

Provision	Section in Franchise Agreement	Summary
		are bound by those changes.
t. Integration/merger clause	25	Only terms of the franchise agreement are binding (subject to state law). Nothing in the agreement or in any related agreement is intended to disclaim the representations franchisor made in the franchise disclosure document. Any representations or promises outside of the disclosure document and franchise agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	20	Except for certain claims, all disputes are subject to mediation and binding arbitration in Covington, Georgia. This provision is subject to state law.
v. Choice of forum	20(g)	Subject to arbitration requirements. We have the right to seek injunctive relief and you agree to be subject to the exclusive jurisdiction of the Newton County, Georgia Courts (subject to state law).
w. Choice of law	23	Except for the Federal Arbitration Act and other federal law, Georgia law governs (subject to state law).

A provision in your franchise agreement that terminates the franchise agreement on your bankruptcy may not be enforceable under Title 11, Businesses States Code Section 101 *et seq.*

**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 franchises 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.

This Item sets forth certain historical data submitted by our franchised locations (the “Franchised Locations”), including annual gross receipts for the period beginning on March 1, 2022 and ending on February 28, 2023 (the “2022 Measurement Period”), the period beginning on March 1, 2023 and ending on February 29, 2024 (the “2023 Measurement Period”), and for the period beginning on March 1, 2024 and ending on February 28, 2025 (the “2024 Measurement Period” and with the 2022 Measurement Period and the 2023 Measurement Period, collectively, the “Measurement Periods”). The Franchised Locations disclosed in this Item 19 were all open and operating for the entire Measurement Periods.

During the 2022 Measurement Period, there were twenty-five (25) franchised locations in operation for some portion of the 2022 Measurement Period. We excluded five (5) of these locations because they

all opened for business during the 2022 Measurement Period and have not been in operation for a year. These five (5) locations were not open and operating for the entire 2022 Measurement Period.

During the 2023 Measurement Period, there were eighteen (18) franchised locations in operation for some portion of the 2023 Measurement Period.

During the 2024 Measurement Period, there were twenty-six (26) franchised locations in operation for some portion of the 2024 Measurement Period.

All of the Franchised Locations included in this Item 19 are all the same type of Franchises being offered under this Disclosure Document (same in territory, services and operations).

**Some Franchised Locations have earned this amount. Your individual results may differ. There is no assurance that you'll earn as much.**

The chart below presents the date the Franchised Location commenced operation with us, the number of customer account claims serviced and the annual gross receipts, for each of the Franchised Locations during the 2022, 2023 and 2024 Measurement Period.

Location	Effective Date of Franchise Agreement <sup>(1)</sup>	2022 Measurement Period <sup>(2)</sup>		2023 Measurement Period		2024 Measurement Period	
		Number of Claims in 2022 <sup>(3)</sup>	2022 Annual Gross Receipts <sup>(4)</sup>	Number of Claims in 2023 <sup>(3)</sup>	2023 Annual Gross Receipts <sup>(4)</sup>	Number of Claims in 2024 <sup>(3)</sup>	2024 Annual Gross Receipts <sup>(4)</sup>
Franchised Location 1	7/15/2020	7,820	\$854,959.12	6,658	\$827,321.41	4,435	\$613,081.25
Franchised Location 2	7/15/2020	4,063	\$469,183.13	5,232	\$636,858.26	19,464	\$1,996,967.92
Franchised Location 3	7/15/2020	19,529	\$680,948.50	30,881	\$1,156,525.45	56,841	\$1,787,143.50
Franchised Location 4	10/1/2020	1,825	\$239,936.38	2,114	\$297,362.27	1,546	\$225,206.12
Franchised Location 5	7/15/2020	8,505	\$1,014,817.60	6,108	\$751,521.25	5,361	\$651,382.25
Franchised Location 6	7/15/2020	3,288	\$391,549.30	2,972	\$389,004.70	N/A	N/A
Franchised Location 7	3/29/2021	351	\$60,042.85	N/A	N/A	N/A	N/A
Franchised Location 8	3/29/2021	959	\$88,790.34	N/A	N/A	N/A	N/A
Franchised Location 9	1/1/2022	415	\$40,454.27	463	\$58,516.62	506	\$68,292.83
Franchised Location 10	4/5/2021	210	\$45,310.77	N/A	N/A	N/A	N/A
Franchised Location 11	3/29/2021	262	\$46,887.85	N/A	N/A	N/A	N/A
Franchised Location 12	3/29/2021	656	\$93,031.15	N/A	N/A	N/A	N/A
Franchised Location 13	3/29/2021	523	\$123,752.45	N/A	N/A	N/A	N/A
Franchised Location 14	5/17/2021	517	\$70,679.72	431	\$79,349.97	486	\$91,140.04
Franchised Location 15	9/5/2021	3,564	\$380,233.64	3,594	\$425,429.40	2,794	\$367,618.06

