

covenants after the franchise is terminated or expires		Franchise Agreement.
s. Modification of the agreement	Not Applicable	Same terms as Franchise Agreement.
t. Integration/merger clause	19	The Multi-Territory Addendum constitutes the entire agreement between the parties and supersedes any and all prior negotiations, understandings, representations, and agreements. Nothing in the Multi-Territory Addendum or in any related agreement, however, is intended to disclaim the representations we made in the franchise disclosure document that was furnished to you.
u. Dispute resolution by arbitration or mediation	17	Same as Franchise Agreement (subject to state law).
v. Choice of forum	17	All claims not subject to mediation must only be brought in a competent court of general jurisdiction located in Cincinnati, Ohio, or, if appropriate, the United States District Court for the Southern District of Ohio (subject to state law).
w. Choice of law	16	Ohio law governs all claims arising out of the Franchise Agreement, without reference to its conflict of laws provisions (subject to state law).

**ITEM 18
PUBLIC FIGURES**

We do not currently use any public figure to promote our System.

**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.

As of December 31, 2025, there were two (2) affiliate-owned locations (the “Affiliate-Owned Locations”) operating in a total of three (3) Territories, and 69 franchised locations (each, a “Franchised Location”) operating in a total of 164 Territories.

This Financial Performance Representation sets forth certain historical sales and cost information in connection with the two (2) Affiliate-Owned Locations operating in three (3) Territories as well as 64 Franchised Locations operating in a total of 151 Territories. We excluded five (5) Franchised Locations operating in 13 Territories since those Franchised Locations were operating for less than 45 days during the 2025 calendar year.

Part I of this Financial Performance Representation discloses the historical (i) total Gross Revenue, (ii) average Gross Revenue, (iii) median Gross Revenue, (iv) high Gross Revenue, and (v) low Gross Revenue each month by the Franchised Locations that have been operational for a minimum of twelve (12) months from January 1, 2025, through December 31, 2025.

Part II of this Financial Performance Representation discloses the historical (i) total monthly Gross Revenue, (ii) average monthly Gross Revenue, (iii) median monthly Gross Revenue, (iv) high monthly Gross Revenue, and (v) low monthly Gross Revenue each month by the Franchised Locations that have been operational for less than twelve (12) months from January 1, 2025, through December 31, 2025.

Part III of this Financial Performance Representation discloses the historical (i) total number of tickets, (ii) average monthly ticket amount, (iii) median monthly ticket amount, (iv) high monthly ticket amount, and (v) low monthly ticket amount generated by the Franchised Locations from January 1, 2025, through December 31, 2025.

Part IV of this Financial Performance Representation discloses the historical (i) total number of proposals sent, (ii) total number of proposals accepted, (iii) the percentage of proposals accepted, (iv) average number of proposals sent and accepted, (iv) median amount of proposals sent and accepted, (V) high amount of proposals sent and accepted, and (vi) low amount of proposals sent and accepted by the Franchised Locations from January 1, 2025, through December 31, 2025.

Part V of this Financial Performance Representation discloses the historical Gross Revenue generated, as well as certain COGs, labor, materials, and certain estimated fees incurred, by the Affiliate-Owned Location I from January 1, 2025, through December 31, 2025.

Part VI of this Financial Performance Representation discloses the historical Gross Revenue generated, as well as certain COGs, labor, materials, and certain estimated fees incurred, by the Affiliate-Owned Location II from January 1, 2025, through December 31, 2025.

We have not independently audited this information. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

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PART I: TOTAL GROSS REVENUE AND AVERAGE, MEDIAN, HIGH AND LOW GROSS REVENUE PER YEAR BY FRANCHISE LOCATION FROM JANUARY 1, 2025 – DECEMBER 31, 2025

