

# Franchise Disclosure Document [FDD]



CCB Enterprises, LLC  
an Illinois limited liability company  
3140 West Main Street  
St. Charles, IL 60175  
[www.TubToday.com](http://www.TubToday.com)  
[Nic.Boatner@TubToday.com](mailto:Nic.Boatner@TubToday.com)  
Direct Line: (630) 732-0200

The Franchise offered is for the operation of a bathroom remodeling, sales, installation, and service business featuring a variety of bathroom and accessibility products for residential properties under the name “TubToday®”. The Initial Franchise Fee is \$35,000 with protected rights to operate in a specific area as defined by us. Additional franchises may be available for those franchisees who have bought at least one franchise, at a reduced fee of \$10,000 per Franchise. The total estimated initial investment necessary to begin operation of a TubToday® franchise ranges from \$67,825 to \$114,565 which will depend on a number of factors which are further discussed in Item 7. These figures include the Initial Franchise Fee of \$35,000 (as discussed in Item 5) that must be paid to the Franchisor or its affiliate.

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English. Read the disclosure document and all accompanying agreements carefully. You must receive this disclosure document at least fourteen (14) calendar days before you sign a binding agreement with, or make any payment to, the franchisor or an affiliate in connection with the proposed franchise sale. **Note, however, that no governmental agency has verified the information contained in this document.**

You may wish to receive your disclosure document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact:

Nicolas Boatner, President  
CCB Enterprises, LLC  
3140 West Main Street  
St. Charles, IL 60175  
(630) 732-0200

The terms of your contract will govern your franchise relationship. Don’t rely on the disclosure document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure document to an advisor, like a lawyer or an accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising, such as “A Consumer’s Guide to Buying a Franchise,” which can help you understand how to use this disclosure document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, D.C. 20580. You can also visit the FTC’s home page at [www.ftc.gov](http://www.ftc.gov) for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.

Issuance Date: April 16, 2024

## How to Use This Franchise Disclosure Document

Here are some questions you may be asking about buying a franchise and tips on how to find more information:

QUESTION	WHERE TO FIND INFORMATION
<b>How much can I earn?</b>	Item 19 may give you information about outlet sales, costs, profits, or losses. You should also try to obtain this information from others, like current and former franchisees. You can find their names and contact information in Item 20 or Exhibit G.
<b>How much will I need to invest?</b>	Items 5 and 6 list fees you will be paying to the franchisor or at the franchisor’s direction. Item 7 lists the initial investment to open. Item 8 describes the suppliers you must use.
<b>Does the franchisor have the financial ability to provide support to my business?</b>	Item 21 or Exhibit I includes financial statements. Review these statements carefully.
<b>Is the franchise system stable, growing, or shrinking?</b>	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
<b>Will my business be the only TubToday business in my area?</b>	Item 12 and the “territory” provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
<b>Does the franchisor have a troubled legal history?</b>	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
<b>What’s it like to be a TubToday franchisee?</b>	Item 20 or Exhibit G and Exhibit H lists current and former franchisees. You can contact them to ask about their experiences.
<b>What else should I know?</b>	These questions are only a few things you should look for. Review all 23 Items and all Exhibits in the disclosure document to better understand this franchise opportunity. See the table of contents.

### What You Need to Know About Franchising *Generally*

**Continuing responsibility to pay fees.** You may have to pay royalties and other fees even if you are losing money.

**Business model can change.** The franchise agreement may allow the franchisor to change its manuals and business model without your consent. These changes may require you to make additional investments in your franchise business or may harm your franchise business.

**Supplier restrictions.** You may have to buy or lease items from the franchisor or a limited group of suppliers the franchisor designates. These items may be more expensive than similar items you could buy on your own.

**Operating restrictions.** The franchise agreement may prohibit you from operating a similar business during the term of the franchise. There are usually other restrictions. Some examples may include controlling your location, your access to customers, what you sell, how you market, and your hours of operation.

**Competition from franchisor.** Even if the franchise agreement grants you a territory, the franchisor may have the right to compete with you in your territory.

**Renewal.** Your franchise agreement may not permit you to renew. Even if it does, you may have to sign a new agreement with different terms and conditions in order to continue to operate your franchise business.

**When your franchise ends.** The franchise agreement may prohibit you from operating a similar business after your franchise ends even if you still have obligations to your landlord or other creditors.

### **Some States Require Registration**

Your state may have a franchise law, or other laws, that requires franchisors to register before offering or selling franchises in the state. Registration does not mean that the state recommends the franchise or has verified the information in this document. To find out if your state has a registration requirement, or to contact your state, use the agency information in Exhibit B.

Your state also may have laws that require special disclosures or amendments be made to your franchise agreement. If so, you should check the State Specific Addenda. See the Table of Contents for the location of the State Specific Addenda.

### **Special Risks to Consider About *This* Franchise**

Certain states require that the following risk(s) be highlighted:

1. **Out-of-State Dispute Resolution.** The franchise agreement requires you to resolve disputes with the franchisor by mediation, arbitration and/or litigation only in Illinois. Out-of-state mediation, arbitration, or litigation may force you to accept a less favorable settlement for disputes. It may also cost more to mediate, arbitrate, or litigate with the franchisor in Illinois than in your own state.
2. **Governing Law.** The Franchise Agreement states that Illinois law governs the agreement, and this law may not provide the same protections and benefits as local laws. You may want to compare these laws.
3. **Territory.** You will not receive an exclusive territory. Your territory may face competition from other franchisees, from outlets owned by us or our affiliates or from other channels of distribution or competitive brands that we own as further described under Item 12 titled territory.

**Spouse Personal Guaranty.** Your spouse must sign a document that makes your spouse liable for all financial obligations under the franchise agreement even though your spouse has no ownership interest in the franchise. This guarantee will place both your and your spouse's marital and personal assets, perhaps including your house, at risk if your franchise fails.

4. **Operating History.** We were formed on December 9, 2020 and have a brief operating history. You may want to consider this when making a decision to purchase this franchise opportunity.

# Franchise Disclosure Document [FDD]

CCB Enterprises, LLC

## TABLE OF CONTENTS

	<u>Page</u>
ITEM 1	FRANCHISOR AND ANY PARENTS, PREDECESSORS & AFFILIATES ..... 1
ITEM 2	BUSINESS EXPERIENCE ..... 4
ITEM 3	LITIGATION..... 4
ITEM 4	BANKRUPTCY ..... 4
ITEM 5	INITIAL FEES ..... 4
ITEM 6	OTHER FEES..... 6
ITEM 7	ESTIMATED INITIAL INVESTMENT YOUR ESTIMATED INITIAL INVESTMENT ..... 11
ITEM 8	RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES ..... 16
ITEM 9	FRANCHISEE’S OBLIGATIONS ..... 22
ITEM 10	FINANCING ..... 23
ITEM 11	FRANCHISOR’S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS & TRAINING ..... 24
ITEM 12	TERRITORY ..... 36
ITEM 13	TRADEMARKS ..... 40
ITEM 14	PATENTS, COPYRIGHTS AND PROPRIETARY INFORMATION ..... 42
ITEM 15	OBLIGATION TO PARTICIPATE IN THE ACTUAL OPERATION OF THE FRANCHISE BUSINESS ..... 43
ITEM 16	RESTRICTIONS ON WHAT THE FRANCHISEE MAY SELL ..... 44
ITEM 17	RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION THE FRANCHISE RELATIONSHIP ..... 46
ITEM 18	PUBLIC FIGURES..... 49
ITEM 19	FINANCIAL PERFORMANCE REPRESENTATIONS ..... 49
ITEM 20	OUTLETS AND FRANCHISEE INFORMATION..... 51
ITEM 21	FINANCIAL STATEMENTS ..... 55
ITEM 22	CONTRACTS..... 55
ITEM 23	RECEIPTS ..... 55

**EXHIBITS**

<u>EXHIBIT A.</u>	FRANCHISE AGREEMENT
<u>EXHIBIT B.</u>	LIST OF STATE FRANCHISE REGULATORS
<u>EXHIBIT C.</u>	FRANCHISEE DISCLOSURE QUESTIONNAIRE
<u>EXHIBIT D.</u>	STATE ADDENDA
<u>EXHIBIT E.</u>	OPERATIONS MANUAL TABLE OF CONTENTS
<u>EXHIBIT F.</u>	OPTION AGREEMENT
<u>EXHIBIT G.</u>	LIST OF FRANCHISEES
<u>EXHIBIT H.</u>	FRANCHISEES WHO HAVE LEFT THE SYSTEM
<u>EXHIBIT I.</u>	FINANCIAL STATEMENTS
<u>EXHIBIT J.</u>	RECEIPTS

**ITEM 1**  
**FRANCHISOR AND ANY PARENTS, PREDECESSORS & AFFILIATES**

The Franchisor is CCB Enterprises, LLC, an Illinois limited liability company, doing business as “TubToday®.” For ease of reference, CCB Enterprises, LLC will be referred to as “we,” “us,” “our,” “CCBE” or “Franchisor” in this Disclosure Document. We will refer to the person or entity who buys the Franchise as “you,” “your,” and “Franchisee,” throughout this Disclosure Document. If you are a corporation or a limited liability company, partnership or other entity, certain provisions of the Franchise Agreement also apply to your shareholders, members, partners, or owners and will be noted. Any entity such as corporations, partnerships, limited liability companies or other type of entity may be referred to as an “Entity” and those who own the Entity may be referred to as “Owners.”

We are an Illinois limited liability company, incorporated on December 9, 2020. We do business under the same name as our corporate name “CCB Enterprises, LLC” and may also use the name “TubToday” and “Fox Valley Home Services.” Our principal business address is 3140 West Main Street, St. Charles, IL 60175. We operate and sell franchises for the operation of a business known as “TubToday®” (the “Business,” “Franchise” or “Franchised Business”). We offer a franchise agreement (“Franchise Agreement”) for the development and operation of a bathroom remodeling, sales, installation, and service business that is within a protected territory. This is the first time CCBE has offered franchises of the type described in this Disclosure Document, and CCBE has never offered franchises in any other line of business. Our agents for service of process are disclosed in Exhibit B.

Our Parents, Predecessors and Affiliates:

We have no parent. There are two operating businesses that offer similar products and services to a TubToday® business, which is operated by our affiliate as described below. The following is a list of CCBE’s affiliates including principal addresses and number of locations for each.

Our affiliate, Fox Valley Side Jobs, Inc. (“FVSJ”), is an Illinois corporation that was formed on June 25, 2009. FVSJ’s physical address is 204 South 13<sup>th</sup> Ave. St. Charles, Illinois 60174 and operates two businesses substantially similar to the franchise being offered by us which is: Fox Valley Home Services dba TubToday located at 204 South 13<sup>th</sup> Ave. St. Charles, Illinois 60174 which began operations on June 25, 2009; and Fox Valley Home Services dba TubToday located at N19W2440 Riverwood Drive Suite 350, Waukesha, Wisconsin 53188 which began operations on April 29, 2020. FVSJ will be providing franchisees with all prefabricated bathtubs and shower units, prefabricated accessibility walk-in tubs, stairlift units and accessibility products as an approved vendor. We and FVSJ are independent entities, and FVSJ does not assume any of our legal or other obligations, nor us of theirs. FVSJ does not offer franchises.

Our Business and the Franchises Offered:

TubToday® is a business model that has been developed to offer an efficient and cost-effective solution to remodel and refurbish bathrooms. The TubToday® philosophy is centered on providing a one-stop, affordable, quick, and hassle-free solution for anyone seeking to either make their bathroom accessible-friendly for the disabled or elderly and/or replace or refurbish their bathroom. This business is operated year-round and can be operated either as a home-based business or out of a small industrial or warehouse space with a small showroom (all of which must be approved by us). Each TubToday® Franchise in accordance with our standards, specifications, proprietary methods, techniques and procedures will offer: onsite consultation and bathroom design services, our proprietary one-day custom bathroom remodeling services (under defined circumstances), a wide selection of pre-fabricated bathtub

and shower units for sale from a variety of different manufactures, specific prefabricated accessibility walk-in tub units, a large selection of bathroom accessibility products (such as safety grab bars, benches, bathtub conversion kits, adjustable shower seats, etc.), stair lift units for sale and installation services performed by professionally trained technicians in addition to our warranty and our proprietary ongoing service guarantee programs and other bathroom and accessibility home improvement-related products and services approved by us. We may authorize you to offer additional products and/or services in the future such as: bathtub reglazing services, entire home accessibility modification services, flooring services, kitchen remodeling services, painting services, mobility products (such as scooters and powerchairs) and automatic door openers in addition to other accessibility and home improvement-related services and products approved by us.

The TubToday<sup>®</sup> Business and System (hereafter defined) are characterized by our: business format that is simple and efficient offering a variety of different products and services (including our proprietary one-day custom bathroom remodeling services); specific methods, processes, techniques and procedures when selling products or providing services; our proprietary service guarantee program and warranty programs, operational procedures, service standards and methods for quality control; specifications for all equipment, products and supplies used and strategies for purchasing such items; relationships with vendors and suppliers, inventory management systems, cost control and pricing strategies; vehicle specifications and appearance standards with unique and recognizable signage; a franchise website housed within our national website with access to our intranet system that includes access to our proprietary educational platform that contains our video library with training modules to complement your ongoing training efforts; third-party software, photographs, video presentations, contracts and forms; guidelines for hiring, training and retaining employees and independent contractors (if you choose to hire independent contractors); proprietary sales presentations and customer acquisition programs; advertising, marketing, social media and promotional strategies and materials; administrative and record keeping procedures; our confidential operations manual (“Operations Manual” or “Manuals”) and other worksheets and materials which are made available either in hard copy or electronically; all of which may be changed, improved and further developed by us periodically (collectively referred to as the “System”).

The System is identified by means of certain trade names, service marks, trademarks, slogans, logos, emblems, and indicia of origin, which are more completely described in Item 13. You will be licensed to use not only these marks and designs that are pending with the United States Patent and Trademark Office, but also all other service marks, trademarks, slogans, logos, and emblems as we may designate for use in connection with the System (collectively, the “Marks” and each a “Mark”).

You should consider the following when establishing and operating your Business: changing market conditions, competition, cost of supplies, equipment, real estate market, capital, labor, your own health, continuity of your management, continuation of sources of supply, availability of financing, recession, or depression locally or nationally, wars, strikes, acts of terrorism, emergencies whether natural or manmade, litigation, liability, and casualty losses. In addition to industry developments, changes in pricing policies of your competitors, state licensing, supply, and demand not to mention your dependence on key personnel, the loss of whom could have an adverse effect on your Business. The purchase of a TubToday<sup>®</sup> (or any other) franchise is speculative, and a significant investment beyond that outlined in this Disclosure Document may be required to succeed. There are no guarantees for success and the most important factors in the success of any TubToday<sup>®</sup> franchise, including yours, are your personal business, marketing, management, judgment, other skills and your willingness and commitment to work hard and diligently in your Business and incorporating our System.

#### General Market and Competition:



Competition includes national and local businesses that sell bathtubs, shower units and accessibility products and offer bathroom remodeling services operated by national chains, local chains, independent operators and to some extent handyman and/or construction businesses, manufacturers, distributors, home improvement stores and/or portals online selling products and offering services similar to those found in a TubToday<sup>®</sup> business. Your customers are senior citizens seeking accessible-friendly bathroom fixtures and products in addition to residential and commercial property owners seeking to replace, upgrade or repair their bathtub and remodel their bathrooms. Generally, there is no seasonality to this business. There is a demand for accessible-friendly bathroom fixtures and products, bathroom upgrade and remodeling services throughout the United States as the market is growing, changing, and evolving. We believe that our competitive position in the marketplace is attributed to our wide selection of bathroom products and solutions enhanced by our services and operational format which places TubToday<sup>®</sup> businesses in a unique class of its own.

#### Laws and Regulations:

In addition to laws and regulations that apply to businesses generally, currently there are no specific federal regulations governing the sale and installation of bathroom fixtures and bathroom remodeling services that apply to your Business. However, some states, counties and local jurisdictions may require you to have either a general contractor's license, plumber's contractor license, home improvement license or certification or some other type of license or certification in order to perform such services. In addition, some states and counties require that stairlifts be installed by a licensed elevator contractor. If your state, county and/or local jurisdiction requires that you have a general contractor's license, plumber's contractor license, home improvement license or certification, elevator contractor license or some other type of license or certification and you do not have such license or certification, then you must obtain such license or certification or hire (partner with) one individual who has such license or certification (if applicable) prior to signing the Franchise Agreement. Depending on the licenses and/or certifications that are required by your state or county, your license and/or certification (or such license or certification of your partner) must remain in good standing throughout the term of your Franchise Agreement. If your license or certification or your partner's license or certification (such as a general contractor's license, plumber's contractor license, home improvement license or certification or some other type of license or certification depending on what your state requires) is revoked, suspended, or restricted, or if an action to do so is begun by a governmental agency, you must immediately notify us and refrain from performing such work. If you or your partner does not maintain any required license or certification in good standing throughout the term of your Franchise Agreement, we may terminate your Franchise Agreement. You are responsible for checking the laws of the state, and local government in which you intend to conduct business to determine if there are any bonding, licensing, certifications or registration requirements and other statutes, codes, rules, regulations, or ordinances, specific to your Business or necessary for you to perform services. You are responsible for knowing and complying with all laws, regulations, bonding, licensing, and certification requirements.

In addition to laws and regulations that apply to businesses generally, there are consumer protection laws that exist in several states. Certain requirements, including compliance with federal and/or state solicitation, telemarketing (for example, the "do not call" registry), email solicitation, privacy and consumer credit and collection laws are generally applicable to all businesses that sell directly to the end-user. You must comply with all local, state, and federal laws that apply to your Business and to the public. Those laws include Equal Employment Opportunity Commission ("EEOC"), Federal Trade Commission ("FTC"), occupational hazards and health, including the Occupational Safety and Health Administration ("OSHA"), pricing laws and employment laws. Such employment laws include regulations concerning wage rates, mandated employee benefits, employment taxes, worker safety, unemployment compensation, workers' compensation, child labor practices, disabled employees, and discrimination in employment practices. There are also many state and local laws and regulations detailing how to define independent

contractors for different purposes, such as tax, effect of applicable employment laws, unemployment compensation and workers' compensation that you are responsible for knowing. You will be subject to the Americans with Disabilities Act which prohibits practices that discriminate against physically and mentally challenged individuals regarding access to public accommodations and employment opportunities. There may be other laws and codes applicable to your business and we urge you to make further inquiries about those laws and codes.

It is your sole responsibility, to investigate, satisfy and remain in compliance with all local, state, and federal laws and regulations in addition to obtaining and keeping in force all necessary bonds, licenses, certifications, permits, and registrations required by public authorities, since they vary from place to place and can change over time. You must know all laws and regulations in your locality and must make sure that you and all your employees who work in your Business comply with such laws and regulations as well as obtain any bonds, licenses, certifications, permits, or registrations required by your locality for performing work in your Business. You should consider both their effect on your Business and the cost of compliance. Although we monitor legal requirements that affect our franchisees and we make our information available to you, because of the number of potential state and local issues, we cannot guarantee that it will be complete, current, and accurate. Therefore, we recommend that you consult with your attorney and/or tax advisor for an understanding of all the laws and regulations applicable to your specific TubToday® Business and in complying with them.

We have not offered franchises in other lines of business in the past. We do not engage in any business other than the offer of franchises.

## **ITEM 2** **BUSINESS EXPERIENCE**

**President/CEO: Nicolas (“Nic”) Boatner:** Nic is the founder of the TubToday® business model, serving as our President since our formation in December 2020. From June 2009 to present, he has been serving as President for our affiliate, Fox Valley Side Jobs, Inc., based out of St. Charles, Illinois.

**Director of Operations: Autumn Hultine:** Autumn has been serving as our Director of Operations since our formation in December 2020. From November 2019 to present she has been serving as Director of Operations for our affiliate Fox Valley Side Jobs, Inc., based out of St. Charles, Illinois. Previously from May 2015 to Oct 2019 she was an Account Manager for Network based out of Schaumburg, Illinois.

**Training Coordinator: Richard (Rich) Nessling:** Rich has been serving as our Training Coordinator since our formation in December 2020 in St. Charles, Illinois. From July 2017 to present, he has been serving as a Foreman for our affiliate, Fox Valley Side Jobs, Inc., based out of St. Charles, Illinois.

