

See the state addenda to this Franchise Disclosure Document and the Franchise Agreement for special state disclosures.

**ITEM 18:**  
**PUBLIC FIGURES**

We do not currently use any public figures 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.

We began tracking the financial performance of our Franchised Businesses using new software in June 2024. We present below the Gross Revenue of 13 franchised locations with (i) at least 6 months of operation on June 1, 2024, (ii) full advertising programs in operation and (iii) staffing at minimum levels. Gross Revenue uses the same definition as described in Item 6. One Franchised Business opened in June 2024, and its Gross Revenues are not included in this presentation. The majority of the Franchised Businesses listed below have been operating for less than year.

**Six Month Gross Revenue Performance of 13 Franchised Businesses, June 2024-November 2024**

<b>Month</b>	<b>Highest Reported Gross Revenue</b>	<b>Lowest Reported Gross Revenue</b>	<b>Average Gross Revenue</b>	<b>Median Gross Revenue</b>
November 2024	\$129,786	\$14,359	\$44,144	\$35,716
October 2024	\$145,631	\$18,480	\$45,733	\$40,031
September 2024	\$99,763	\$2,754	\$41,733	\$37,505
August 2024	\$97,905	\$21,786	\$42,537	\$38,787
July 2024	\$68,408	\$17,600	\$35,480	\$34,062
June 2024	\$59,042	\$12,966	\$28,405	\$22,989

**Average Monthly Gross Revenue for this Period      \$39,553**

**Median Monthly Gross Revenue for this Period      \$36,610**

The 13 Franchised Businesses reported aggregate Gross Revenues for the six months beginning October 2023 and ending April 2024 as follows:

Highest Gross Revenues for 6 months	\$624,058
Lowest Gross Revenues for 6 months	\$168,317
Average Gross Revenues for 6 months	\$279,433
Median Gross Revenues for 6 months	\$251,463

Each Franchised Business bills each job using a “Customer Ticket.” The 13 Franchised Businesses included in the Table above, for the six-month period of June 2024 -November 2024 reported the following Customer Ticket data:

#### Customer Ticket Information

Highest Ticket	\$94,000
Average Ticket	\$7,900
Lowest Ticket	\$1,850

“Gross Revenue” means the aggregate of all revenue from operating your Franchised Business, whether payment is received in cash or by credit card, gift cards or other generally accepted form of payment, from the sale of products, services, merchandise (apparel and promotional items bearing any Marks) or other merchandise. Without limiting the scope of the term, Gross Revenue shall include the aggregate amount of revenues generated from the sale of services, goods, products, and merchandise received by you. Gross Revenue is reduced by the amount of any discount given to customers, or to employees or their family members if taken at the time of sale so that the purchaser pays an amount net of the discount. Gross Revenue also excludes the following: (i) the amount of returns, credits, allowances, and adjustments; (ii) the amount of taxes collected and paid over to taxing authorities; (iii) the amount of any shipping, freight, or similar expense charged to customers; (iv) proceeds from insurance with respect to property damage or liability; (v) proceeds from any civil forfeiture, condemnation, or seizure by governmental entities; and (vi) uncollectible amounts, subject to the limitation that uncollectible amounts cannot exceed 0.5% of Gross Revenue for any fiscal year of the Franchisee, and subsequent collections of charged off amounts must be included in Gross Revenue when they are collected.

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

These results have been reported by Franchised Businesses and have not been audited by an independent auditor. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Other than the above, 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 Franchisor's management by contacting Thomas Scott, 370 Mallory Station Dr, Suite 501, Franklin, Tennessee 37067, (615) 483-4923, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20:**  
**OUTLETS AND FRANCHISEE INFORMATION**

Table No. 1  
System-wide Outlet Summary  
For Years 2022 to 2024

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
Franchised	2022	0	2	+2
	2023	2	14	+16
	2024	16	44	+28
Company – Owned*	2022	0	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	0	2	+2
	2023	2	14	+16
	2024	16	44	+28

Table No. 2  
Transfers of Outlets From Franchisees to New Owners (Other than Franchisor)  
For Years 2022 to 2024

Column 1 State	Column 2 Year	Column 3 Number of Transfers
Florida	2022	0
	2023	0
	2024	1
Texas	2022	0
	2023	0
	2024	3
Total	2022	0
	2023	0
	2024	4