

Provision	Article in Franchise or Other Agreement	Summary
(r) Non-competition covenants after the franchise is terminated or expires	Section 15.2	Includes prohibition on owning or operating business which sells similar services for 2 years and located within 20 miles of your Designated Territory or the Designated Territory of any other business operating under the Proprietary Marks. The non-competition covenant is not applicable to a conversion franchise.
(s) Modification of the agreement	Sections 22.1, and 22.12	Must be in writing by both parties.
(t) Integration/merger clause	Section 22.15	Only the terms of the Franchise Agreement and the Operations Manual are binding (subject to state law). Any representations or promises outside of the Disclosure Document and Franchise Agreement may not be enforceable. Provided, however, nothing in the Franchise Agreement or any related agreement is intended to disclaim any representations we make in this Disclosure Document.
(u) Dispute resolution by mediation	Section 22.5	Except for claims for equitable or injunctive relief, all disputes must be mediated at a mutually agreeable location, subject to state law.
(v) Choice of forum	Section 22.6	Florida, subject to state law.
(w) Choice of law	Section 22.8	Florida, 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 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.

HISTORICAL FINANCIAL PERFORMANCE INFORMATION

The following charts provide information regarding the annual gross sales, gross profit, profit margin, EBITDA, and certain expense and annual performance metrics for franchised outlets and outlets owned by our affiliates. These businesses (both franchised and affiliate-owned) provide substantially the same products and services as the Franchised Business offered in this Disclosure Document. Likewise, they receive substantially the same services as those we provide for the Franchised Business offered in this Disclosure Document, except our affiliates receive centralized accounting, financial and management services.

The charts below present information for only those outlets that responded to a survey or are a part of our bookkeeping program and were in operation for at least 12 full months as of the end of the applicable reporting period. This includes 144 franchised and 5 affiliate-owned outlets in 2025 (representing 90% (149/165) of all outlets in existence at the end of 2025). Further, note that 2 of these 165 locations were not surveyed because they were open less than 12 months in 2025. Therefore, the information includes 91% (149/163) of all outlets that were open a full 12 months in 2025. The remaining 14 locations either didn't respond to the survey, aren't part of our bookkeeping program or have since ceased operations.

Our affiliate Mansari LLC owns and operates the College Hunks Moving® and College Hunks Hauling Junk® business located in Tampa, Florida (“Tampa Corporate Location”), which has been in operation since 2007 and provides junk removal and moving services in Tampa, Florida (a total of 5 Zones). These locations operate under a franchise agreement with us and pay royalties, First Contact Sales & Loyalty Center fees, and Brand Development Fees on the same basis as our franchisees. These operations are both “absentee owner” businesses, meaning they all have full-time general managers operating the business.

Unless otherwise specified, “Gross Sales” or “Gross Revenue” means the actual gross revenues billed to clients or what would have been billed to clients if payment had been collected for products and services, plus any other revenue derived from the operation of the business. The Gross Sales/Gross Revenue information is based on the same Gross Sales used to calculate royalties and other fees under the Franchise Agreement. The franchised outlets and affiliate-owned outlets report gross receipts information to us based upon a uniform reporting system. However, none of the information supplied to us has been audited.

2025 GROSS SALES, COST OF SERVICE, GROSS PROFIT, FIXED EXPENSES & EBITDA FOR AFFILIATE & FRANCHISED LOCATIONS - BY MONTHS IN BUSINESS

2025 Store Tenure		Corporate Owned Stores			Franchised Stores		
		2025 Stores (13-36 Months)	2025 Stores (37-60 Months)	2025 Stores (60+ Months)	2025 Stores (13-36 Months)	2025 Stores (37-60 Months)	2025 Stores (60+ Months)
# in Group		1	-	4	25	37	82
Total Gross Sales	Average	\$2,463,870	-	\$4,653,443	\$730,493	\$1,126,072	\$1,999,230
	Median	\$2,463,870	-	\$5,037,584	\$691,222	\$868,852	\$1,555,903
	Highest	\$2,463,870	-	\$6,912,644	\$1,536,942	\$4,037,426	\$10,862,580
	Lowest	\$2,463,870	-	\$1,625,962	\$321,600	\$295,134	\$315,415

