

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) Average – means the sum of all data points in a set, divided by the number of data points in that set.
- (b) Calendar Year – means, as to each respective year, the 12-month period commencing on January 1 and ending on December 31.
- (c) Client – refers to each unique Bee Organized Business client for which an Outlet provides Approved Services and Products during a particular Calendar Year. A Bee Organized Business may provide multiple Projects to a Client during a Calendar Year.
- (d) 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.
- (e) Direct Cost of Goods Sold – means the direct non-managerial and non-administrative cost of goods and services sold incurred by an Outlet in directly providing the Approved Services and Products, comprised of supplies and materials used to provide Approved Services and Products to clients. Direct Cost of Goods Sold does not include Managerial Labor Cost, Non-Managerial Labor Cost, administrative labor and expenses, marketing expenses, insurance expenses, operating expenses, general expenses including, but not limited to interest, taxes, depreciation, amortization, and Franchise Related Expenses.
- (f) Direct Gross Profit – means Gross Sales less Direct Cost of Goods Sold, Managerial Labor Cost and Non-Managerial Labor Cost. Direct Gross Profit is not net profit or income and, except as to Direct Cost of Goods Sold, Managerial Labor Cost, and Non-Managerial Labor Cost, does not include the deduction of all other expenses incurred by a Bee Organized Business including, but not limited to, marketing expenses, insurance expenses, operating expenses, general expenses including, but not limited to interest, taxes, depreciation, amortization, and Franchise Related Expenses.
- (g) Disclosed Expenses – means the following select expenses: insurance, advertising/marketing/PR, office expenses, office lease, other expenses, automobile purchase, insurance and maintenance.
- (h) Franchise Outlet – refers to a Bee Organized Business operated under a Franchise Agreement that is not a Company Owned Outlet.
- (i) Franchise Related Expenses – means the following select fees currently required under the Franchise Agreements: Royalty Fees, Brand Development Fund Fees, Technology Fees, Business Management System Fees, and local marketing expenses. Franchise Related Expenses do not include all fee and payment obligations required under a Franchise Agreement.

- (j) Gross Sales – means the total revenue derived by each Bee Organized Business less sales tax, discounts, allowances, and returns.
- (k) Hours – means the amount of time, in hours, that a Bee Organized Business spends working on Projects for Clients during a particular Calendar Year and is calculated by the total Gross Sales of an Outlet during the Calendar Year divided by the average billable hour rate of all Outlets in the Bee Organized franchise System, which is \$75 per hour.
- (l) Managerial Labor Cost – means the direct salary paid to management employees that offer and sell products comprising the Approved Services and Products and resulting in Gross Sales, comprised of wages, payroll taxes, and paid employee benefits, if any. Managerial Labor Cost does not include compensation paid to an owner operator of either a Franchise Outlet or Company Owned Outlet.
- (m) Median – means the data point that is in the center of all data points used. That number is found by examining the total number of data points and finding the middle number in that set. In the event the number of data points is an odd number, the median will be the center number. If the data set contains an even number of data points, the median is reached by taking the two numbers in the middle, adding them together, and dividing by two.
- (n) New Company Owned Outlet – means, as to a particular Calendar Year, a Company Owned Outlet that for the first time opened and commenced operations during the Calendar Year. For example, if a Company Owned Outlet first opened for business in February 2024, as to the 2024 Calendar Year, the Company Owned Outlet would qualify as a New Company Owned Outlet and not as an Operational Company Owned Outlet, see definition below. If this Company Owned Outlet remained in operation throughout the 2025 Calendar Year, it would qualify as an Operational Company Owned Outlet during the 2025 Calendar Year.
- (o) 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.
- (p) Non-Managerial Labor Cost – means the direct salary paid to non-management employees that offer and sell products comprising the Approved Products and Services and resulting in Gross Sales, comprised of wages, payroll taxes, and paid employee benefits, if any. Non-Managerial Labor Cost does not include compensation paid to an owner operator of either a Franchise Outlet or Company Owned Outlet.
- (q) Operational Company Owned Outlet – means, as to a particular Calendar Year, a Company Owned Outlet that was open and in operation on or prior to the commencement of the Calendar Year. For example, if a Company Owned Outlet first opened for business in February 2024, as to the 2024 Calendar Year, the Company Owned Outlet would qualify as a New Company Owned Outlet, see definition above, and not as an Operational Company Owned Outlet. If this Company Owned Outlet remained in operation throughout the 2025 Calendar Year, it would qualify as an Operational Company Owned Outlet during the 2025 Calendar Year.
- (r) Operational Franchise Outlet – means, as to a particular Calendar Year, a Franchise Outlet that was open and in operation 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.

