

Provision	Section in Franchise Agreement	Summary
w. Choice of law	Section 10.9	Subject to applicable state law, Washington law applies except to the extent governed by the United States Trademark Act and except in those states whose franchise laws require exclusive application of state choice of law rules. See State Law Addendum.

ITEM 18

PUBLIC FIGURES

We do not currently 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.

MATERIAL ASSUMPTIONS FOR TABLE

The following table reflects the historical financial performance of our existing franchisees for the fiscal year ended July 31, 2024. The table does not reflect any costs or expenses that must be deducted from gross revenue figures (commissions) to obtain net income or profit. The franchisees and former franchisees, listed in Item 20, below, may be one source of information about costs and expenses they incur and the earnings and profit they generate in operating their franchised businesses.

The average and median commission figures in the table below are based on the 13 Cycles of our most recent fiscal accounting year ending July 31, 2024 (“Cycle” is defined in Item 1 and Item 6, above). The Cycle commission numbers summarized below were determined after taking each franchisee’s yearly totals and then dividing by 13. The “Average Commissions Per Cycle” is calculated by adding up all annual commission figures within the specified Member range and dividing by the number of figures counted. The “Median Commissions Per Cycle” is calculated by placing all annual commission figures being counted in order of ascending or descending value and finding the middle figure in the list. If there is an even number of figures, the median is calculated by adding the middle two figures and dividing by two.

We collected the confirming data for the table below from our online Trade Exchange Account Manager “TEAM” computer software and database that tracks each franchisee’s business activities.