		Corporate Owned Stores			Franchised Stores		
2025 Store Tenure		2025 Stores (13-36 Months)	2025 Stores (37-60 Months)	2025 Stores (60+ Months)	2025 Stores (13-36 Months)	2025 Stores (37-60 Months)	2025 Stores (60+ Months)
#/% of Franchised Businesses Who Achieved or Surpassed Total Gross Sales	Average	1/100%	-	2/50%	9/36%	12/32%	28/34%
	Median	1/100%	-	2/50%	13/52%	19/51%	41/50%
COGS							
Franchise Fees (% of Revenue)	Average	9%	-	9%	9%	9%	9%
	Median	9%	-	9%	9%	9%	9%
Truck Labor Costs (% of Revenue)	Average	29%	-	28%	31%	28%	28%
	Median	29%	-	28%	30%	27%	28%
Other Costs - Disposal, Truck Fuel, Credit Card Fees, Call Center Fees, etc. (% of Revenue)	Average	12%	-	10%	11%	12%	11%
	Median	12%	-	10%	11%	11%	11%
Total Cost of Service	Average	\$1,235,991	-	\$2,179,633	\$362,508	\$537,735	\$946,476
	Median	\$1,235,991	-	\$2,306,330	\$336,114	\$407,783	\$732,734
	Highest	\$1,235,991	-	\$3,263,370	\$715,238	\$1,878,003	\$4,575,614
	Lowest	\$1,235,991	-	\$842,503	\$157,419	\$156,063	\$101,573
#/% of Franchised Businesses Who Achieved or Surpassed Total Cost of Service	Average	1/100%	-	2/50%	10/40%	13/35%	30/37%
	Median	1/100%	-	2/50%	13/52%	19/51%	41/50%
GP							
Total Gross Profit	Average	\$1,227,879	-	\$2,473,810	\$367,985	\$588,337	\$1,052,753
	Median	\$1,227,879	-	\$2,731,254	\$347,644	\$444,923	\$786,670
	Highest	\$1,227,879	-	\$3,649,274	\$821,705	\$2,159,422	\$6,286,966
	Lowest	\$1,227,879	-	\$783,459	\$54,031	\$101,771	\$184,015
#/% of Franchised Businesses Who Achieved or Surpassed Total Gross Profit	Average	1/100%	-	2/50%	12/48%	10/27%	26/32%
	Median	1/100%	-	2/50%	13/52%	19/51%	41/50%
#/% of Franchised Businesses Who Achieved or Surpassed Gross Profit % of Revenue	Average	0/0%	-	0/0%	0/0%	0/0%	0/0%
	Median	0/0%	-	0/0%	0/0%	0/0%	0/0%
FIXED EXPENSES							
Marketing Expenses (local advertising)	Average	\$336,982	-	\$645,796	\$91,748	\$147,105	\$229,068
	Median	\$336,982	-	\$699,046	\$82,852	\$114,738	\$165,909
Office Labor Expenses	Average	\$7,290	-	\$338,980	\$41,690	\$68,341	\$166,968
	Median	\$7,290	-	\$422,139	\$44,008	\$50,854	\$108,661
Rent and Utilities Expenses	Average	\$107,395	-	\$170,258	\$34,782	\$41,285	\$64,604
	Median	\$107,395	-	\$179,153	\$33,371	\$37,823	\$51,377
Insurance Expenses	Average	\$184,134	-	\$399,622	\$55,910	\$71,413	\$140,844
	Median	\$184,134	-	\$429,116	\$49,116	\$59,353	\$112,206

2025 Store Tenure		Corporate Owned Stores			Franchised Stores		
		2025 Stores (13-36 Months)	2025 Stores (37-60 Months)	2025 Stores (60+ Months)	2025 Stores (13-36 Months)	2025 Stores (37-60 Months)	2025 Stores (60+ Months)
Truck Repairs/Maintenance Expenses	Average	\$60,135	-	\$126,989	\$13,602	\$30,492	\$61,057
	Median	\$60,135	-	\$133,330	\$9,134	\$19,064	\$41,557
Move Supply Expenses	Average	\$31,660	-	\$60,828	\$10,852	\$15,451	\$28,137
	Median	\$31,660	-	\$66,181	\$8,230	\$12,119	\$17,607
Total Fixed Expenses	Average	\$727,597	-	\$1,742,472	\$248,585	\$374,087	\$683,788
	Median	\$727,597	-	\$1,947,801	\$230,884	\$275,653	\$513,903
	Highest	\$727,597	-	\$2,549,705	\$548,846	\$1,653,941	\$4,474,778
	Lowest	\$727,597	-	\$524,580	\$115,977	\$125,307	\$0
#/% of Franchised Businesses Who Achieved or Surpassed Total General & Admin Expenses	Average	1/100%	-	2/50%	9/36%	13/35%	27/33%
	Median	1/100%	-	2/50%	13/52%	19/51%	41/50%
EBITDA							
EBITDA (earnings before interest, taxes, depreciation and amortization) (does not include truck payments, owner compensation or other discretionary expenses)	Average	-\$7,402	-	\$172,452	\$56,430	\$106,225	\$238,178
	Median	-\$7,402	-	\$211,776	\$44,031	\$80,289	\$137,005
	Highest	-\$7,402	-	\$480,993	\$347,523	\$496,790	\$1,718,741
	Lowest	-\$7,402	-	-\$214,739	-\$205,172	-\$105,994	-\$64,495
#/% of Franchised Businesses Who Achieved or Surpassed EBITDA	Average	1/100%	-	2/50%	12/48%	15/41%	25/30%
	Median	1/100%	-	2/50%	13/52%	19/51%	41/50%