- (s) Outlet – refers to a Bee Organized Business that is either a Company Owned Outlet or a Franchise Outlet, as the context requires.
- (t) Project – means a unique transaction wherein a Bee Organized Business provides a Client with a distinct service on-site at the Client’s home or a Client designated location, which results in Gross Sales. A Bee Organized Business can provide one Project or multiple Projects for a Client during a particular Calendar Year and can provide one Project or multiple Projects for a Client during any service visit. For purposes of clarification, if a Client hires a Bee Organized Business for a kitchen organization and a garage organization, the Bee Organized Business would be providing two Projects to the Client, even is the Projects are provided and/or paid for simultaneously. The number of Projects provided by a Bee Organized Business during a particular Calendar Year is calculated by the total Hours spent by an Outlet on working on Projects during the Calendar Year divided by the average number of hours per project of all Outlets in the Bee Organized franchise System, which is 18.

BASES AND ASSUMPTIONS

The financial information was not prepared on a basis consistent with generally accepted accounting principles. Data for our Company Owned Outlet is based on information reported to us by our affiliate. Data for the Operational Franchise Outlets is 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 OF COMPANY OWNED OUTLET

During the 2025 Calendar Year we had one Company Owned Outlet which constitutes an Operational Company Owned Outlet. Our Company Owned Outlet commenced operations in September 2015 and is based in Overland Park, Kansas. This Outlet operates in an Operating Territory that is comprised of approximately 150,388 Qualified Households, which is the equivalent of three Territories. This Outlet is representative of the Franchised Business.

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 Outlet as a result of our extensively experienced management team; (b) brand recognition within the local market in which our Company Owned Outlet operates; and (c) no obligation to pay ongoing fees that a franchisee will pay to us, such as Royalty Fees.

Table 1

Company Owned Outlet: Overland Park, Kansas Gross Sales and Disclosed Expenses Information 2025 Calendar Year		
	Total	%¹
Gross Sales by Category		
Gross Sales: Organization Services	\$430,644.45	58.33%
Gross Sales: Moving and Relocation Services	\$242,741.06	32.88%
Gross Sales: Maintenance	\$40,197.50	5.44%
Gross Sales: Speaking and Travel Fees	\$3,260.00	0.44%
Gross Sales: Concierge Services	\$21,434.81	2.90%
Total Gross Sales	\$738,277.82	100.00%
Less:		
Direct Cost of Goods Sold	(\$57,167.57)	7.74%
Non-Managerial Labor Cost	(\$252,919.00)	34.26%
Managerial Labor Cost	(\$144,939.00)	19.63%
Direct Gross Profit	\$283,252.25	38.37%

Less: Disclosed Expenses		
Insurance	(\$16,187.58)	2.19%
Advertising / Marketing / PR	(\$29,236.79)	3.96%
Office Expenses	(\$29,314.23)	3.97%
Office Lease	(\$20,590.00)	2.79%
Other Expenses	(\$22,498.00)	3.05%
Automobile purchase, insurance & maintenance	(\$11,089.64)	1.50%
Direct Gross Profit Less Disclosed Expenses	\$154,336.01	20.90%
Less: Adjustments for Select Franchise Related Expenses		
Royalty Fee ³	(\$59,062.22)	8.00%
Brand Development Fund Fee ⁴	(\$12,382.77)	1.68%
Technology Fee ⁵	N/A	0.00%
Business Management System Fee ⁶	N/A	0.00%
Local Marketing ⁷	N/A	0.00%
Direct Gross Profit Less Disclosed Expenses and Select Franchise Related Expenses	\$82,891.02	11.22%

Notes to Table:

¹ “%” represents the percentage of total Gross Sales.

