

Provision	Article in Franchise or Other Agreement	Summary
(r) Non-competition covenants after the franchise is terminated or expires	Section 15.2	Includes prohibition on owning or operating business which sells similar services for 2 years and located within 20 miles of your Designated Territory or the Designated Territory of any other business operating under the Proprietary Marks. The non-competition covenant is not applicable to a conversion franchise.
(s) Modification of the agreement	Sections 22.1, and 22.12	Must be in writing by both parties.
(t) Integration/merger clause	Section 22.15	Only the terms of the Franchise Agreement and the Operations Manual are binding (subject to state law). Any representations or promises outside of the Disclosure Document and Franchise Agreement may not be enforceable. Provided, however, nothing in the Franchise Agreement or any related agreement is intended to disclaim any representations we make in this Disclosure Document.
(u) Dispute resolution by mediation	Section 22.5	Except for claims for equitable or injunctive relief, all disputes must be mediated at a mutually agreeable location, subject to state law.
(v) Choice of forum	Section 22.6	Florida, subject to state law.
(w) Choice of law	Section 22.8	Florida, subject to 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.

HISTORICAL FINANCIAL PERFORMANCE INFORMATION

The following charts provide information regarding the annual gross sales, gross profit, profit margin, EBITDA, and certain expense and annual performance metrics for franchised outlets and outlets owned by our affiliates. These businesses (both franchised and affiliate-owned) provide substantially the same products and services as the Franchised Business offered in this Disclosure Document. Likewise, they receive substantially the same services as those we provide for the Franchised Business offered in this Disclosure Document, except our affiliates receive centralized accounting, financial and management services.

The charts below present information for only those outlets that responded to a survey or are a part of our bookkeeping program and were in operation for at least 12 full months as of the end of the applicable reporting period. This includes 152 franchised and 3 affiliate-owned outlets in 2024 (representing 81% (155/192) of all outlets in existence at the end of 2024). Further, note that 16 of these 192 locations were not surveyed because they were open less than 12 months in 2024. Therefore, the information includes 88% (155/176) of all outlets that were open a full 12 months in 2024. The remaining 20 locations either didn't respond to the survey, aren't part of our bookkeeping program or have since ceased operations.

Our affiliate Mansari LLC owns and operates the College Hunks Moving® and College Hunks Hauling Junk® business located in Tampa, Florida (“Tampa Corporate Location”), which has been in operation since 2008 and provides junk removal and moving services in Tampa, Florida (a total of 5 Zones). These locations operate under a franchise agreement with us and pay royalties, First Contact Sales & Loyalty Center fees, and Brand Development Fees on the same basis as our franchisees. These operations are both “absentee owner” businesses, meaning they all have full-time general managers operating the business.

Unless otherwise specified, “Gross Sales” or “Gross Revenue” means the actual gross revenues billed to clients or what would have been billed to clients if payment had been collected for products and services, plus any other revenue derived from the operation of the business. The Gross Sales/Gross Revenue information is based on the same Gross Sales used to calculate royalties and other fees under the Franchise Agreement. The franchised outlets and affiliate-owned outlets report gross receipts information to us based upon a uniform reporting system. However, none of the information supplied to us has been audited.

2024 GROSS SALES, COST OF SERVICE, GROSS PROFIT, FIXED EXPENSES & EBITDA **FOR AFFILIATE & FRANCHISED LOCATIONS**

		Corporate Owned Stores			Franchised Stores				
		2024 Single-Territory Stores	2024 2-Territory Stores	2024 3+ Territory Stores	2024 Single-Territory Stores	2024 2-Territory Stores	2024 3+ Territory Stores	2024 Bottom 25% Franchisees	2024 Top 25% Franchisees
# in Group		0	0	3	74	47	31	38	38
Total Gross Sales	Average	-	-	\$5,491,220	\$849,494	\$1,448,279	\$2,916,251	\$501,788	\$3,093,559
	Median	-	-	\$5,827,579	\$714,855	\$1,324,417	\$2,493,684	\$486,190	\$2,511,074
	Highest	-	-	\$6,657,043	\$4,201,703	\$3,763,030	\$11,077,209	\$668,264	\$11,077,209
	Lowest	-	-	\$3,989,037	\$289,634	\$446,535	\$857,968	\$289,634	\$1,728,877