NOTES:

- i. Gross Profit is calculated as follows: Gross Revenue less disposal costs, truck labor costs, truck fuel costs, credit card fees, moving supply cost, royalty fees, First Contact Sales & Loyalty Center fees, and Brand Development Fees but excluding fixed costs, such as rent, marketing, insurance, office staff or other expenses related to the operation of the business.
- ii. The average corporate 13-36 months owns 3 territories
- iii. The average corporate 60+ months owns 8 territories
- iv. The average franchise 13-36 months owns 1 territory
- v. The average franchise 37-60 months owns 2 territories
- vi. The average franchise 60+ months owns 3 territories

EBITDA is calculated as follows: Gross Revenue less all Cost of Goods (disposal costs, truck labor costs, truck fuel costs, credit card fees, moving supply cost, royalty fees, First Contact Sales & Loyalty Center fees, and Brand Development Fees) and all Fixed Costs (marketing spend, office labor expenses, rent, utilities, insurance, truck repairs/maintenance costs, move supply costs) Net Profit is calculated as follows: EBITDA divided by Gross Revenue

**2025 GROSS SALES, COST OF SERVICE, GROSS PROFIT, FIXED EXPENSES & EBITDA
FOR AFFILIATE & FRANCHISED LOCATIONS – BY YEARS IN BUSINESS**

Year		Corporate Owned Stores		Franchised Stores	
		2025 Stores 1-3 Years in Business	2025 Stores 3+ Years in Business	2025 Stores 1-3 Years in Business	2025 Stores 3+ Years in Business
# in Group		1	4	25	119
Total Gross Sales	Average	\$2,463,870	\$4,653,443	\$730,493	\$1,727,744
	Median	\$2,463,870	\$5,037,584	\$691,222	\$1,276,600
	Highest	\$2,463,870	\$6,912,644	\$1,536,942	\$10,862,580
	Lowest	\$2,463,870	\$1,625,962	\$321,600	\$295,134
#/% of Franchised Businesses Who Achieved or Surpassed Total Gross Sales	Average	1/100%	2/50%	9/36%	39/33%
	Median	1/100%	2/50%	13/52%	60/50%
COGS					
Franchise Fees (% of Revenue)	Average	9%	9%	9%	9%
	Median	9%	9%	9%	9%
Truck Labor Costs (% of Revenue)	Average	29%	28%	31%	28%
	Median	29%	28%	30%	28%
Other Costs - Disposal, Truck Fuel, Credit Card Fees, Call Center Fees, etc. (% of Revenue)	Average	12%	10%	11%	11%
	Median	12%	10%	11%	11%
Total Cost of Service	Average	\$1,235,991	\$2,179,633	\$362,508	\$819,389
	Median	\$1,235,991	\$2,306,330	\$336,114	\$624,302
	Highest	\$1,235,991	\$3,263,370	\$715,238	\$4,575,614
	Lowest	\$1,235,991	\$842,503	\$157,419	\$101,573
#/% of Franchised Businesses Who Achieved or Surpassed Total Cost of Service	Average	1/100%	2/50%	10/40%	41/34%
	Median	1/100%	2/50%	13/52%	60/50%
GP					
Total Gross Profit	Average	\$1,227,879	\$2,473,810	\$367,985	\$908,355
	Median	\$1,227,879	\$2,731,254	\$347,644	\$650,905
	Highest	\$1,227,879	\$3,649,274	\$821,705	\$6,286,966
	Lowest	\$1,227,879	\$783,459	\$54,031	\$101,771
#/% of Franchised Businesses Who Achieved or Surpassed Total Gross Profit	Average	1/100%	2/50%	12/48%	42/35%
	Median	1/100%	2/50%	13/52%	60/50%
#/% of Franchised Businesses Who Achieved or Surpassed Gross Profit % of Revenue	Average	0/0%	0/0%	0/0%	0/0%
	Median	0/0%	0/0%	0/0%	0/0%

