

Provision	Section In Area Representative Agreement	Summary
		the Franchise Disclosure Document, its exhibits and amendments.
u. Dispute resolution by arbitration or mediation	8.2,8.3	You must first attempt to resolve Claims against us through mediation (subject to applicable state law). You must arbitrate claims against us.
v. Choice of forum	8.10	Where our corporate headquarters are located, presently Virginia Beach, Virginia (subject to applicable state law).
w. Choice of Law	8.9	Virginia law governs (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.

We do not make any representations about an Area Representative's future financial performance or the past financial performance of company-owned or franchised outlets. 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 Joshua Fitzgerald, at 780 Lynnhaven Parkway, Suite 240, Virginia Beach, VA 23452, 855-825-7387, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20. OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Area Representative Systemwide Outlet Summary
For Years 2023 to 2025

Outlet Type*	Year	Outlets at the Start of Year	Outlets at the End of Year	Net Change
Franchised	2023	11	30	+19
	2024	30	46	+16
	2025	46	57	+11
Company Owned	2023	0	0	0
	2024	0	0	0
	2025	0	1	+1
Total Outlets	2023	11	30	+19
	2024	30	46	+16
	2025	46	58	+12

*The number of Outlets reported throughout this Item 20 represents the number of Zoomin Groomin Area Representative outlets. Zoomin Groomin unit franchise outlets are reported in a separate unit franchise disclosure document.

Table No. 2
Transfers of Outlets From Area Representatives to New Owners (Other than Franchisor)
For Years 2023 to 2025

State	Year	Number of Transfers
Colorado	2023	1
	2024	0
	2025	0
Florida	2023	0
	2024	1
	2025	0
New Jersey	2023	0
	2024	0
	2025	1
Total	2023	1
	2024	1
	2025	1

Table No. 3
Status of Area Representative Outlets
For Years 2023 to 2025