## **ITEM 3** **LITIGATION**

No litigation is required to be disclosed in this Item.

## **ITEM 4** **BANKRUPTCY**

No bankruptcy information is required to be disclosed in this Item.

## ITEM 5 INITIAL FEES

The Initial Franchise Fee for a single Franchise (the “Initial Franchise Fee”) is \$35,000 for a TubToday® in a protected area with a population ranging from 750,000 to 1,250,000. We may offer larger or smaller protected territories and charge an Initial Franchise Fee that is adjusted accordingly. The protected area of a Franchise is determined once a location from where you want to operate your Business is identified and approved by us.

The Initial Franchise Fee includes: the development of a custom local affiliate website for your Franchise housed within our national website, web server setup for your website that will include access to our intranet system that houses our proprietary educational platform and provides ongoing announcements and templates for print and marketing materials to support your Business; access to a self-study program (and related materials) to be completed prior to attending our initial training program; our proprietary Operations Manual, a comprehensive two week training program at corporate headquarters and up to five days of assistance and guidance at your location for either pre-opening or grand opening assistance. You must purchase specific equipment, products and supplies from us, our affiliates, or our approved vendors and/or suppliers and the cost for these items may not be refundable (as described in Item 7 and Item 8). You will be provided with a list of approved vendors and suppliers to purchase all equipment, products and supplies from necessary to operate your Business during the initial training program. At the time you sign your Franchise Agreement and anytime you are in good standing under your Franchise Agreement, you may purchase additional franchises for \$10,000 each if we offer additional franchises to you and if you meet the following minimum conditions: (a) you must satisfy our then-current qualifications and training requirements; (b) you must not be in default of the Franchise Agreement; and (c) you must execute our then-current franchise agreement.

The Initial Franchise Fee is paid in a lump sum at the time the Franchise Agreement is signed, is non-refundable and is deemed fully earned upon the opening of the Business for the deliverables described above and as provided in the Franchise Agreement. At the time you sign your Franchise Agreement, or anytime thereafter, and anytime you are in good standing under your Franchise Agreement, you may purchase a second franchise and any additional franchises thereafter for a reduced Franchise Fee of \$10,000 each if we offer additional franchises to you and if you meet the following minimum conditions: (a) you must satisfy our then-current qualifications and training requirements; (b) not be in default of the Franchise Agreement; and (c) you must execute our then-current franchise agreement. In certain states, as required by state authorities based on a review of our financial statements, we may defer our receipt of the Initial Franchise Fee and all other initial payments or deposit them into escrow until we have met our initial obligations to you (see state addenda in Exhibit D).

We may offer you an option to be awarded a TubToday® Franchise, on the terms set forth in the Option Agreement attached as Exhibit F (“Option”). Under the Option Agreement, you have six (6) months (the “Option Term”) to enter into a Franchise Agreement for your first Franchised Business or additional Franchised Businesses. In exchange for the Option, you pay a nonrefundable fee of \$5,000 (“Option Fee”) that: (i) will be credited toward the Initial Franchise Fee if you exercise the Option to purchase an initial franchise during the Option Term; or (ii) will be credited toward the franchise fee for an additional franchise if you exercise your Option to buy an additional franchise during the Option Term following the purchase of the Option to buy an additional franchise. The Initial Franchise Fee upon exercise of an Option will be the same as the Initial Franchise Fee without an Option. Whether you buy an initial franchise or an additional one, you must complete the purchase during the Option Term of the Option Agreement.

The Option Fee is not refundable and is payable in full when you sign the Option Agreement, as applicable, except as provided in Exhibit F.

We have established a program for qualified veterans of the United States who have been honorably discharged and first responders to receive a discount of 10% off the Initial Franchise Fee when purchasing a franchise. This program does not apply to additional franchises. We retain the right in our sole discretion to modify or terminate this veteran and first responder discount program at any time with or without notice. The factors concerning our decision to modify or terminate the veteran and first responder discount program include the number of franchises that we sell, the number of veterans and first responders that are interested in purchasing a franchise and the quality of veteran and first responder applicants that we receive.

At this time, we do not offer a referral fee program, whereby Franchisees can receive a flat referral fee for referring a third-party franchise prospect to us; however we retain the right to create a referral fee program in the future.

**ITEM 6**  
**OTHER FEES**

<u>Type of Fee</u>	<u>Amount</u>	<u>Due Date</u>	<u>Remarks</u>
Royalty Fee	6% of Gross Revenues or a flat fee of \$1,000 per calendar month, whichever is greater, starting immediately once your Business is deemed open for operation.	Due by the 5th day of each month for the previous month.	See Note 1
System Brand Fee	1% of Gross Revenues per month starting immediately once your Business is deemed open for operation.	Due by the 5th day of each month for the previous month.	We may increase this fee upon ninety (90) days' written notice to you. However, your total contribution will not exceed 3% of Gross Revenues per month in any calendar year. See Note 2 and Item 11
Local Advertising	A minimum of \$2,500 per month starting immediately once your Business is deemed open for operation.	Spent by you to promote your Business locally.	See Item 11
Additional Training	\$150 per person per day or costs of third-party charges.	At time training is scheduled and/or additional assistance is requested by you.	While the Initial Franchise Fee includes the cost of our initial training program, the Initial Franchise Fee only covers training for up to three individuals. See Item 11.  Additionally this fee is applicable upon an approved transfer of the Franchise for the initial training program and additional training.

Interest and Late Charges	1.5% per month or maximum rate allowed by law provided the interest rate cannot exceed the maximum legal rate.	After due date of fees.	See Note 3
Audit Expenses	Cost of Audit Fees plus interest @ 18% per annum (1.5% per month) up to the maximum interest allowed by law.	Ten days after receipt of audit report	Payable only if you understate Gross Revenues by 2% or more. We expect the cost to be between \$3,500- \$6,500 unless your financial records are not well kept.
Costs and Attorney's Fees	Will vary under circumstances.	As Incurred	Payable as incurred by us in obtaining injunctive relief for the enforcement of any section of the Franchise Agreement. See Note 4
Indemnification	Will vary under circumstances.	On Demand	As Incurred; See Note 4
Software Fees and Ongoing Support	Currently \$800-\$825 per user per month for the use and ongoing support of specific third-party customer relationship management software necessary for the operation of your Business.	Monthly	Payable to us, our affiliates and/or approved vendors. See Note 5
Website, Edits, Updates, Changes Maintenance and Promotion Fee	Currently \$65-\$125 per hour that may be necessary to update and/or promote your website.	As Incurred	Payable to us, our affiliates and/or approved vendors. See Note 6
Product, Vendor and Equipment Testing Fee	\$100 per product or vendor. \$300 for equipment testing	On Demand	Payable to us. See Note 7
Transfer Fee	A flat fee of \$2,500 when you transfer a part of the Business (less than 49% of all the assets) or a flat fee of \$10,000 when you transfer all the Business (more than 49% of all the assets). If transferee came from our lead database, you may be required to pay the then-current referral fee to us plus any costs associated with applicable broker fees.	At the time the transferee signs the Franchise Agreement in effect for transfer or sale.	Payable to us when the Franchise Agreement is signed or a material portion of the assets in the Business is transferred.
Renewal Fee	25% of the then-current initial franchise fee at the time of renewal for each Franchise	At the time of the five-year renewal period for each franchise.	For the same protected area.
Resale Fee	Varies	On Demand	If you ask and we agree to assist you in finding a buyer for your Business, you pay us a fee to cover our costs and expenses, including time committed by our personnel.

Temporary Management	Actual Costs	On Demand	Upon death or disability, a manager who completed our training, must be employed to operate the Business. If not done, we can appoint a manager for up to ninety (90) days, renewable up to one year. All expenses, including manager compensation, travel and living expenses will be charged against operating revenues. We also charge the amount of our expenses against those revenues.
Conference Fee	Conference fee, travel, transportation, lodging, meals, and incidental expenses in addition to compensation of the people you send to any conferences. Will vary under circumstances. There will be a registration fee for conferences not to exceed \$500 per person although we will work in good faith to keep the cost down so it does not exceed our cost.	As Incurred	As Incurred and payable to third parties and us.
Refresher Training and/or Continuing Education	Will vary under circumstances. Refresher training and/or continuing education is estimated not to exceed \$150 per person per day plus your travel expenses or our expenses if we come to your location.	As Incurred	The location for refresher and/or continuing education will be at our headquarters although we reserve the right to provide them over the internet or phone. There may be an annual conference for all franchisees to attend and other conferences as needed. See Item 11, (13iv) for more detail.

Except as stated above, you pay all fees to us and they are uniformly imposed. All fees are non-refundable.

**Note 1:** Gross Revenue is defined in the Franchise Agreement as the gross amount, in money or other forms of consideration, that you earn or receive from any source-related to, or in connection with, the operation of your Franchised Business or with this Franchise, whether on or off your premises, which includes all revenues generated from the performance of services and sale of all products. Gross Revenue also includes fair market value for any service or product you receive in barter or exchange for your services or products, the retail value of any donated and/or complimentary (free) services or products given or provided to customers and all insurance proceeds that you receive for the loss of the Business due to a casualty to or similar event at the Business. We exclude only (i) gratuities paid by your customers to any employees of your Business; (ii) service fees for credit card transactions, sales tax receipts that you must by law collect or pay; (iii) any customer refunds of previous payments you actually make in good faith; (iv) revenues from any sales taxes or other add on taxes you collect from customers for transmittal to the appropriate taxing authority; and (v) the retail value of any donated and/or complimentary (free) services or products offered to customers or employees up to a maximum of 1% of Gross Revenues for



the Business. We have the right to change, modify or discontinue your ability to exclude donated and/or complimentary services and/or products from the Gross Revenue calculation for any reason whatsoever upon 90 days' notice to you.

The royalty obligation begins immediately once your Business is deemed open for operation and continues for the term of your Franchise. Your Business is deemed open for operation immediately after you complete the initial training program. The royalty obligation is due and payable by the 5<sup>th</sup> day of each month and is to be received how we specify. The royalty fee ("Royalty Fee") is 6% of Gross Revenues or for your previous month or a flat fee of \$1,000, whichever is greater, for the entire term of your Franchise Agreement. If your Franchise Agreement is terminated, you may be required to continue royalty payments for the remaining term of your Franchise Agreement.

Royalty Fees may be payable by direct deposit from Franchisee's account to us, and all Royalty Fees are imposed by us only. See Direct Deposit Agreement attached as Schedule 1 of the Franchise Agreement. We reserve the right to change the time and manner of payment upon written notice to you. All Royalty Fees are non-refundable. All Royalty Fees are uniformly imposed.

**Note 2:** You will pay us a System Brand Fee contribution equal to 1% of Gross Revenues per calendar month as defined in the Franchise Agreement. The System Brand Fee is collected by us and all System Brand Fees are non-refundable. The payment of the System Brand Fee begins immediately once your Business is deemed open for operation (as defined in Note 1) and is due on the 5th day of each month, then continues for the term of the Franchise Agreement. We may raise, discontinue, or reduce the contribution, but your total contribution will not exceed 3% per month of your Gross Revenues in any calendar year. Gross Revenue is defined in the Franchise Agreement and in Note 1 above. You pay the System Brand Fee contribution at the same time and under the same terms as the Royalty Fee described above. System Brand Fees are uniformly imposed on all franchisees.

We will place the System Brand Fee contribution in a separate bank account. We may use this fund for marketing, local, regional, national, or international advertising, public relations, promotions, surveys, test marketing, research, and development administration (including all related expenses such as our salaries, accounting, collection, legal, and other costs), and any media costs (including media production costs). We make the expenditures at our discretion. We do not represent that any particular level of expenditure will be made for particular programs or to benefit particular franchisees or franchised locations. We are not required to spend any amount on advertising in the area where you are located. We will not spend advertising funds from this account for activities that are principally a solicitation for the sale of franchises. There is no fiduciary relationship between us and you concerning any System Brand Fee contribution. All System Brand Fees are payable only to us and collected only by us.

**Note 3:** Interest and late charges begin to accrue from the due date of payment. You must also pay any damages, expenses, collection costs and reasonable attorney fees we incur when you do not make the required payments, provided no interest shall exceed the maximum legal rate. All interest and late charges are: payable only to us, uniformly imposed and non-refundable.

**Note 4:** You must protect, defend, indemnify, and hold us harmless against any claims, lawsuits or losses arising out of your operation of the Franchised Business. If you default under the Franchise Agreement and we engage an attorney for collection or enforcement, you must pay all our damages, legal fees and costs to the extent permitted by law. All indemnification costs are payable only to us and collected only by us. Indemnification costs will vary depending on the amount of damages, and attorneys' fees that we incur to collect any amounts due and owing by you according to the Franchise Agreement or to enforce the Franchise Agreement. Indemnification costs are non-refundable (Franchise Agreement Section XVIII).

**Note 5:** You are required to use a specific third-party customer relationship management software program for the operation of your Business. This software program is specific to the home improvement industry that manages all customer information, provides job costing, scheduling, reporting, and customer follow up functionality and integrates well with other third-party software programs. The software fee is for the usage and ongoing support of such program and is currently \$800-\$825 per month regardless of the number of users or the size of your database. Software fees are payable to us, our affiliates, or approved vendors.

You will already have access to the customer relationship management software mentioned above prior to your Business being open for operation as the initial software fees were already accounted for in your estimated initial investment (see Item 7). It is your responsibility to install and upgrade all software used for your Business. You may have to sign a license agreement to use such third-party customer relationship management software. It is also your responsibility to install and upgrade any technology and networking functionality necessary to implement and continue to use such software. You will have sole authority and control over the use of all software, day-to-day operations of the Business and your employees. At no time will your employees be deemed to be employees of ours. Software fees are non-refundable, uniformly imposed and we may change the software requirements upon 90 days' prior written notice to you and you will be required to adhere to the new software requirements and fees at your own expense. Software fees may be changed in response to any increase in the United States Consumer Price Index; if the vendors for such software increase usage fees; if additional functionality and/or features become available; or if we or the manufacturers of such software believe that conditions in the overall economy or in the market for such software warrant any change in fees. Software fees are uniformly imposed, non-refundable and collected by us, our affiliates, or our approved vendors (Franchise Agreement Section X.E, XII.H, XII.I and XX.A).

**Note 6:** We, our affiliates and/or our approved vendors will complete all changes, updates, and promotions to your website. Any requests for changes or updates to the content of your website and/or any type of website promotion you wish to do must be approved by us in writing and performed by us, our affiliates and/or our approved vendors. We will respond to you in writing within thirty (30) days of our receipt of your request for all website changes. The website maintenance and promotion fee is currently \$65-\$125 per hour and is payable to us, our affiliates, or our approved vendors. We may change our website maintenance and promotion fee requirement upon ninety (90) days' notice to you and you will be required to adhere to our new website maintenance and promotion fee requirements at your own expense. The fees may be changed in response to any increase in the United States Consumer Price Index, if we choose to offer additional features, if we choose to provide additional web pages or if we believe that conditions in the overall economy or in the market for services warrant any change in fees. Website maintenance and promotion fees are non-refundable and are uniformly imposed and collected only by us, our affiliates, or our approved vendors (Franchise Agreement Section X.F).

**Note 7:** You will be required to obtain our written approval for any product, piece of equipment, vendor and/or supplier that you wish to use or sell in the operation of your Business (as described in Item 8) and you will be responsible for paying us an assessment fee. This fee is \$100 for any single product, vendor and/or supplier you wish to use, sell and/or substitute in your Business. The fee for equipment testing is a minimum of \$300 per piece or the actual cost incurred by us. We may waive these fees if the products, equipment, vendors and/or suppliers you select meet our requirements and are added to our approved list of products, equipment, vendors and/or suppliers for all franchise locations. All product, equipment and vendor assessment fees are payable only to us, are non-refundable and are uniformly imposed (Franchise Agreement Section X.G).



**ITEM 7**  
**ESTIMATED INITIAL INVESTMENT**  
**YOUR ESTIMATED INITIAL INVESTMENT**

Type of Expenditure	Low Amount	High Amount	Method of Payment	When Due	To Whom Payment is to be Made
Initial Franchise Fee	\$35,000	\$35,000	Lump sum; the Initial Franchise Fee is \$35,000 for a defined territory which includes a self-study program, initial training, and website setup with access to our intranet portal. This Initial Franchise Fee is non-refundable.	At signing of the Franchise Agreement.	Franchisor See Item 5
Technology	\$1,050	\$4,800	As incurred for computers or laptops, software, printers, modems, routers, sound system, and a telephone system.	Before opening	Payable to us, our affiliates, or approved vendors See Note 1
Equipment, Furniture and Fixtures	\$2,400	\$5,000	As incurred; estimated costs for equipment, furniture, and fixtures necessary for the operation of your Business.	Before Opening	Payable to us, our affiliates, or approved vendors. See Note 2
Real Estate	\$0	\$1,250	As incurred; estimated expenses for either operating from home or leasing a small industrial or warehouse space with approximately 500 square feet. This estimate includes first month's rent plus a security deposit.	Before Opening	Landlord See Note 3
Utilities	\$0	\$150	As incurred; costs will vary due to policies of local utilities and this estimate includes a utility deposit. The low end reflects operating a home-based business in which there will be no utility deposit required.	Before Opening	Local Utility Suppliers
Signage	\$0	\$300	Lump sum; estimated cost for exterior and interior signage. We specify and provide you with guidelines in the operations manual. All signage expenses are non-refundable.	Before Opening	Approved Vendors
Start Up Inventory	\$5,100	\$9,500	Lump sum; estimated costs for startup inventory of products and supplies necessary for the operation of the Business.	Before Opening	Payable to us, our affiliates, or approved vendors. See Note 4
Vehicle	\$0	\$2,500	As incurred; you must have or purchase either a reliable pickup truck with an enclosed trailer, van or a box van that meets our appearance standards for the operation of your Business.	Before Opening	Payable to third parties See Note 5

Vehicle Graphics	\$100	\$1,200	Lump sum; estimated costs for placing approved graphics on your Vehicle. We specify and provide you with vehicle graphic guidelines in the Operations Manual.	Before Opening	Payable to us, our affiliates, or approved vendors. See Note 6
Staffing	\$9,300	\$29,800	As incurred; you must have a minimum of one full-time salesperson and will need to hire part-time technicians. Some franchisees may also need to hire administrative help and an operations manager. The low end of the estimate takes into account that you hire a part-time technician, you are the salesperson, you perform all administrative duties and you are the operations manager. The high end of the estimate takes into account you hire part-time technicians, administrative help and you are the salesperson and operations manager.	Over the course of three months	Salaries and Expenses
Uniforms	\$125	\$265	Lump sum; This is an estimate for a minimum inventory of logoed t-shirts, polo shirts and hats you will need for your Business.	Before Opening	Payable to us, our affiliates, or approved vendors. See Note 7
Insurance	\$2,300	\$4,800	As incurred; before commencing operations of the Business and as required by insurance company. Estimate excludes auto and workers' compensation insurance.	Before Opening	Payable to third parties See Note 8
Travel, Lodging and Meals for Initial Training Program	\$2,200	\$3,500	As incurred; training is held at corporate headquarters. You are responsible for all costs associated with attending such as travel, room, and board. Estimate provided is for one person. Additional training is available at your request for which an additional training fee of up to \$150 per person per day may be required.	Before Opening	See Item 11
Business Licenses, Permits, Certifications, Professional Fees and Association Dues	\$250	\$1,500	As incurred; licenses may be required to operate your Business and any professional legal and accounting fees incurred.	Before Opening	Appropriate licensing authorities and third parties.
Operating Expenses and Additional Funds	\$10,000	\$15,000	Additional funds necessary for the start-up of your Business which includes working capital.	Spent over the course of the first three (3) months	See Note 9
<b>Total</b>	<b>\$67,825</b>	<b>\$114,565</b>			

Except as provided below, other than security deposits and utility deposits, all payments and fees described in this Item 7 are non-refundable.

**Note 1:** You must purchase computers or laptops, software, router, modem, printers, and a telephone for the operation of your Business as specified in the operations manual. The low end of the estimate represents using a computer or laptop, software, router, modem, printer, and phone from your home, with

the exception of having to purchase some software. The high end represents current costs for: one computer or laptop, software, one printer combination machine, modem, routers, and phones if you choose to operate out of a location. You must use and must purchase only approved technology items that meet our specifications, which may change from time to time and such items must be purchased through us, our affiliates and/or vendors or suppliers approved by us. All such items may not be refundable depending on the terms of the invoice or purchase agreement (Franchise Agreement Sections XII.H, XII.I and XX.I).