Franchise Location	Number of Territories	Opening Date	Days of Operation	Total Revenue
#1 (Fort Wayne)	1	2/5/24	695	328,409
#2 (Frisco-McKinney)	2	4/22/24	618	114,943
#3 (SW Houston)	3	4/22/24	618	294,346
#4 (St. Louis)	3	6/3/24	576	711,325
#5 (Columbia)	1	6/17/24	562	806,510
#6 (Cleveland)	3	8/5/24	513	365,225
#7 (NE Atlanta)	3	8/26/24	492	260,526
#8 (Raleigh-Durham)	3	9/3/24	484	785,446
#9 (Charlotte)	5	9/3/24	484	625,766
#10 (Phoenix East-Valley)	3	9/3/24	484	172,800
#11 (Greater Philadelphia)	5	9/3/24	484	413,669
#12 (North Denver-Boulder)	2	9/23/24	464	689,249
#13 (Kansas City)	3	9/23/24	464	327,434
#14 (The Woodlands)	1	9/23/24	464	353,270
#15 (Northern Tampa)	2	9/23/24	464	102,601
#16 (SW Nashville)	1	11/1/24	425	585,310
#17 (Eastern- Nashville)	2	11/1/24	425	154,321
#18 (Denton-Lewisville)	1	11/1/24	425	145,605
#19 (Fairfield-Milford)	1	12/1/24	395	105,109
#20 (Austin)	3	12/1/24	395	374,496
Avg				385,818
High				806,510
Low				102,601
Median				340,840
# >= Average				9 (45.0%)

Notes to Part I:

1. **Gross Revenue.** “Gross Revenue” means all revenue that the Franchised Location receives or otherwise derives from operating the Franchised Location, whether from cash, check, credit or debit card, or other credit transactions. Gross Revenue includes any proceeds from any business interruption insurance applicable to loss of revenue. Gross Revenue also includes promotional allowances or rebates paid to the Franchised Location in connection with the purchase of products or supplies or its referral of customers. Gross Revenue does not include (i) any bona fide returns and credits that are provided to customers, and (ii) any sales or other taxes that are collected from customers and paid directly to the appropriate taxing authority.

2. **Average.** “Average” which is also known as the “mean,” means the sum of all data points in a set, divided by the number of data points in that set.
3. **Median.** “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 dataset contains an even number of data points, the median is reached by taking the two numbers in the middle, adding them together, and dividing it by two.
4. **High.** “High” means the Franchised Location that generated the most Gross Revenue between January 1, 2025, and December 31, 2025.
5. **Low.** “Low” means the Franchised Location that generated the least Gross Revenue between January 1, 2025, and December 31, 2025.
6. **Days in Operation.** “Days in Operation” means the total number of days that the Franchised Location operated from the opening date through December 31, 2025.

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PART II: TOTAL GROSS REVENUE AND AVERAGE, MEDIAN, HIGH AND LOW GROSS REVENUE PER MONTH BY FRANCHISE LOCATION FROM JANUARY 1, 2025 – DECEMBER 31, 2025