Year	Corporate Owned Stores		Franchised Stores		
	2025 Stores 1-3 Years in Business	2025 Stores 3+ Years in Business	2025 Stores 1-3 Years in Business	2025 Stores 3+ Years in Business	
FIXED EXPENSES					
Marketing Expenses (local advertising)	Average	\$336,982	\$645,796	\$91,748	\$203,368
	Median	\$336,982	\$699,046	\$82,852	\$152,046
Office Labor Expenses	Average	\$7,290	\$338,980	\$41,690	\$136,043
	Median	\$7,290	\$422,139	\$44,008	\$92,399
Rent and Utilities Expenses	Average	\$107,395	\$170,258	\$34,782	\$57,354
	Median	\$107,395	\$179,153	\$33,371	\$44,441
Insurance Expenses	Average	\$184,134	\$399,622	\$55,910	\$119,073
	Median	\$184,134	\$429,116	\$49,116	\$87,703
Truck Repairs/Maintenance Expenses	Average	\$60,135	\$126,989	\$13,602	\$51,554
	Median	\$60,135	\$133,330	\$9,134	\$33,289
Move Supply Expenses	Average	\$31,660	\$60,828	\$10,852	\$24,159
	Median	\$31,660	\$66,181	\$8,230	\$15,318
Total Fixed Expenses	Average	\$727,597	\$1,742,472	\$248,585	\$587,495
	Median	\$727,597	\$1,947,801	\$230,884	\$441,705
	Highest	\$727,597	\$2,549,705	\$548,846	\$4,474,778
	Lowest	\$727,597	\$524,580	\$115,977	\$0
#/% of Franchised Businesses Who Achieved or Surpassed Total General & Admin Expenses	Average	1/100%	2/50%	9/36%	36/30%
	Median	1/100%	2/50%	13/52%	60/50%
EBITDA					
EBITDA (earnings before interest, taxes, depreciation and amortization) (does not include truck payments, owner compensation or other discretionary expenses)	Average	-\$7,402	\$172,452	\$56,430	\$196,803
	Median	-\$7,402	\$211,776	\$44,031	\$111,650
	Highest	-\$7,402	\$480,993	\$347,523	\$1,718,741
	Lowest	-\$7,402	-\$214,739	-\$205,172	-\$105,994
#/% of Franchised Businesses Who Achieved or Surpassed EBITDA	Average	1/100%	2/50%	12/48%	39/33%
	Median	1/100%	2/50%	13/52%	59/50%

NOTES:

- i. Gross Profit is calculated as follows: Gross Revenue less disposal costs, truck labor costs, truck fuel costs, truck maintenance costs, credit card fees, moving supply cost, royalty fees, First Contact Sales & Loyalty Center fees, and Brand Development Fees but excluding fixed costs, such as rent, marketing, insurance, office staff or other expenses related to the operation of the business.
- ii. The average corporate 1-3 years owns 3 territories
- iii. The average franchise 3+ years owns 8 territories
- iv. The average franchise 1-3 years owns 1 territory
- v. The average franchise 3+ years owns 2 territories

