

			business (including after assignment). If you compete within the time period, then this non-compete time period will be tolled for the period of your competition. Non-competition provisions are subject to state law. For a period of 3 years from termination, transfer, or expiration of your area development agreement, you cannot divert or attempt to divert any business or customer from us, an affiliate, or our franchisees or injure our goodwill.
s.	Modification of the agreement	Article 12	Modifications must be made in writing and signed by both parties; policies and procedures are subject to change by us.
t.	Integration / merger clause	Article 12	Only the terms of the area development agreement are binding (subject to state law). All representations and promises outside the disclosure document and area development agreement may not be enforceable. No provision in the area development is intended to disclaim the express representations made in this franchise disclosure document.
u.	Dispute resolution by arbitration or mediation	Article 12	Except for certain claims, for all disputes, there must be a face-to-face meeting, mediation, and arbitration. (See state specific addenda).
v.	Choice of forum	Article 12	All dispute resolution must be held in Oklahoma City, Oklahoma or the county where our then-current headquarters is located. (Subject to applicable state law).
w.	Choice of Law	Article 12	Oklahoma law the Federal Arbitration Act, and the United States Trademark Act apply. (Subject to applicable 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.

The table below represents an historical financial performance of the average gross sales for 51 franchise GLO Tanning salons in operation for the entire 2024 calendar year. The figures are broken down into quartiles from highest (Quartile 1) to lowest (Quartile 4), and the medians for the same outlets and time period.

**Franchise Salon Averages for the 2024 Calendar Year**

	<b>Quartile 1 (12 salons)</b>	<b>Quartile 2 (13 salons)</b>	<b>Quartile 3 (13 salons)</b>	<b>Quartile 4 (13 salons)</b>
<b>Gross Sales</b>	\$1,103,495.60	\$754,429.41	\$623,481.26	\$542,050.76
<b>High used for average</b>	\$1,492,850.00	\$814,509.22	\$680,664.32	\$590,975.99
<b>Low used for average</b>	\$901,234.00	\$687,535.00	\$594,712.34	\$465,927.70
<b>Salons that met or exceeded averages</b>	6, or 50% of the salons in this quartile	8, or 62% of the salons in this quartile	6, or 46% of the salons in this quartile	6, or 46% of the salons in this quartile

**Franchise Salon Medians for the 2024 Calendar Year**

	<b>Quartile 1</b>	<b>Quartile 2</b>	<b>Quartile 3</b>	<b>Quartile 4</b>
<b>Gross Sales</b>	\$969,943	\$ 752,200	\$616,490	\$558,745

The table below represents an historical financial performance representation of the average gross sales for 12 company/affiliate owned GLO Tanning salons in operation for the entire 2024 calendar year. The figures are broken down into quartiles from highest (Quartile 1) to lowest (Quartile 4), and the medians for the same outlets and time period. Company salons are similar in operation to the franchised salons offered under this disclosure document, pay royalties and contribute to the marketing fund on the same basis as franchisees.

**Company/Affiliate-Owned Salon Averages for the 2024 Calendar Year**

	<b>Quartile 1</b>	<b>Quartile 2</b>	<b>Quartile 3</b>	<b>Quartile 4</b>
<b>Gross Sales</b>	\$1,0483,385	\$795,791	\$735,760	\$629,250
<b>Profit</b>	\$573,862	\$405,853	\$338,450	\$251,700
<b>High used for average</b>	\$1,257,269	\$809,318	\$768,426	\$653,008
<b>Low used for average</b>	\$854,854.52	\$785,538	\$706,773	\$593,734
<b>Salons that met or exceeded averages</b>	2 of 12 company salons, or 17% of the salons	3 of 12 company salons, or 25% of the salons	1 of 12 company salons, or 0.08% of salons	1 of 12 company salons, or 0.08% of the salons

**Company/Affiliate-Owned Salon Medians for the 2024 Calendar Year**

	<b>Quartile 1</b>	<b>Quartile 2</b>	<b>Quartile 3</b>	<b>Quartile 4</b>
<b>Gross Sales</b>	\$1,056,061.76	\$797,428	\$737,599	623,371
<b>Profit</b>	\$530,825	\$375,414	\$313,571	\$232,825

Notes

1. “Gross sales” means the total of all sales of all goods and services sold, traded, bartered, or rendered by you and income of every kind and nature, including the value of a trade or other bartering, arising from your franchise business and tangible property of every kind sold by you during the term of this agreement. Gross sales also includes insurance proceeds and/or condemnation awards for loss of sales, profits, or business. “Gross sales” excludes bona fide credits or returns and excludes amounts paid by you for sales or use taxes on the sale of any products or services.
2. “Profit” means gross sales minus costs and expenses.
3. “Average” means the sum of all data points in a set, divided by the number of data points in that set.
4. “Average gross sales” means the sum of the gross sales of the locations listed in an applicable group divided by the number of locations in that group.

5. “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 2 numbers in the middle, adding them together, and dividing by 2.
6. “Median gross sales” means the center gross sales number of all gross sales included in an applicable group.
7. The earnings claims figures do not reflect the costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your franchised business. Franchisees or former franchisees, listed in this disclosure document, may be one source of this information.

**Some outlets may earn this amount. Your individual results may differ. There is no assurance that you will earn as much.**

The information in this Item 19 was taken from financial statements from our company-owned salons and our franchisees. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Other than the preceding financial performance representation, GLO Tanning Franchise LLC 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. 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 Quinn Cooper, 12335 N. Rockwell Ave, Oklahoma City, Oklahoma 73142, and (405) 708-6320, 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>
Franchised	2022	24	28	+4
	2023	28	45	+17
	2024	45	77	+32
Company Owned	2022	16	12	-4
	2023	12	12	+0
	2024	12	5	-7
Total Outlets	2022	40	40	-3
	2023	40	57	+17
	2024	57	82	+25