Franchise Location	Number of Territories	Opening Date	Days of Operation	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
#21 (Tampa-St. Petersburg)	6	1/7/25	358	1,175	8,621	8,250	6,645	11,575	35,285	13,040	20,500	62,859	18,472	41,574	92,038
#22 (NW Atlanta)	3	1/7/25	358	0	2,050	0	0	18,091	0	0	0	7,973	25,526	0	0
#23 (Castlerock-COS)	2	1/7/25	358	1,300	1,295	75,852	16,150	29,205	10,510	14,427	17,535	48,973	18,056	9,572	34,483
#24 (Howard-Anne Arundel County)	2	1/7/25	358	18,179	0	6,635	980	16,950	14,950	39,900	17,275	0	53,495	0	7,790
#25 (Boca Raton)	1	1/10/25	355	0	0	6,850	40,579	2,180	21,446	0	3,100	350	2,000	13,750	485
#26 (Greenville-Spartanburg)	2	2/1/25	333	7,130	8,800	12,205	3,990	8,379	57,175	72,434	43,536	17,851	38,275	34,051	
#27 (North Dallas)	3	2/1/25	333	51,635	100,685	72,741	15,994	44,530	20,020	23,430	34,556	48,040	13,713	91,317	
#28 (Fort Collins-Loveland)	1	2/3/25	331	11,699	15,882	3,450	2,083	39,970	0	0	4,327	5,398	0	0	
#29 (Rochester)	2	2/3/25	331	2,245	0	10,128	25,302	18,396	14,944	95,149	17,984	32,542	2,538	4,427	
#30 (Syracuse)	1	2/3/25	331	0	19,007	0	0	6,697	1,650	3,055	14,650	4,300	0	0	
#31 (Madison)	1	2/3/25	331	9,395	6,750	30,015	52,630	23,300	63,438	9,150	36,683	105,680	0	49,935	
#32 (NW Indiana)	1	2/3/25	331	4,845	33,311	91,628	38,777	33,394	6,654	31,693	31,166	73,337	14,702	61,563	
#33 (Naples-Bonita Springs)	1	3/1/25	305	2,888	25,076	20,520	10,918	64,730	0	6,332	17,409	44,821	211		
#34 (Central New Jersey)	5	3/24/25	282	1,375	19,840	40,078	19,164	57,430	19,227	950	10,501	0			
#35 (Pittsburgh)	3	3/24/25	282	9,996	0	900	0	21,089	21,475	7,854	0	0			
#36 (Birmingham-Tuscaloosa)	3	3/24/25	282	8,778	5,843	6,984	17,869	6,415	41,467	34,751	0	0			
#37 (Charleston)	2	4/1/25	274	39,082	39,226	86,808	16,149	58,849	14,500	69,073	9,865	6,400			
#38 (Wilmington, DE)	1	4/25/25	250	34,708	2,709	33,921	25,318	47,635	69,899	55,917	0				
#39 (Knoxville)	2	4/25/25	250	70,102	6,550	130,820	0	13,416	1,661	14,340	36,890				
#40 (SW Miami)	3	5/1/25	244	16,525	22,703	31,540	40,124	40,250	33,550	30,650	3,500				
#41 (Fredericksburg)	1	5/1/25	244	620	19,960	30,502	44,329	0	1,925	0	0				
#42 (Orlando)	3	5/21/25	224	16,965	24,237	16,162	0	15,996	0	32,301	0				
#43 (DMV)	4	6/15/25	199	4,885	0	0	0	31,210	22,890	0					
#44 (Milwaukee-Lake Country)	3	7/2/25	182	5,995	13,477	4,527	1,175	6,994	3,131						
#45 (Phoenix-West Valley)	3	7/2/25	182	1,100	0	11,595	3,233	0	0						
#46 (NW Nashville)	1	7/2/25	182	0	4,675	1,850	33,417	6,560	25,461						
#47 (Atlanta Metro)	2	7/14/25	170	0	0	0	0	2,200	0						
#48 (Cedar Rapids)	1	7/15/25	169	0	628	25,757	1,215	928	0						
#49 (Central Denver-Aurora)	2	8/1/25	152	21,479	6,153	50,703	26,757	0							
#50 (Greater North Houston)	3	8/19/25	134	0	37,162	0	19,904	475							
#51 (Oklahoma City)	2	8/20/25	133	9,900	550	0	0								
#52 (West Columbus)	2	8/20/25	133	13,339	29,230	24,349	16,330								
#53 (West Denver)	2	8/20/25	133	0	10,314	10,584	0								
#54 (Lancaster-Harrisburg)	2	8/20/25	133	5,440	33,227	400	0								
#55 (Portland, ME)	1	8/20/25	133	21,555	4,225	10,065	13,915								
#56 (St. Augustine, FL)	2	8/25/25	128	1,250	24,416	12,091	0								
#57 (NE Phoenix)	3	8/25/25	128	0	19,916	13,185	0								
#58 (N S Antonio)	1	9/1/25	121	0	0	0	8,271								
#59 (N Metro Detroit)	3	9/1/25	121	0	0	0	12,236								
#60 (Greater Minneapolis)	7	9/15/25	107	0	41,402	27,106	65,274								
#61 (Greater Boston)	5	9/22/25	100	90,408	19,910	13,030									
#62 (Delray Beach-Wellington)	2	9/22/25	100	1,933	24,671	1,960									
#63 (Omaha)	2	9/29/25	93	0	17,080	29,535									
#64 (Wilmington, NC)	1	10/6/25	86	18,370	13,298	96,453									
Avg				11,461	15,065	23,845	14,468	20,895	17,902	24,106	14,522	26,972	14,384	25,516	26,959
High				90,408	100,685	130,820	65,274	64,730	69,899	95,149	43,536	105,680	53,495	91,317	92,038
Low				0	0	0	0	0	0	0	0	0	0	0	0
Median				3,867	9,557	11,843	9,594	16,473	14,722	14,340	12,576	7,973	13,713	11,661	7,790
# >= Average				13 (29.5%)	19 (43.2%)	16 (36.4%)	17 (42.5%)	12 (40.0%)	12 (42.9%)	9 (39.1%)	11 (50.0%)	7 (41.2%)	6 (46.2%)	5 (41.7%)	2 (40.0%)