**Note 2:** This is an estimate for equipment, furniture, and fixtures we would expect you to need in order to operate your Business. The equipment you will need for the operation of your Business includes: hammer drills, impact drills, grinders, different electric powered saws (such as: reciprocating saws, circular saws, etc.), shop vac, various size ladders, pallet jack, small refrigerator, microwave, and coffee machine. The furnishings and fixtures necessary to operate your Business includes but is not limited to: desks, chairs, tables, shelving units and filing cabinets. The estimate provided for the low end takes into account that you purchase the equipment listed above and are able to use your existing furnishings and fixtures. The high estimate takes into account you operate your Business out of a small industrial or warehouse space with approximately 500 square feet and are purchasing all new equipment, furnishings, and fixtures. We base our estimates on the costs that our affiliate incurred when setting up their company-owned locations. You must purchase all equipment, furniture and fixtures that meet our specifications, which may change from time to time. You must purchase all equipment, furniture, and fixtures directly from us, our affiliates or approved vendors and suppliers. If applicable, you must also pay state and local sales tax on purchases of equipment, furnishings, and fixtures. The sales taxes may range from 3% to 10% of the purchase price and are not included in these estimates. Expenses for equipment, furniture and fixtures do not include shipping or delivery costs and may not be refundable depending on the terms of the invoice or purchase agreement.

**Note 3:** You can choose to operate your Business out of your home or out of a location (such as a small industrial or warehouse space with a showroom). The low estimate represents operating a home-based business. The high end of this estimate represents leasing a small industrial or warehouse space with 500 square feet at an average rent of approximately \$1.25 per square foot (cost per square foot will depend on your geographic area). The high end estimate also includes first month's rent and a security deposit. We do not expect that you lease a retail space with high visibility for your Business; however if you do so, upon our approval, your real estate expenses will be significantly higher than the above estimate. Real estate costs will also depend on location, size, visibility, economic conditions, accessibility, and competitive market conditions. These sums do not include common area maintenance fees, which if applicable, will vary depending on your location or any sums for the purchase of real property, as we do not expect that you will buy real property. These sums also do not include expenses for leasehold improvements as we do not expect that you will need any leasehold improvements. We base our estimate on the costs that our affiliate incurs in operating their respective company-owned locations. You may be able to reduce the expense for space if you are able to occupy a space in an existing location that complements another business without needing any leasehold improvements (in which case the space must be enclosed and separate from other businesses with its own locking door). Lease payments for periods of time that you occupy your premises may not be refundable. In the event you leave your leased premises before the termination of your lease, you may owe the landlord payment for the entire lease term depending on the terms and conditions of your lease (Franchise Agreement Sections XII.S, XII.T and XX.C).

**Note 4:** You must purchase a variety of products and supplies as startup inventory for the general operation of your Business as specified in the Operations Manual. You must purchase only approved products and supplies and you must purchase such items that meet our specifications, which may change from time to time. The types of products and supplies include, but are not limited to: various hand tools

(such as: hammers, cutting tools, screw drivers, pliers, tape measures, wrenches, pipe cutters, etc.), drywall, lumber, different sizes of flexible tubing and piping, buckets, extension cords, cleaners, solvents, various parts and supplies (such as: wire, fasteners, seals, drain fittings, breakers, clamps, hoses, etc.), a small inventory of, shop cloths, personal protection equipment (such as: gloves, goggles, etc.), fire extinguisher, a first aid kit, cleaning supplies, general office supplies in addition to brochures, flyers, miscellaneous forms and other products or supplies as specified by us. Regardless of how you operate your Business (whether from home or out of a location) you will have to purchase an inventory of products and supplies as described above, however there is no need to purchase any prefabricated bathtubs and shower units, prefabricated accessibility walk-in tubs, stairlift units or accessibility products (such as grab bars, bathtub conversion kits, benches, seats, etc.) because such items are expected to be purchased on an as-needed basis. The high-end estimate takes into account operating out of a small industrial or warehouse space and purchasing one prefabricated accessibility walk-in tub unit to be displayed in a showroom. Your initial inventory of products and supplies will vary depending on whether you operate from home and if operating out of a small industrial or warehouse space then according to the size of your space, availability of products, your decisions regarding the appropriate mix of products and supplies for your market, anticipated sales volume, and current market prices. You must purchase products and supplies that meet our specifications, which may change from time to time. We will provide you with written lists of approved products and supplies during training. All products and supplies must be purchased through us, our affiliates, or approved vendors and/or suppliers, except all marketing and promotional materials and miscellaneous forms must be purchased directly from us. Whether or not any of the purchases for products and supplies are refundable depends on the terms of the invoice or purchase agreement with suppliers (Franchise Agreement Sections XII.I and XX.I).

**Note 5:** You must have either a reliable pickup truck with an enclosed trailer, van, or a box van (“Vehicle”) for your Business to perform estimates, transport equipment, pick up debris and service customers. You can use or purchase any type of used or new Vehicle for your Business. However, we require that your Vehicle meets our appearance standards. We will provide you with a written list of Vehicle appearance standards during your initial training program. For the low end, the estimate is taking into account that you may be able to use your existing Vehicle so long as such Vehicle meets our appearance standards. For the high end, the estimate is an estimated down payment for purchasing a used or new Vehicle which is approximately \$2,500 per Vehicle. Your costs for a new Vehicle may be reduced if you choose to lease rather than purchase. The purchase agreement price will vary from dealer to dealer, and the terms of your loan, including the interest rate and term, may vary depending on your credit worthiness, changes in credit markets and other factors which are not under our control. We cannot give you any guarantees or make any representations as to the terms, conditions or otherwise of any financing for your Vehicle. You may elect to purchase additional Vehicles to keep up with the growth of your Business. Whether or not payments made for the purchase of your Vehicle are refundable depends on the terms and conditions offered by your dealer (Franchise Agreement Sections XII.H, XII.U and XX.H).

**Note 6:** You must place our approved graphics on your Vehicle and we will provide you with specifications for all vehicle graphics during the training program. Whether or not payments made for vehicle graphics are refundable depends on the terms and conditions offered by the vendor (Franchise Agreement Sections XII.U and XX.H).

**Note 7:** You must purchase and maintain an inventory of approved uniforms for the operation of your Business. All uniforms must meet our specifications, which may change from time to time. You will need a minimum inventory of t-shirts and hats for your technicians and polo shirts for your salesperson and operations manager that display our logo for your first month of operation. The number of t-shirts, hats, and polo shirts you will need will vary depending upon the number of employees you hire. You are required to purchase all t-shirts, hats, and polo shirts either from us, our affiliates, or our approved vendors. This estimate does not include any shipping costs which (if applicable) are your responsibility.

Expenses for uniforms may not be refundable depending on the terms of your invoice or the purchase agreement (Franchise Agreement Sections XII.F, XII.I, XX.H and XX.I).

**Note 8:** This estimated amount represents your first year of pre-paid insurance premiums that does not take into account workers' compensation insurance which may vary greatly by state, payroll, and classification. You must obtain and keep general liability and product liability insurance (covers you for damages that result in injury from products that you distribute) with a minimum policy limit of \$1,000,000 per occurrence and \$2,000,000 aggregate or in amounts as we may require that reflects inflation, identification of new risks, changes in law or other relevant changes in circumstances. You must obtain "All Risk" or "Inland Marine" insurance coverage for property that is not included in other insurance policies (this includes coverage for any owned and rented equipment), business interruption insurance and automotive liability insurance that includes hired and non-owned coverage with a minimum policy limit of \$1,000,000 including uninsured motorist/minimum of \$100,000 or what is in accordance with your state guidelines or an amount we reasonably specify. Due to varying factors that affect the cost of workers' compensation and auto insurance, the cost of workers' compensation and auto insurance is not included in this estimate. We may change insurance requirements on reasonable notice to you. Whether or not insurance premiums are refundable depends on the terms of your insurance policies. In general, the cost of insurance coverage will vary depending on the carrier's charges, terms of payment and your claims history (Franchise Agreement Section XIII).

You may need other insurance such as tenant's liability, statutory workers' compensation insurance (if applicable), employer's liability insurance with minimum policy limits of \$1,000,000 or an amount we reasonably specify, professional liability insurance (covers you for damages that you create that do not result in property or bodily injury); employee dishonesty insurance, employer's liability insurance, employment practices liability insurance and property insurance are optional; however, we may require you to obtain this coverage in the future with liability limits of amounts we specify. We may change these insurance requirements on reasonable notice to you. There are no other insurance requirements. Whether or not any insurance premiums are refundable depends on the terms and conditions of your insurance policies.

**Note 9:** Competitive conditions described in Item 1 will affect these costs. Estimate includes minimum working capital for the start-up of your Business. This also includes estimates of miscellaneous start-up costs such as: rent for an additional two months (not applicable if operating out of your home, however if you are leasing a space, your first months' rent is already included in the high estimate above), purchasing additional equipment, products and supplies; shipping and delivery expenses, fuel expenses, Vehicle maintenance, workers' compensation insurance payments, taxes, prepaid expenses, additional permits, legal fees, accounting fees, advertising and marketing expenses and other miscellaneous costs.

**Total Estimated Initial Investment.** The total estimated initial investment is an estimate only of the range of start-up expenses you may incur. We relied on our principals' combined expertise when preparing these figures. The actual amount of funds you will need depends on a variety of factors, including: the size of your facility, if you choose to lease a space rather than operate home-based, the time of year when you start your Business; the amount of products and supplies you purchase, if you purchase additional equipment, furniture or fixtures; if you purchase a used or new Vehicle; the number of employees you hire, prevailing wage rates, implementation of a marketing plan, your own management skill, economic conditions, competition in your area and other factors. The estimate of initial investment funds is based on an owner-operated business incorporating operations in your home or out of a small industrial or warehouse space and does not include salaries or benefits for full-time employees.

These figures are just estimates and we cannot guarantee that you will not have higher costs. Competitive conditions described in Item 1 will affect these costs. This estimate of startup costs is



calculated for a period of one month (except as stated otherwise), with additional operating capital to be available as may be needed during the initial phase. These costs do not include the cost of a bond for your Business, which you may be required to purchase in certain states. Because bond requirements vary by state and may depend on your net worth, we cannot estimate the amount you will need to obtain a bond or the assets you may need to collateralize a bond. These costs also do not include your Royalty Fee payments and System Brand Fee payments, which begin immediately once your Business is deemed open for operation (as described in Item 6). Royalty Fee and System Brand Fee payments should be included in your projections of overall operations costs beginning with your first month of operation. We acknowledge that you may choose to invest additional funds into your Business during the first three months of operation, and sometimes longer, but we cannot estimate or promise when, or whether, you will achieve positive cash flow or profits. These amounts are estimates only and specific amounts will vary with local market conditions, which are outside our control. You should review the figures carefully with a business advisor and identify your individual expenses along with cash flow projections before making any decision to buy the franchise.

We do not offer financing, directly or indirectly, for any part of the initial investment for a Franchise. The availability and terms of third-party financing will depend on factors such as the availability of financing generally, your creditworthiness, collateral you may have, and the lending policies of financial institutions. The estimate does not include any finance charges, interest, or debt service obligation, or your living expenses. You should have sufficient capital or other means to pay for your living expenses for at least twelve months.

## **ITEM 8** **RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES**

We may offer or designate others to offer equipment, products, supplies or services, and we may become approved suppliers or the only approved supplier(s) for these and other products, equipment, and services. The equipment, products, supplies or services include: equipment (such as different electric powered saws, shop vac, various size ladders, pallet jack, etc. as described in Item 7), furniture and fixtures, technology items (such as computer, laptops, printers, modems, etc.), products (such as: prefabricated bathtubs and shower units, prefabricated accessibility walk-in tubs, stairlift units, accessibility products, lumber, flexible tubing, various hand tools, etc. as described in Item 7), supplies (such as: hardware, wire, fasteners, drain fittings, clamps, cleaning supplies, office supplies etc.), software, uniforms, Vehicle, signage (including vehicle graphics), promotional and printed marketing materials, merchant service providers, technology and software support providers, shows and event marketing opportunities and vendor, co-branding, affinity programs. You cannot purchase unapproved equipment, products, supplies and services from any vendors and/or suppliers that are not on our pre-approved list without our written permission. We will provide you with: a written list of approved equipment, product and supplies you can use and offer for sale in your Business; recommended procedures and strategies when purchasing such items for your Business; and a written list of approved vendors and/or suppliers to purchase equipment, products, supplies and services from during our initial training program. Currently we are not the only approved supplier of any equipment, products or supplies that you are required to use for the operation of your Business; however, you must purchase all advertising, marketing and promotional materials and miscellaneous forms from us. As of the effective date of this Disclosure Document, all updates to such promotional and marketing materials are optional, but we may in the future mandate that you purchase certain updates at your expense. We do not require you to maintain a specified inventory of equipment, products or supplies to operate your Business, although we retain our rights to do so in the future. If we develop proprietary equipment, software, or additional products in the future, you must purchase such items from our approved suppliers, affiliates, or us. We may become approved suppliers or the only approved supplier(s) for equipment, products,

supplies and services. We have negotiated purchase agreements with vendors on the approved suppliers list for your benefit in the areas of cost and customer support. There are no supply contracts at this time.

Fox Valley Side Jobs, Inc. which is our affiliate is currently the only approved vendor and supplier for all prefabricated bathtubs and shower units, prefabricated accessibility walk-in tubs, stairlift units and accessibility products to be purchased by you for the operation of your Business. Our affiliate did not collect any revenues for the previous fiscal year, nor do we know the actual percentage of our affiliate's total revenues that such purchases will amount to, as they have never previously collected such payments.

You are required to adhere to the standards and specifications established periodically by us with respect to your Business, equipment, products, and services used, sold, and offered; operational procedures, cleanliness standards, uniforms, your website, Vehicle appearance, vehicle graphics, advertising, vendors, and suppliers used in the operation of your Business. You must operate the Business in strict conformity with the methods, standards, and specifications that we prescribe in the Operations Manual or otherwise in writing. You must maintain in sufficient supply, use, sell and offer at all times only the equipment, products and services that meet our standards and specifications which may be amended by us periodically. All equipment, products and services must be purchased, used, sold, and offered in accordance with the standards and specifications as specified in the Operations Manual or other written materials. You must not deviate from these standards and specifications by using non-conforming equipment and/or selling or offering non-conforming products or services, without obtaining our prior written consent. You are not permitted to: use any equipment, products, supplies or services of an unapproved vendor; purchase equipment, products and supplies from an unapproved supplier; or sell and/or offer any other products or services or items not approved by us, unless you first submit a written request to us for approval and agree to be responsible for all product, vendor and equipment testing fees as described in Item 6. We will use our best efforts to advise you within 30 days whether such equipment, products, supplies, vendors, or suppliers are approved as further described in Item 8 below.

We base our specifications for equipment, products, supplies, vendor, and supplier approvals on our discretionary determination of demand, relevance to the System, price, value, quality, reliability, accuracy of product claims, safety, installation requirements, warranty, prompt attention to complaints, financial stability, litigation against supplier, recall history, reputation, frequency of delivery, appearance and contributions or other benefits to us and/or any marketing fund. A list of approved vendors and suppliers from whom all equipment, products, supplies and services may be purchased will be provided to you and may be amended by us periodically. We may require vendors and/or suppliers to provide certain information, sign a nondisclosure agreement, and agree to guarantee our level of quality and produce sufficient samples to allow us to test the sample at your expense. We may require you to submit to us sufficient specifications, photographs, drawings or other information and samples to determine whether the items meet our specifications. We may require third party testing, in which case you will pay the actual cost of the tests in addition to the product, vendor and equipment assessment fee as described in Item 6. We may issue specifications in manuals or directives, in writing or orally, and we may modify them at any time. Our response to an adequate request to approve equipment, products, supplies, vendors and/or suppliers will be made within 30 days after we receive it in writing or by email. Approval may be revoked in our sole discretion where an approved piece of equipment, product, supply, vendor, or supplier does not adhere to the specifications described above. We will notify you either by email or any other written form of communication of our approval, disapproval of or revocation of any prior approval of any product, supply, equipment, vendor, or supplier.

You must purchase and use only the equipment, products, and services that we specify in writing which may be amended or modified by us periodically. If any piece of equipment, product, service, vendor, or supplier is not authorized by us, you are prohibited from using, selling, or offering it in your

Business. You are not required to maintain a minimum inventory of equipment or products in your Business. If we require you to maintain a minimum inventory of equipment or products, we will notify you by email or any other form of written communication. You will be given 90 days to comply with such requirements at your cost. We will provide you with a written list of: approved equipment, products, and services you are authorized to use, sell and/or offer in your Business after signing the Franchise Agreement and during the initial training program. We will enforce these limitations by using “secret shoppers” or unannounced on-site visits to your Business on a regular basis. When we make visits to your Business, such as to assist you, we may also take that opportunity to visibly inspect your inventory and determine if unauthorized equipment or products are being used or sold or unauthorized services are being offered and/or performed. In addition, we expect to receive information from other TubToday® businesses or customers reporting that unauthorized equipment, products, or services are being used, sold, offered, or performed in your Business. You must permit us or our agents, at any reasonable time, to remove any product or piece of equipment from your Business free of charge for testing by us or by an independent laboratory, to determine whether such items meet our then-current standards and specifications. Besides any other remedies we may have, we may require you to pay for the testing, as described above, if we have not previously approved the supplier of the item or if the product or piece of equipment fails to conform to our specifications. We reserve the right to take whatever action we deem necessary in our absolute and sole discretion to prevent you from using, selling, offering, or performing unauthorized equipment, products, or services, including seeking injunctive relief or terminating your Franchise Agreement.

We may derive profit through markups of the prices charged to you for equipment, products, supplies, or services (as described above) we supply. We may derive revenue through license fees, commissions, promotional fees, advertising allowances, rebates or other monies paid by approved suppliers. We do not know the precise basis of these payments because we have never previously collected them. Nor do we know the actual percentage of our total revenues that such payments will amount to, as we have never previously collected such payments. If we require you to buy such items from us, we believe that the price and quality will be comparable to similar equipment and products from other sources. We may take a portion of that revenue to spend on advertising or place in a separate franchise advertising account. If we require you to buy equipment, products, supplies or services from a vendor that pays such allowances, we may spend all such fees on related advertising or place them in the separate franchisee advertising account, described in Item 11 below. If we do not require the purchase, we need not place such fees in a separate account or use them on advertising. We are not required to apply these funds to advertising or place them in a separate franchise advertising account but will use our reasonable discretion in making such decision. No such revenues were received from required purchases made by franchisees in the prior fiscal year.

To maintain uniform quality standards, all equipment, products, services, signage, vehicle graphics, advertising, trademark usage, trade dress, dress code and other products and services you use to operate the Franchised Business must meet our standards and specifications as set forth in our Operations Manual. In addition, you must participate in and cooperate with warranty programs, promotional programs, gift certificate or gift card programs we may establish and follow our requirements and guidelines. We will require you to use specific software, operational forms, contracts, checklists, and promotional items; and we may require you to use or contribute to specific merchant service providers, technology and software support providers, promotional items, vendor discounts, allowances, and rebates.

If you choose to operate out of a location (rather than home-based), we maintain specifications for the construction and build out of your Business, leasehold improvements, storage, signage, vehicle graphics and décor to be used for the interior and exterior of your Business. You may not install or permit to be installed on the Business premises any décor items, signage, games, vending machines or other items without our written consent or that do not comply with our specifications. These specifications may



include minimum standards for quality, performance, delivery, safety, durability, appearance, size, color, design, material, and other characteristics. Some of these specifications are contained in our Operations Manual and others will be set forth in periodic written notices or email notices to our franchisees. In some cases, our specifications may involve confidential and proprietary information regarding the specifications of a piece of equipment and/or product specifications and such detail will only be made available to a supplier who agrees to sign a confidentiality agreement with us. We develop these specifications either through our research and development staff or with a particular manufacturer and these specifications may be modified periodically, through periodic written notices to our franchisees.

Our primary methods of communication with franchisees are through emails, announcements, and/or newsletters we may periodically publish and an intranet system that we will provide to franchisees on our website. You are responsible for knowing all of the information contained in the emails, announcements and/or newsletters and the intranet system and complying with any standards and specifications provided within them. We may establish and change the standards and specifications for the operation of your Business through such emails, announcements or newsletters, and intranet system as well as by written notices and emails described above.

