Outlets. During the 2025 Calendar Year, we had a total of 20 Operational Franchise Outlets. We exclude the financial data for New Franchise Outlets that were not open and operational for the respective Calendar Year as well as exclude the financial data for two Franchise Outlets that ceased operations during the 2024 Calendar Year. We also exclude financial data for six Franchised Outlets that ceased operations during the 2025 Calendar Year. Also, as noted above, we do not consider the Independent Contractor Agreements that our affiliate previously entered into with third party licensees granting them licenses to utilize the System and Licensed Marks in connection with the establishment and operation of a yorCMO Business as representative of the Franchised Business and have therefore excluded them from this Item 19. Our Franchise Outlets are further described below:

Table 2

Franchise Outlets	
Franchise Outlet	Descriptions
Franchise Outlet 1	This Franchise Outlet has an administrative office located at 563 Canterbury Dr., Carol Stream, Illinois 60188. This Franchise Outlet opened in September 2019 and is representative of the Franchised Business for a Firm yorCMO Business model.
Franchise Outlet 2	This Franchise Outlet has an administrative office located at 16565 Locust Street, Omaha, Nebraska 68116 and operates under the Solo yorCMO Business model. This Franchise Outlet opened in October 2019 and is representative of the Franchised Business for a Solo yorCMO Business model.
Franchise Outlet 3	This Franchise Outlet has an administrative office located at 43429 Sperrin Court, Ashburn, Virginia 20147 and operated under the Solo yorCMO Business model for the 2023 and 2024 Calendar Years and is representative of the Franchised Business for a Solo yorCMO Business model for those years. This franchise outlet upgraded to the Firm model in 2025 and is representative of the Franchised Business for a Firm model for the 2025 Calendar year. This Franchise Outlet opened in January 2019.
Franchise Outlet 4	This Franchise Outlet has an administrative office located at 12901 NE 176 th Circle, Battle Ground, Washington 98604 and began operation under the Lite yorCMO Business model but currently operates under the Solo yorCMO Business model. This Franchise Outlet opened in July 2020 and is representative of the Franchised Business for a Solo yorCMO Business model.
Franchise Outlet 5	This Franchise Outlet has an administrative office located at 315 Avalon Way, Thomasville, Georgia 31792 and operates under the Lite yorCMO Business model. This Franchise Outlet opened in March 2022 and is representative of the Franchised Business for a Lite yorCMO Business model which is no longer a franchise opportunity offered under this Disclosure Document but substantially similar to the Licensee yorCMO model.
Franchise Outlet 6	This Franchise Outlet has an administrative office located at 6135 Long Stirrup Lane, Mint Hill, North Carolina 28227 and operates under the Lite yorCMO Business model. This Franchise Outlet opened in March 2022 and is representative of the Franchised Business for a Lite yorCMO Business model which is no longer a franchise opportunity offered under this Disclosure Document but substantially similar to the Licensee yorCMO model.
Franchise Outlet 7	This Franchise Outlet has an administrative office located at 3662 Deacon Drive, Mead, Colorado 80542. This Franchise Outlet opened in September 2022 and, as to the 2022 and 2023 Calendar Years, this Franchise Outlet operated under the Lite yorCMO Business model and was representative of the Franchised Business for a Lite yorCMO Business model. During the 2024 Calendar Year, this Franchise Outlet converted to a Solo yorCMO Business and then to a Firm yorCMO Business and is now operated under the Firm yorCMO Business model and representative of the Franchised Business for a Firm yorCMO Business model.
Franchise Outlet 8	This Franchise Outlet has an administrative office located at 2144 O'Rourke Drive, Mobile, Alabama 36695 and operates under the Lite yorCMO Business model. This Franchise