Notes to Part II:

1. **Gross Revenue.** “Gross Revenue” means all revenue that the Franchised Location receives or otherwise derives from operating the Franchised Location, whether from cash, check, credit or debit card, or other credit transactions. Gross Revenue includes any proceeds from any business interruption insurance applicable to loss of revenue. Gross Revenue also includes promotional allowances or rebates paid to the Franchised Location in connection with the purchase of products or supplies or its referral of customers. Gross Revenue does not include (i) any bona fide returns and credits that are provided to customers, and (ii) any sales or other taxes that are collected from customers and paid directly to the appropriate taxing authority.
2. **Average.** “Average” which is also known as the “mean,” means the sum of all data points in a set, divided by the number of data points in that set.
3. **Median.** “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 dataset contains an even number of data points, the median is reached by taking the two numbers in the middle, adding them together, and dividing it by two.
4. **High.** “High” means the Franchised Location that generated the most Gross Revenue in a given month.
5. **Low.** “Low” means the Franchised Location that generated the least Gross Revenue in a given month.
6. **Days in Operation.** “Days in Operation” means the total number of days that the Franchised Location operated from the opening date through December 31, 2025.

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PART III: TOTAL NUMBER OF TICKETS, AVERAGE, MEDIAN, HIGH, AND LOW MONTHLY TICKET SENT BY FRANCHISED LOCATIONS FROM JANUARY 1, 2025 – DECEMBER 31, 2025