All marketing and promotion of your Franchise by you in any medium must be conducted in a professional and dignified manner and must conform to our specified standards and requirements that we prescribe in our Operations Manual. You must submit samples of all advertising or promotional plans and materials (including photographs and videos) that you desire to use to us for approval if such advertising or promotional plans materials have not been prepared or previously approved by us. You may not use any marketing or promotional materials (including photographs or video presentations) that we have disapproved. This includes any media or website promotion over the Internet to promote your Business. You must submit a request to us for any type of media or website and/or Internet promotion you wish to do in addition to any edits, changes, or updates to your website. Internet promotions, edits, changes, or updates to your website must be done by us, our affiliates, or approved vendors with our consent. We will charge a fee for this approval (as described in Item 6). Upon approval of your request, you may be responsible for any website maintenance cost. Our response to your request for such advertising or promotional plans and materials (including video presentations) and Internet promotions, edits, changes, or updates to your website will be made within 30 days after we receive it. We will notify you by email or any other written form of communication of our approval or disapproval. In addition, you must not conduct any advertising without our written permission, in any Social Media such as Yelp, Twitter, Facebook, LinkedIn, Pinterest and others (currently franchisees are authorized to participate on Facebook, Twitter, Instagram and Yelp). You must also supervise your employees to assure they do not post any material on Social Media sites or any internet sites, regarding us or the Franchise System whatsoever. We will provide you with our written standards and guidelines for using social networking sites during the initial franchise training program.

You must have and/or purchase equipment, technology items, furniture and fixtures, products, supplies, uniforms, signage, a Vehicle, and vehicle graphics for the operation of your Business. If you operate out of your home, we expect you to be able to use your existing technology items, furniture, and fixtures. Regardless of how you operate your Business you will have to purchase equipment and some products and supplies, however there is no need for you to purchase an inventory of prefabricated bathtubs and shower units, prefabricated accessibility walk-in tubs, stairlift units or accessibility products as such items are expected to be purchased on an as-needed basis. You may also be able to use your existing Vehicle so long as such Vehicle meets our Vehicle appearance standards, otherwise you will need to purchase a new or used Vehicle for your Business. We will provide you with a written list of Vehicle appearance standards (including vehicle graphic specifications) during the initial training program. Vehicle appearance standards are outlined in the Operations Manual and are based on our sole judgment and discretion based on the experience of our company owned businesses. Failure to adhere to

our Vehicle appearance standards and vehicle graphic specifications may put you in default under your Franchise Agreement. It is estimated that all of your initial expenditures from us, our affiliates, or the vendors that we specify and/or approve that meet our standards and specifications will be approximately 15%-25% of your total initial purchases depending on whether you are operating your Business out of your home or if you choose to operate out of a small industrial or warehouse space and whether you choose to purchase a Vehicle. It is anticipated that during the operation of your Business, required purchases from us, our affiliates, or the vendors that we specify and approve (not including royalties or labor costs) are estimated to represent approximately 70%-85% of your total monthly purchases in the continuing operation of your Business (depends on quantity of items you initially purchase and the number of jobs you secure).

We do not provide material benefits (for example renewal or additional franchises) to you based solely on your use of designated or approved sources. We do not belong or require you to belong to any purchasing or distribution cooperatives, although we retain the right to establish them and require your membership therein.

If you decide to open a location for your franchise under a lease (rather than operate from home), per the Franchise Agreement, you must submit the proposed lease to us for approval before it is signed. We have the option to require that the lease (i) be collaterally assigned to us by a collateral assignment agreement in a form and substance reasonably acceptable to us in order to secure performance of your liabilities and obligations to us or (ii) contain the following terms and conditions:

- (1) The lessor must agree that without its further consent, the lease and your right, title and interest under the lease may be assigned by you to our designee or us (provided such assignment shall not relieve you of your obligations under the lease or cause us or our designee to have any obligations or liability under the lease).
- (2) The lessor must provide written notice to us (at the same time it gives such notice to you) of any default by you under the lease, and we must have, after the expiration of the period during which you may cure such default, an additional fifteen (15) days to cure, at our sole option, any such default and, upon the curing of such default, the right to enter upon the leased premises and assume your rights under the lease as if the lease had been assigned by you to us.
- (3) You are required to furnish copies of all insurance policies required by the Franchise Agreement and by the lease to us, or such other evidence of insurance coverage and payment of premiums as we request or permit or under the lease.

Regardless of how you operate your Business, before you begin operating a TubToday® business, you must obtain the insurance coverage for the Business as specified below. The insurance coverage must be maintained during the term of the Franchise Agreement and provide evidence of insurance to us that insurance has been obtained from a responsible carrier or carriers acceptable to us.

- (1) General Liability Insurance, including broad form contractual liability, broad form property insurance, personal injury, advertising injury, completed operations and fire damage coverage, in the amount of \$1,000,000 per occurrence and \$2,000,000 aggregate;
- (2) Product Liability Insurance that covers you for damages that result in injury from products that you distribute with a minimum policy limit of \$1,000,000 per occurrence and \$2,000,000 aggregate or an amount we reasonably specify;

- (3) Property and casualty insurance that covers you for damages or losses to the Business with a minimum policy limit of \$1,000,000 per occurrence or an amount we reasonable specify;
- (4) “All Risks” or “Inland Marine” coverage for the full cost of replacement of the Business premises (that includes coverage for owned and rented equipment) and all other property in which we may have an interest with no coinsurance clause;
- (5) Automobile liability coverage, including coverage of owned, non-owned and hired vehicles, with coverage in amounts not less than \$1,000,000 for hired and non-owned coverage including uninsured motorist with a minimum of \$100,000 limit or what is in accordance with your state guidelines;
- (6) Business Interruption insurance in such amount as will reimburse you for direct or indirect loss of earnings attributed to all perils commonly insured against by prudent business owners (including lost royalties, system brand and other fees due to us and/or our affiliates), or attributable to prevention of access to the Business, with coverage for a period of interruption of one hundred eighty (180) days and such longer period as we may specify periodically. Business interruption insurance is required with liability limits of amounts we may reasonably specify which will relate to the right to be reimbursed for direct or indirect loss of earnings attributed to all perils commonly insured against by prudent business owners;
- (7) Professional Liability Insurance (optional) that covers you for damages that you create that do not result in property or bodily injury with a minimum policy limit of \$500,000 or an amount we reasonably specify;
- (8) Crime insurance (optional) for employee dishonesty in the amount of \$10,000 combined single limit;
- (9) Workers’ compensation insurance in amounts provided by applicable law or, if permissible under applicable law, any legally appropriate alternative providing substantially similar compensation to injured workers, subject to the conditions set forth in the Franchise Agreement;
- (10) Employer liability insurance (optional) that covers you and your Business against claims made by employees for work-related bodily injury or disease, other than liability imposed on you and your Business by workers’ compensation law;
- (11) Employment practices liability insurance (optional) that covers you and your Business against claims made by employees, former employees or potential employees for discrimination, wrongful termination, sexual harassment, and other employment related obligations;
- (12) Tenant’s liability insurance;
- (13) Any other Insurance required by the state or locality in which the Business is located and operated, in such amounts as required by statute; and
- (14) Other insurance coverage, as we or the landlord may reasonably require.

With regard to any construction, renovation, or remodeling of the Business (if applicable), you may be required to maintain builder’s risk insurance and performance and completion bonds in forms and amounts and written by a carrier or carriers satisfactory to us. All of the policies must name us and our affiliates, as additional insureds and must include a waiver of subrogation in favor of all those parties.

All insurance coverage shall be taken out in your name and shall name us an additional insured and be placed with insurers designated by us or acceptable by us. You must furnish us with certified copies of each of the insurance policies described above either prior to attending our initial training program, the date your Business is deemed open for operation or no later than 60 days following the date that the Franchise Agreement is executed (whichever comes first). You must purchase “A” rating insurance policies. Each such policy shall provide that it cannot be canceled without 30 days’ prior written notice to us and that we shall receive at least 30 days’ prior written notice of its expiration or possible earlier termination. You shall promptly refer all claims or potential claims against you or us to each of us and our insurer.

The cost of insurance purchased in accordance with our specifications will represent less than 5% of your total purchases in connection with the establishment of your Business and approximately 2% of your total purchases in connection with the operation of your Business. These percentages do not include workers’ compensation insurance that will vary with the payroll amount and category of employees.

**ITEM 9**  
**FRANCHISEE’S OBLIGATIONS**

**This table lists your principal obligations under the franchise and other agreements. It will help you find more detailed information about your obligations in these agreements and in other items of this disclosure document.**

<u>Obligation</u>	<u>Section in Agreement</u>	<u>Disclosure Document Item</u>
(a) Site selection and acquisition/lease	Sections XII.S, XII.T and XX.C of Franchise Agreement	Items 7, 11 and 12
(b) Pre-opening purchases/leases	Sections VIII, IX.B, and XII.S of Franchise Agreement	Items 7 and 8
(c) Site development and other pre-opening requirements	Sections VIII, X.E, XII.T, XX.C of Franchise Agreement	Items 6, 7, 11
(d) Initial and ongoing training	Section XX.A of Franchise Agreement	Item 11
(e) Opening	Sections IX.B, and XII.G of Franchise Agreement	Item 11
(f) Fees	Sections IX and X of Franchise Agreement	Items 5, 6 and 7
(g) Compliance with standards and policies (Operations Manual)	Sections XII.A, XII.H of Franchise Agreement	Items 8, 11 and 16
(h) Trademarks and proprietary information	Sections XV and XVI of Franchise Agreement	Items 13 and 14

(i)	Restrictions on products/services offered	Section XII.I of Franchise Agreement	Items 8 and 16
(j)	Warranty and customer service requirements	Section XII.H of Franchise Agreement	Items 8 and 16
(k)	Territory development and sales quotas	Section VI of Franchise Agreement	Item 12
(l)	On-going product/services purchases	Section XII.I of Franchise Agreement	Item 8
(m)	Maintenance, appearance, and remodeling requirements	Section XII.E and Section XII J of Franchise Agreement	Item 11
(n)	Insurance	Section XIII of Franchise Agreement	Items 6 and 7
(o)	Advertising	Sections X.B, X.C, XII.I, XII.L and XX.J of Franchise Agreement	Items 6, 7, and 11
(p)	Indemnification	Section XVIII of Franchise Agreement	Item 6
(q)	Owner's participation/management/staffing	Sections XII.F, XII.K of Franchise Agreement	Items 11 and 15
(r)	Records/reports	Section XIV of Franchise Agreement	Items 6 and 11
(s)	Inspections/audits	Sections XII.Q, XIV.B of Franchise Agreement	Items 6 and 11
(t)	Transfer	Section XXII of Franchise Agreement	Items 6 and 17
(u)	Renewal	Section VII.B of Franchise Agreement	Items 6 and 17
(v)	Post-termination obligations	Section XXIV of Franchise Agreement	Item 17
(w)	Non-competition covenants	Sections XIX.C, XIX.D, and XIX.E of Franchise Agreement	Item 17
(x)	Dispute resolution	Sections XXV.C and XXV.D of Franchise Agreement	Item 17

**ITEM 10**  
**FINANCING**

Neither we, nor our affiliate currently offers, directly or indirectly, any financing arrangements to you. Neither do we guarantee your note, lease, or any other obligation for a single franchise. We may assist franchisees in obtaining financing in the future or make other financing arrangements available to you by referring you to third parties and we do not guarantee that you will qualify or obtain such financing from any third-party. If we do, you will be free to accept or reject such financing.

**ITEM 11**  
**FRANCHISOR’S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS & TRAINING**

Except as listed below, we [the Franchisor] need not provide any assistance to you under the Franchise Agreement.

Before you open your Business, we will:

- (1) Provide you with written guidelines for site selection. You must on your own initiative and at your own expense, obtain and occupy the site and negotiate the lease for your Business. Whether you choose to operate the Business out of your home or if you choose to open a location (such as a small industrial or warehouse space), you must select the site for your Business within the protected territory provided in the Franchise Agreement. Currently, we do not generally own the site and lease it back to you; however we retain the right in the future to do so. You may not sign a lease for the site (or contract to purchase the premises, if applicable) in which you wish to operate your Business until you have obtained our written acceptance. Additionally, you must not invest any money for the site in which you have not received our written acceptance. We must accept the site if we feel in our sole discretion that it meets or exceeds our standards, but our acceptance does not ensure that your Business will be profitable at the accepted location. If we do not accept the site, you will be given a second opportunity to locate a site. If we do not accept the second site, we may terminate the Franchise. The factors that we consider in acceptance of the site include cost, competition, population density, demographics, traffic patterns, freeway access, available parking, neighborhood, and physical characteristics of the premises such as size and layout. We evaluate each proposed site and accept, or do not accept, each one on a case-by-case basis and will notify you by email or any other form of written communication of our acceptance or rejection of any proposed site within 30 days after we receive your request (Franchise Agreement, Sections XII.S and XX.C).

Neither we nor any of our employees have special expertise in selecting sites; we make no representations that your Business will be profitable or successful by being located at the accepted site. Any acceptance is intended only to indicate that the proposed site meets our minimum criteria based upon our general business experience.

- (2) Insert the accepted site where you intend to operate your Business in your Franchise Agreement. However, the acceptance of a location and entering it on your Franchise Agreement by us is conditioned upon our determination, in our reasonable judgment, that:
  - (i) The site which you have submitted for the Business is within your allocated territory and is suitable based on criteria we establish periodically; and
  - (ii) You and your Owners are in compliance with the Franchise Agreement.



- (3) Approve your execution of the lease for your Business, if applicable. You must submit the lease to us for our approval at least 10 days before you sign the lease agreement. You must send us a signed copy of the lease within 5 days of both parties signing the lease. We do not offer legal service to you and you should consult your independent legal counsel for a legal review of the lease. The Franchise Agreement does not provide any time period for our approval or disapproval of your lease (Franchise Agreement, Sections XII.S and XX.C).
- (4) Offer you guidance when obtaining licenses, certifications and applying for permits if required by your locality to operate the Business. It is your responsibility to comply with all laws, ordinances, and regulations as you are ultimately responsible for obtaining all necessary approvals, certifications, licenses and permits to operate your Business (Franchise Agreement, Sections XII.C, XII.T, and XX.A).
- (5) If you choose to lease a space for your Business, we will inform you of any of our mandatory specifications, architectural and design plans, floor plans, interior and exterior signage, décor, designs, and layouts for the Business at the accepted location. We will provide you with guidelines for the design and layout of your Business, and you may need to hire an architect to create a complete set of drawings based on your building size and local permitting requirements. You will be required to confirm that your Business satisfies all state and local zoning ordinances, regulations, fire, health, and building codes. We may, if needed, review your set of drawings. It is your responsibility to comply with all laws, ordinances, regulations, zoning and building codes for your Business (Franchise Agreement, Section XII.T).
- (6) Provide you with a written list of Vehicle appearance standards (which include our vehicle graphic specifications). You are responsible for the cost of the Vehicle in addition to the purchase, installation, and cost of all vehicle graphics. We do not install any graphics on your Vehicles (Franchise Agreement, Sections XII.H, XII.I, XII.U, XX.A and XX.H).
- (7) Provide you with: a written list of approved equipment, products, supplies and services you are authorized to use, sell, and offer (as described in Item 8); a written list of approved vendors and suppliers to purchase equipment, products, supplies and services from. We will also train you on strategies for purchasing such items for the operation of your Business. You are responsible for the cost, delivery, installation, and maintenance of these items as they are necessary for the operation of your Business. You are required to purchase all items listed above either from us, our affiliates and/or our approved vendors (Franchise Agreement, Sections XII.H, XII.I, XX.A, XX.H, and XX.I).
- (8) Provide you with specifications for all equipment and technology items (as described in Item 8) necessary to operate the Business. You are obligated to purchase, use, and upgrade all equipment, technology items and any third-party software necessary for the operation of your Business. We will deliver the specifications, but not the above items, and you are responsible for purchasing and installing these items (Franchise Agreement Sections XII.H, XII.I, XX.A and XX.H).
- (9) Provide you with recommended guidelines for hiring employees and independent contractors (if you choose to use independent contractors) in addition to general guidance. You are responsible for all day-to-day activities including hiring, training and/or firing your employees and independent contractors. At no time will you, your

employees, independent contractors, or agents be deemed an employee of ours. You are still responsible for all employees and independent contractors you hire, determining their compensation, determining their benefits, tax withholding, social security contribution withholding, Medicare withholding, and their behavior during the operation of your Business (Franchise Agreement, Sections IV.B, XII.F, XX.A and XX.E).

- (10) Offer certain training programs designed to assist you, any Owner, or manager of your business in the operation of your Business. We may provide continuing education to any manager of your Business. We may require that you, any Owner, or manager(s) of your Business, complete supplemental and refresher training programs during the term of the Franchise Agreement (Franchise Agreement, Section XX.A).
- (11) Provide you with a self-study program (and related materials) immediately after executing the Franchise Agreement intended to help you prepare for our initial training program. We will provide an initial training program within 60 days after signing the Franchise Agreement, designated to assist you and your management staff in the operation of your Business, at no additional charge. We will provide this initial training only after you have obtained or have hired (partnered with) someone who has either a general contractor's license, plumber's contractor license, home improvement license or certification, elevator contractor's license or has obtained whatever necessary licenses or certifications are required by your state to operate your Business, if applicable and as described in Item 1. The initial training program is designated for a maximum of three people per Franchise. If more than three people attend the training, we may impose a training fee of \$150 per person for each day of training (Franchise Agreement, Sections IX.A, XII.V and XX.A).
- (12) Advise you of operating challenges faced by other TubToday<sup>®</sup> franchised or company-owned businesses disclosed by reports submitted to us or inspections made by us. We may furnish to you such guidance and assistance in connection with the operation of your Franchise, as we deem appropriate. Such guidance and advice will include: strategies for ordering products, how to secure customers, installations and troubleshooting, executing services, suggested pricing for products and rates for services, scheduling and efficiencies to manage high volume, service standards, hiring guidelines and operating procedures utilized by other franchises or company-owned businesses including the introduction of new equipment, products and services; advertising, marketing, promotional and social media strategies; record keeping, accounting methods and general operating procedures. Additional guidance and assistance may be made available to you at your written request and in our sole discretion at fees and charges established by us (Franchise Agreement, Sections XX.A, XX.E, XX.J, and XX.K).
- (13) Loan to you during the term of the Franchise Agreement one copy of our confidential Operations Manual, which may include one or more Manuals and other written materials for the operation of a TubToday<sup>®</sup> Business, containing mandatory and suggested specifications, standards and operating procedures required by us and information relative to your other obligations under the Franchise Agreement. We have the right to add to, and otherwise modify, the Operations Manual to reflect changes in authorized equipment, products, and services you can use, sell, and offer as well as changes in equipment and product, specifications, standards, and operating procedures of a TubToday<sup>®</sup> business. You must keep the Operations Manual confidential and current and may not copy any part of the Operations Manual. The Operations Manual currently contains 215 pages and the table of contents of the Operations Manual as of our last fiscal



year end is included with this Disclosure Document as Exhibit E (Franchise Agreement, Section XX.G).

- (14) Approve or disapprove samples of all local advertising, marketing and promotional materials not prepared or previously approved by us which are submitted by you (Franchise Agreement, Sections XII.H, XII.L and XX.J).
- (15) Deliver to you a website for your Franchise operations that will include access to our intranet system that houses our proprietary educational platform along with different operational, advertising and marketing materials to support your Business (Franchise Agreement, Sections IX.A and XX.B).
- (16) Approve or disapprove any promotions, edits, changes, or updates to your website. All modifications to your website must be performed by us, our affiliates, or approved vendors, and you will be responsible for all related costs (Franchise Agreement Sections X.F, XII.L and XX.B).
- (17) Provide up to five days of sales, marketing and operational assistance and guidance to you and your staff at your Business location. Such assistance will be provided to you as part of our initial training program and at our cost (Franchise Agreement Section XX.A).

