

**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.

The following disclosures are historical financial performance representations for our franchisee-owned outlets in operation for at least 12 months as of December 31, 2024. The representations reflect Gross Revenue (defined in the notes below) for calendar year 2024. The representations include additional information as described in the notes that follow the tables. There are two tables. The first table includes outlets open for 35 hours or more per week on average during 2024. The second table includes outlets open less than 35 hours per week on average during 2024. The disclosures are based on information reported to us by our franchisees. The information has not been audited.

**Outlets Open 35 Hours or More Per Week on Average During 2024**

Location	Opening Date	# of Months Open as of 12-31-24	Hours of Operation	Total Revenue	Total Client Visits	Revenue Per Booked Hour	Sales Rank
1	11/13/2022	25	40	<b>\$441,889</b>	<b>8,023</b>	\$105.22	1
2	2/16/2023	22	43	<b>\$432,375</b>	<b>8,533</b>	\$107.71	2
3	2/23/2019	70	35	<b>\$390,053</b>	<b>6,959</b>	\$113.67	3
4	6/29/2023	18	50	<b>\$351,705</b>	<b>6,795</b>	\$105.31	4
5	8/15/2019	64	35	<b>\$315,665</b>	<b>5,589</b>	\$111.25	5
6	3/12/2020	57	43	<b>\$300,420</b>	<b>5,508</b>	\$107.06	6
7	11/19/2023	13	40	<b>\$294,804</b>	<b>4,942</b>	\$102.28	7
8	2/20/2023	22	49	<b>\$284,423</b>	<b>5,886</b>	\$106.24	8
9	12/11/2021	36	35	<b>\$280,890</b>	<b>4,713</b>	\$125.38	9
10	12/7/2023	12	47	<b>\$254,913</b>	<b>4,949</b>	\$101.37	10
11	11/2/2023	13	42	<b>\$203,257</b>	<b>3,104</b>	\$110.63	13
12	7/9/2022	29	45	<b>\$201,755</b>	<b>4,241</b>	\$90.62	14
<b>TOTAL UNITS: 12</b>							
<b>Average:</b>				<b>\$312,679</b>	<b>5,770</b>	<b>\$107.23</b>	
<i>Number and Percentage Above Average:</i>				5 (42%)	5 (42%)	5 (42%)	
<b>Median:</b>				<b>\$297,612</b>	<b>5,549</b>	<b>\$106.65</b>	
<i>Number and Percentage Above Median:</i>				6 (50%)	6 (50%)	6 (50%)	

**Outlets Open less Than 35 Hours Per Week on Average During 2024**

Location	Opening Date	# of Months Open as of 12-31-24	Hours of Operation	Total Revenue	Total Client Visits	Revenue Per Booked Hour	Sales Rank
1	11/12/2023	13	34	<b>\$234,742</b>	<b>4,693</b>	\$101.91	11
2	6/25/2022	30	34	<b>\$223,502</b>	<b>4,524</b>	\$104.41	12
3	8/17/2023	16	32	<b>\$166,319</b>	<b>3,350</b>	\$101.97	15
4	3/12/2023	21	34	<b>\$150,410</b>	<b>2,583</b>	\$118.09	16
5	6/7/2022	30	28	<b>\$85,121</b>	<b>1,446</b>	\$98.21	17
<b>TOTAL UNITS: 5</b>							
<b>Average:</b>				<b>\$172,019</b>	<b>3,319</b>	<b>\$104.92</b>	
<i>Number and Percentage Above Average:</i>				2 (40%)	3 (60%)	2 (40%)	
<b>Median:</b>				<b>\$166,319</b>	<b>3,350</b>	<b>\$101.97</b>	
<i>Number and Percentage Above Median:</i>				2 (40%)	2 (40%)	2 (40%)	

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

2. As of December 31, 2024, we had zero affiliate-owned outlets in operation and 24 franchisees in operation. Of those franchisee outlets, 17 had been in operation for at least 12 months as of December 31, 2024. All 17 outlets reported sufficient information to be included in this financial performance representation.

3. For purposes of this Item 19, the following definitions shall apply:

“Total Revenue” means all receipts generated by the outlet from any source, but it excludes refunds, adjustments, discounts, credits, tips, and sales and service taxes.

“Hours of Operation” means average number of hours of operation per calendar week during 2024 for each included outlet.

“Total Client Visits” means the total number of customer visits during 2024 for each included outlet.

“Revenue Per Booked Hour” means Gross Revenue divided by Booked Stylist Hours where “Booked Stylist Hour” means the total number of stylists multiplied by the number of hours each stylist worked. For example, if two stylists worked from 1 pm to 5 pm, the Booked Stylist Hours would be 8 (2 stylists x 4 hours).

4. Some characteristics of the included outlets may differ materially for those of the outlet you will operate. For example, the included outlets have been in operation for at least 12 months as of December 31, 2024, whereas your outlet may be a new operation.

5. These financial performance representations do not reflect any of the costs of sales, operating expenses or other costs or expenses that must be deducted from the Gross Revenue figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your Franchise.

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

Other than the preceding financial performance representation, Sit Still Franchising, LLC does not make any financial performance representations. 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 Amy Leclerc, 12160 W Parmer Ln., STE 130-818, Cedar Park, TX 78613, and 503-703-2779, the Federal Trade Commission, and the appropriate state regulatory agencies.

## **Item 20** **OUTLETS AND FRANCHISEE INFORMATION**

**Table 1**  
**Systemwide Outlet Summary**  
**For years 2022, 2023 and 2024**

<b>Column 1 Outlet Type</b>	<b>Column 2 Year</b>	<b>Column 3 Outlets at the Start of the Year</b>	<b>Column 4 Outlets at the End of the Year</b>	<b>Column 5 Net Change</b>
Franchised	2022	2	6	+4
	2023	6	17	+11
	2024	17	24	+7
Company-Owned	2022	2	2	0
	2023	2	0	-2
	2024	0	0	0
<b>Total Outlets</b>	<b>2022</b>	<b>4</b>	<b>8</b>	<b>+4</b>
	<b>2023</b>	<b>8</b>	<b>17</b>	<b>+9</b>
	<b>2024</b>	<b>17</b>	<b>24</b>	<b>+7</b>