		Corporate Owned Stores			Franchised Stores				
		2024 Single-Territory Stores	2024 2-Territory Stores	2024 3+ Territory Stores	2024 Single-Territory Stores	2024 2-Territory Stores	2024 3+ Territory Stores	2024 Bottom 25% Franchisees	2024 Top 25% Franchisees
#/% of Franchised Businesses Who Achieved or Surpassed Total Gross Sales		Average	-	-	2/67%	28/38%	18/38%	13/42%	18/47%
		Median	-	-	2/67%	37/50%	24/51%	16/52%	19/50%
COGS									
Royalty Costs (% of Revenue)	Average	-	-	7%	7%	7%	7%	7%	7%
	Median	-	-	7%	7%	7%	7%	7%	7%
Sales and Loyalty Center Costs (% of Revenue)	Average	-	-	3%	4%	3%	3%	5%	2%
	Median	-	-	3%	4%	3%	2%	5%	2%
Brand Development Costs (% of Revenue)	Average	-	-	2%	2%	2%	2%	2%	2%
	Median	-	-	2%	2%	2%	2%	2%	2%
Truck Labor Costs (% of Revenue)	Average	-	-	27%	29%	28%	29%	29%	29%
	Median	-	-	27%	29%	28%	29%	30%	29%
Other Costs - Disposal, Truck Fuel, Credit Card Fees, Tech Fee, etc. (% of Revenue)	Average	-	-	7%	8%	8%	8%	8%	8%
	Median	-	-	7%	8%	8%	8%	8%	8%
Total Cost of Service	Average	-	-	\$2,528,314	\$410,065	\$689,121	\$1,401,149	\$254,258	\$1,474,697
	Median	-	-	\$2,707,686	\$350,038	\$628,173	\$1,166,640	\$249,341	\$1,229,268
	Highest	-	-	\$3,074,460	\$1,711,098	\$1,341,193	\$5,509,516	\$375,402	\$5,509,516
	Lowest	-	-	\$1,802,796	\$107,128	\$214,631	\$419,954	\$113,532	\$816,423
#/% of Franchised Businesses Who Achieved or Surpassed Total Cost of Service	Average	-	-	2/67%	28/38%	20/43%	12/39%	18/47%	13/34%
	Median	-	-	2/67%	37/50%	24/51%	16/52%	19/50%	19/50%
GP									
Total Gross Profit	Average	-	-	\$2,962,906	\$439,429	\$759,158	\$1,515,101	\$247,530	\$1,618,862
	Median	-	-	\$3,119,893	\$354,857	\$676,958	\$1,300,593	\$239,698	\$1,298,959
	Highest	-	-	\$3,582,583	\$2,490,605	\$2,554,334	\$5,567,693	\$531,124	\$5,567,693
	Lowest	-	-	\$2,186,241	\$119,516	\$231,904	\$438,014	\$119,516	\$815,307
#/% of Franchised Businesses Who Achieved or Surpassed Total Gross Profit	Average	-	-	2/67%	24/32%	19/40%	13/42%	16/42%	13/34%
	Median	-	-	2/67%	37/50%	24/51%	16/52%	19/50%	19/50%
*Gross Profit as % of Revenue	Average	-	-	54%	51%	52%	51%	49%	52%
	Median	-	-	54%	50%	52%	52%	47%	52%
	Highest	-	-	55%	87%	86%	61%	81%	68%
	Lowest	-	-	54%	32%	37%	44%	36%	40%
#/% of Franchised Businesses Who Achieved or Surpassed Gross Profit % of Revenue	Average	-	-	1/33%	32/43%	24/77%	18/58%	17/45%	20/52%
	Median	-	-	2/67%	37/50%	20/65%	16/52%	19/50%	19/50%
FIXED EXPENSES									
Marketing Expenses (local advertising)	Average	-	-	\$779,695	\$92,888	\$151,202	\$344,885	\$64,747	\$334,406
	Median	-	-	\$822,787	\$85,456	\$147,304	\$285,155	\$69,601	\$277,552