2025 ANNUAL PERFORMANCE METRICS

		Corporate Owned Stores	All Franchised Locations	Junk Only Franchised Locations	Move Only Franchised Locations	Junk & Move Franchised Locations
# in Group		5	144	3	3	138
Gross Revenues	Average	\$4,215,529	\$1,554,610	\$917,673	\$985,038	\$1,580,838
	Median	\$4,301,795	\$1,127,776	\$849,208	\$935,086	\$1,152,832
	Highest	\$6,912,644	\$10,862,580	\$1,588,397	\$1,536,942	\$10,862,580
	Lowest	\$1,625,962	\$295,134	\$315,415	\$483,087	\$295,134
#/% of Franchised Businesses Who Achieved or Surpassed Gross Revenues	Average	3/60%	50/35%	1/33%	1/33%	45/33%
	Median	3/60%	72/50%	2/67%	2/67%	69/50%
Job Size	Average	\$643	\$699	\$427	\$931	\$700
	Median	\$659	\$676	\$443	\$945	\$676
	Highest	\$740	\$1,233	\$475	\$1,006	\$1,233
	Lowest	\$542	\$362	\$362	\$842	\$436
#/% of Franchised Businesses Who Achieved or Surpassed Job Size	Average	3/60%	61/42%	2/67%	2/67%	57/41%
	Median	3/60%	72/50%	2/67%	2/67%	69/50%
Leads	Average	15,470	5,257	4,144	3,682	5,315
	Median	14,326	4,164	4,726	4,485	4,118
	Highest	22,680	24,654	6,414	5,209	24,654
	Lowest	7,873	1,291	1,291	1,353	1,299
#/% of Franchised Businesses Who Achieved or Surpassed Leads	Average	2/40%	50/35%	2/67%	2/67%	49/36%
	Median	3/60%	72/50%	2/67%	2/67%	69/50%
Completed Jobs	Average	6,415	2,171	2,199	1,098	2,194
	Median	5,811	1,703	2,345	990	1,703
	Highest	10,256	8,810	3,587	1,825	8,810
	Lowest	2,701	448	664	480	448
#/% of Franchised Businesses Who Achieved or Surpassed Completed Jobs	Average	2/40%	48/33%	2/67%	1/33%	46/33%
	Median	3/60%	72/50%	2/67%	2/67%	69/50%
Cost per Lead	Average	\$36	\$33	\$38	\$25	\$33
	Median	\$38	\$32	\$42	\$26	\$32
	Highest	\$42	\$77	\$46	\$39	\$77
	Lowest	\$29	\$1	\$25	\$10	\$1
#/% of Franchised Businesses Who Achieved or Surpassed Cost per Lead	Average	3/60%	66/46%	2/67%	2/67%	63/46%
	Median	3/60%	72/50%	2/67%	2/67%	69/50%
Lead-to-Close %	Average	40%	41%	52%	31%	41%
	Median	41%	40%	51%	35%	40%
	Highest	45%	82%	56%	35%	82%
	Lowest	34%	22%	50%	22%	26%
#/% of Franchised Businesses Who Achieved or Surpassed Lead-to-Close %	Average	3/60%	67/47%	1/33%	2/67%	64/46%
	Median	3/60%	72/50%	2/67%	2/67%	69/50%

		Corporate Owned Stores	All Franchised Locations	Junk Only Franchised Locations	Move Only Franchised Locations	Junk & Move Franchised Locations
# in Group		5	142	3	3	136
Gross Revenues	Average	\$4,215,529	\$1,560,214	\$917,673	\$985,038	\$1,587,075
	Median	\$4,301,795	\$1,127,776	\$849,208	\$935,086	\$1,152,832
	Highest	\$6,912,644	\$10,862,580	\$1,588,397	\$1,536,942	\$10,862,580
	Lowest	\$1,625,962	\$295,134	\$315,415	\$483,087	\$295,134
#/% of Franchised Businesses Who Achieved or Surpassed Gross Revenues	Average	3/60%	48/34%	1/33%	1/33%	45/33%
	Median	3/60%	71/50%	2/67%	2/67%	68/50%
Job Size	Average	\$643	\$700	\$427	\$931	\$700
	Median	\$659	\$677	\$443	\$945	\$677
	Highest	\$740	\$1,233	\$475	\$1,006	\$1,233
	Lowest	\$542	\$362	\$362	\$842	\$436
#/% of Franchised Businesses Who Achieved or Surpassed Job Size	Average	3/60%	60/42%	2/67%	2/67%	57/42%
	Median	3/60%	71/50%	2/67%	2/67%	68/50%
Leads	Average	15,470	5,269	4,144	3,682	5,329
	Median	14,326	4,164	4,726	4,485	4,118
	Highest	22,680	24,654	6,414	5,209	24,654
	Lowest	7,873	1,291	1,291	1,353	1,299
#/% of Franchised Businesses Who Achieved or Surpassed Leads	Average	2/40%	49/35%	2/67%	2/67%	48/35%
	Median	3/60%	71/50%	2/67%	2/67%	68/50%
Completed Jobs	Average	6,415	2,176	2,199	1,098	2,200
	Median	5,811	1,703	2,345	990	1,703
	Highest	10,256	8,810	3,587	1,825	8,810
	Lowest	2,701	448	664	480	448
#/% of Franchised Businesses Who Achieved or Surpassed Completed Jobs	Average	2/40%	48/34%	2/67%	1/33%	46/34%
	Median	3/60%	71/50%	2/67%	2/67%	68/50%
Cost per Lead	Average	\$36	\$33	\$38	\$25	\$33
	Median	\$38	\$32	\$42	\$26	\$32
	Highest	\$42	\$77	\$46	\$39	\$77
	Lowest	\$29	\$1	\$25	\$10	\$1
#/% of Franchised Businesses Who Achieved or Surpassed Cost per Lead	Average	3/60%	65/46%	2/67%	2/67%	62/46%
	Median	3/60%	71/50%	2/67%	2/67%	68/50%
Lead-to-Close %	Average	40%	41%	52%	31%	41%
	Median	41%	40%	51%	35%	40%
	Highest	45%	82%	56%	35%	82%
	Lowest	34%	22%	50%	22%	26%
#/% of Franchised Businesses Who Achieved or Surpassed Lead-to-Close %	Average	3/60%	66/46%	1/33%	2/67%	63/46%
	Median	3/60%	71/50%	2/67%	2/67%	68/50%

