

Provision	Section in Franchise or Other Agreement	Summary
		current principal office (currently in New Jersey), subject to state law.
(v) Choice of forum	15.H of Agreement	Subject to arbitration requirement, litigation generally must be in state or federal courts in New Jersey (subject to state law).
(w) Choice of law	15.G of Agreement	Except for Federal Arbitration Act and other federal law, New Jersey law generally governs (subject to state law).

Item 18
PUBLIC FIGURES

We do not use any public figure to promote our franchise.

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 this 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) a 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.

All financial performance representations in this Item 19 showing actual franchisee performance are based on internal unaudited historical data.

The table below reflects certain operating results during the 2025 calendar year of 27 franchisees owning 54 franchised territories who operated for a Full Season during 2025. Each of the 27 franchisees owns 2 franchised territories. A franchisee who operated for a Full Season during 2025 means a franchisee who was trained, licensed, and in a position to start servicing customers before the beginning of the Spring 2025 sales window. A Full Season means the full amount of time during which a franchisee is able to perform services within a calendar year for a given market, which varies by geography and weather conditions. Of the 27 franchisees, 6 franchisees (owning 12 franchised territories) attended the January 2025 training class. The remaining 21 franchisees (owning 42 franchised territories) had already gone through training before then. Franchisees who trained after the January 2025 training class are not included in this Item 19 because they did not then operate for a Full Season during 2025. The table below excludes

a total of 25 franchisees (owning 49 franchised territories) that did not operate for a Full Season in 2025.

All services offered by SPARKLE SQUAD Businesses (including holiday lighting and décor services) are included in the first 3 line-items. These are the same services to be offered and sold to customers by the franchise offered in this disclosure document. The fourth line-item in the table breaks out the results for holiday lighting and décor services during 2025 offered by 23 (of the 27) franchisees owning 46 franchised territories. The table does not include any affiliate-owned territories.

“Total Revenue Invoiced” in 2025 reflects the total amount of work that was completed by all 27 franchisees and billed out during 2025 (this is distinguished from revenue “received” because some receivables were not collected until early 2026 due to trailing terms on commercial work). All other “Revenue Invoiced” references likewise reflect the amount of work in the particular category (i.e., high, low, median, and average) that was completed and billed out during 2025.

We compiled this information from direct reports and surveys from franchisees of actual services performed by franchisees during 2025. We did not independently audit the figures in these reports and surveys.

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Financial Performance Information for January 1, 2025 through December 31, 2025

	<i>Total Number of Franchisees</i>	<i>Total Revenue Invoiced by All Franchisees</i>	<i>Highest Revenue Invoiced by a Franchisee</i>	<i>Lowest Revenue Invoiced by a Franchisee</i>	<i>Median Revenue Invoiced by Franchisees</i>	<i>Average Revenue Invoiced by Franchisees</i>	<i>Number and Percentage of Franchisees Exceeding Average Revenue Invoiced</i>	<i>Total Number of Jobs Invoiced</i>	<i>Average Number of Jobs Invoiced</i>	<i>Number and Percentage of Franchisees Exceeding Average Number of Jobs Invoiced</i>	<i>Median Number of Jobs Invoiced by Franchisees</i>
<i>All Services (Residential Plus Commercial)</i>	27	\$3,761,182.25	\$342,386.37	\$37,504.70	\$120,737.90	\$139,303.05	12 / 44.4%	5,983	222	11 / 40.7%	210
<i>Commercial Services Only</i>	27	\$1,232,966.46	\$219,788.18	\$2,636.00	\$40,891.43	\$45,665.42	13 / 48.1%	1,244	46	15 / 55.5%	49
<i>Residential Services Only</i>	27	\$2,528,215.79	\$172,336.48	\$32,767.70	\$95,453.81	\$93,637.62	15 / 55.5%	4,739	176	12 / 44.4%	172
<i>Holiday Lights (Included in Commercial and Residential)</i>	23	\$608,988.30	\$71,498.38	\$5,933.29	\$28,035.45	\$26,477.75	12 / 52.2%	465	20	13 / 56.5%	21

Written substantiation of all financial performance information presented in this financial performance representation will be made available to you upon reasonable request.

Some Sparkle Squad Businesses have sold this amount. Your individual results may differ. There is no assurance that you will sell as much.

Other than the preceding financial performance representation, we do not make any financial performance representations. 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 Scott D. Frith at 142 State Route 34, Holmdel, New Jersey 07733, (732) 946-4300, the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20
OUTLETS AND FRANCHISEE INFORMATION

All year-end numbers appearing in the tables below are as of December 31st in each year.

Table No. 1

Systemwide Outlet Summary
For years 2023 to 2025

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	2023	0	0	0
	2024	0	40	+40
	2025	40	99	+59
Company- Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Outlets	2023	0	0	0
	2024	0	40	+40
	2025	40	99	+59