² Our Company Owned Outlet operates in the equivalent of three Territories. Of the total Gross Sales reported for our Company Owned Outlet, 45% of the Gross Sales is from Territory 1 which is comprised of 50,263 Qualified Households, 34% of the Gross Sales is from Territory 2 which is comprised of 45,899 Qualified Households, 12% of the Gross Sales is from Territory 3 which is comprised of 54,226 Qualified Households, and 9% of the Gross Sales is from outside of the Operating Territory and within a 15 mile radius of the Operating Territory, pursuant to our Out of Territory Rules.

³ The Royalty Fee is equal to the greater of 8% of Gross Sales or the Minimum Monthly Royalty Fee Requirement. The Minimum Monthly Royalty Fee Requirement for a three Territory Outlet open since 2015 is \$6,000 per month.

⁴ The Brand Development Fund Fee is currently 2% of Gross Sales for annual Gross Sales up to \$500,000 and 1% of Gross Sales for annual Gross Sales over \$500,000 but not exceeding \$20,000 per year.

⁵ The Technology Fee is currently \$45 per user per month but we reserve the right to increase the Technology Fee to up to \$500 per user per month. The Technology Fee is integrated into in the office expenses disclosed in Disclosed Expenses. As such, we do not adjust for the Technology Fee.

⁶ The Business Management System Fee is currently \$189 per month plus \$90 per user per month. The Business Management System Fee is integrated into in the office expenses disclosed in Disclosed Expenses. As such, we do not adjust for the Business Management System Fee.

⁷ On an on-going monthly basis, you must spend not less than the greater of 3% of Gross Sales or \$500 per Territory per month on the local marketing of your Bee Organized Business. This adjustment reflects the difference between the local marketing requirement in Item 6 of this Disclosure Document and the advertising and marketing expenses of this Outlet disclosed in Disclosed Expenses.

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Table 2

Company Owned Outlet: Overland Park, Kansas Project and Gross Sales Data for 2025 Calendar Year¹	
Total Gross Sales	\$735,017.82²
Total Number of Projects	544
Average Gross Sales Per Project	\$1,350.00
Median Gross Sales Per Project	\$900.00
High Gross Sales Per Project	\$1,800.00
Low Gross Sales Per Project	\$750.00
Total Number of Hours	9,800
Average Hours Per Project	18
Median Hours Per Project	12
High Hours Per Project	24
Low Hours Per Project	10

Note to Table:

¹ The data reported in this table relates to the underlying transactions resulting in the Gross Sales reported in Table 1 of this Item 19.

² The total Gross Sales generated by this Outlet was \$738,277.82. In this table, we do not include Gross Sales generated through travel and speaking revenue (\$3,260.00), because those Gross Sales are not associate with Projects or Hours.

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ANALYSIS OF RESULTS OF OPERATIONAL FRANCHISE OUTLETS

During the 2025 Calendar Year we had a total of 41 Franchise Outlets. Of the 41 Franchise Outlets, 32 Outlets were Operational Franchise Outlets and 9 Outlets were New Franchise Outlets. In the tables below, we report data related to our Operational Franchise Outlets. In this Item 19, we do not include data for New Franchise Outlets that were not open for the full 2025 Calendar Year. All Operational Franchise Outlets operate within an Operating Territory ranging from approximately one to 12 Territories.

Table 3

All Operational Franchise Outlets					
Average, Median, High, and Low Gross Sales, Project, and Hour Data for 2025 Calendar Year¹					
Data	Average	Number of Outlets Above/Below Average	Median	High²	Low³
Gross Sales	\$184,549.00	Above: 12(38%) Below: 20(62%)	\$127,696.00	\$725,962.00	\$34,511.00
Number of Projects	146	Above: 12 (38%) Below: 20 (62%)	101	576	27
Number of Hours	2,628	Above: 12 (38%) Below: 20 (62%)	1,818	10,368	486

Notes to Table:

¹ The data represented in this table is for all 2025 Calendar Year Operational Franchise Outlets. During the 2025 Calendar Year we had a total of 32 Operational Franchise Outlets. The number of territories that these Operational Franchise Outlets operate range from a low of 1 to a high of 12 Territories.