	Outlet opened in October 2022 and is representative of the Franchised Business for a Lite yorCMO Business model which is no longer a franchise opportunity offered under this Disclosure Document but substantially similar to the Licensee yorCMO model.
Franchise Outlet 9	This Franchise Outlet has an administrative office located at 18791 Caminito Pasadero, Unit 84, San Diego, California 92128 and operates under the Solo yorCMO Business model after starting out as a Lite yorCMO Business model. This Franchise Outlet opened in December 2022 and is representative of the Franchised Business for a Solo yorCMO Business model.
Franchise Outlet 10	This Franchise Outlet has an administrative office located at 1151 Stone Dr. Suite D, Harrison, Ohio 45030 and began operation under the Lite yorCMO Business model but currently operates under the Firm yorCMO Business model. This Franchise Outlet opened in January 2023 and is representative of the Franchised Business for a Firm yorCMO Business model. This franchise outlet upgraded to the Firm model in 2025 and is representative of the Franchised Business for a Firm model for the 2025 Calendar year.
Franchise Outlet 11	This Franchise Outlet has an administrative office located at 6673 Mount Holly Drive, San Jose, California, 95120 and operates under the Lite yorCMO Business model. This Franchise Outlet opened in January 2023 and is representative of the Franchised Business for a Lite yorCMO Business model which is no longer a franchise opportunity offered under this Disclosure Document but substantially similar to the Licensee yorCMO model.
Franchise Outlet 12	This Franchise Outlet has an administrative office located at 232 Gladstone Road, Pittsburgh, Pennsylvania 15217 and began operation under the Lite yorCMO Business model but currently operates under the Firm yorCMO Business model. This Franchise Outlet opened in February 2023 and is representative of the Franchised Business for a Firm yorCMO Business model. This franchise outlet upgraded to the Firm model in 2025 and is representative of the Franchised Business for a Firm model for the 2025 Calendar year.
Franchise Outlet 13	This Franchise Outlet has an administrative office located at 3722 E. Jefferson Street, Seattle, Washington 98122 and operates under the Lite yorCMO Business model. This Franchise Outlet opened in March 2023 and is representative of the Franchised Business for a Lite yorCMO Business model which is no longer a franchise opportunity offered under this Disclosure Document but substantially similar to the Licensee yorCMO model.
Franchise Outlet 14	This Franchise Outlet has an administrative office located at 1926 Altavue Road Catonsville, Maryland, 21228 and operates under the Lite yorCMO Business model. This Franchise Outlet opened in March 2023 and is representative of the Franchised Business for a Lite yorCMO Business model which is no longer a franchise opportunity offered under this Disclosure Document but substantially similar to the Licensee yorCMO model.
Franchise Outlet 15	This Franchise Outlet has an administrative office located at 14081 Heritage Landing Blvd. Unit 227, Punta Gorda, Florida 33955 and operates under the Lite yorCMO Business model. This Franchise Outlet opened in May 2023 and is representative of the Franchised Business for a Lite yorCMO Business model which is no longer a franchise opportunity offered under this Disclosure Document but substantially similar to the Licensee yorCMO model.
Franchise Outlet 16	This Franchise Outlet has an administrative office located at 5868 Scotsman Court, Dublin, Ohio 43016 and began operation under the Lite yorCMO Business model but currently operates under the Firm yorCMO Business model. This Franchise Outlet opened in July 2023 and is representative of the Franchised Business for a Solo yorCMO Business model. This franchise outlet upgraded to the Firm model in the year 2025 and is representative of the Franchised Business for a Firm model for the 2025 Calendar year.
Franchise Outlet 17	This Franchise Outlet has an administrative office located at S75W21384 Crimson Court, Muskego, Wisconsin 53150 and operates under the Solo yorCMO Business model. This Franchise Outlet opened in August 2024 and is representative of the Franchised Business for a Solo yorCMO Business model.
Franchise Outlet 18	This Franchise Outlet has an administrative office located at 10579 Durrey Court, Reminderville, Ohio 44202 and operates under the Lite yorCMO Business model. This Franchise Outlet opened in October 2024 and is representative of the Franchised Business for a Lite yorCMO Business model which is no longer a franchise opportunity offered under this Disclosure Document but substantially similar to the Licensee yorCMO model.