During your operation of the Business, we may:

- (1) Provide additional on-site supervision and assistance as we deem necessary and in our discretion. Additional visits are for the purpose of advising you with respect to our: products, installation, and service standards, operational and sales matters related to a TubToday<sup>®</sup> Business. You will be responsible for the transportation, room and board and miscellaneous expenses incurred by our personnel during the visits, which will take place per the terms of the Franchise Agreement, or at your request, and at times and dates selected by us (Franchise Agreement, Section XX.A).
- (2) Provide to you and your personnel, TubToday<sup>®</sup> Franchise continuing education meetings at locations designated by us, which we expect to be at our headquarters with a fee not to exceed \$150 per person per day and your expenses which can vary from area to area. We reserve the right to increase the per day fee a reasonable amount based on reasonable criteria (Franchise Agreement, Section XX.A).
- (3) Conduct quarterly meetings or an annual convention at such place as shall be designated by us (Franchise Agreement, Section XX.A).
- (4) Establish a franchisee elected peer group whose main purpose is to mentor and support each other.

During your operation of the Business we will:

- (1) Continue to consult with you at no additional charge regarding: equipment and product specifications and usage in addition to approved equipment, products, and services you are authorized to purchase, use, sell and offer; operational strategies, methods, and techniques; industry developments, employee relations, sales, advertising, and marketing. We will offer assistance, advice, guidance, and experience to you to resolve operational problems

that you may encounter outside the scope of the Operations Manual (Franchise Agreement, Sections XII.W and XX.A).

- (2) Provide you with updated and approved lists of: equipment, products, and services that you are authorized to use, sell, and offer in your Business (as described in Item 8); approved vendors and suppliers that you are allowed to purchase such items from; and updated Vehicle appearance standards (including updated vehicle graphic specifications). We will provide you with such specifications and guidelines, but not the actual items as you are responsible for purchasing these items. We will continue to review and approve or disapprove any piece of equipment, product, supply, service, vendor, or supplier you wish to use, sell, or offer in the operation of your Business (Franchise Agreement, Sections XII.H, XII.I, XX.H and XX.I).
- (3) Provide you with a list of updated minimum inventory requirements (currently not in effect) and suggested pricing for products and rates for services. We will establish minimum and maximum prices you can charge to the extent allowed by law. We will continue to research and develop new equipment, products, and services for the System as we deem necessary (Franchise Agreement XX.K).
- (4) Provide a dedicated telephone line, only for our franchisees, to answer questions and help troubleshoot jobs from you or your management (during regular business hours Central Time Zone). You will be able to contact us for questions, suggestions, and guidance (Franchise Agreement, Sections VII.W and XX.A).
- (5) Review and approve all advertising, marketing, and promotional materials in addition to any promotions, edits, changes, or updates to your website that you submit to us (Franchise Agreement, Sections XII.H, XII.I, XII.L, VII.W, XX.B and XX.J).
- (6) Provide continuing education to you and we may provide continuing education to any Owner or manager of your Business as noted in paragraph 13 (iii) below. We may require that you, any Owners, and any manager(s) complete supplemental and refresher training programs during the term of the Franchise Agreement (Franchise Agreement, Sections XII.W and XX.A).
- (7) Offer assistance in establishing and using administrative, record keeping and accounting procedures in accordance with our Operations Manual, and various policies communicated by us to you in writing from time to time (Franchise Agreement, Sections XIV.A and XX.A).
- (8) Provide you with all update and upgrade requirements for your technology items (as described in Item 8) and related software or changes in our policies that are communicated to you in writing. You are required to purchase such items to operate your Business. The costs for such items are approximately \$1,050 to \$4,800 (see Item 7). We estimate that the annual cost of technology items and related software and/or hardware upgrades to be approximately \$250 per year. If we develop proprietary software in the future, we will provide you with update and upgrade requirements; however, we are not obligated to provide any upgrades to any third-party software programs. We are not obligated to provide maintenance or repairs to any technology item, hardware, or software that you use in the operation of your Business. We do not install any software that you purchase or license. We reserve the right to have independent access to all

information that you store in any computer, laptop, tablet, phone system or software used for the Business (Franchise Agreement, Sections XII.H, XII.I, XX.A and XX.H).

- (9) Reserve the right at our discretion to institute, maintain, and administer a System Brand Fund (referred to as the “Fund”) to support the development of ongoing technology, new equipment, products, or services to be made available to all franchisees, and such national advertising (including media production costs) as we, in our sole discretion, may deem appropriate to promote the TubToday® name to benefit all franchised businesses as described in Item 6. But we do not use any monies in the Fund to solicit new franchisees. We will direct all such programs and will have sole discretion over the creative concepts, materials and endorsements and media used in such programs, and the placement or allocation of such programs. The source of the advertising will come from our in-house advertising department or may in the future come from a national or local advertising agency. We reserve the right to determine in our sole discretion the composition of all geographic territories and market areas for the implementation and development of such programs. The advertising programs may be either national, regional, or local at our sole discretion. We are not obligated to spend a specific dollar amount on advertising in your Territory (Franchise Agreement, Section X.B).
- (i) You will pay us 1% of Gross Revenues per calendar month for the Fund contribution, paid to us, as designated in the Franchise Agreement. We may raise, discontinue, or reduce the contribution, but your total contribution will not exceed 3% of your Gross Revenue per month in any calendar year for the term of the Agreement. Contributions are due by the fifth day of the month (for the prior month) which will start immediately once your Business is deemed open for operation then continues for the term of your franchise (as described in Item 6). Refer to Item 6 for the definition of Gross Revenue.
- (ii) The contributions to the Fund will be accounted for separately from our other funds and will not be used to defray any of our general operating expenses, except for such reasonable salaries, administrative costs, travel expenses and overhead as we may incur in activities related to the administration of the Fund and its programs, including conducting evaluation of new technologies, products, equipment, services, market research, media production costs, preparing advertising, promotion and marketing materials, and collecting and accounting for contributions to the Fund. Usage of the Fund will include ongoing development of the national website and development of new equipment, products, supplies and services to be made available to franchisees. The media in which advertisements may be disseminated include print ads, signs, billboards, internet, radio, and television and may be conducted on a regional or national basis. We may spend on behalf of the Fund, in any fiscal year an amount greater or lesser than the aggregate contribution of all TubToday® franchises in that year, and the Fund may borrow from us or others to cover deficits; or invest any surplus for future use.
- (iii) In the future, we may form a franchisee-elected Franchisee Advisory Council or cooperative whose sole purpose is to advise on Fund usage and advertising policies. We retain all operational and decision-making authority concerning advertising and the Franchisee Advisory Council will serve only in an advisory capacity. The membership of any Franchisee Advisory Council will be national in scope. The Franchisee Advisory Council will not be separately incorporated

and, therefore, it will not have any written entity organizational documents. If one is formed, we will have the power to select and approve the members and to form, change, dissolve or merge the Franchisee Advisory Council as described below.

- (iv) Neither we nor any Franchisee Advisory Council undertake any obligation to ensure that expenditures by the Fund in or affecting any geographic area are proportionate or equivalent to contributions to the Fund by franchisees operating in such geographic area or that you or your Business will benefit directly or in proportion to your contribution to the Fund. Neither the Fund nor we shall be liable to you with respect to the maintenance, direction, or administration of the Fund, including without limitation, with respect to contributions, expenditures, investments, or borrowings, except for acts constituting willful misconduct. When the Fund is established and activated, all TubToday<sup>®</sup> businesses owned by us, or any Owners must contribute to the Fund in the same proportion as all franchisees.
  - (v) Any businesses we own will vote in the same manner as franchisee members. We administer the Fund, which is not audited. If contributions paid into the Fund are not spent in the fiscal year in which they accrue, we can use the remaining amounts for the same purposes in future years. All interest earned on monies contributed to the Fund may be used to pay advertising and technology development costs before other assets of the Fund are expended. Fund contributions are not used to sell additional franchises. We will prepare an annual un-audited statement of monies collected and costs incurred by the Fund and furnish it to you upon written request. All financial statements will be available one hundred twenty (120) days after the end of our fiscal year. We reserve the right not to spend all of the funds in the Fund in any one year and such funds may be accrued into the next year. The Fund has not been established before the date of this Disclosure Document.
  - (vi) We expect to receive advertising and promotional allowances and fees from third party vendors and advertisers who enter into cooperative advertising programs with franchisees and us. For example, suppliers may pay promotional allowances for joint advertising promotional material. We may disclose the identity of vendors who pay the promotional allowances to you upon request. In addition, if we require you to buy items from a vendor who pays these allowances, we may place the funds in the Fund or spend it on related promotions. Our obligation to provide advertising and marketing will be limited in cost to the amount of contributions and promotional allowances from third parties actually paid into the Fund.
- (10) We do not now, but may require you to join, participate in and pay into, one or more franchisee marketing councils for your region, determined by the penetration area of local advertising media used (for example, the area of a regional newspaper's circulation). Because we have not yet formed any franchisee marketing councils, we do not know how the area or the membership of any franchisee marketing council will be determined, nor have we determined whether or not any of our company-owned businesses will be contributing to any advertising spent by any franchisee marketing council. In the event that we choose to establish a franchisee marketing council, we will be responsible for administering it. If we do create any franchisee marketing councils, they must operate in

accordance with bylaws (or an operating agreement if it is a limited liability company), and the franchisee marketing council will prepare annual financial statements that you can review. We will have the right to form, dissolve, and merge any specific franchisee marketing council. Even though we have not yet formed any franchisee marketing councils, we may require that all franchisees within close proximity to a consumer show, convention, or exhibition where health or mobility-related products and services are being sold or offered to participate in the cost and benefit of the event.

- (11) You must spend a minimum of \$2,500 per calendar month on local advertising and promotion for your Business, in addition to the 1% per month System Brand Fee contribution you pay to us. Your local advertising requirement starts immediately after you complete the initial training program. You must report your local advertising expenditures to us by the fifth day after the end of each quarter, or at times, on forms, and in a manner we determine.

You will not use any independent advertising or sales promotion programs in any media (including electronic) without our prior review and written approval. We will approve the materials you submit to us within 30 days. If we do not respond within such period, all such materials will be deemed automatically disapproved. You will make reasonable efforts to participate in and cooperate with all advertising programs selected by us or by any approved group of franchisees, except that you need not follow or maintain any sales price or suggested pricing. You are responsible for any expenses of this independent advertising.

Unless we approve otherwise in writing, you may not establish a separate Website, and you will only have one Website, as we designate and approve, within our website. The term "Website" includes: anything on the Internet as well as other electronic sites (such as social networking sites like Facebook, Twitter, LinkedIn, Pinterest, Yelp, blogs, and other applications). You must comply with our requirements regarding selling, advertising, discussing, or disseminating any information, or otherwise having a presence on a Website, regarding the Business. If we approve a separate Website for you (currently franchisees are authorized to participate on Facebook, Twitter, Instagram and Yelp), we will provide you with guidelines for establishing and maintaining such Websites and each of the following provisions will apply: (i) you may neither establish nor use any Website without our prior written approval; (ii) before establishing any Website, you must submit to us, for our prior written approval, a sample of the proposed Website, including its domain name, format, visible content (including, without limitation, proposed screen shots), and non-visible content (including meta-tags), in the form and manner we may require and all such work (except for social networking sites) must be performed by us, our affiliates or approved vendors (as described in Item 8); (iii) you must not use or modify a Website (except for social networking sites) without our prior written approval; (iv) you must comply with the standards and specifications for Websites that we may periodically prescribe in the Operations Manual or otherwise in writing; (v) if we require, you must establish hyperlinks to our website and other Websites; and (vi) we may revoke our approval at any time by providing written or email notice to you of such revocation.

- (12) Your Business is deemed open for operation the day after completing our initial training program which must be completed within 60 days of signing the Franchise Agreement. Factors that may affect this length of time include: obtaining any licenses, certifications or permits as required by your state to operate your Business (as described in Item 1), securing a location for your Business that is approved by us, negotiation of a lease



agreement (if applicable), if you are able to use your own Vehicle, time of year you open the Business, completion of our initial training program by you (or your Owners) and availability of equipment, products and supplies necessary for you to begin operating your Business. If you choose to open a location (such as a small industrial or warehouse space) for your Business, you must acquire or lease, at your expense, commercial real estate that is properly zoned for the use of your Business under the Franchise Agreement within the timeframe mentioned above (not applicable if home-based). If opening a location, you must submit to us, in the form we specify, a copy of the location plan and other such information or materials we may require, together with an option contract, letter of intent, or other evidence satisfactory to us which confirms your affirmative prospects for obtaining the location. We will have 30 days following receipt of this information and materials from you to approve or disapprove the proposed location of your Business and will notify you of the same by e-mail or other form of written communication. Failure to open your Business for operation within 60 days from signing the Franchise Agreement (as mentioned above) will constitute a default under the Franchise Agreement, for which we may terminate the Franchise Agreement. Such default notice, under which we may terminate the Franchise Agreement, shall be given to you in writing.

- (13) Before the opening of your Franchise and regardless of whether you operate out of your home or out of a location (such as a small industrial or warehouse space), yourself, any Owner and proposed manager you designate are required to attend our two-week Franchisee training program at our corporate headquarters in St. Charles, Illinois unless headquarters is moved. We maintain a regular calendar for the training program and the trainings are held approximately six to twelve times per year (or more frequently if needed). The training program is included in your Initial Franchise Fee for up to three individuals. You are responsible for all costs associated with attending the program such as travel, room, and board.
- (i) It is required that you (or your managing partner, managing member, member, or shareholder) have successfully obtained any license or certification if required by your state (such as a general contractor's license, plumber's contractor license, home improvement license or certification, elevator contractor's license or whatever necessary licenses or certifications are required by your state to operate your Business as described in Item 1). Such licenses or certifications (if required by your state) are necessary for the operation of your Business and must be obtained prior to attending our initial training program. You must obtain, maintain, and keep a copy of such licenses and certifications on file at all times.
- (ii) If you, any Owner, or any proposed manager does not satisfactorily complete our training program, we will notify you and you may then select and enroll a substitute person in our training program. If, during the training program we determine, in our sole discretion, that you, any Owner or manager are not qualified to manage a TubToday<sup>®</sup> Business, you can appoint someone else to be trained at your expense. If that person does not satisfactorily complete our training, we have the right to terminate the Franchise Agreement. The criteria that we will use to determine whether or not we deem you (or your managing partner, member, or shareholder) qualified to manage a TubToday<sup>®</sup> Business includes, but is not limited to, lack business experience, personality makes it difficult to obtain customers or such person does not have the appropriate state

licenses or certifications to operate a TubToday® business. We will send you a written termination notice upon our determination of qualification.

- (iii) After the completion of our training program by you, any Owner or manager, we can upon your request provide training to any new Owner or manager of your Business for which an additional training fee of up to \$150 per person per day may be required. The trainee(s) will be responsible for all costs related to attending training such as travel, room, and board. In addition, we have the right to require that you, any Owner and/or manager complete supplemental and refresher training programs during the term of the Franchise Agreement, to be furnished at our corporate headquarters (currently in St. Charles, Illinois). There may be an additional cost for a supplemental and refresher training program. You are responsible for all costs associated with attending such training opportunities we may provide for you such as travel, room, and board.
- (iv) After the opening of your Business, we will provide to you and your personnel, access to information and support through our intranet system. Support may also be available from our professionals, and we may provide refresher training or continuing education programs either through phone, web based (“webinars”), video or at locations designated by us (most likely at our headquarters). Such refresher or continuing education sessions (other than by phone, webinars, or video) may have a registration charge to you which will not exceed \$150 per person per day plus your expenses. You are responsible for costs associated with you attending the programs such as travel, room, board and related expenses or our expenses if we come to you. The programs will normally not exceed one day and we expect to have annual programs subject to special need. The content will cover particular aspects including but not limited to: new products or services; sales methods; processes, procedures and techniques when performing services; best practices for hiring employees and independent contractors (if you choose to hire independent contractors); service standards, trends in the industry, operational guidelines, safety, website and software developments, advertising, marketing, and administration. We may conduct an annual convention at such place as shall be designated by us for all franchisees but will most likely be at our headquarters. A registration fee for each participant may be required which we will work in good faith to maintain at our cost and you will be responsible for costs associated with attending the convention such as travel, room, and board. The registration fee for conferences will not exceed \$500 per person. The fees charged above may be increased a reasonable amount based on the increase of actual costs incurred by us.
- (v) We will immediately schedule our initial training program (only after you have obtained or have partnered with someone who has a valid general contractor’s license, plumber’s contractor license, elevator contractor license, home improvement license or certification or whatever license and/or certification is required by your state) and you must complete our initial training program within 60 days after signing the Franchise Agreement. The training curriculum for our initial training program is fully detailed in the Operations Manual and will change periodically. Our training team will include directors from our Waukesha corporate office, members of our website development team, members from our approved vendors, suppliers, and service providers.

## TRAINING SCHEDULE: AT CORPORATE OFFICES

TubToday® Franchise Training Program includes an Operations Manual, hands-on training, video presentations and demos. This training curriculum is fully detailed in the Operations Manual and will change periodically.

### Training Program

The Operations Manual will detail all aspects of Franchise operations presented in training and serve as an ongoing reference. Updates to the Operations Manual will be made available to you through various means including online. All of the training sessions will be taught by a combination of Nic Boatner who has over 16 years of sales, operations, and business management experience; Autumn Hultine who has over 8 years of operations and administrative experience; and Rich Nessling who has over 12 years of installation and operations management experience all of whose backgrounds are described in Item 2. Occasionally, different guest speakers may make an appearance at the training program to provide information about various products, supplies and services used and offered by us. For example, some speakers may be our employees, franchisees, vendors, or industry experts.

Subject	Classroom Hours	Hours of On-the-Job Training	Instruction	Location
Overview, Culture, Philosophy, Standards, and Introduction*	1 Hour		Presentation, demos, and examples	Corporate headquarters in St. Charles, Illinois or as we otherwise specify
Overview of Approved Services, Warranty and Service Guarantee Programs	2 Hours		Operations Manual, Presentation and Various Speakers	Corporate headquarters in St. Charles, Illinois or as we otherwise specify
Overview Approved Products and Specifications	2 Hours	2 Hours	Operations Manual, Presentation, Demos, Various Speakers and On the Job Training	Corporate headquarters in St. Charles, Illinois or as we otherwise specify
Approved Vendors, Suppliers, Purchasing Inventory and Controlling Costs	2 Hours	2 Hours	Operations Manual, Presentation and Various Speakers	Corporate headquarters in St. Charles, Illinois or as we otherwise specify
Designing Bathrooms Solutions	8 Hours	2 Hours	Operations Manual, Presentation, Demos, Various Speakers and On the Job Training	Corporate headquarters in St. Charles, Illinois or as we otherwise specify
Sales Presentations, Estimating Jobs and Pricing Guidelines	6 Hours	16 Hours	Operations Manual, Presentation, Demos, Various Speakers and On the Job Training	Corporate headquarters in St. Charles, Illinois or as we otherwise specify
Customer Service, Managing Expectations Scheduling and Routing	4 Hours	6 Hours	Operations Manual, Presentation, Demos, Various Speakers and On the Job Training	Corporate headquarters in St. Charles, Illinois or as we otherwise specify
Preparing Jobs, Installations and Troubleshooting		32 Hours	Operations Manual, Presentation, Various Speakers and On the Job Training	Corporate headquarters in St. Charles, Illinois or as we otherwise specify



Vehicle Setup, Equipment and Appearance Standards	2 Hours		Operations Manual, Presentation, Demos and Various Speakers	Corporate headquarters in St. Charles, Illinois or as we otherwise specify
Safety, Security and Quality Control	4 Hours		Operations Manual, Presentation and Various Speakers	Corporate headquarters in St. Charles, Illinois or as we otherwise specify
Technology, Website and Software Training**	2 Hours	4 Hours	Operations Manual, Various Speakers and On the Job Training	Corporate headquarters in St. Charles, Illinois or as we otherwise specify
Advertising and Marketing Your Business	5 Hours		Marketing Plan Creation, Presentations, Operations Manual and Various Speakers	Corporate headquarters in St. Charles, Illinois or as we otherwise specify
Recommendations for Hiring and Managing Employees	4 Hours		Presentation, Operations Manual and Various Speakers	Corporate headquarters in St. Charles, Illinois or as we otherwise specify
Record Keeping and Administrative Responsibilities	2 Hours	4 Hours	Operations Manual, Presentation and On the Job Training	Corporate headquarters in St. Charles, Illinois or as we otherwise specify
Total Hours***	44 Hours	68 Hours		

\* Prior to attending our initial training program, we expect you to complete approximately 20 hours of self-study at your own pace utilizing materials we send to you.

\*\*Additional software and record keeping training may be provided to you and performed by our approved vendors after the initial training above is completed.

\*\*\*The actual hours of classroom and on-the-job training may vary. For example, it may take less time to cover a subject in a smaller class than in a larger class and depending on your experience.