NOTES:

- i. The Junk Only franchise locations operate in an average of 3 territories
- ii. The Move Only franchise locations operate in an average of 2 territories
- iii. The Junk & Move franchise locations operate in an average of 2 territories

RAMP UP DATA FOR NEW FRANCHISED LOCATIONS

		Monthly Gross Sales		
		1st Month	6th Month	12th Month
# in Group		18	17	16
Average Gross Sales	Average	\$35,003	\$39,798	\$50,293
	Median	\$31,205	\$30,744	\$45,698
Highest Gross Sales		\$86,071	\$75,219	\$96,654
Lowest Gross Sales		\$9,256	\$11,158	\$16,177
#/% of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Sales	Average	6/33%	7/41%	7/44%
	Median	9/50%	9/53%	8/50%

NOTES:

- i. The ‘Monthly Gross Sales’ portion of the above table represents the monthly income by month-in-business of franchise locations in operation for less than 24 months as of December 31, 2025

2025 PERCENTAGE OF REVENUE GENERATED BY SALES & LOYALTY CENTER

All Franchised Locations (excluding locations with their own contact center)				
# in Group		133		
		Junk	Move	Total
% of Gross Sales Generated by Sales & Loyalty Center	Average	48%	74%	65%
	Median	48%	75%	66%
	Highest	100%	94%	91%
	Lowest	24%	36%	39%
#/% of Franchised Businesses Who Achieved or Surpassed % of Gross Sales Generated by Sales & Loyalty Center	Average	69/52%	67/50%	68/51%
	Median	69/52%	67/50%	68/51%
% of Gross Sales NOT Generated by Sales & Loyalty Center <i>(online, local, other)</i>	Average	52%	26%	35%
	Median	52%	25%	34%
	Highest	76%	64%	61%
	Lowest	0%	6%	9%
#/% of Franchised Businesses Who Achieved or Surpassed % of Gross Sales NOT Generated by Sales & Loyalty Center	Average	62/47%	65/49%	65/49%
	Median	70/53%	67/50%	69/52%

NOTES:

- i. The results above exclude 11 franchised locations that operate their own contact center
- ii. Written substantiation for the financial performance representations described above will be made available to you on reasonable request. Please carefully read all of the information in these financial performance representations, and the notes following the tables, in conjunction with your review of the historical data.
- iii. Some College Hunks Hauling Junk businesses have earned these amounts. Your individual results may differ. There is no assurance you will earn as much.
- iv. Results may vary among College Hunks Hauling Junk businesses depending on prevailing economic or market area conditions, demographics, geographic location, interest rates, your capitalization level, the amount and terms of any financing that you may secure, the property values and lease rates, your business and management skills, staff strengths and weaknesses, the cost and effectiveness of your marketing activities and weather/seasonal factors.
- v. We strongly urge you to consult with your financial advisor or personal accountant concerning the financial analysis that you should make in determining whether or not to purchase a College Hunks Hauling Junk® and/or College Hunks Moving® Franchise.
- vi. 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 Nick Friedman at 4411 West Tampa Bay Boulevard, Tampa, Florida 33614 and (800) 586-5872, the Federal Trade Commission, and the appropriate state regulatory agencies.

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