Franchise Outlet 19	This Franchise Outlet has an administrative office located at 503 Ben Allen Road, Unit B, Nashville, Tennessee 37216 and operates under the Lite yorCMO Business model. This Franchise Outlet opened in October 2024 and is representative of the Franchised Business for a Lite yorCMO Business model which is no longer a franchise opportunity offered under this Disclosure Document but substantially similar to the Licensee yorCMO model.
Franchise Outlet 20	This Franchise Outlet has an administrative office located at 2626 North 170th Avenue, Omaha, Nebraska 68116. This Franchise Outlet opened in October 2024 and is representative of the Franchised Business for a Firm yorCMO Business model. This outlet was a Company Owned Outlet until October 2024, when one of former owner and managing member became a Firm franchisee.

Table 3

Franchise Outlet 1* (Firm yorCMO)						
Date Outlet Opened: September 2019			Location: Carol Stream, IL			
	2023 Calendar Year		2024 Calendar Year		2025 Calendar Year	
	Total	% ¹	Total	% ¹	Total	% ¹
Gross Sales	\$221,953.34	100.0%	\$230,479.62	100.0%	\$215,588.00	100.0%
Less: Adjustments for Select Franchisee Related Expenses						
Royalty Fee ²	(\$0)	0%	(\$0)	0%	\$0	0%
Sales and Marketing Fund Fee ³	(\$5,100)	1.7%	(\$5,100)	2.21%	(\$5,100)	2.37%
Technology Fee ⁴	(\$1,200)	0.54%	(\$1,200)	0.52%	(\$1,200)	0.56%
Client Support Fees ⁵	(\$48,381.36)	16.0%	(\$67,853.16)	29.44%	(\$56,888)	26.39%
Success Fee ⁶	(\$43,960)	14.5%	(\$8,583.33)	3.72%	(\$9,225)	4.28%
Adjusted Profit	\$123,311.98	55.56%	\$147,743.13	64.10%	\$143,175.00	66.41%
*Outlet Information: This Franchise Outlet was previously granted a license from our affiliate to operate under the “yorCMO” mark prior to the development of the yorCMO Franchise System. The franchisee of this Franchise Outlet has since converted to and operates as a Firm yorCMO Business franchisee of the System under terms that are different than those offered in this Disclosure Document.						

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Table 4

Franchise Outlet 2* (Solo yorCMO)						
Date Outlet Opened: October 2019		Location: Omaha, NE				
	2023 Calendar Year		2024 Calendar Year		2025 Calendar Year	
	Total	%¹	Total	%¹	Total	%¹
Gross Sales	\$97,700	100.0%	\$235,000	100.0%	\$131,200	100.0%
Less: Adjustments for Select Franchisee Related Expenses						
Royalty Fee ²	(\$0)	0%	(\$0)	0%	\$0	0%
Sales and Marketing Fund Fee ³	(\$5,100)	5.2%	(\$5,100)	2.17%	(\$5,100)	3.89%
Technology Fee ⁴	(\$1,200)	1.2%	(\$1,200)	0.51%	(\$1,200)	0.91%
Client Support Fees ⁵	(\$38,556)	39.5%	(\$65,020)	27.67%	(\$28,000)	21.34%
Success Fee ⁶	N/A	N/A	(\$8,010)	3.41%	N/A	N/A
Adjusted Profit	\$52,844	54.0%	\$155,670	66.24%	\$96,900	73.85%
<p>*Outlet Information: This Franchise Outlet was previously granted a license from our affiliate to operate under the “yorCMO” mark prior to the development of the yorCMO Franchise System. The franchisee of this Franchise Outlet has since converted to and operates as a franchisee of the System under terms that are different than those offered in this Disclosure Document.</p>						