	Number of Territories	Opening Date	Days of Operation	Total Tickets	Avg Ticket	High	Low	Median	# > or = to Average
#1 (Fort Wayne)	1	2/5/24	695	61	5,384	49,875	375	3,952	19 (31.1%)
#2 (Frisco-McKinney)	2	4/22/24	618	10	11,494	23,457	375	7,480	6 (60.0%)
#3 (SW Houston)	3	4/22/24	618	14	21,025	41,312	950	11,238	6 (42.9%)
#4 (St. Louis)	3	6/3/24	576	108	6,586	34,508	150	5,056	36 (33.3%)
#5 (Columbia)	1	6/17/24	562	96	8,401	37,123	400	5,452	34 (35.4%)
#6 (Cleveland)	3	8/5/24	513	48	7,609	34,429	250	5,567	17 (35.4%)
#7 (NE Atlanta)	3	8/26/24	492	33	7,895	45,395	350	14,143	7 (21.2%)
#8 (Raleigh-Durham)	3	9/3/24	484	86	9,133	78,500	140	3,114	24 (27.9%)
#9 (Charlotte)	5	9/3/24	484	35	17,879	54,875	1,458	5,450	12 (34.3%)
#10 (Phoenix East Valley)	3	9/3/24	484	14	12,343	38,093	300	6,136	7 (50.0%)
#11 (Greater Philadelphia)	5	9/3/24	484	65	6,364	65,485	295	2,940	20 (30.8%)
#12 (North Denver Boulder)	2	9/23/24	464	69	9,989	58,363	225	7,136	22 (31.9%)
#13 (Kansas City)	3	9/23/24	464	47	6,967	35,669	225	4,870	17 (36.2%)
#14 (The Woodlands)	1	9/23/24	464	36	9,813	36,080	450	5,950	14 (38.9%)
#15 (Northern Tampa)	2	9/23/24	464	12	8,550	20,500	525	9,450	6 (50.0%)
#16 (SW Nashville)	1	11/1/24	425	21	27,872	98,655	3,205	17,612	8 (38.1%)
#17 (Eastern-Nashville)	2	11/1/24	425	17	9,078	25,166	400	6,182	5 (29.4%)
#18 (Denton-Lewisville)	1	11/1/24	425	26	5,600	60,804	120	6,174	9 (34.6%)
#19 (Fairfield-Milford)	1	12/1/24	395	18	5,839	31,885	250	3,478	6 (33.3%)
#20 (Austin)	3	12/1/24	395	39	9,602	36,214	150	7,674	18 (46.2%)
#21 (Tampa-St. Petersburg)	6	1/7/25	358	51	6,275	39,188	1,000	3,985	15 (29.4%)
#22 (NW Atlanta)	3	1/7/25	358	8	6,705	12,469	1,046	7,281	5 (62.5%)
#23 (Castlerock-COS)	2	1/7/25	358	57	4,866	24,632	240	2,460	16 (28.1%)
#24 (Howard-Anne Arundel County)	2	1/7/25	358	24	7,340	21,945	400	4,775	10 (41.7%)
#25 (Boca Raton)	1	1/10/25	355	20	4,537	13,350	350	3,209	9 (45.0%)
#26 (Greenville-Spartanburg)	2	2/1/25	333	39	7,790	39,974	250	3,429	11 (28.2%)
#27 (North Dallas)	3	2/1/25	333	62	8,333	62,798	475	4,340	17 (27.4%)
#28 (Fort Collins-Loveland)	1	2/3/25	331	8	10,351	33,760	2,010	5,486	3 (37.5%)
#29 (Rochester)	2	2/3/25	331	34	6,578	60,474	150	2,095	11 (32.3%)
#30 (Syracuse)	1	2/3/25	331	10	4,936	14,190	460	4,757	4 (40.0%)
#31 (Madison)	1	2/3/25	331	50	7,740	66,250	500	3,923	18 (36.0%)
#32 (NW Indiana)	1	2/3/25	331	54	7,798	48,763	225	4,946	18 (33.3%)