Location	Effective Date of Franchise Agreement <sup>(1)</sup>	2022 Measurement Period <sup>(2)</sup>		2023 Measurement Period		2024 Measurement Period	
		Number of Claims in 2022 <sup>(3)</sup>	2022 Annual Gross Receipts <sup>(4)</sup>	Number of Claims in 2023 <sup>(3)</sup>	2023 Annual Gross Receipts <sup>(4)</sup>	Number of Claims in 2024 <sup>(3)</sup>	2024 Annual Gross Receipts <sup>(4)</sup>
Franchised Location 16	4/5/2021	961	\$171,820.29	N/A	N/A	N/A	N/A
Franchised Location 17	4/5/2021	930	\$142,042.97	N/A	N/A	N/A	N/A
Franchised Location 18	9/5/2021	480	\$55,801.05	857	\$109,272.04	789	\$118,527.25
Franchised Location 19	3/29/2021	4,281	\$607,362.10	5,627	\$897,594.99	6,274	\$1,107,901.89
Franchised Location 20	4/5/2021	45	\$9,061.80	N/A	N/A	N/A	N/A
Franchised Location 21	10/9/2023	N/A	N/A	193	\$34,303.00	526	\$132,737.50
Franchised Location 22	10/2/2023	N/A	N/A	286	\$63,232.06	1,679	\$365,557.71
Franchised Location 23	10/17/2022	N/A	N/A	168	\$38,235.66	202	\$33,895.30
Franchised Location 24	10/17/2022	N/A	N/A	149	\$19,717.21	137	\$27,354.43
Franchised Location 25	9/19/2022	N/A	N/A	2,686	\$556,656.72	2,708	\$563,038.87
Franchised Location 26	10/17/2022	N/A	N/A	576	\$77,398.86	160	\$28,689.24
Franchised Location 27	9/15/2023	N/A	N/A	487	\$65,039.55	1,339	\$188,845.01
Franchised Location 28	3/25/2024	N/A	N/A	N/A	N/A	110	\$14,522.32
Franchised Location 29	9/3/2024	N/A	N/A	N/A	N/A	857	\$94,509.05
Franchised Location 30	9/16/2024	N/A	N/A	N/A	N/A	384	\$87,687.15
Franchised Location 31	9/16/2024	N/A	N/A	N/A	N/A	81	\$21,640.67
Franchised Location 32	3/25/2024	N/A	N/A	N/A	N/A	2,140	\$283,365.19
Franchised Location 33	9/23/2024	N/A	N/A	N/A	N/A	123	\$26,886.17
Franchised Location 34	9/16/2024	N/A	N/A	N/A	N/A	168	\$44,656.55
Franchised Location 35	4/22/2024	N/A	N/A	N/A	N/A	395	\$84,236.57
Franchised Location 36	9/3/2024	N/A	N/A	N/A	N/A	680	\$84,349.93

Notes:

1. This column shows the date the franchise license agreement was signed with each franchisee. Franchised Locations 1-5 were operators of a Doan license under a previous owner of the Doan brand.

2. Franchised Locations 21-36 where not in operation for the full 2022 Measurement Period so the figures are listed as “N/A” or “Not Applicable”.
3. “Claims” means the total number of vehicle appraisals completed during the applicable Measurement Period.
4. “Annual Gross Receipts” mean the amount of all cash collected, or other consideration received, including check, credit and debit card, barter exchange, trade credit, or other credit transactions, for all services provided by the Franchised Location during the applicable Measurement Period.

<b>Number of Claims</b>				
	<b>Average</b> <sup>(5)</sup>	<b>Median</b> <sup>(6)</sup>	<b>High</b>	<b>Low</b>
<b>March 1, 2022 to February 28, 2023</b>	2,959	946	19,529	45
<b>March 1, 2023 to February 29, 2024</b>	3,860	1,485	30,881	149
<b>March 1, 2024 to February 28, 2025</b>	4,238	735	56,841	81
<b>Gross Receipts</b>				
	<b>Average</b>	<b>Median</b>	<b>High</b>	<b>Low</b>
<b>March 1, 2022 to February 28, 2023</b>	\$279,333.26	\$132,897.71	\$1,014,817.60	\$9,061.80
<b>March 1, 2023 to February 29, 2024</b>	\$360,185.52	\$203,317.16	\$1,156,525.45	\$19,717.21
<b>March 1, 2024 to February 28, 2025</b>	\$350,355.11	\$106,518.15	\$1,996,967.92	\$14,522.32

5. “Average” is defined as the sum of the Number of Claims or Gross Receipts divided by the number of Franchised Locations in operation during the Measurement Periods.
6. “Median” is defined as the center of all Number of Claims or Gross Receipts data points used.

## **General Notes to Item 19**

This analysis does not contain complete information concerning the operating costs and expenses that you will incur in operating your business. This Item 19 also does not contain any information about fees that you must pay to us, such as royalty or advertising fees or other expenses such as rent.

Therefore, we recommend that you make your own independent investigation to determine whether or not the franchise may be profitable to you. You should use the above information only as a reference in conducting your analysis and preparing your own projected income statements and cash flow statements. We suggest strongly that you consult your financial advisor or personal accountant concerning financial projections and federal, state and local income taxes and other applicable taxes that you may incur in operating a Doan franchised business.

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

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 Amanda Hughes, Woodland Capital Franchising, Inc., at 5090 Highway 212, Covington, Georgia 30016, or (770) 788-8328, the Federal Trade Commission, and the appropriate state regulatory agencies.

## **Item 20** **Outlets and Franchisee Information**

**Table No. 1**  
**Systemwide Outlet Summary**  
**For years 2023-2025**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	23	25	+2
	2024	25	18	-7
	2025	18	26	+8
Company-Owned	2023	0	0	0
	2024	0	0	0
	2025	0	0	0
Total Outlets	2023	23	25	+2
	2024	25	18	-7
	2025	18	26	+8

**Table No. 2**  
**Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)**  
**For years 2023-2025**

State	Year	Number of Transfers
CO	2023	1
	2024	0
	2025	0