	Provision	Section in Franchise or Other Agreement	Summary
u.	Dispute resolution	Section 25	Either party may request non-binding mediation prior to a suit, action, or legal proceeding (subject to applicable state law).
v.	Choice of forum	Sections 25.A, 25.F, and 26.D	Your home state for non-binding mediation; Palm Beach County, Florida for litigation (subject to applicable state law).
w.	Choice of law	Section 26.F	Florida law applies (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 financial performance of its franchises and/or franchisor-owned units, 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 financial performance representation information in this Item 19 includes certain financial performance information relating to our Stores' operation in calendar year 2025. We obtained 100% of the gross sales data for the Stores listed in the Store Sales Table and the other financial performance representations included in this Item 19 from monthly sales reported to us by the Stores. The monthly sales reports have not been audited by certified public accountants nor have we sought to independently verify their accuracy for purposes of the financial performance representations. Not all Stores properly reported sales in 2025.

The financial performance representations include annual gross sales of Stores for the year 2025. "Gross sales" means all revenues from the sale of products or services, except sales taxes are excluded and refunds and credits are deducted (to the extent the refund or credit represents amounts previously included in gross sales).

Center Sales Study

In our Center Sales Study, we disclose the average and median gross sales in 2025 of Stores in the United States in operation for one (1) full year or more as of December 31, 2025, which properly reported their

sales for twelve (12) months in 2025. They have been segmented into 2 categories: (1) Stores that employed at least one Full Time outside salesperson in 2025; and (2) Stores that did not employ a Full-Time outside salesperson in 2025. Of the 174 US locations, 112 were included in this table, while 31 were excluded for not being open for one full calendar year as of December 31, 2025, and 31 were excluded because they each failed to properly report their sales for all twelve (12) months in 2025.

Calendar Year 2025
Store Sales Tables

Centers	Number of Stores	Average Gross Sales	Stores that Met or Exceeded Average Sales	Median Gross Sales	Highest Gross Sale	Lowest Gross Sale
Stores with at least one (1) Full-Time Outside Salesperson	48	$887,535	33.3%	$608,743	$4,872,132	$69,468
Stores without a Full-Time Outside Salesperson	64	$343,610	25.0%	$232,198	$1,786,833	$34,032
Total Stores	112	$576,721	34.8%	$361,631	$4,872,132	$34,032

Highest Gross Volume - Lowest Gross Volume Store Sales of Stores

In our Highest Gross Volume – Lowest Gross Volume Stores Sales financial performance representation, we disclose the gross sales of the Store which attained the highest sales volume and of the Store with the lowest sales volume in 2025. It is based on a population of 112 Stores that (1) are located in the United States and (2) reported their sales for twelve (12) months in 2025; (3) have been in operation for one (1) year or more as of December 31, 2025. Of the 174 US locations, 31 stores were excluded for not being open for one (1) full calendar year as of December 31, 2025 and 31 were excluded because they each failed to properly report their sales for all twelve (12) months in 2025.

Calendar Year 2025
Highest Gross Volume – Lowest Gross Volume Store Sales Table

	Number of Stores	Gross Sales	Length of Time Store Open
Highest Sales Volume Store	1	$4,872,132	14 years
Lowest Sales Volume Store	1	$34,032	6 years

Some outlets have sold this amount. Your individual results may differ. There is no assurance that you'll sell as much.

Written substantiation of this financial performance representation will be made available to you upon reasonable request.

We do not make any representations about a franchisee's future financial performance. Except for the preceding financial performance representations, we do not make any representations about 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 Mark D. Nichols, General Counsel, 2121 Vista Parkway, West Palm Beach, FL 33411, 561-640-5570, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

Table 1
System-Wide Outlet Summary
For Years 2023 to 2025*

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	264	274	10
	2024	274	288	14
	2025	288	305	17
Company Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total	2023	264	274	10
	2024	274	288	14
	2025	288	305	17

* All numbers are as of December 31, 2023, 2024, and 2025. The numbers are for Stores in the United States and internationally.

Table 2
Transfers of Outlets from Franchisees to New Owners (Other Than the Franchisor)
For Years 2023 to 2025*

State	Year	Number of Transfers
Arizona	2023	1
	2024	1
	2025	0
California	2023	0
	2024	0
	2025	1
Colorado	2023	0
	2024	0
	2025	1