#33 (Naples-Bonita Springs)	1	3/1/25	305	27	7,144	30,897	211	3,365	10 (37.0%)
#34 (Central New Jersey)	5	3/24/25	282	31	5,438	22,773	200	3,026	12 (38.7%)
#35 (Pittsburgh)	3	3/24/25	282	11	5,574	13,975	900	5,800	6 (54.5%)
#36 (Birmingham-Tuscaloosa)	3	3/24/25	282	15	8,140	26,760	105	5,889	6 (40.0%)
#37 (Charleston)	2	4/1/25	274	30	11,332	36,398	150	6,541	13 (43.3%)
#38 (Wilmington, DE)	1	4/25/25	250	26	10,389	34,985	725	11,329	13 (50.0%)
#39 (Knoxville)	2	4/25/25	250	24	11,407	108,099	800	3,420	5 (20.8%)
#40 (SW Miami)	3	5/1/25	244	26	8,417	28,900	650	6,123	9 (34.6%)
#41 (Fredericksburg)	1	5/1/25	244	16	6,084	16,989	125	4,850	7 (43.8%)
#42 (Orlando)	3	5/21/25	224	8	13,208	32,301	1,163	12,497	4 (50.0%)
#43 (DMV)	4	6/15/25	199	5	11,797	25,144	2,800	15,605	3 (60.0%)
#44 (Milwaukee-Lake Country)	3	7/2/25	182	9	3,922	10,461	70	3,131	3 (33.3%)
#45 (Phoenix West Valley)	3	7/2/25	182	3	5,309	11,595	1,100	3,233	1 (33.3%)
#46 (NW Nashville)	1	7/2/25	182	10	7,196	15,925	146	5,618	5 (50.0%)
#47 (Atlanta Metro)	2	7/14/25	170	1	2,200	2,200	2,200	2,200	1 (100.0%)
#48 (Cedar Rapids)	1	7/15/25	169	8	3,566	21,812	422	735	2 (25.0%)
#49 (Central Denver-Aurora)	2	8/1/25	152	14	7,507	43,168	375	3,862	5 (35.7%)
#50 (Greater North Houston)	3	8/19/25	134	5	11,508	37,162	475	3,230	2 (40.0%)
#51 (Oklahoma City)	2	8/20/25	133	2	5,225	9,900	550	5,225	1 (50.0%)
#52 (West Columbus)	2	8/20/25	133	12	6,937	13,127	347	7,551	7 (58.3%)
#53 (West Denver)	2	8/20/25	133	3	6,966	10,584	3,435	6,879	1 (33.3%)
#54 (Lancaster-Harrisburg)	2	8/20/25	133	8	4,883	13,263	400	4,440	3 (37.5%)
#55 (Portland, ME)	1	8/20/25	133	9	5,529	11,870	350	2,323	3 (33.3%)
#56 (St. Augustine, FL)	2	8/25/25	128	7	6,293	12,091	1,250	7,568	5 (71.4%)
#57 (NE Phoenix)	3	8/25/25	128	2	16,550	19,916	13,185	16,550	1 (50.0%)
#58 (N S Antonio)	1	9/1/25	121	4	2,068	5,999	304	984	1 (25.0%)
#59 (N Metro Detroit)	3	9/1/25	121	2	6,118	6,700	5,536	6,118	1 (50.0%)
#60 (Greater Minneapolis)	7	9/15/25	107	18	7,432	21,611	500	6,826	8 (44.4%)
#61 (Greater Boston)	5	9/22/25	100	8	15,419	29,410	567	11,238	3 (37.5%)
#62 (Delray Beach-Wellington)	2	9/22/25	100	6	4,761	18,000	1,933	4,316	3 (50.0%)
#63 (Omaha)	2	9/29/25	93	3	15,538	22,815	6,720	17,080	2 (66.6%)
#64 (Wilmington, NC)	1	10/6/25	86	8	16,015	27,878	6,000	9,605	4 (50.0%)
Total Network				1633	8,602	108,099	70	5,451	580 (35.5%)