² The high Gross Sales, number of Projects, and number of Hours represents the data of the Dallas Outlet, which operates in an Operating Territory comprised of 5 Territories. Of the Gross Sales reported for the Dallas Outlet, 1% of the Gross Sales is from Territory 1 which is comprised of 48,040 Qualified Households, 7% of the Gross Sales is from Territory 2 which is comprised of 58,793 Qualified Households, 7% of the Gross Sales is from Territory 3 which is comprised of 55,040 Qualified Households, 42% is from Territory 4 which is comprised of 57,083 Qualified Households, 12% is from Territory 5 which is comprised of 57,748 Qualified Households, and 23% of the Gross Sales is from outside of the Operating Territory and within a 15 mile radius of the Operating Territory, pursuant to our Out of Territory Rules. 7% of the Gross Sales is from outside of the Operating Territory and beyond a 15 mile radius.

³ The low Gross Sales, number of Projects, and number of Hours represents the data of the New Braunfels Outlet, which operates in an Operating Territory comprised of 2 Territories. Of the Gross Sales reported for the New Braunfels Outlet, 36% of the Gross Sales is from Territory 1 which is comprised of 44,775 Qualified Households, 28% of the Gross Sales is from Territory 2 which is comprised of 39,209 Qualified Households, and 36% of the Gross Sales is from outside of the Operating Territory and within a 15 mile radius of the Operating Territory, pursuant to our Out of Territory Rules.

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Table 4

Operational Franchise Outlets Operating for One to Two Years (12-24 months) Average, Median, High, and Low Gross Sales, Project, and Hour Data for 2025 Calendar Year ¹					
Data	Average	Number of Outlets Above/Below Average	Median	High ²	Low ³
Gross Sales	\$101,196.00	Above: 5 (45%) Below: 6 (55%)	\$75,841.00	\$189,198.00	\$44,037.00
Number of Projects	80	Above: 5 (45%) Below: 6 (55%)	60	150	35
Number of Hours	1,440	Above: 5 (45%) Below: 6 (55%)	1,080	2,700	630

Notes to Table:

¹ The data represented in this table is for 2025 Calendar Year Operational Franchise Outlets that have been operating for one to two full Calendar Years as of December 31, 2025, *i.e.*, commenced operations from January 1, 2024 to December 31, 2024. During the 2025 Calendar Year we had a total of 11 Operational Franchise Outlets that qualified as an Operational Franchise Outlet operating for one to two full Calendar Years. The number of territories that these Operational Franchise Outlets operate range from a low of 2 to a high of 4 Territories.

² The high Gross Sales, number of Projects, and number of Hours represents the data of the San Antonio Outlet, which operates in an Operating Territory comprised of 2 Territories. Of the Gross Sales reported for the San Antonio Outlet, 27% of the Gross Sales is from Territory 1 which is comprised of 53,447 Qualified Households, 42% of the Gross Sales is from Territory 2 which is comprised of 50,864 Qualified Households, and 31% of the Gross Sales is from outside of the Operating Territory and within a 15 mile radius of the Operating Territory, pursuant to our Out of Territory Rules.

³ The low Gross Sales, number of Projects, and number of Hours represents the data of the Tulsa Outlet, which operates in an Operating Territory comprised of 2 Territories. Of the Gross Sales reported for the Tulsa Outlet, 36% of the Gross Sales is from Territory 1 which is comprised of 42,717 Qualified Households, 51% of the Gross Sales is from Territory 2 which is comprised of 47,216 Qualified Households, and 13% of the Gross Sales is from outside of the Operating Territory and within a 15 mile radius of the Operating Territory, pursuant to our Out of Territory Rules.