Corporate Owned Stores			Franchised Stores					
	2024 Single-Territory Stores	2024 2-Territory Stores	2024 3+ Territory Stores	2024 Single-Territory Stores	2024 2-Territory Stores	2024 3+ Territory Stores	2024 Bottom 25% Franchisees	2024 Top 25% Franchisees
Office Labor Expenses	Average	-	-	\$584,862	\$56,124	\$103,458	\$273,348	\$27,487
	Median	-	-	\$573,847	\$21,100	\$83,235	\$213,219	\$11,225
Rent and Utilities Expenses	Average	-	-	\$205,824	\$36,421	\$47,379	\$81,061	\$30,127
	Median	-	-	\$253,179	\$31,986	\$45,500	\$66,872	\$30,640
Insurance Expenses	Average	-	-	\$342,039	\$61,442	\$95,535	\$214,197	\$44,358
	Median	-	-	\$399,094	\$50,923	\$94,953	\$159,408	\$40,138
Truck Repairs/Maintenance Expenses	Average	-	-	\$169,767	\$16,510	\$33,498	\$84,609	\$7,781
	Median	-	-	\$160,951	\$10,767	\$26,082	\$60,143	\$6,505
Move Supply Expenses	Average	-	-	\$89,757	\$15,742	\$20,371	\$49,083	\$10,975
	Median	-	-	\$68,255	\$11,950	\$18,508	\$34,969	\$9,941
Total Fixed Expenses	Average	-	-	\$2,171,943	\$279,127	\$451,442	\$1,047,182	\$185,475
	Median	-	-	\$2,313,487	\$234,616	\$453,883	\$853,682	\$200,315
	Highest	-	-	\$2,729,980	\$1,289,946	\$909,490	\$4,601,843	\$280,331
	Lowest	-	-	\$1,472,362	\$35,327	\$64,338	\$271,184	\$73,931
#/% of Franchised Businesses Who Achieved or Surpassed Total General & Admin Expenses	Average	-	-	2/67%	24/32%	24/51%	13/42%	22/58%
	Median	-	-	2/67%	37/50%	24/51%	16/52%	19/50%
EBITDA								
EBITDA (earnings before interest, taxes, depreciation and amortization) (does not include truck payments, owner compensation or other discretionary expenses)	Average	-	-	\$567,994	\$60,031	\$125,334	\$263,439	-\$1,519
	Median	-	-	\$616,221	\$33,045	\$70,321	\$145,456	\$8,555
	Highest	-	-	\$629,406	\$1,175,253	\$594,964	\$1,391,963	\$211,491
	Lowest	-	-	\$458,355	-\$144,128	-\$179,135	-\$79,896	-\$144,128
#/% of Franchised Businesses Who Achieved or Surpassed EBITDA	Average	-	-	2/67%	31/42%	18/38%	9/29%	21/55%
	Median	-	-	2/67%	37/50%	24/51%	16/52%	19/50%
Net Profit as % of Revenue (before taxes, interest, depreciation and amortization, and owners' compensation)	Average	-	-	11%	4%	8%	9%	0%
	Median	-	-	11%	5%	7%	8%	2%

NOTES:

- i. Gross Profit is calculated as follows: Gross Revenue less disposal costs, truck labor costs, truck fuel costs, , credit card fees, moving supply cost, royalty fees, First Contact Sales & Loyalty Center fees, and Brand Development Fees but excluding fixed costs, such as rent, marketing, insurance, office staff or other expenses related to the operation of the business.
- ii. The average multi-territory corporate store owns 7 territories
- iii. The average multi-territory franchise owns 4 territories
- iv. The locations in the Bottom 25% own an average of 1 territory

v. The locations in the Top 25% own an average of 3 territories

EBITDA is calculated as follows: Gross Revenue less all Cost of Goods (disposal costs, truck labor costs, truck fuel costs, credit card fees, moving supply cost, royalty fees, First Contact Sales & Loyalty Center fees, and Brand Development Fees) and all Fixed Costs (marketing spend, office labor expenses, rent, utilities, insurance, truck repairs/maintenance costs, move supply costs) Net Profit is calculated as follows: EBITDA divided by Gross Revenue

2024 GROSS SALES, COST OF SERVICE, GROSS PROFIT, FIXED EXPENSES & EBITDA FOR AFFILIATE & FRANCHISED LOCATIONS – BY YEARS IN BUSINESS