Notes to Part III:

1. **Total Tickets.** “Total Tickets” means the total number of approved proposals that a Franchised Location generated from January 1, 2025, through December 31, 2025.
2. **Average Ticket.** “Average Ticket” means the average approved proposal size that a Franchised Location generated from January 1, 2025, through December 31, 2025. The average is calculated by adding all data points in a set and dividing that number by the total number of data points in that set.
3. **Median.** “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 dataset contains an even number of data points, the median is reached by taking the two numbers in the middle, adding them together, and dividing it by two.
4. **High.** “High” means the highest approved proposal that a Franchised Location, had approved from January 1, 2025, through December 31, 2025.
5. **Low** “Low” means the highest approved proposal that a Franchised Location had approved from January 1, 2025, through December 31, 2025.

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PART IV: TOTAL NUMBER OF QUOTES SENT, QUOTES CONVERTED, AND CLOSE RATE (PERCENTAGE) BY FRANCHISED LOCATIONS FROM JANUARY 1, 2025 – DECEMBER 31, 2025

	Number of Territories	Opening Date	Days in Operation	Quotes Sent	Quotes Converted	Close Rate
#1 (Fort Wayne)	1	2/5/24	695	136	61	44.9%
#2 (Frisco-McKinney)	2	4/22/24	618	17	10	58.8%
#3 (SW Houston)	3	4/22/24	618	29	14	48.3%
#4 (St. Louis)	3	6/3/24	576	217	108	49.8%
#5 (Columbia)	1	6/17/24	562	191	96	50.3%
#6 (Cleveland)	3	8/5/24	513	84	48	57.1%
#7 (NE Atlanta)	3	8/26/24	492	75	33	44.0%
#8 (Raleigh-Durham)	3	9/3/24	484	124	86	69.4%
#9 (Charlotte)	5	9/3/24	484	101	35	34.7%
#10 (Phoenix East-Valley)	3	9/3/24	484	38	14	36.8%
#11 (Greater Philadelphia)	5	9/3/24	484	128	65	50.8%
#12 (North Denver-Boulder)	2	9/23/24	464	111	69	62.2%
#13 (Kansas City)	3	9/23/24	464	113	47	41.6%
#14 (The Woodlands)	1	9/23/24	464	85	36	42.4%
#15 (Northern Tampa)	2	9/23/24	464	37	12	32.4%
#16 (SW Nashville)	1	11/1/24	425	53	21	39.6%
#17 (Eastern- Nashville)	2	11/1/24	425	51	17	33.3%
#18 (Denton-Lewisville)	1	11/1/24	425	72	26	36.1%
#19 (Fairfield-Milford)	1	12/1/24	395	36	18	50.0%
#20 (Austin)	3	12/1/24	395	78	39	50.0%
#21 (Tampa-St. Petersburg)	6	1/7/25	358	132	51	38.6%
#22 (NW Atlanta)	3	1/7/25	358	44	8	18.2%
#23 (Castlerock-COS)	2	1/7/25	358	99	57	57.6%
#24 (Howard-Anne Arundel County)	2	1/7/25	358	61	24	39.3%
#25 (Boca Raton)	1	1/10/25	355	57	20	35.1%
#26 (Greenville-Spartanburg)	2	2/1/25	333	92	39	42.4%
#27 (North Dallas)	3	2/1/25	333	132	62	47.0%
#28 (Fort Collins-Loveland)	1	2/3/25	331	36	8	22.2%
#29 (Rochester)	2	2/3/25	331	76	34	44.7%
#30 (Syracuse)	1	2/3/25	331	23	10	43.5%
#31 (Madison)	1	2/3/25	331	90	50	55.6%
#32 (NW Indiana)	1	2/3/25	331	149	54	36.2%
#33 (Naples-Bonita Springs)	1	3/1/25	305	60	27	45.0%
#34 (Central New Jersey)	5	3/24/25	282	69	31	44.9%
#35 (Pittsburgh)	3	3/24/25	282	38	11	28.9%
#36 (Birmingham-Tuscaloosa)	3	3/24/25	282	53	15	28.3%
#37 (Charleston)	2	4/1/25	274	69	30	43.5%
#38 (Wilmington, DE)	1	4/25/25	250	74	26	35.1%
#39 (Knoxville)	2	4/25/25	250	46	24	52.2%
#40 (SW Miami)	3	5/1/25	244	80	26	32.5%
#41 (Fredericksburg)	1	5/1/25	244	32	16	50.0%
#42 (Orlando)	3	5/21/25	224	43	8	18.6%
#43 (DMV)	4	6/15/25	199	19	5	26.3%
#44 (Milwaukee-Lake Country)	3	7/2/25	182	29	9	31.0%
#45 (Phoenix-West Valley)	3	7/2/25	182	17	3	17.6%
#46 (NW Nashville)	1	7/2/25	182	21	10	47.6%
#47 (Atlanta Metro)	2	7/14/25	170	9	1	11.1%
#48 (Cedar Rapids)	1	7/15/25	169	17	8	47.1%
#49 (Central Denver-Aurora)	2	8/1/25	152	26	14	53.8%
#50 (Greater North Houston)	3	8/19/25	134	14	5	35.7%
#51 (Oklahoma City)	2	8/20/25	133	5	2	40.0%
#52 (West Columbus)	2	8/20/25	133	31	12	38.7%
#53 (West Denver)	2	8/20/25	133	12	3	25.0%
#54 (Lancaster-Harrisburg)	2	8/20/25	133	18	8	44.4%
#55 (Portland, ME)	1	8/20/25	133	20	9	45.0%
#56 (St. Augustine, FL)	2	8/25/25	128	22	6	27.3%
#57 (NE Phoenix)	3	8/25/25	128	5	2	40.0%
#58 (N S Antonio)	1	9/1/25	121	10	4	40.0%
#59 (N Metro Detroit)	3	9/1/25	121	15	2	13.3%
#60 (Greater Minneapolis)	7	9/15/25	107	45	18	40.0%
#61 (Greater Boston)	5	9/22/25	100	19	8	42.1%
#62 (Delray Beach-Wellington)	2	9/22/25	100	24	6	25.0%
#63 (Omaha)	2	9/29/25	93	11	3	27.3%
#64 (Wilmington, NC)	1	10/6/25	86	28	8	28.6%
System Total				3748	1632	43.5%
Avg				59	26	
High				217	108	
Low				5	1	
Median				45	17	
# >= Average				26 (40.6%)	25 (39.1%)	

Notes to Part IV:

1. **Quotes Sent.** “Quotes Sent” means the number of quotes that each of the Franchised Locations sent to customers during the 2025 calendar year.
2. **Quotes Converted.** “Quotes Converted” means the total number of quotes that each of the Franchised Locations converted to actual jobs during the 2025 calendar year.
3. **Close Rate.** “Close Rate” is calculated by taking quotes sent and dividing it by the quotes converted.

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