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Table 5

Operational Franchise Outlets Operating for Two to Three Years (25-36 months) Average, Median, High, and Low Gross Sales, Project, and Hour Data for 2025 Calendar Year ¹					
Data	Average	Number of Outlets Above/Below Average	Median	High ²	Low ³
Gross Sales	\$115,265.00	Above: 4 (44%) Below: 5 (56%)	\$88,094.00	\$273,839.00	\$34,511.00
Number of Projects	91	Above: 4 (44%) Below: 5 (56%)	70	217	27
Number of Hours	1,638	Above: 4 (44%) Below: 5 (56%)	1,260	3,906	486

Notes to Table:

¹ The data represented in this table is for 2025 Calendar Year Operational Franchise Outlets that have been operating for two to three full Calendar Years as of December 31, 2025, *i.e.*, commenced operations from January 1, 2023 to December 31, 2023. During the 2025 Calendar Year we had a total of 9 Operational Franchise Outlets that qualified as an Operational Franchise Outlet operating for two to three full Calendar Years. The number of territories that these Operational Franchise Outlets operate range from a low of 1 to a high of 4 Territories.

² The high Gross Sales, number of Projects, and number of Hours represents the data of the Palm Beach Outlet, which operates in an Operating Territory comprised of 2 Territories. Of the Gross Sales reported for the Palm Beach Outlet, 27% of the Gross Sales is from Territory 1 which is comprised of 52,849 Qualified Households, 25% of the Gross Sales is from Territory 2 which is comprised of 54,552 Qualified Households, and 48% of the Gross Sales is from outside of the Operating Territory and within a 15 mile radius of the Operating Territory, pursuant to our Out of Territory Rules.

³ The low Gross Sales, number of Projects, and number of Hours represents the data of the New Braunfels Outlet, which operates in an Operating Territory comprised of 2 Territories. Of the Gross Sales reported for the New Braunfels Outlet, 36% of the Gross Sales is from Territory 1 which is comprised of 44,775 Qualified Households, 28% of the Gross Sales is from Territory 2 which is comprised of 39,209 Qualified Households, and 36% of the Gross Sales is from outside of the Operating Territory and within a 15 mile radius of the Operating Territory, pursuant to our Out of Territory Rules.

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Table 6

Operational Franchise Outlets Operating for Three to Five Years (37-60 months) Average, Median, High, and Low Gross Sales, Project, and Hour Data for 2025 Calendar Year ¹					
Data	Average	Number of Outlets Above/Below Average	Median	High ²	Low ³
Gross Sales	\$274,847.00	Above: 4 (50%) Below: 4 (50%)	\$302,276.00	\$468,638.00	\$73,088.00
Number of Projects	218	Above: 4 (50%) Below: 4 (50%)	240	372	58
Number of Hours	3,924	Above: 4 (50%) Below: 4 (50%)	4,320	6,696	1,044

Notes to Table:

¹ The data represented in this table is for 2025 Calendar Year Operational Franchise Outlets that have been operating for three to five full Calendar Years as of December 31, 2025, *i.e.*, commenced operations from January 1, 2021 and December 31, 2022. During the 2025 Calendar Year we had 8 Operational Franchise Outlets that qualified as an Operational Franchise Outlet operating for three to five full Calendar Years. The number of territories that these Operational Franchise Outlets operate range from a low of 3 to a high of 12 Territories.

² The high Gross Sales, number of Projects, and number of Hours represents the data of the Seattle Outlet, which operates in an Operating Territory comprised of 12 Territories. Of the Gross Sales reported for the Seattle Outlet, 8% of the Gross Sales is from Territories 1, 4, 11 and 12 which is comprised of 163,98 Qualified Households, 5% of the Gross Sales is from Territory 8 which is comprised of 46,528 Qualified Households, 9% of the Gross Sales is from Territory 9 which is comprised of 56,055 Qualified Households, 9% of the Gross Sales is from Territory 6 which is comprised of 50,726 Qualified Households, 9% of the Gross Sales is from Territory 3 which is comprised of 49,619 Qualified Households, 12% of the Gross Sales is from Territory 2 which is comprised of 54,029 Qualified Households, 14% of the Gross Sales is from Territory 5 which is comprised of 58,316 Qualified Households, 14% of the Gross Sales is from Territory 7 which is comprised of 44,600 Qualified Households, 16% of the Gross Sales is from Territory 10 which is comprised of 47,633 and 5% of the Gross Sales is from outside of the Operating Territory and within a 15 mile radius of the Operating Territory, pursuant to our Out of Territory Rules.