#### Additional Assistance:

In addition to the initial training program mentioned above, we will provide up to five days of either pre-opening or grand opening assistance and guidance to you at your location for sales, marketing, and operational assistance at our cost. For your second and subsequent Business that you open, we will (at your option) provide the same type of assistance and guidance at your location; however, you will be responsible for all costs and expenses incurred by us, including, but not limited to, compensation for our staff and travel expenses We will provide you with invoices for amounts you owe us, and we may require you to pre-pay all or a portion of our expenses.

#### Ongoing Training:

We will provide you with announcements and/or newsletters that will contain ongoing training relating to your Business. We will also provide you with access to additional or refresher training programs that may be conducted through the telephone, webinars, or video training at no cost to you. In very rare instances, we may periodically require that you or your Owners (if you are an entity) complete additional training or refresher training programs to correct, improve and/or enhance the operations of your Business. Such additional or refresher training programs may be conducted through the telephone, webinars, video training or at annual conferences. Anyone attending additional or refresher training

programs (training other than by telephone, webinars, or video training) will be subject to an additional training fee and all costs associated with attending the training program such as travel, room, and board (as described in paragraph 13 (iv) above).

## **ITEM 12** **TERRITORY**

You must operate your single TubToday<sup>®</sup> Business within the specific location identified in your Franchise Agreement. You will not receive an exclusive territory, and you may face competition from other franchises, company-owned businesses or from other channels of distribution or competitive brands we control which originate from outside your territory. You are awarded a protected territory (“Territory”) of a defined population ranging from 750,000 to 1,000,000 persons which means it may be less or more than such amount and unless otherwise approved by us, you must operate your Business within the Territory. We reserve the right to grant a territory that is larger or smaller than the population area defined above, in order to account for more densely or sparsely populated areas. We will determine your Territory based on the most recently published data from the U.S. Census Bureau (or other sources as we may indicate to you), for the zip codes listed in the Franchise Agreement. You will have the only TubToday<sup>®</sup> Business within your Territory. You can perform services and sell products to anyone so long as all services you perform are within your Territory, the products you sell are from your Business and such sales and services do not result in any Target Marketing activities by you (as defined below). You can also conduct business at special events (such as: community events, home shows, trade shows, expos, etc.) to promote services and sell products as long as such events are within your Territory. You may conduct business at special events and perform services in other geographical areas outside your Territory provided there is not another TubToday<sup>®</sup> franchise or company owned location in that area only after providing notice to us and after obtaining our written approval. We shall approve or deny your request, which approval is in our sole discretion, within three business days of receipt of your written request and will respond by email or any other form of written communication (as described below). If we approve your request to conduct business at special events or perform services in another geographical area, you must be prepared to immediately refrain from performing services and lose any customers you have established when that area is purchased and immediately refrain from conducting business at such special events. You can directly market and solicit for customers only within the accepted Territory that has been entered in your Franchise Agreement or made part of by an addendum attached to your Franchise Agreement. You may also sell and ship products to anyone located outside your Territory so long as your sales do not result from any Target Marketing (as defined below) activities by you.

We cannot establish a company-owned business, franchise nor license another to locate a TubToday<sup>®</sup> business within your Territory identified in your Franchise Agreement during the term of the Franchise Agreement.

Your licensed Territory is determined by population, household incomes, demographics of the surrounding area, competition, our own assessment of business potential (such as: number of residential homes, number of multi-family homes, age of residential homes and the senior population in the area), market penetration or other conditions important to the successful operation of a TubToday<sup>®</sup> Business, as we deem appropriate and as identified in your Franchise Agreement. Your licensed Territory is determined by us once a location is chosen and will not be altered even if there is a population increase or decrease. It will also not be affected by your number of customers, revenue, sales volume, or market penetration. Certain locations, such as major metropolitan areas may have smaller protected territories of densely populated areas. Whether you operate out of your home or a small industrial or warehouse space, we must have consented to the location for the TubToday<sup>®</sup> Business within your defined Territory in writing before you begin operating the Business. You have no rights to operate your Business out of any other location other than the location accepted by us (however your salespersons are authorized to operate

out of their home office as described below). You may not relocate your Business without our written consent, which we will not unreasonably withhold or delay. We base our approval of your proposed relocation using the same factors described above.

Whether you operate out of your home or a small industrial or warehouse space, we must approve the site in which you intend to operate your Business which must be within your protected Territory, in writing, before your Business is open for operation. For clarity, unless otherwise approved by us, the site where you operate your Business must be within your Territory. You may not relocate your Business without our written consent, which we will not unreasonably withhold or delay.

You must sign a separate Franchise Agreement for each additional Business. You have no rights to operate your Business out of any other site other than the site accepted by us (however your salespersons are authorized to operate out of their home office as described below) or to operate any additional Businesses. You must submit a separate application for each Franchised Business to be established by you. You must pay the fee for each additional acquisition mentioned in Item 5 and be in compliance with all of the terms and conditions of the Franchise Agreement. We will evaluate your proposed location of any additional TubToday<sup>®</sup> Business based on the criteria mentioned in Items 11 and 12 above.

The Territory described above will affect where you and our other franchisees may solicit business, provide services, and sell products. If other geographical areas are unassigned, we have the right to sell or assign it, or part of it, at any time, without notice to you and you might not have the right of first refusal or option to buy the territory that was formally unassigned. You are encouraged to directly market for customers located within your Territory to promote services and sell products. You can perform services for anyone so long as such services are performed from within your Territory. You may sell products to anyone from anywhere even if such customers are within another franchisee's territory so long as your sales do not result from any direct solicitation activities by you and the products you sell are being sold from your Business or at special events within your defined Territory. In addition, in the future, we may allow you and other franchisees or company-owned businesses to promote services and sell products through alternative channels of distribution (such as on Websites). If you are granted permission to promote services and/or sell products through an alternative channel of distribution, per our written approval, all services must be performed within your Territory and you may sell products to anyone from anywhere without compensation to the other franchisees or company-owned businesses. We, other franchisees, and company-owned businesses reserve the same right to promote services and/or sell products through alternative channels of distribution (such as on Websites) to anyone from anywhere (so long as such services are performed within their respective areas) without compensation to you. Therefore, although you may be the only TubToday<sup>®</sup> business physically located in your Territory, you do not receive an exclusive territory. You are prohibited from soliciting and marketing in general to customers by any means outside of your Territory and must not specifically engage in target marketing ("Target Marketing") of customers within the Territory of another TubToday<sup>®</sup> business (franchise and/or a company/affiliate owned business). Target Marketing means a concerted effort by a franchisee to solicit and obtain customers through any type of advertisement or marketing, directed at all or a portion of another franchisee's territory. We will use commercially reasonable efforts to enforce this requirement regarding Target Marketing if you or any other franchisee violates it.

If you are asked to conduct business at a special event (such as: community events, home shows, trade shows, expos, etc.) to promote services and/or sell products or perform services in another geographical area in which there is another franchisee or company-owned business, you must immediately refer that request to the TubToday<sup>®</sup> business in that geographical area or directly to us. If the other franchise or company-owned business gives you written permission to conduct business at such special event or determines it is in the best interest of the customer for you to perform services, then you

can proceed to conduct business at such special event or immediately perform services for the customer. If there is not a TubToday® franchise or company-owned business in the geographical area where you wish to conduct business at a special event or to perform services, then you must submit a request to us asking to conduct business at such special events or perform services and upon our written approval you can proceed. We shall approve or deny your request to conduct business at such special events or to perform services in other areas not owned by other franchisees or us, which approval is in our sole discretion, within three business days of your written request. Our response to your request will be made by email or any other form of written communication. Approval may be revoked in our sole discretion. However, you must be prepared to immediately cease conducting such special events and/or performing services in that unassigned area when it is otherwise assigned or franchised. We and other franchisees must refer special events, customers that are within your Territory to you and also reserve the same right to sell products to anyone who comes from anywhere and also to perform services for customers who may be within your defined Territory if it is determined to be in the customer's best interest.

If during the term of the Franchise Agreement, you are unable to promptly and properly provide services to any of your customers due to excessive work or other cause, you must refer that customer to another franchise in the System, company-owned location or to us. If you fail to refer special events, customers as set forth herein, we will have the right to terminate the Franchise Agreement. For any default of the Franchise Agreement, as an alternative to termination, we may modify or completely eliminate any rights that you may have with respect to your protected status of the Territory, effective ten days after delivery of written notice to you. In addition, we may modify or eliminate completely, the Territory (Franchise Agreement Sections VI, XII.H and XXIII.F).

Your salespersons are authorized to have a home office. A salesperson's home office is defined as a secondary workspace located in a salesperson's principal residence from which the salesperson conducts business and communications. Your salesperson's home office is not considered a Business location or site so long as the salesperson does not advertise the home office in any way as an authorized TubToday® location and does not meet any customer and/or third party at their home. Your salespersons may list their respective mobile phone number and will be required to have your Business telephone number and your Business address on their business cards, stationery, and other business forms as a direct contact so long as such information meets our standards and guidelines.

We encourage all TubToday® businesses, when owned by different individuals, to work out a referral relationship and an advertising strategy if they are within close proximity of each other. We must be notified of all such arrangements.

We have the exclusive right to negotiate and enter into agreements or approve forms of agreements to perform services and sell products to any business or organization which owns, manages, controls, or otherwise has responsibility for locations in more than one area whose presence is not confined within any one particular franchisee's territory regardless of the contract amount of products to be provided or services to be performed (a "National Account"). After we sign a contract with a National Account, we may, at our option, provide you the option to perform services or provide products to businesses under the National Account contract. If we choose, or if you choose not to perform services or provide products to the National Account, we may direct the National Account to seek such services and products from another franchisee or company-owned location even if the National Account is located within your Territory without compensation to you.

We reserve the right to issue binding policies to coordinate marketing councils and/or advertising cooperative programs. For example, we may require that all franchisees within close proximity to a home show, consumer show, convention, or exhibition where home improvement-related products or services are being offered or sold to participate in the cost and benefit of the show. We intend to direct and

coordinate all franchisee Internet advertising. All such programs and policies are our proprietary trade secrets. In such programs, we may require the customer acquired through such programs, to be served by the closest or other franchisee and you will not be charged or receive any type of referral fee.

Any rights not expressly granted to you are reserved to us. Such rights reserved to us include, but are not limited to the right to:

- (1) Advertise, market, and sell TubToday<sup>®</sup> branded and trademarked services, products, and equipment (if we choose to develop equipment in the future) in your Territory;
- (2) Advertise, offer, and promote services, products, or equipment (if we choose to sell equipment in the future) in an effort to promote the System through the Internet and/or other similar venues no matter where the person is based to fulfill the demand in your Territory;
- (3) Offer, sell, or distribute services, products, or equipment (if we choose to sell equipment in the future) to anyone through any alternative or other channel of distribution, other than local business operations (franchised or owned by us) providing services and products under the Marks and System and on any terms and conditions we deem appropriate. We have this right whether or not we are using the Marks or System or are acting inside or outside the Territory designated on your Franchise Agreement;
- (4) Develop, manufacture, produce and distribute any labeled product or piece of equipment (if we choose to develop equipment in the future) that has been branded with our Mark or logo or different branded products and equipment through any outlet located anywhere regardless of its proximity to your Business (including, by way of illustration, home improvement stores, discount retail stores, over the Internet and/or electronic media and similar venues) and on any terms and conditions we deem appropriate. If we decide to distribute products or equipment, you will receive no compensation from us for such sales inside your Territory unless otherwise agreed in writing by us;
- (5) Implement advertising cooperative programs which may allow us or others to solicit or sell to anyone located anywhere. We also reserve the right to issue mandatory policies to coordinate such advertising cooperative programs;
- (6) Own and/or operate ourselves or authorize others to own and/or operate (a) any business located outside the Territory as designated on your Franchise Agreement, whether or not using the Marks and/or System, (b) any business anywhere, whether using the Marks and/or System or not, which is not substantially similar to the business franchised to you under the Franchise Agreement and/or (c) any business anywhere which does not use the Marks; and
- (7) Acquire, merge, affiliate with or engage in any transaction with other businesses (whether competitive or not), with units located anywhere, including arrangements in which we are acquired, and/or company-owned, franchised, or other businesses (including your own TubToday<sup>®</sup> Business) are converted to another format, maintained under the System or otherwise. If we acquire or merge with a business similar to a TubToday<sup>®</sup> business within your Territory, we will make commercially reasonable efforts to maintain the protected status of your Territory. You will fully participate in any conversion subject to any person/entity merging with, or acquiring us or when we acquire, reimbursing you for reasonable costs directly related to the conversion.



We are not responsible for paying any compensation to you concerning the sale of any services, products, or equipment (if we choose to sell equipment in the future) by us over the Internet or other similar venues, by alternative means of distribution, advertising cooperative programs, outlets, businesses that are not substantially similar to the Franchised Business or any business that does not use the Marks. For clarity, the Franchise Agreement grants you no rights to promote, offer and/or provide services; sell or distribute products and equipment through any alternative channels of distribution (other than our approved list of channels of distribution) without our permission or share in any of the proceeds from our activities through alternative channels of distribution.

We have not established, and do not presently intend to establish, other franchises or company-owned businesses except as disclosed in Item 1 of this Franchise Disclosure Document, that sells similar products or offers services under a trade name or trademark different from TubToday® Marks.

### **ITEM 13** **TRADEMARKS**

Under the Franchise Agreement, we grant you the nonexclusive right to use the Marks in connection with the operation of your Franchise. Our principal trademark is “TubToday” along with the design, as it appears on the first page of this Disclosure Document. We have the right to use and to license others to use the Marks and under any other trade name, trademarks, service marks and logos currently used or that may hereafter be used in the operation of the Business. You must use the Marks only for the operation of your Franchise and in the manner authorized by us.

The design and word mark “TUBTODAY” was registered on the Principal Register of the USPTO bearing the registration number 6619165 dated January 18, 2022, owned by Nicolas Boatner, and is licensed to us and is sublicensed to you. The word mark “TubToday” is also registered on the Principal Register of the USPTO bearing the registration number 6619164 dated January 18, 2022, also owned by Nicolas Boatner, and is licensed to us and sublicensed to you. We also claim common law rights in our trademarks based on our prior use. We do not yet have a federal registration for our trademarks. Therefore, our trademarks do not have many of the legal benefits and rights as a federally registered trademark. If our right to use the trademarks is challenged, you may have to change to an alternative trademark, which may increase your expenses.

There are no presently effective determinations of the USPTO, the Trademark Trial and Appeal Board, the trademark administrator of any state or any court, nor any pending infringement, opposition or cancellation proceeding or material litigation involving the Marks.

There are no agreements that limit our right to sublicense you the Marks, other than a perpetual, exclusive, non-transferable, worldwide, royalty free license to use, sub-license, and display the Marks from Nicolas Boatner pursuant to a trademark license agreement. The trademark license agreement may be modified or terminated if we fail to follow the quality standards of Nicolas Boatner. The trademark license agreement may be modified or terminated if we fail to follow the operating, merchandising, and advertising policies, and such other quality standards that are established by Nicolas Boatner. In addition, Nicolas Boatner has the right to substitute alternative trademarks for license at any time. Therefore, you may have to change the trademarks that you use in operating your Franchised Business at your expense. The trademark license agreement will remain in effect for as long as we offer franchises unless we are in default of the trademark license agreement.



Upon termination of the trademark license agreement for any reason, we and franchisees must discontinue all use of the Marks in any form, remove the Marks from our website and any of our franchisees' web pages, modify any and all identification of the Franchised Business with, or reference to, the Marks, and refrain from making any subsequent representation, advertisement or published statement or product sales using or in reference to the Marks, or the business previously conducted using the Marks, and take such action as shall be necessary to change any corporate name, assumed name or equivalent registration which mentions or refers to the Marks, or any mark similar thereto.

You must notify us immediately in writing of any apparent infringement of or challenge to your use of any Marks or claim by any person of any rights in any Mark or any similar trade name, trademark, or service mark of which you become aware. We have the sole discretion to take such action as we deem appropriate and the right to exclusively control any litigation, USPTO proceeding or other administrative proceeding.

We are not obligated by the Franchise Agreement to protect any rights granted to you to use the Marks or protect you against claims of infringement or unfair competition with respect to them. The Franchise Agreement does not require that we participate in your defense or indemnify you for expenses or damages if you are a party to a judicial or administrative proceeding involving the Marks or if the proceeding gets resolved unfavorably to you. Although we are not contractually obligated to protect the Marks or your right to use them, as a matter of corporate policy, we intend to defend the Marks vigorously (Franchise Agreement Section XV.B).

You may not, without our written consent, which is in our sole discretion, commence or prosecute, or seek leave to intervene in, any litigation or other proceeding, including any arbitration proceeding, in which you purport to enforce any right or recover any element of damage arising from the use or infringement of any of the Marks or unfair competition.

If it becomes advisable at any time, in our sole discretion, to modify or discontinue use of any Mark, and/or use one or more additional or substitute trademarks or service marks, you must comply with our directions within a reasonable time after notice by us. You, in connection with the use of a new or modified Mark, may be required, at your own expense, to remove existing signs from your Business and to purchase and install new signs including all signage and graphics on your Vehicles in addition to all marketing and advertising materials. We have no liability to you.

There are no infringing uses actually known to us as of the Issuance Date of this Disclosure Document that could materially affect your use of the Marks in the State of Wisconsin or in any other state. You should understand that there could be other businesses using trademarks, trade names or other symbols similar to our Marks with superior rights to our rights. Before starting your business, you should research this possibility, using telephone directories, trade directories, Internet directories, or otherwise in order to avoid the possibility of having to change your business name.

All your usage of the Marks granted under the Franchise Agreement is nonexclusive, and we retain the right, among others: (a) to use the Marks in connection with selling products and offering services; (b) to grant other licenses for the Marks, in addition to those licenses already granted to existing franchisees; (c) to develop and establish other systems using the same or similar Marks, or any other proprietary marks, and to grant licenses or franchises in those systems without providing any rights to you as described in Item 12.

All your usage of the Marks and any goodwill you establish are to our exclusive benefit and you retain no right or rights in the Marks on the termination or expiration of your Franchise Agreement. You may not use the marks as a part of any corporate or trade name, nor may you use any trade name,

trademark, service mark, emblem, or logo other than the Marks, as we may designate periodically. You must prominently display the Marks on such items and in the manner we designate. You must obtain such fictitious or assumed name registrations as we require or under applicable law. You must also prominently display in your Business that we are not a joint employer of you and that you are solely responsible for all employment-related decisions and matters. You must also identify yourself as the owner of your Franchise by placing your name on the business and on all Vehicles, checks, invoices, receipts, contracts, and other documents that bear any of the Marks, and on all printed materials your name must be followed by the phrase “A franchise of TubToday®” or such other phrase as we occasionally direct.

#### **ITEM 14**

### **PATENTS, COPYRIGHTS AND PROPRIETARY INFORMATION**

We do not own any registered patents or copyrights or have any pending patent or copyright applications which are material to this Franchise; however, we claim common law trade secret and copyright protection for several aspects of our System, products, services, methods, strategies, techniques, forms and operational procedures; our equipment, product and supply specifications, business procedures, photographs, video presentations, website, our proprietary educational platform, third-party software, design, décor, signage, Vehicle appearance standards and graphics contained on your Vehicle; Operations Manuals, workbooks and all related materials including advertising and promotional materials although such materials may not have been registered with the United States Copyright Office. If we do obtain copyright registration on any of the above materials, we intend to renew our registrations. These materials are considered proprietary and confidential and are considered our property and may be used by you only as provided in your Franchise Agreement. We reserve the right to register any of our copyrighted materials at any time we deem appropriate.

There currently are no effective determinations of the United States Copyright Office or any court regarding any of the copyrighted materials. There are no agreements in effect that significantly limit our right to use or license the copyrighted materials. There are no agreements in effect that significantly limit our right to use or license the copyrighted materials. There are no infringing uses actually known to us, which could materially affect your use of the copyrighted materials in any state.

You must notify us immediately in writing of any apparent infringement of or challenge to your use of our copyrighted materials or trade secrets or claim by any person of any rights in any copyright or trade secret of which you become aware. We have the sole discretion to take such action, as we deem appropriate, and the right to exclusively control any litigation, United States Copyright Office proceeding or other administrative proceeding. We may require you to discontinue use or modify any materials that may in our opinion infringe on the copyright, trade secret, or patent rights of any other person or business.