		Corporate Owned Stores		Franchised Stores	
Year		2024 Stores 1-3 Years in Business	2024 Stores 3+ Years in Business	2024 Stores 1-3 Years in Business	2024 Stores 3+ Years in Business
# in Group		0	3	49	103
Total Gross Sales	Average	-	\$5,491,220	\$734,387	\$1,799,519
	Median	-	\$5,827,579	\$644,811	\$1,402,374
	Highest	-	\$6,657,043	\$1,927,330	\$11,077,209
	Lowest	-	\$3,989,037	\$293,809	\$289,634
#/% of Franchised Businesses Who Achieved or Surpassed Total Gross Sales	Average	-	2/67%	22/45%	34/33%
	Median	-	2/67%	25/51%	52/50%
COGS					
Royalty Costs (% of Revenue)	Average	-	7%	7%	7%
	Median	-	7%	7%	7%
Sales and Loyalty Center Costs (% of Revenue)	Average	-	3%	4%	3%
	Median	-	3%	4%	3%
Brand Development Costs (% of Revenue)	Average	-	2%	2%	2%
	Median	-	2%	2%	2%
Truck Labor Costs (% of Revenue)	Average	-	27%	30%	28%
	Median	-	27%	30%	29%
Other Costs - Disposal, Truck Fuel, Credit Card Fees, Tech Fees, etc. (% of Revenue)	Average	-	7%	8%	8%
	Median	-	7%	8%	8%
Total Cost of Service	Average	-	\$2,528,314	\$374,772	\$852,479
	Median	-	\$2,707,686	\$332,915	\$645,700
	Highest	-	\$3,074,460	\$900,435	\$5,509,516
	Lowest	-	\$1,802,796	\$113,532	\$107,128
	Average	-	2/67%	21/43%	37/36%

		Corporate Owned Stores		Franchised Stores	
Year		2024 Stores 1-3 Years in Business	2024 Stores 3+ Years in Business	2024 Stores 1-3 Years in Business	2024 Stores 3+ Years in Business
#/% of Franchised Businesses Who Achieved or Surpassed Total Cost of Service	Median	-	2/67%	25/51%	52/50%
GP					
Total Gross Profit	Average	-	\$2,962,906	\$359,615	\$947,040
	Median	-	\$3,119,893	\$297,589	\$709,111
	Highest	-	\$3,582,583	\$1,110,907	\$5,567,693
	Lowest	-	\$2,186,241	\$129,519	\$119,516
#/% of Franchised Businesses Who Achieved or Surpassed Total Gross Profit	Average	-	2/67%	19/39%	35/34%
	Median	-	2/67%	25/51%	52/50%
*Gross Profit as % of Revenue	Average	-	54%	48%	52%
	Median	-	54%	49%	52%
	Highest	-	55%	67%	87%
	Lowest	-	54%	32%	35%
#/% of Franchised Businesses Who Achieved or Surpassed Gross Profit % of Revenue	Average	-	1/33%	26/53%	44/43%
	Median	-	2/67%	25/51%	52/50%
FIXED EXPENSES					
Marketing Expenses (local advertising)	Average	-	\$779,695	\$101,328	\$191,326
	Median	-	\$822,787	\$88,557	\$151,150
Office Labor Expenses	Average	-	\$584,862	\$28,163	\$156,403
	Median	-	\$573,847	\$12,366	\$106,278
Rent and Utilities Expenses	Average	-	\$205,824	\$37,315	\$54,431
	Median	-	\$253,179	\$34,422	\$43,085
Insurance Expenses	Average	-	\$342,039	\$56,159	\$125,487
	Median	-	\$399,094	\$46,231	\$96,969
Truck Repairs/Maintenance Expenses	Average	-	\$169,767	\$11,275	\$47,248
	Median	-	\$160,951	\$10,691	\$29,601
Move Supply Expenses	Average	-	\$89,757	\$15,883	\$27,822
	Median	-	\$68,255	\$12,890	\$19,629
Total Fixed Expenses	Average	-	\$2,171,943	\$250,124	\$602,717
	Median	-	\$2,313,487	\$217,735	\$455,474
	Highest	-	\$2,729,980	\$671,634	\$4,601,843
	Lowest	-	\$1,472,362	\$102,507	\$35,327
#/% of Franchised Businesses Who Achieved or Surpassed Total General & Admin Expenses	Average	-	2/67%	18/37%	33/32%
	Median	-	2/67%	25/51%	52/50%

