

**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) 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.

**UNAUDITED AVERAGE AND MEDIAN MONTHLY GROSS REVENUE FOR 37 REDLINE PERFORMANCE CENTERS THAT WERE OPEN FOR ALL OF 2024 CATEGORIZED INTO THREE GROUPS BASED UPON THE EXTENT FRANCHISEE IS FOLLOWING MODEL**

<b>Number of Included Units</b>		<b>January</b>	<b>February</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b>	<b>September</b>	<b>October</b>	<b>November</b>	<b>December</b>	<b>Average and Median Monthly Revenue for 2024</b>
<b>Following Model</b>														
<b>10 Units</b>	Average	\$47,501	\$44,090	\$42,526	\$47,057	\$43,974	\$42,524	\$45,106	\$38,330	\$38,707	\$35,213	\$45,525	\$48,283	\$43,237
	Median	\$40,337	\$37,313	\$37,245	\$41,671	\$36,121	\$38,581	\$42,120	\$30,745	\$36,553	\$31,525	\$40,018	\$41,754	\$38,595
Number and % of Locations Exceeding Average	3/10 (30%)	3/10 (30%)	4/10 (40%)	3/10 (30%)	4/10 (40%)	5/10 (50%)	5/10 (50%)	4/10 (40%)	4/10 (40%)	4/10 (40%)	4/10 (40%)	4/10 (40%)	4/10 (40%)	4/10 (40%)
Number and % of Locations Exceeding Median	5/10 (50%)	5/10 (50%)	5/10 (50%)	5/10 (50%)	5/10 (50%)	5/10 (50%)	5/10 (50%)	5/10 (50%)	5/10 (50%)	5/10 (50%)	5/10 (50%)	5/10 (50%)	5/10 (50%)	5/10 (50%)
<b>Partially Following Model</b>														
<b>22 Units</b>	Average	\$29,574	\$27,289	\$26,756	\$28,603	\$25,765	\$25,938	\$32,081	\$23,089	\$22,798	\$21,419	\$24,211	\$25,784	\$26,008
	Median	\$29,426	\$24,670	\$24,499	\$25,968	\$23,327	\$23,347	\$25,133	\$23,020	\$22,466	\$20,509	\$23,268	\$23,202	\$25,330
Number and % of Locations Exceeding Average	10/22 (45%)	9/22 (41%)	7/22 (32%)	8/22 (36%)	8/22 (36%)	10/21 (47%)	6/21 (29%)	10/21 (48%)	9/21 (43%)	10/21 (47%)	10/21 (47%)	9/21 (43%)	11/22 (50%)	
Number and % of Locations Exceeding Median	11/22 (50%)	10/22 (45%)	11/22 (50%)	11/22 (50%)	11/22 (50%)	11/21 (52%)	11/21 (52%)	11/21 (52%)	11/21 (52%)	11/21 (52%)	11/21 (52%)	11/21 (52%)	11/22 (50%)	
<b>Not Following Model</b>														
<b>5 Units</b>	Average	\$26,572	\$22,828	\$22,727	\$25,205	\$27,423	\$25,263	\$25,169	\$22,574	\$20,234	\$17,291	\$17,105	\$21,449	\$17,097
	Median	\$22,661	\$19,464	\$17,570	\$20,872	\$23,874	\$24,496	\$20,433	\$19,815	\$15,202	\$12,807	\$13,223	\$16,696	\$22,739
Number and % of Locations Exceeding Average	1/5 (20%)	1/5 (20%)	1/5 (20%)	2/5 (40%)	2/5 (40%)	1/5 (20%)	2/5 (40%)	1/5 (20%)	2/5 (40%)	2/5 (40%)	1/5 (20%)	1/5 (20%)	3/5 (60%)	
Number and % of Locations Exceeding Median	3/5 (60%)	3/5 (60%)	3/5 (60%)	3/5 (60%)	3/5 (60%)	3/5 (60%)	3/5 (60%)	3/5 (60%)	3/5 (60%)	3/5 (60%)	2/5 (40%)	2/5 (40%)	3/5 (60%)	

1. Franchisor evaluates the following criteria in grouping franchisees for this financial performance representation: (1) whether the Redline Performance Center has a general manager; (2) whether the Redline Performance Center is investing in local store marketing; (3) whether the Redline Performance Center is utilizing recommended marketing programs; (4) whether the Redline Performance Center offers the "Flex Allegiance" membership program; and (5) whether the Redline Performance Center is following recommended membership program offerings. Group 1 "Following Model" Performance Centers met four or more of the criteria; Group 2 "Generally Following Model" met two or three of the criteria; Group 3 "Not Following Model" met one or fewer of the criteria.
2. The term "Gross Revenue" shall, for purposes of this Item 19, means the total of all revenue and receipts derived from the operation of your Redline Performance Center, including all amounts received at or away from the Redline Performance Center including those Outside Modules that you offer at or away from your Redline Performance Center, amounts collected or received at or resulting from the use of the Redline Performance Center or Marks, or through the business your Redline Performance Center conducts (such as fees for the sale of any service or product, gift certificate sales, and revenue derived from products sales, whether in cash or by check, credit card, debit card, barter or exchange, or other credit transactions); and excludes only sales taxes collected from customers and paid to the appropriate taxing authority, and all customer refunds and credits your Redline Performance Center actually makes.
3. This table includes the average and median Gross Revenue for each group of reporting Redline Performance Centers as well as the number of reporting Redline Performance Centers that exceeded the average and median Gross Revenue amounts for each group.
4. This financial performance representation is based upon sales reports provided by franchisees in connection with royalty payments. We have not audited the results.
5. All figures used in preparing this financial performance representation are on file and in our records. Written substantiation of the financial performance representation included in this Item 19 is available upon reasonable request.
6. This financial performance representation does not include eight (8) Redline Performance Centers that closed in 2024 and eight (8) Redline Performance Centers that opened in 2024.
7. **Some Redline Performance Centers have sold this amount. Your individual results may differ. There is no assurance that you'll earn as much.**

