

Provision	Section in franchise or other agreement	Summary
w. Choice of law.	Section 16.7	Johnson County, Kansas, except for matters regulated by the United States Trademark Act (subject to state law).

## ITEM 18: PUBLIC FIGURES

GOODCENTS does not use any public figure to promote its 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 a franchisee'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: Compliance Officer, at 8997 Commerce Drive, De Soto, Kansas 66018, 913-583-8400 and the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20: OUTLET AND FRANCHISEE INFORMATION

As of December 31, 2023, there were 5 Area Representatives.

Table No. 1  
Systemwide Outlet Summary  
For years 2021-2023

Outlet Type	Year	Area Representatives at the Start of the Year	Area Representatives at the End of the Year	Net Change
TOTAL	2021	2	2	0
	2022	2	3	+1
	2023	3	5	+2

Table No. 2  
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)  
For Years 2021-2023

State	Year	Number of Transfers
No Transfers		

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