		Corporate Owned Stores		Franchised Stores	
Year		2024 Stores 1-3 Years in Business	2024 Stores 3+ Years in Business	2024 Stores 1-3 Years in Business	2024 Stores 3+ Years in Business
EBITDA					
EBITDA (earnings before interest, taxes, depreciation and amortization) (does not include truck payments, owner compensation or other discretionary expenses)	Average	-	\$567,994	\$41,504	\$159,863
	Median	-	\$616,221	\$34,068	\$105,175
	Highest	-	\$629,406	\$242,226	\$1,391,963
	Lowest	-	\$458,355	-\$179,135	-\$127,975
#/% of Franchised Businesses Who Achieved or Surpassed EBITDA	Average	-	2/67%	21/43%	36/35%
	Median	-	2/67%	25/51%	52/50%
Net Profit as % of Revenue (before taxes, interest, depreciation and amortization, and owners' compensation)	Average	-	11%	4%	7%
	Median	-	11%	5%	7%

NOTES:

- i. Gross Profit is calculated as follows: Gross Revenue less disposal costs, truck labor costs, truck fuel costs, credit card fees, moving supply cost, royalty fees, First Contact Sales & Loyalty Center fees, and Brand Development Fees but excluding fixed costs, such as rent, marketing, insurance, office staff or other expenses related to the operation of the business.
- ii. EBITDA is calculated as follows: Gross Revenue less all Cost of Goods (disposal costs, truck labor costs, truck fuel costs, credit card fees, moving supply cost, royalty fees, First Contact Sales & Loyalty Center fees, and Brand Development Fees) and all Fixed Costs (marketing spend, office labor expenses, rent, utilities, insurance, truck repairs/maintenance costs, move supply costs) Net Profit is calculated as follows: EBITDA divided by Gross Revenue

2024 ANNUAL PERFORMANCE METRICS

		Corporate Owned Stores	All Franchised Locations	Junk Only Franchised Locations	Move Only Franchised Locations	Junk & Move Franchised Locations
# in Group		3	152	2	2	148
Gross Revenues	Average	\$5,491,220	\$1,456,154	\$1,293,423	\$862,271	\$1,466,379
	Median	\$5,827,579	\$1,108,907	\$1,293,423	\$862,271	\$1,114,577
	Highest	\$6,657,043	\$11,077,209	\$1,728,877	\$989,030	\$11,077,209
	Lowest	\$3,989,037	\$289,634	\$857,968	\$735,512	\$289,634
#/% of Franchised Businesses Who Achieved or Surpassed Gross Revenues	Average	2/67%	50/33%	1/50%	1/50%	49/33%
	Median	2/67%	76/50%	1/50%	1/50%	74/50%
Job Size	Average	\$699	\$688	\$412	\$851	\$690
	Median	\$652	\$666	\$412	\$851	\$666
	Highest	\$805	\$1,442	\$460	\$858	\$1,442
	Lowest	\$640	\$364	\$364	\$844	\$422
#/% of Franchised Businesses Who Achieved or Surpassed Job Size	Average	1/33%	61/40%	1/50%	1/50%	59/40%
	Median	2/67%	76/50%	1/50%	1/50%	74/50%

		Corporate Owned Stores	All Franchised Locations	Junk Only Franchised Locations	Move Only Franchised Locations	Junk & Move Franchised Locations
Leads	Average	23,045	5,808	6,618	3,526	5,828
	Median	27,531	4,550	6,618	3,526	4,550
	Highest	27,613	25,637	7,899	3,567	25,637
	Lowest	13,992	1,607	5,336	3,485	1,607
#/% of Franchised Businesses Who Achieved or Surpassed Leads	Average	2/67%	54/36%	1/50%	1/50%	53/36%
	Median	2/67%	76/50%	1/50%	1/50%	74/50%
Completed Jobs	Average	8,089	2,054	3,060	1,015	2,055
	Median	9,103	1,587	3,060	1,015	1,587
	Highest	10,209	9,104	3,760	1,172	9,104
	Lowest	4,956	487	2,360	857	487
#/% of Franchised Businesses Who Achieved or Surpassed Completed Jobs	Average	2/67%	53/35%	1/50%	1/50%	51/34%
	Median	2/67%	77/51%	1/50%	1/50%	75/51%
Cost per Lead	Average	\$35	\$27	\$29	\$31	\$27
	Median	\$36	\$28	\$29	\$31	\$28
	Highest	\$38	\$54	\$41	\$40	\$54
	Lowest	\$30	\$3	\$18	\$21	\$3
#/% of Franchised Businesses Who Achieved or Surpassed Cost per Lead	Average	2/67%	84/55%	1/50%	1/50%	82/55%
	Median	2/67%	76/50%	1/50%	1/50%	74/50%
Lead-to-Close %	Average	35%	35%	46%	29%	35%
	Median	35%	34%	46%	29%	34%
	Highest	37%	58%	48%	34%	58%
	Lowest	33%	23%	44%	24%	23%
#/% of Franchised Businesses Who Achieved or Surpassed Lead-to-Close %	Average	2/67%	67/44%	1/50%	1/50%	65/44%
	Median	2/67%	76/50%	1/50%	1/50%	74/50%