Table 5

Franchise Outlet 3* (Firm yorCMO 2025)						
Date Outlet Opened: January 2019		Location: Ashburn, VA				
	2023 Calendar Year		2024 Calendar Year		2025 Calendar Year	
	Total	%¹	Total	%¹	Total	%¹
Gross Sales	\$274,500	100.0%	\$287,000	100.0%	\$307,000	100.0%
Less: Adjustments for Select Franchisee Related Expenses						
Royalty Fee ²	(\$0)	0%	(\$0)	0%	(\$0)	0%
Sales and Marketing Fund Fee ³	(\$5,100)	1.9%	(\$5,100)	1.78%	(\$5,100)	1.66%
Technology Fee ⁴	(\$1,200)	0.4%	(\$1,200)	0.41%	(\$1,200)	0.39%
Client Support Fees ⁵	(\$24,000)	8.7%	(\$29,000)	10.10%	(\$31,000)	10.10%
Success Fee ⁶	N/A	N/A	N/A	N/A	N/A	N/A
Adjusted Profit	\$244,200	88.96%	\$251,700	87.77%	\$269,700	87.85%
<p>*Outlet Information: This Franchise Outlet was previously granted a license from our affiliate to operate under the “yorCMO” mark prior to the development of the yorCMO Franchise System. The franchisee of this Franchise Outlet has since converted to and operates as a franchisee of the System under terms that are different than those offered in this Disclosure Document. This franchise outlet upgraded to the Firm model in 2025.</p>						

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Table 6

Franchise Outlet 4* (Solo yorCMO)						
Date Outlet Opened: July 2020 Location: Battle Ground, WA						
	2023 Calendar Year		2024 Calendar Year		2025 Calendar Year	
	Total	%¹	Total	%¹	Total	%¹
Gross Sales	\$79,800	100.0%	\$110,984	100.0%	\$5,400	100.0%
Less: Adjustments for Select Franchisee Related Expenses						
Royalty Fee ²	(\$0)	0%	(\$0)	0%	(\$0)	0%
Sales and Marketing Fund Fee ³	(\$5,100)	6.4%	(\$5,100)	4.60%	(\$5,100)	94.44%
Technology Fee ⁴	(\$1,200)	1.5%	(\$1,338)	1.21%	(\$1,223)	22.65%
Client Support Fees ⁵	(\$13,630)	17.1%	(\$20,992)	18.91%	(\$1,000)	18.52%
Success Fee ⁶	(\$7,380)	9.3%	(\$9,048)	8.15%	(\$540)	10.00%
Adjusted Profit	\$52,490	65.78%	\$74,506	67.13%	(\$2,463)	(45.61%)
* <u>Outlet Information</u> : This Franchise Outlet was previously granted a license from our affiliate to operate under the “yorCMO” mark prior to the development of the yorCMO Franchise System. The franchisee of this Franchise Outlet has since converted to and operates as a franchisee of the System under terms that are different than those offered in this Disclosure Document.						

Table 7

Franchise Outlet 5 (Lite yorCMO)						
Date Outlet Opened: March 2022 Location: Thomasville, Georgia						
	2023 Calendar Year		2024 Calendar Year		2025 Calendar Year	
	Total	%¹	Total	%¹	Total	%¹
Gross Sales	\$12,000	100.0%	\$0	100.0%	\$0	100.0%
Less: Adjustments for Select Franchisee Related Expenses						
Royalty Fee ²	(\$6,000)	50.0%	(\$0)	0%	(\$0)	0%
Sales and Marketing Fund Fee ³	N/A	N/A	N/A	N/A	N/A	N/A
Technology Fee ⁴	(\$1,200)	10%	(\$1,200)	0%	(\$1,200)	0%
Client Support Fees ⁵	(\$0)	0%	N/A	N/A	N/A	N/A
Success Fee ⁶	N/A	N/A	N/A	N/A	N/A	N/A
Adjusted Profit	\$4,800	40.00%	(\$1,200)	0%	(\$1,200)	0%