³ The low Gross Sales, number of Projects, and number of Hours represents the data of the Denver Outlet, which operates in an Operating Territory comprised of 4 Territories. Of the Gross Sales reported for the Denver Outlet, 16% of the Gross Sales is from Territory 1 which is comprised of 45,397 Qualified Households, 26% of the Gross Sales is from Territory 2 which is comprised of 58,536 Qualified Households, 6% of the Gross Sales is from Territory 3 which is comprised of 43,881 Qualified Households, 10% of the Gross Sales is from Territory 4 which is comprised of 46,060 Qualified Households, and 42% of the Gross Sales is from outside of the Operating Territory and within a 15 mile radius of the Operating Territory, pursuant to our Out of Territory Rules.

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Table 7

Operational Franchise Outlets Operating for Over Five Years (61+ months) Average, Median, High, and Low Gross Sales, Project, and Hour Data for 2025 Calendar Year ¹					
Data	Average	Number of Outlets Above/Below Average	Median	High ²	Low ³
Gross Sales	\$389,062	Above: 1(25%) Below: 3(75%)	\$302,092.00	\$725,963.00	\$226,102.00
Number of Projects	309	Above: 1 (25%) Below: 3 (75%)	240	576	179
Number of Hours	5,562	Above: 1 (25%) Below: 3 (75%)	4,320	10,368	3,222

Notes to Table:

¹ The data represented in this table is for 2025 Calendar Year Operational Franchise Outlets that have been operating for over five full Calendar Years as of December 31, 2025, *i.e.*, commenced operations before January 1, 2021. During the 2025 Calendar Year we had a total of 4 Operational Franchise Outlets that qualified as an Operational Franchise Outlet operating for over five full Calendar Years. The number of territories that these Operational Franchise Outlets operate range from a low of 2 to a high of 7 Territories.

² The high Gross Sales, number of Projects, and number of Hours represents the data of the Dallas Outlet, which operates in an Operating Territory comprised of 5 Territories. Of the Gross Sales reported for the Dallas Outlet, 1% of the Gross Sales is from Territory 1 which is comprised of 48,040 Qualified Households, 7% of the Gross Sales is from Territory 2 which is comprised of 58,793 Qualified Households, 7% of the Gross Sales is from Territory 3 which is comprised of 55,040 Qualified Households, 42% is from Territory 4 which is comprised of 57,083 Qualified Households, 12% is from Territory 5 which is comprised of 57,748 Qualified Households, and 23% of the Gross Sales is from outside of the Operating Territory and within a 15 mile radius of the Operating Territory, pursuant to our Out of Territory Rules. 7% of the Gross Sales is from outside of the Operating Territory and beyond a 15 mile radius.

³ The low Gross Sales, number of Projects, and number of Hours represents the data of the Oklahoma City Outlet, which operates in an Operating Territory comprised of 2 Territories. Of the Gross Sales reported for the Oklahoma City Outlet, 50% of the Gross Sales is from Territory 1 which is comprised of 40,738 Qualified Households, 21% of the Gross Sales is from Territory 2 which is comprised of 41,344 Qualified Households, and 29% of the Gross Sales is from outside of the Operating Territory and within a 15 mile radius of the Operating Territory, pursuant to our Out of Territory Rules.

Some Outlets have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.

Written substantiation of the data used in preparing these sales figures will be made available to you upon reasonable request.

Other than the preceding financial performance representations, Bee Organized Enterprises, LLC does not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor's management by contacting Kristen Christian, Bee Organized Enterprises, LLC at 4350 West 107th Street, Overland Park, Overland Park 66207 and (913) 735-6409, the Federal Trade Commission, and the appropriate state regulatory agencies.

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