NOTES:

- i. The Junk Only franchise locations operate in an average of 3 territories each
- ii. The Move Only franchise locations operate in an average of 3 territories each
- iii. The Junk & Move franchise locations operate in an average of 2 territories each

RAMP UP DATA FOR NEW FRANCHISED LOCATIONS

		Monthly Gross Sales		
		1st Month	6th Month	12th Month
# in Group		45	41	31
Gross Sales	Average	\$15,739	\$28,215	\$32,890
	Median	\$14,673	\$22,571	\$28,718
Highest Gross Sales		\$52,855	\$62,703	\$97,526
Lowest Gross Sales		\$2,369	\$4,343	\$4,900

		Monthly Gross Sales		
		1st Month	6th Month	12th Month
#/% of Franchised Businesses Who Achieved or Surpassed Average Annual Gross Sales	Average	18/40%	16/39%	11/35%
	Median	23/51%	21/51%	15/48%

NOTES:

- i. The 'Monthly Gross Sales' portion of the above table represents the monthly income by month-in-business of franchise locations in operation for less than 24 months as of December 31, 2024

2024 PERCENTAGE OF REVENUE GENERATED BY SALES & LOYALTY CENTER

All Franchised Locations (excluding locations with their own contact center)				
# in Group		150		
		Junk	Move	Total
% of Gross Sales Generated by Sales & Loyalty Center	Average	48%	74%	65%
	Median	50%	75%	66%
	Highest	65%	95%	89%
	Lowest	14%	30%	23%
#/% of Franchised Businesses Who Achieved or Surpassed % of Gross Sales Generated by Sales & Loyalty Center	Average	88/59%	80/54%	78/52%
	Median	74/50%	74/50%	75/50%
% of Gross Sales NOT Generated by Sales & Loyalty Center (<i>online, local, other</i>)	Average	52%	26%	35%
	Median	50%	25%	34%
	Highest	86%	70%	77%
	Lowest	35%	5%	11%
#/% of Franchised Businesses Who Achieved or Surpassed % of Gross Sales NOT Generated by Sales & Loyalty Center	Average	59/40%	67/45%	71/48%
	Median	74/50%	74/50%	75/50%

NOTES:

- i. The results above exclude 3 franchised locations that operate their own contact center
- ii. Written substantiation for the financial performance representations described above will be made available to you on reasonable request. Please carefully read all of the information in these financial performance representations, and the notes following the tables, in conjunction with your review of the historical data.
- iii. Some College Hunks Hauling Junk businesses have earned these amounts. Your individual results may differ. There is no assurance you will earn as much.
- iv. Results may vary among College Hunks Hauling Junk businesses depending on prevailing economic or market area conditions, demographics, geographic location, interest rates, your capitalization level, the amount and terms of any financing that you may secure, the property values

and lease rates, your business and management skills, staff strengths and weaknesses, the cost and effectiveness of your marketing activities and weather/seasonal factors.

- v. We strongly urge you to consult with your financial advisor or personal accountant concerning the financial analysis that you should make in determining whether or not to purchase a College Hunks Hauling Junk® and/or College Hunks Moving® Franchise.
- vi. Other than the preceding financial performance representation, we do not make any financial performance representations. 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 Nick Friedman at 4411 West Tampa Bay Boulevard, Tampa, Florida 33614 and (800) 586-5872, the Federal Trade Commission, and the appropriate state regulatory agencies.

Written substantiation for the financial performance representations described above will be made available to you on reasonable request. Please carefully read all of the information in these financial performance representations, and the notes following the tables, in conjunction with your review of the historical data.

Some College Hunks Hauling Junk businesses have earned these amounts. Your individual results may differ. There is no assurance you will earn as much.

We strongly urge you to consult with your financial advisor or personal accountant concerning the financial analysis that you should make in determining whether or not to purchase a College Hunks Hauling Junk® and/or College Hunks Moving® Franchise.

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[Item 20 begins on next page]