Table 8

Franchise Outlet 6 (Lite yorCMO)						
Date Outlet Opened: March 2022 Location: Mint Hill, North Carolina						
	2023 Calendar Year		2024 Calendar Year		2025 Calendar Year	
	Total	%¹	Total	%¹	Total	%¹
Gross Sales	\$34,572.63	100.0%	\$16,000	100.0%	\$19,733.33	100.0%
Less: Adjustments for Select Franchisee Related Expenses						
Royalty Fee ²	(\$15,250)	44.1%	(\$8,000)	50.0%	N/A	N/A
Sales and Marketing Fund Fee ³	N/A	N/A	N/A	N/A	N/A	N/A
Technology Fee ⁴	(\$1,200)	3.47%	(\$1,200)	7.50%	(\$1,200)	6.08%
Client Support Fees ⁵	N/A	N/A	N/A	N/A	N/A	N/A
Success Fee ⁶	N/A	N/A	N/A	N/A	N/A	N/A
Adjusted Profit	\$18,122.63	52.42%	\$6,800	42.50%	\$18,533.33	93.92%

Table 9

Franchise Outlet 7* (Firm yorCMO)						
Date Outlet Opened: September 2022 Location: Mead, Colorado						
	2023 Calendar Year		2024 Calendar Year		2025 Calendar Year	
	Total	%¹	Total	%¹	Total	%¹
Gross Sales	\$160,750	100.0%	\$171,000	100.0%	\$252,000.00	100.0%
Less: Adjustments for Select Franchisee Related Expenses						
Royalty Fee ²	(\$60,950)	37.92%	(\$22,163)	12.96%	(\$12,600)	5.00%
Sales and Marketing Fund Fee ³	N/A	N/A	(\$6,750)	3.95%	(\$9,000)	3.57%
Technology Fee ⁴	(\$1,200)	0.75%	(\$1,200)	0.70%	(\$1,200)	0.48%
Client Support Fees ⁵	N/A	N/A	(\$27,000)	15.79%	(\$51,500)	20.44%
Success Fee ⁶	(\$625)	0.4%	(\$1,875)	1.10%	(\$3,000)	1.19%
Adjusted Profit	\$97,975	60.95%	\$112,012	65.50%	\$174,700	69.33%
* <u>Outlet Information</u> : During the 2023 Calendar Year this Franchise Outlet operated under the Lite yorCMO Business model and, during the 2024 Calendar Year, this Franchise Outlet converted to a Solo yorCMO Business and then to a Firm yorCMO Business and now currently operates under the Firm yorCMO Business model.						

Table 10

Franchise Outlet 8 (Lite yorCMO)						
Date Outlet Opened: October 2022 Location: Mobile, Alabama						
	2023 Calendar Year		2024 Calendar Year		2025 Calendar Year	
	Total	%¹	Total	%¹	Total	%¹
Gross Sales	\$100,000	100.0%	\$22,500	100.0%	\$0	100.0%
Less: Adjustments for Select Franchisee Related Expenses						
Royalty Fee ²	(\$50,000)	50.0%	(\$11,250)	50.00%	N/A	N/A
Sales and Marketing Fund Fee ³	N/A	N/A	N/A	N/A	N/A	N/A
Technology Fee ⁴	(\$1,200)	1.20%	(\$1,200)	5.33%	(\$1,200)	0.00%
Client Support Fees ⁵	N/A	N/A	N/A	N/A	N/A	N/A
Success Fee ⁶	N/A	N/A	N/A	N/A	N/A	N/A
Adjusted Profit	\$48,800	48.80%	\$10,050	44.67%	(\$1,200)	0.00%