If it becomes advisable at any time, in our sole discretion, to modify or discontinue use of any copyrighted materials or trade secrets, and/or use one or more additional or substitute copyrighted materials or trade secrets, you must comply with our directions with respect to such modification, substitution, or discontinuation within a reasonable time after notice by us. We have no liability to you concerning substitution or modification of copyrighted materials or trade secrets.

We possess certain confidential information including knowledge of our products and services (including our proprietary one-day custom bathroom remodeling services) offered in addition to specific operational strategies, methods, processes and techniques when performing services; specifications for all equipment, products and supplies used; proprietary service guarantee program and warranty programs, purchasing strategies, vendor and supplier relationships, cost and pricing strategies, inventory tracking and management systems; service standards, operational procedures to manage high volume, procedures

for safety and quality control; strategies for site acquisition, build out and design specifications with unique décor, color scheme, floor displays and signage (if operating out of a location); guidelines for hiring, training and retaining employees and independent contractors (if you choose to hire independent contractors) and a proprietary educational platform that houses our video library of proprietary training modules and courses (which includes curriculum, lesson plans and workshops) to complement your ongoing training efforts; Vehicle appearance standards (including our vehicle graphic specifications), website, intranet system, third-party software, Operations Manual, photographs, video presentations, forms, contracts, record keeping and reporting methods; proprietary sales presentations and customer acquisition programs; advertising, marketing, social media and promotional strategies and materials; systems and knowledge of, and experience in, the operation and franchising of a TubToday® business (the “Confidential Information”). We will disclose Confidential Information to you during our initial franchise training program, seminars, workshops, continuing education sessions (see Item 6 and Item 11) and conventions sponsored by us; in our Operations Manual, and in guidance furnished to you during the term of your Franchise Agreement.

If you or your partners, members, managers, directors, shareholders, employees, agents, or independent contractors, develop or create any new service, product, piece of equipment, program, video presentation, photograph, concept, technique, formula, method, process or improvement in the operation or promotion of your Business, you are required to promptly notify us with all necessary related information, without compensation to you. However, as a matter of corporate policy, we may create an incentive program to reward you, your partners, members, managers, directors, shareholders, employees, agents or independent contractors for any new service, product, piece of equipment, program, video presentation, photograph, concept, technique, formula, method, process, or improvement that we implement throughout the System. You and if you are an Entity, then one of your Owners acknowledges that any such new service, product, piece of equipment, program, video presentation, photograph, concept, technique, formula, method, process, or improvement will become our property and we may use or disclose such information to other franchisees as we deem appropriate.

The Franchise Agreement provides that you will not acquire any interest in the Confidential Information other than the right to utilize it in the development and operation of your TubToday® Business during the term of your Franchise Agreement, and that the use or duplication of the Confidential Information in any other business would constitute unfair competition. You also agree that the Confidential Information is proprietary to us and is disclosed to you solely on the condition that you (1) will not use the Confidential Information in any other business or capacity; (2) will maintain the absolute confidentiality of the Confidential Information during and after the term of your Franchise Agreement; (3) will not make unauthorized copies of any portion of the Confidential Information disclosed in written or electronic form; and (4) will adopt and implement all reasonable procedures required by us to prevent unauthorized use or disclosure of the Confidential Information, including without limitation, restrictions on disclosures to employees and independent contractors of your Franchise and any other business(es) owned by you and if you are an Entity, any of your Owners, and the use of nondisclosure and noncompetition clauses in employment agreements with your employees, independent contractors, and Owners where enforceable under state law.

#### **ITEM 15** **OBLIGATION TO PARTICIPATE IN THE ACTUAL OPERATION OF THE FRANCHISE BUSINESS**

The Franchise Agreement provides that your Business must at all times be under your direct, day-to-day, full-time supervision (or if you are an Entity such as a limited liability company, partnership, or corporation, then a managing Owner of such Entity, approved by us) or the non-owner manager of your Business who is approved by us. This person must have any licenses as may be required by your state

and/or county (such as a general contractor's license, plumber's contractor license, elevator contractor license, home improvement license or certification or whatever license or certification your state requires as described in Item 1), must have successfully completed our training program, and must use his/her best efforts in the operation of a TubToday® Business.

You are required to retain a manager ("Operations Manager") for the operation and management of your Business, and you must retain a minimum of one full-time salesperson within thirty (30) days once your Business is deemed open for operation. You must have such Operations Manager and a minimum of one full-time salesperson on staff for the entire term of the Franchise Agreement. The Operations Manager and salesperson may, but need not, be you or one of the Owners of the Business. The Operations Manager must meet all of our standards and criteria for such position as set forth in the Operations Manual. The Operations Manager need not have any set percentage of the equity of the Franchised Business. Your Operations Manager must devote all of his or her time and effort to the personal supervision of the Business. These individuals and their replacements must also satisfy the applicable training requirements as outlined in the Franchise Agreement (Franchise Agreement Section XII.F).

If we, in our sole discretion, determine that your Operations Manager is not properly performing his or her duties, we will advise you and you must immediately take steps to correct the situation. However, we are not responsible for the hiring, discipline, or termination of any Operations Manager that you employ. Upon termination of employment of your Operations Manager or salesperson, you must appoint a successor Operations Manager within 60 days and a successor salesperson within 30 days. Any replacement Operations Manager (who we may disapprove in our sole and absolute discretion) and salesperson must be trained by you in accordance with our standards. To clarify, any replacement Operations Manager and salesperson is to be trained by you at your expense.

Our approval of an Operations Manager other than you is conditioned upon the Operations Manager entering into a confidentiality and restriction of like business agreement containing provisions like those contained in the Franchise Agreement and Schedule 8 of the Franchise Agreement against engaging in competing businesses and use/disclosure of our confidential business information during the tenure of employment with you and for a period of three years following employment by you. You will provide us with executed copies of the same upon request.

If you are an Entity, each of your Owners that holds more than 10% interest in the Franchise Business must personally guarantee your obligations under the Franchise Agreement and also agree to be personally bound by, and personally liable for the breach of, every provision of the Franchise Agreement, agree to be bound by the confidentiality provisions and non-competition provisions of the Franchise Agreement and agree to certain restrictions on their ownership interests. Franchisee's spouse must also sign the personal guaranty. The required Guaranty of Obligations is attached as Schedule 5 of the Franchise Agreement.

## **ITEM 16** **RESTRICTIONS ON WHAT THE FRANCHISEE MAY SELL**

Due to the differing nature of markets across the United States, and because climate and geographic areas will vary, you will have a wide variety of possible locations in which to conduct business operations with our approval. You may not use the TubToday® Business for any other purpose than the operation of a TubToday® business, unless otherwise approved by us in writing. Alternative operation sites that may be approved can include for example incorporating your Business operations within the premises of an existing business.

You must comply with all of our standards and specifications relating to: offering, selling, and performing services and products; purchasing equipment, products, supplies, uniforms, Vehicle, vehicle graphics, technology items, software, signage, advertising and marketing materials, promotional items, miscellaneous forms, and other items to be used, offered, or sold in the Business (See Item 8).

You are required to offer and perform only approved services and sell only approved products as specified by us which include: onsite consultation and bathroom design services, our proprietary one-day custom bathroom remodeling services (under defined circumstances), a wide selection of pre-fabricated bathtub and shower units for sale from a variety of different manufactures, specific prefabricated accessibility walk-in tub units, a large selection of bathroom accessibility products (such as safety grab bars, benches, bathtub conversion kits, adjustable shower seats, etc.), stair lift units for sale and installation services performed by professionally trained technicians in addition to our warranty and our proprietary ongoing service guarantee programs and other bathroom and accessibility home improvement-related products and services as expressly authorized by us in writing or in the Operations Manual, or developed by us as a result of your pre-market entry study to meet the needs of your unique market, and any updates to be incorporated in the Operations Manual periodically. You must not deviate from our standards and specifications without first obtaining our written consent. We will provide you with a written list of services (including information on our warranty and proprietary service guarantee program) and products you are authorized to offer, perform, and sell during our initial training program in addition to guidelines and recommendations when hiring employees and independent contractors (if you choose to hire independent contractors). You must: offer all services (including our warranty and service guarantee program) and sell only the products we specify; perform services within your defined Territory; sell such products from your Business or special events within your defined Territory; and you acknowledge that if we allow you to sell products in the future, you can sell to anyone from anywhere so long as such sales do not result in Target Marketing (as described in Item 12). We, other franchisees, and company-owned businesses reserve the same right to sell products to anyone from anywhere without compensation to you. You acknowledge that this may create competition and you will not receive any compensation from us, other franchisees, or company-owned businesses if products are sold to customers who live within your Territory.

You can provide services and sell products at any rate and/or price you establish; however, we will suggest pricing and rate strategies and will establish minimum and maximum rates and/or prices at which you may provide services and sell products to the extent allowed by federal and state laws. You may offer additional services and products that are unique to your area in an effort to blend in with your community; however, you must obtain our written approval before such services and products are offered and the time for us to approve or deny your request is 30 days (as described in Item 8). You must discontinue offering, selling, and using any service (including any warranty and service guarantee program) or product we may disapprove in writing at any time, whether such service (including any warranty and service guarantee program) or product is currently in use. We may change and/or modify the types of services (including any warranty and service guarantee program) and products we authorize you to offer, perform and sell at any time. There are no limits on our right to do so. You may not offer or perform any services (including any type of warranty or service guarantee program) or sell any products that have not been specifically approved by us in writing; and you may not independently act as an exclusive distributor for any third-party vendor or secure any exclusive rights to sell any products or equipment inside or outside your Territory without our written consent.

In addition, you acknowledge that we may, in our discretion, allow you and other franchisees or company-owned businesses to promote services or sell products through an alternative channel of distribution (such as on the Internet or Websites) provided you adhere to our standards. You acknowledge that this may create competition and you will not receive any compensation from such sales made by other franchisees or company-owned locations. If we authorize you to promote services and/or sell



products through alternative channels of distribution, all services must be performed within your Territory and all products sold must be from your Business or at special events within your Territory. Unless otherwise approved by us in writing, you are not authorized to promote services or sell any products on the Internet or in any other media, whether known or hereinafter invented.

You must participate in any loyalty program, rewards program, gift certificate or gift card program we establish. You may not create or issue your own gift certificates, gift cards, rewards, or loyalty program unless otherwise approved by us.

You must maintain all proper certifications, permits, and licenses to operate a TubToday® Business to provide services and sell products in your area. You must not engage in any trade, practice or other activity that is harmful to our goodwill or reflects unfavorably on our reputation, that constitutes deceptive or unfair competition, or that is in violation of any applicable law or regulation.

You are encouraged to directly advertise and market to promote and offer services and sell products within your Territory. We place no restrictions upon your ability to sell products to anyone from anywhere provided you do so from your Business or at special events within your Territory and in accordance with our standards. However, you are prohibited from Target Marketing, performing services, or conducting business at special events in other geographical areas outside your Territory or through any alternative channels of distribution without our permission (see Item 12).

**ITEM 17**  
**RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION**  
**THE FRANCHISE RELATIONSHIP**

**This table lists certain important provisions of the franchise and related agreements. You should read these provisions in the agreements attached to this Disclosure Document. “FA” refers to the Franchise Agreement.**

	<b>Provision</b>	<b>Section in the Franchise Agreement</b>	<b>Summary</b>
a.	Length of the Franchise Term.	FA Section VII.A.	FA – ten years
b.	Renewal or extension of the term.	FA Section VII.B.	FA – up to one additional five-year renewal term if you meet certain term requirements.
c.	Requirements for franchise to renew or extend.	FA Section VII.B	FA – Written notice for you to renew, full compliance with, and not in default under Franchise Agreement, performance standards satisfied, satisfied monetary obligations, sign then current form or new Agreement, execute general release, satisfy any then current qualifications and training requirements, upgrade Business and pay renewal fee.
d.	Termination by you.	Section XXIII.D	FA – If we have materially failed to comply with the terms of the Franchise Agreement



			after thirty (30) days' notice.
e.	Termination by us without cause.	Not Applicable	We cannot terminate your FA without cause.
f.	Termination by us with cause.	FA -Sections XXIII.B and XXIII.C	FA - We can terminate if you breach a material provision of the FA or fail to open the Business.
g.	“Cause” defined; curable defaults.	FA – Section XXIII.B	FA-Violation of health or safety laws upon seventy-two (72) hrs. notice; five (5) days for failure to pay amounts owed; thirty (30) days for all other defaults.
h.	“Cause” defined; noncurable defaults.	FA- Section XXIII.C	Failure to open the Business, you fail to attend and satisfactorily complete the initial training program; you fail to submit financial statements, tax returns, you use our Names or Marks on the Internet without our prior written consent; you engage in unfair business practices; abandonment or surrender of control of Business; misrepresentation or omission in application; felony conviction; unauthorized assignment or improper assignment upon death or disability; loss of possession of Business; failure to pay taxes or liens; dishonest or unethical conduct; assignment for benefit of creditors; you fail to satisfy a final judgment within thirty (30) days; and bankruptcy.
i.	Your obligations on termination / non-renewal	FA – Section XXIV	FA - Cease operating Franchised Business; cease use of Confidential Information and Marks; deliver property containing the Marks; cancel assumed or similar name registrations; pay outstanding amounts and damages; deliver Manuals; assign phone numbers; comply with covenants.
j.	Assignment of contract by us.	FA – Section XXII.C.	No restriction on our right to assign.
k.	“Transfer” by you-defined.	FA – Section XXII.B.	Includes transfer of the contract and business assets by you.
l.	Our approval of transfer by you.	FA – Sections XXII.B. and XXII.E	FA – We have the right to approve all transfers by you.
m.	Conditions for our approval of transfer.	FA – Sections XXII.C and XXII.E.	FA – Full compliance; transferee qualifies; all amounts due are paid in full; completion of training by transferee; transfer fee paid; transferee agrees to be bound by all terms of Franchise Agreement; you sign and deliver other required documents, including a

			general release.
n.	Our right of first refusal to acquire your business.	FA – Sections XXII.C and XXII.E.	FA – We have the right to match any offers.
o.	Our option to purchase your business.	FA – Sections XXIII.G and XXIV.F.	FA – Purchase for fair market value determined by appraisal if parties are unable to agree.
p.	Your death or disability.	FA – Section XXII.D.	FA – Franchise must be assigned to approved buyer within six (6) months.
q.	Non-competition covenants during the term of the Franchise.	FA – Sections XIX.B, XIX.C and XIX.D	FA – No involvement in any competitive business anywhere within ten (10) miles of any company-owned business or other franchises.
r.	Non-competition covenants after the franchise are terminated or expires	FA – Section XIX.B.	FA – No interest in competing business for two (2) years within twenty (20) miles of any company owned business or other franchises.
s.	Modification of the Agreement.	FA – Section XXV.J.	FA – No modification except by written agreement. Operations Manuals are subject to change.
t.	Integration / merger clause.	FA – Section XXV.J.	FA – Only terms of the Franchise Disclosure Document and Franchise Agreement are binding subject to state law. Notwithstanding the prior sentence, nothing in the Franchise Agreement or any related agreement is intended to disclaim any representations Franchisor has made in the entire Franchise Disclosure Document. Any representations made outside of the disclosure document or the Franchise Agreement may not be enforceable.
u.	Dispute resolution by arbitration or mediation.	FA – Sections XXV.C and XXV.D.	FA – Arbitration and mediation in Kane County, State of Illinois (subject to State law).
v.	Choice of forum.	FA – Section XXV.G.	FA – Litigation in Kane County, State of Illinois (subject to state law) or the United States District Court of Wisconsin.
w.	Choice of law.	FA – Section XXV.G.	FA – State of Illinois laws apply (unless prohibited by laws of state where Franchisee is located).
x.	Liquidated Damages	FA – Section XXIV.H	FA – If the Franchise Agreement is terminated prior to its expiration date, you shall be obligated to pay within sixty (60) days of termination or expiration of the Franchise Agreement, a sum determined by

---

adding together the average Royalty Fee payments and average System Brand Fund Fee payments that was paid to us during the previous twelve (12) months for either the remaining term (or renewal term) of the Franchise Agreement or two (2) years (whichever comes first). If you have not made twelve (12) months of payments to us, then the number of payments you have made will be used to calculate the average of such Royalty and System Brand Fund Fee payments.

---

### **ITEM 18** **PUBLIC FIGURES**

We currently 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.

This financial performance representation is based upon the historic operating revenue and certain expenses of the “Company-Owned Outlet” operated by our affiliate in St. Charles, Illinois for two “Measuring Period(s)”, which cover the periods from January 1, 2022, to December 31, 2022 (FY 2022) and from January 1, 2023, to December 31, 2023 (FY 2023). We obtained these historical financial results from the profit and loss reports submitted by the Company-Owned Outlet. There is one other outlet operated by our affiliate, but this outlet is a holding company which does not generate operating revenues. There are no Tub Today businesses operated by franchisees as of the issuance date of this Disclosure Document. Neither we nor a certified public accountant have independently audited or verified the information.

Except as discussed in the notes below, the Company-Owned Outlet operates in a substantially similar manner to how your Franchised Business will operate. The Company-Owned Outlet operates in a Territory substantially larger than that of a Franchisee (while also accepting some business in areas that would be considered open territory (outside of a protected Territory) for the franchise System. The explanatory notes included with the following charts are an integral part of this financial performance representation and should be read in their entirety for a full understanding of the information contained in the following chart.

(i) **Gross Revenues and Certain Operating Expenses for the Company-Owned Outlet**

Item	FY 2022	FY 2023
Gross Revenue <sup>1</sup>	\$2,618,859	\$2,939,154.05

**Notes Regarding the Table Above:**

1. “Gross Revenue” means the total revenues, receipts, and dollar volume from the sale of all products, services and merchandise sold and booked in connection with the Franchised Business, whether under any of the Marks or otherwise. Gross Revenue is calculated on an accrual basis regardless of whether Franchisee has collected payment. Gross Revenue excludes sales taxes added to the sales price and collected from the customer. Third-party fees and payments and uncollected funds are not excluded from Gross Revenue.

**(ii) Notes Regarding the Company-Owned Outlets and Item 19 Generally:**

1. The figures in the tables above use the historical information that the Company-Owned Outlet provided to us. You should be advised that no certified public accountant has audited these figures or expressed his or her opinion concerning their contents or form, nor have we sought to independently verify their accuracy. Upon your reasonable request, we will provide written substantiation for this financial performance representation.
2. The actual performance of any outlet will depend on a number of factors specific to the location, including:
  - The impact of the COVID 19 pandemic and any related closures or stay at home orders;
  - Any applicable law or regulatory compliance expenses;
  - Rent, interest, and other financing costs for land, buildings, equipment, and inventory;
  - Initial franchise fee and organization costs;
  - Economic and weather conditions of various geographic areas;
  - Competition from a variety of other businesses;
  - Different acquisition, development, construction, and property costs;
  - Cost of equipment;
  - Occupancy expenses such as rent, utilities and property taxes;
  - Labor costs, payroll taxes and laws concerning employees and employee benefits;
  - Different traffic counts, accessibility, visibility, and parking;
  - Different results from advertising;
  - Outlets have been in business for different periods of time in their respective markets;
  - Cost of product and supply costs;
  - Franchise payments including royalties; and
  - Workers’ compensation and insurance coverage.

These and other expenses you incur will affect the net income and cash flow of the outlet. The Company- Owned Outlet has not made any changes to its system due to COVID, however COVID may have affected net income and cash flows, therefore you should consider the effect and evaluate the impact on your operations.

3. The bathroom renovation services industry is highly competitive and affected by, among other things, changes in geographic area, changes in preferences, local, regional and national economic conditions, population trends, and traffic patterns. The performance of your Business

will be affected by the region in which you operate, your competitors, and the success you have in marketing and managing your operations.

4. The Company-Owned Outlet operates in St. Charles, Illinois, where the TubToday brand has likely obtained more of a reputation and positive goodwill among the relevant target market (as compared to another region of the United States where there are no other TubToday locations in operation).
5. This Item 19 does not reflect certain pre-opening costs and expenses over the Measuring Periods that you are likely to incur in connection with development of a new Business. See Item 7 for details about pre-opening costs for your Business.
6. You should consult other sources for financial information including your financial, business, and legal advisors in connection with the information provided to obtain additional information necessary for you to develop estimates of the sales, costs, expenses, earnings, and profits.
7. Written substantiation to support the information appearing in this financial performance representation is available to you upon reasonable request.