**UNAUDITED MONTHLY GROSS REVENUE FROM DATE OF OPENING  
FOR EIGHT (8) REDLINE PERFORMANCE CENTERS THAT OPENED IN 2024**

	<b>January</b>	<b>February</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b>	<b>September</b>	<b>October</b>	<b>November</b>	<b>December</b>
IDLEWIDLE, NC	Presale	Presale	\$9,310	\$10,624	\$11,442	\$10,929	\$12,412	\$9,493	\$12,023	\$11,766	\$11,927	\$17,410
MCKINNEY, TX	\$25,481	\$15,075	\$13,152	\$21,619	\$17,475	\$21,473	\$45,024	\$33,811	\$40,993	\$38,011	\$50,007	\$52,723
SUTTON SQUARE, NC	\$17,106	\$19,291	\$21,952	\$25,321	\$24,967	\$22,354	\$28,741	\$27,211	\$32,323	\$30,515	\$32,509	\$43,076
FARMINGTON HILLS, MI	Presale	\$10,730	\$17,908	\$22,720	\$19,333	\$23,045	\$23,861	\$21,104	\$29,195	\$24,662	\$34,084	\$31,835
SIOUX FALLS, SD				Presale	Presale	Presale	\$10,795	\$8,411	\$10,127	\$10,413	\$13,025	\$17,420
TWIN CITIES, MN							Presale	Presale	Presale	Presale	\$6,730	\$8,165
HUDSON, NH								Presale	Presale	Presale	Presale	\$13,630
GRETNA, NE								Presale	Presale	Presale	Presale	\$11,176
Monthly Average	\$21,294	\$15,032	\$15,581	\$20,071	\$18,304	\$19,450	\$24,167	\$20,006	\$24,932	\$23,073	\$24,714	\$24,429
Monthly Median	\$21,294	\$15,075	\$15,530	\$22,170	\$18,404	\$21,914	\$23,861	\$21,104	\$29,195	\$24,662	\$22,767	\$17,415

1. The term “Gross Revenue” shall, for purposes of this Item 19, means the total of all revenue and receipts derived from the operation of your Redline Performance Center, including all amounts received at or away from the Redline Performance Center including those Outside Modules that you offer at or away from your Redline Performance Center, amounts collected or received at or resulting from the use of the Redline Performance Center or Marks, or through the business your Redline Performance Center conducts (such as fees for the sale of any service or product, gift certificate sales, and revenue derived from products sales, whether in cash or by check, credit card, debit card, barter or exchange, or other credit transactions); and excludes only sales taxes collected from customers and paid to the appropriate taxing authority, and all customer refunds and credits your Redline Performance Center actually makes.
2. This table includes the average and median Gross Revenue for each Redline Performance Center that opened in 2024 for each month that such locations operated. Those months where the applicable Redline Performance Center was not open but preselling memberships are marked as “Presale.”
3. This financial performance representation is based upon sales reports provided by franchisees in connection with royalty payments. We have not audited the results.
4. All figures used in preparing this financial performance representation are on file and in our records. Written substantiation of the financial performance representation included in this Item 19 is available upon reasonable request.

**5. Some Redline Performance Centers have sold this amount. Your individual results may differ. There is no assurance that you'll earn as much.**

Other than the preceding financial performance representations, Franchisor does 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. Written substantiation for the financial performance representations will be made available to the prospective franchisee upon reasonable request. 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 T.J. O'Connor 14000 North Hayden Road, Suite 101, Scottsdale, Arizona 85260, (480) 386-9708, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20**  
**OUTLETS AND FRANCHISEE INFORMATION**

**TABLE NO. 1**  
**SYSTEMWIDE OUTLET SUMMARY**  
**FOR YEARS 2022 TO 2024**

<b>Outlet Type</b>	<b>Year</b>	<b>Outlets at the Start of the Year</b>	<b>Outlets at the End of the Year</b>	<b>Net Change</b>
Franchisee	2022	35	52	17
	2023	52	49	-3
	2024	49	46	-3
Company-Owned	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	35	52	17
	2023	52	49	-3
	2024	49	46	-3

**TABLE NO. 2**  
**TRANSFERS OF OUTLETS FROM FRANCHISES TO NEW OWNERS**  
**(OTHER THAN THE FRANCHISOR)**  
**FOR YEARS 2022 TO 2024**

<b>State</b>	<b>Year</b>	<b>Number of Transfers</b>
California	2022	0
	2023	0
	2024	1
Colorado	2022	1
	2023	0
	2024	0
Texas	2022	0
	2023	2
	2024	0
Georgia	2022	1
	2023	0
	2024	0
Total	2022	2
	2023	2
	2024	1