Table 11

Franchise Outlet 9 (Solo yorCMO)						
Date Outlet Opened: December 2022 Location: San Diego, California						
	2023 Calendar Year		2024 Calendar Year		2025 Calendar Year	
	Total	%¹	Total	%¹	Total	%¹
Gross Sales	\$99,200	100.0%	\$172,500	100.0%	\$273,100	100.0%
Less: Adjustments for Select Franchisee Related Expenses						
Royalty Fee ²	(\$4,960)	5.0%	(\$8,625)	5.00%	(\$12,395)	4.54%
Sales and Marketing Fund Fee ³	(\$750)	0.8%	(\$9,000)	5.22%	(\$9,000)	3.30%
Technology Fee ⁴	(\$1,200)	1.21%	(\$1,200)	0.70%	(\$1,200)	0.44%
Client Support Fees ⁵	(\$0)	0%	(\$33,000)	19.13%	(\$49,720)	18.21%
Success Fee ⁶	N/A	N/A	(\$0)	0.00%	(\$600)	0.22%
Adjusted Profit	\$92,290	93.03%	\$120,675	69.96%	\$200,185	73.30%

Table 12

Franchise Outlet 10* (Firm yorCMO)				
Date Outlet Opened: January 2023 Location: Harrison, Ohio				
	2024 Calendar Year		2025 Calendar Year	
	Total	%¹	Total	%¹
Gross Sales	\$175,150	100.00%	\$252,500	100.00%
Less: Adjustments for Select Franchisee Related Expenses				
Royalty Fee ²	(\$28,557)	16.30%	(\$12,475)	4.94%
Sales and Marketing Fund Fee ³	(\$3,000)	1.71%	(\$9,000)	3.56%
Technology Fee ⁴	(\$1,200)	0.69%	(\$1,200)	0.48%
Client Support Fees ⁵	(\$33,881)	19.34%	(\$54,900)	21.74%
Success Fee ⁶	(\$5,800)	3.31%	(\$12,000)	4.75%
Adjusted Profit	\$102,712	58.64%	\$162,925	64.52%
* <u>Outlet Information</u> : This franchise outlet upgraded to the Firm model in the 2025.				

Table 13

Franchise Outlet 11 (Lite yorCMO)				
Date Outlet Opened: January 2023 Location: San Jose, California				
	2024 Calendar Year		2025 Calendar Year	
	Total	%¹	Total	%¹
Gross Sales	\$64,000	100.00%	\$40,000	100.00%
Less: Adjustments for Select Franchisee Related Expenses				
Royalty Fee ²	(\$32,000)	50.00%	(\$20,000)	50.00%
Sales and Marketing Fund Fee ³	N/A	N/A	N/A	N/A
Technology Fee ⁴	(\$1,200)	1.88%	(\$1,200)	3.00%
Client Support Fees ⁵	N/A	N/A	N/A	N/A
Success Fee ⁶	N/A	N/A	N/A	N/A
Adjusted Profit	\$30,800	48.13%	\$18,800	47.00%

Table 14

Franchise Outlet 12* (Firm yorCMO)				
Date Outlet Opened: February 2023 Location: Pittsburgh, Pennsylvania				
	2024 Calendar Year		2025 Calendar Year	
	Total	%¹	Total	%¹
Gross Sales	\$38,600	100.00%	\$74,600	100.00%
Less: Adjustments for Select Franchisee Related Expenses				
Royalty Fee ²	(\$1,930)	5.00%	(\$3,300)	4.42%
Sales and Marketing Fund Fee ³	(\$9,000)	23.32%	(\$9,000)	12.06%
Technology Fee ⁴	(\$1,260)	3.26%	(\$1,200)	1.61%
Client Support Fees ⁵	(\$10,170)	26.35%	(\$15,250)	20.44%
Success Fee ⁶	(\$2,000)	5.18%	N/A	N/A
Adjusted Profit	\$14,240	36.89%	\$45,850	61.46%
* <u>Outlet Information</u> : This franchise outlet upgraded to the Firm model in the 2025.				

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