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

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 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 Nicolas Boatner, CCB Enterprises, LLC; 3140 West Main Street, St. Charles, IL 60175, or by phone at (630) 732-0200; the Federal Trade Commission; and the appropriate state regulatory agencies.

## **ITEM 20**

### **OUTLETS AND FRANCHISEE INFORMATION**

**Table 1**  
**System wide Outlet Summary**  
**For Fiscal Years 2021 thru 2023**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2021	0	0	0
	2022	0	0	0
	2023	0	0	0
Company-Owned*	2021	2	2	0
	2022	2	2	0
	2023	2	2	0
Total Outlets	2021	2	2	0
	2022	2	2	0
	2023	2	2	0

**Table 2**  
**Transfers of Outlets from Franchisees to New Owners (other than Franchisor)**  
**For Fiscal Years 2021 thru 2023**

State	Year	Number of Transfers
Illinois	2021	0
	2022	0
	2023	0
Wisconsin	2021	0
	2022	0
	2023	0
Total	2021	0
	2022	0
	2023	0



**Table 3**  
**Status of Franchise Outlets**  
**For Fiscal Years 2021 thru 2023**

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewals	Reacquired by Franchisor	Ceased Operations Other Reasons	Outlets at End of the Year
FL	2021	0	0	0	0	0	0	0
	2022	0	0	0	0	0	0	0
	2023	0	1	0	0	0	0	1
IL	2021	0	0	0	0	0	0	0
	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
WI	2021	0	0	0	0	0	0	0
	2022	0	0	0	0	0	0	0
	2023	0	0	0	0	0	0	0
Totals	2021	0	0	0	0	0	0	0
	2022	0	0	0	0	0	0	0
	2023	0	1	0	0	0	0	1

**Table 4**  
**Status of Company-Owned Outlets\***  
**For Fiscal Years 2021 thru 2023**

State	Year	Outlets at Start of Year	Outlets Opened	Outlets Reacquired from Franchisees	Outlets Closed	Outlets Sold to Franchisees	Outlets at End of the Year
IL	2021	1	0	0	0	0	1
	2022	1	0	0	0	0	1
	2023	1	0	0	0	0	1
WI	2021	1	0	0	0	0	1
	2022	1	0	0	0	0	1
	2023	1	0	0	0	0	1
Totals	2021	2	0	0	0	0	2
	2022	2	0	0	0	0	2
	2023	2	0	0	0	0	2

\*“Company-Owned Outlets” includes two non-franchised business locations operated by our affiliate, Fox Valley Side Jobs, Inc. These business locations are not part of the franchise system. They may be sold to others or to a franchisee in the future.

\*\* Our fiscal year end is December 31. As of the date of this Disclosure, our affiliate operated two non-franchised businesses at the locations listed below:

TubToday®  
N19W2440 Riverwood Drive Suite 350  
Waukesha, Wisconsin 53188

Fox Valley Home Services / TubToday®  
204 South 13<sup>th</sup> Ave  
St. Charles, IL 60174

**Table 5**  
**Projected Openings**  
**For the Period Ending December 31, 2024**

State	Franchise Agreements Signed But Outlet Not Opened	Projected New Franchised Outlets in the Current Fiscal Year	Projected New Company Owned Outlets in the Current Fiscal Year
Texas	0	2	0
<b>Totals</b>	<b>0</b>	<b>2</b>	<b>0</b>

A list of the names of all franchisees and the addresses and telephone numbers of their TubToday® business are listed as Exhibit G to this Disclosure Document. A list of the name and last known home address and telephone number of every franchisee who has had their franchise terminated, cancelled, not renewed, or otherwise voluntarily or involuntarily ceased to do business under the Franchise Agreement during Fiscal Year 2023 or who has not communicated with us within 10 weeks of our application date is attached as Exhibit H.

If you buy this Franchise, your contact information may be disclosed to other buyers while you are a franchisee and when you leave the franchise system.

At this time, there are no previously owned TubToday® franchised outlets for sale.

During the last three fiscal years, no current or former franchisees have signed confidentiality clauses that restrict them from discussing with you their experiences as a franchisee in our franchised system.

At this time, there are no trademark specific franchisee organizations representing TubToday® franchisees, and no such trademark specific franchisee organization has asked us to be included in this Disclosure Document.

## **ITEM 21** **FINANCIAL STATEMENTS**

Our certified, independent, and audited financial statements for the period from our date of formation December 9, 2020, to December 31, 2023, are attached to this Disclosure Document as Exhibit I. Our fiscal year end is December 31. We have not been in business for three years or more and therefore cannot include all financial statements required by the Rule for our last three fiscal years.

## **ITEM 22** **CONTRACTS**

The following agreements are attached as exhibits to this Disclosure Document:

- Franchise Agreement – Exhibit A
  - Schedule 1 – Authorization for Pre-Arranged Payments
  - Schedule 5 – Individual Guaranty
  - Schedule 7 – Collateral Assignment of Lease
  - Schedule 8 – Confidentiality and Non-Compete Agreement
- State Addenda – Exhibit D
- Option Agreement – Exhibit F

## **ITEM 23** **RECEIPTS**

Included as the last document of this Disclosure Document (Exhibit J) and/or as a separate executable form, is a Receipt to be signed by you. This Receipt must be signed and dated and delivered to us at least 14 calendar days before signing of the Franchise Agreement or payment of any fee by you.

# **EXHIBIT A**

## **FRANCHISE AGREEMENT**

**Between**

**CCB Enterprises, LLC**

**and**

---

**Franchisee**



# FRANCHISE AGREEMENT

Between

**CCB Enterprises, LLC**

3140 West Main Street  
St. Charles, IL 60175  
Direct: (630) 732-0200  
Toll Free: (888) 272-6605  
Web: [www.TubToday.com](http://www.TubToday.com)

and

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Collectively referred to as "Franchisee"

**CCB Enterprises, LLC  
FRANCHISE AGREEMENT**

**TABLE OF CONTENTS**

	<u>Page</u>
<b>I. FRANCHISEE’S ACKNOWLEDGEMENT OF BUSINESS RISK AND ABSENCE OF GUARANTEE .....</b>	<b>2</b>
<b>II. FRANCHISEE’S ACKNOWLEDGMENTS CONCERNING RECEIPT AND THOROUGH EVALUATION OF AGREEMENT .....</b>	<b>3</b>
<b>III. NO PROJECTED OR FORECASTED FRANCHISE SALES, PROFITS OR EARNINGS.....</b>	<b>3</b>
<b>IV. RELATIONSHIP OF THE PARTIES .....</b>	<b>4</b>
A. Franchisee is an Independent Contractor .....	4
B. Franchisor Is Not in A Fiduciary Relationship with Franchisee .....	4
<b>V. FRANCHISE GRANT .....</b>	<b>5</b>
<b>VI. TERRITORY.....</b>	<b>5</b>
<b>VII. TERM AND RENEWAL OF AGREEMENT .....</b>	<b>12</b>
A. Term .....	12
B. Renewal.....	12
<b>VIII. FRANCHISEE’S INITIAL INVESTMENT.....</b>	<b>13</b>
<b>IX. FRANCHISEE’S INITIAL FRANCHISE FEE / TIMING FOR OPENING.....</b>	<b>13</b>
A. Initial Franchise Fee and Payment .....	13
B. Time Limit for Opening the Business .....	14
C. Cooperation Required.....	15
D. Establishing Additional Franchise Businesses .....	15
<b>X. OTHER FEES.....</b>	<b>15</b>
A. Royalty Fees .....	15
B. System Brand Fee.....	15
C. Local Advertising Requirement .....	16
D. Electronic Funds Transfer .....	16
E. Technology and Software Fee .....	17
F. Website Edits, Updates, Changes, Maintenance and Promotion Fee .....	17
G. Product, Vendor and Equipment Testing Fee.....	18
<b>XI. FINANCING ARRANGEMENTS.....</b>	<b>18</b>
<b>XII. GENERAL OBLIGATIONS OF FRANCHISEE .....</b>	<b>18</b>
A. Follow Operations Manual and Directives of Franchisor .....	18
B. Operate Franchised Business Only.....	18
C. Comply with Laws .....	19



**TABLE OF CONTENTS**  
*continued*

	<u>Page</u>
D. Maintain Confidentiality of Proprietary Information .....	20
E. Maintain and Renovate the Premises .....	21
F. Maintain Competent Staff .....	22
G. Open Business within Time Limit.....	23
H. Operate Business in Strict Conformity to Requirements .....	23
I. Use of Approved Equipment, Products and Vendors.....	28
J. Use Approved Design and Signage for the Premises .....	34
K. Participation in the Operation of the Business .....	34
L. Advertising the Business .....	34
M. Maintain Regular Business Hours.....	35
N. Maintain Uniform Operating Standards.....	35
O. Telephone Number of Business and Website.....	36
P. Disclose Discoveries and Ideas to Franchisor .....	36
Q. Permit Franchisor to Enter the Premises .....	37
R. Additional Requirements for Corporate Franchisee.....	37
S. Selection of Premises .....	39
T. Development and Construction of the Premises .....	41
U. Maintain Appearance of Vehicle.....	42
V. Training .....	43
W. Ongoing Training and Support.....	43
<b>XIII. SPECIFIC OBLIGATIONS OF FRANCHISEE RELATING TO INSURANCE.....</b>	<b>43</b>
A. Overall Coverage Required.....	43
<b>XIV. SPECIFIC OBLIGATIONS OF FRANCHISEE RELATING TO ACCOUNTING AND RECORDS .....</b>	<b>45</b>
A. Bookkeeping, Accounting and Records .....	45
B. Franchisor’s Right to Audit.....	46
C. Method of Payment .....	47
D. Submission of Financial Statements.....	47
E. Disclosure of Financial Statements .....	47
<b>XV. SPECIFIC OBLIGATIONS OF FRANCHISEE RELATING TO USES OF NAMES AND MARKS .....</b>	<b>47</b>
A. Names and Marks are Licensed to Franchisor .....	47
B. Franchisee is Licensed to Use Names and Marks .....	48
C. Franchisee Will Not Challenge Franchisor’s Rights in Its Names and Marks .....	50
D. Ownership of Intellectual Property .....	51
<b>XVI. SPECIFIC OBLIGATIONS OF THE FRANCHISEE RELATING TO CONFIDENTIALITY OF PROPRIETARY INFORMATION .....</b>	<b>51</b>
A. Franchisee Shall Learn Proprietary Matters .....	51
B. Franchisee’s Employees Will Not Disclose Confidential Information .....	52
C. Relationship with Former Franchisees .....	53
D. Injunctive Relief is Available to Franchisor.....	54
E. Franchisor’s Patent Rights and Copyrights .....	54
F. Franchisee Shall Not Contest the Franchisor’s Ownership Right to Any Confidential Information, Trade Secrets, Patents or Copyrights.....	54

**TABLE OF CONTENTS**  
*continued*

	<u>Page</u>
<b>XVII. SPECIFIC OBLIGATIONS OF FRANCHISEE RELATING TO TAXES, PERMITS AND LAWSUITS .....</b>	<b>55</b>
A. Franchisee Must Notify Franchisor of Lawsuits .....	55
B. Franchisee Must Pay Taxes Promptly .....	56
C. Franchisee May Contest Tax Assessments.....	56
<b>XVIII. SPECIFIC OBLIGATION OF FRANCHISEE RELATING TO INDEMNIFICATION.....</b>	<b>56</b>
<b>XIX. MISCELLANEOUS COVENANTS OF FRANCHISEE .....</b>	<b>57</b>
A. Covenants are Independent .....	57
B. Franchisee’s Principals.....	57
C. Franchisee Will Not Compete Against Franchisor.....	57
D. Exception to Covenant Not to Compete.....	58
E. Franchisee Will Not Divert Business .....	58
F. Franchisor Is Entitled to Injunctive Relief .....	58
G. Covenants Are Enforceable Independent of Claims .....	58
H. Set-Off.....	59
I. Disclosure of Contact Information in FDD.....	59
<b>XX. OBLIGATIONS OF THE FRANCHISOR: SUPERVISION, ASSISTANCE AND SERVICES .....</b>	<b>59</b>
A. Training Programs.....	59
B. Website.....	62
C. Premises Selection.....	63
D. Premises Layout and Design .....	63
E. Hiring Employees and Independent Contractors.....	64
F. No Warranties Other than in Writing .....	64
G. Operations Manual .....	65
H. Vendors, Suppliers and Vehicle Appearance Standards .....	65
I. Availability of Equipment, Products and Supplies.....	66
J. Advertising and Promotion .....	66
K. Suggested Pricing for Products and Rates for Services.....	67
L. Business Planning Assistance .....	67
<b>XXI. VARYING STANDARDS .....</b>	<b>68</b>
<b>XXII. RELOCATION, ASSIGNMENT, TRANSFER, SALE OR REPURCHASE OF FRANCHISED BUSINESS .....</b>	<b>68</b>
A. Relocation.....	68
B. General Requirements for Assignment by Franchisee .....	68
C. Transfer, Sell or Assignment by Franchisor and Franchisor’s Right of First Refusal.....	71
D. Transfer Upon Death or Mental Incapacity .....	73
E. Transfer, Sale or Assignment to a Third Party .....	74
F. Resale Assistance of Franchised Business .....	75
<b>XXIII. TERMINATION OF FRANCHISE .....</b>	<b>75</b>
A. Impact of Statutes Upon Franchise Agreement.....	75

**TABLE OF CONTENTS**  
*continued*

	<u>Page</u>
B. Termination by Franchisor with Right to Cure .....	75
C. Termination of Franchise without Right to Cure .....	76
D. Termination by Franchisee .....	80
E. General Effect of Termination .....	80
F. Territory Alteration as An Alternative to Termination .....	80
<b>XXIV. FRANCHISEE’S OBLIGATIONS UPON TERMINATION OR EXPIRATION.....</b>	<b>80</b>
A. Franchisee Shall Cease Using Names, Marks and Patent .....	80
B. Franchisee Shall Cease Operating Business and Refrain from Notifying Customers.....	81
C. Franchisee May Not Adopt Confusingly Similar Names and Marks .....	81
D. Franchisee Shall Cancel Assumed Names and Transfer Phone Numbers.....	81
E. Franchisee Shall Transfer or Terminate Domain Name and Website .....	81
F. Franchisee Must Return Operations Manual and Other Materials .....	82
G. Franchisor May Purchase Assets.....	82
H. Franchisee Must Pay Monies Owed to Franchisor; Liquidated Damages.....	82
<b>XXV. ENFORCEMENT .....</b>	<b>83</b>
A. Franchisee May Not Withhold Payments Due Franchisor .....	83
B. Severability and Substitution of Valid Provisions.....	83
C. Mediation .....	83
D. Arbitration .....	84
E. Rights of Parties Are Cumulative.....	84
F. Judicial Enforcement, Injunction and Specific Performance .....	85
G. Wisconsin Law Applies.....	85
H. Attorney Fees .....	85
I. Binding Effect .....	85
J. Entire Agreement/Integration/No Other Agreements/Manual(s) May Change.....	85
K. Force Majeure .....	85
<b>XXVI. NOTICES.....</b>	<b>86</b>
<b>XXVII. COUNTERPARTS.....</b>	<b>86</b>
<b>XXVIII. TIME IS OF THE ESSENCE .....</b>	<b>86</b>
<b>XXIX. APPROVALS AND WAIVERS.....</b>	<b>86</b>
<b>XXX. AUTHORITY .....</b>	<b>87</b>
<b>XXXI. REPRESENTATIONS AND WARRANTIES BY THE FRANCHISEE.....</b>	<b>87</b>
 SIGNATURE PAGE.....	 88
SCHEDULE 1: AUTHORIZATION AGREEMENT FOR PREARRANGED PAYMENTS.....	89
SCHEDULE 2: PRE-EXISTING BUSINESSES.....	90

**TABLE OF CONTENTS**  
*continued*

	<u>Page</u>
SCHEDULE 3: EXECUTIVE ORDER 13224 AND RELATED CERTIFICATIONS.....	92
SCHEDULE 4: ADA & RELATED CERTIFICATIONS.....	93
SCHEDULE 5: FRANCHISE AGREEMENT: INDIVIDUAL GUARANTY.....	94
SCHEDULE 6: STATEMENT OF OWNERSHIP INTERESTS AND PRINCIPLES.....	97
SCHEDULE 7: COLLATERAL ASSIGNMENT OF LEASE.....	98
SCHEDULE 8: CONFIDENTIALITY AND NON-COMPETE AGREEMENT.....	101



## CCB Enterprises, LLC FRANCHISE AGREEMENT

### PARTIES

**THIS FRANCHISE AGREEMENT** (“Agreement”) is made by and between CCB Enterprises, LLC, an Illinois limited liability company, hereinafter known as “CCBE” or “Franchisor” and the person or entity named above, hereinafter known as “you” or “Franchisee.” If the Franchisee is a corporation or limited liability company, partnership, or other entity, certain provisions of this Agreement also apply to your shareholders, members, partners, or owners. Any such entity may be referred to as an “Entity” and those who own the Entity may be referred to as “Owners.” For ease of reference, CCB Enterprises, LLC will also be referred to as “we,” “us” or “our” in this Agreement. The persons signing as Franchisee or Guarantors may be referenced to herein individually as “you” or “yours” or collectively as “Franchisee.” The Franchisor and Franchisee (sometimes collectively referred to as the “Parties” and individually as a “Party”) are entering into this Agreement to evidence the agreement and understanding between the Parties as follows:

### RECITALS

**WHEREAS**, we have developed standards, specifications, business techniques, and procedures (the “System”) to operate a bathroom remodeling, sales, installation, and service business featuring a variety of bathroom and accessibility products for residential properties. Each TubToday® business will offer: a wide selection of pre-fabricated bathtub and shower units for sale from a variety of different manufactures, specific prefabricated accessibility walk-in tub units, a large selection of bathroom accessibility products (such as safety grab bars, benches, bathtub conversion kits, adjustable shower seats, etc.) and stair lift units for sale (hereinafter referred to as “Products”) in addition to offering onsite consultation and bathroom design services, installation, and our proprietary one-day custom bathroom remodeling services performed by professionally trained technicians, warranty programs, and our proprietary ongoing service guarantee programs (hereinafter referred to as “Services”) at any TubToday® franchised location and other locations at our discretion (hereinafter referred to as the “Franchise,” “Business” “Franchise Business” or “Franchised Business”); and

**WHEREAS**, we identify our System by means of certain trade names, service marks, trademarks, logos, emblems, trade dress, and other indicia of origin, including but not limited to the mark “TubToday®” and all other trade names, service marks, trademarks and trade dress as are now designated (and may in the future be designated by us in writing) for use in connection with the System (the “Names and Marks” or “Names” or “Marks”); and

**WHEREAS**, we have entered into an exclusive license (“License Agreement”) with Nicolas Boatner for the right to use and sublicense to our franchisees the right to use the Names, Marks, and other intellectual property in connection with the operation of a TubToday® business; and

**WHEREAS**, we continue to develop, use, and control the use of such Names and Marks to identify for the public the source of Products and Services marketed thereunder and under our System, and to represent the System’s high standards of consistent quality, appearance, and service; and

**WHEREAS**, we have established substantial goodwill and business value in our Names and Marks, expertise, and System; and

**WHEREAS**, we have the right to license a System, including expertise for conducting and operating a business under the Marks; and

**WHEREAS**, Franchisee desires to obtain a franchise from us for the right to use the Names, Marks and the expertise for operating a TubToday® business, and to obtain the benefits and knowledge of our System including, but without limitation our: Products, Services, specific methods, processes, techniques and procedures when selling Products or providing Services; proprietary service guarantee program and warrant programs, operational procedures, service standards and methods for quality control; specifications for all equipment and products used and strategies for purchasing such items; vendor and supplier relationships, inventory tracking and management system, cost controls and pricing strategies; vehicle specifications and appearance standards with unique and recognizable signage; a franchise website housed within our national website with access to our intranet system that includes access to our proprietary educational platform that contains our video library with training modules to complement your ongoing training efforts; third-party software, photographs, video presentations, contracts and forms; guidelines for hiring, training and retaining employees and independent contractors (if Franchisee chooses to hire independent contractors); proprietary sales presentations, customer acquisition programs; advertising, marketing, social media and promotional strategies and materials; management and record keeping methods, and in general a style, method and procedure of business operation utilizing the Names and Marks as a Franchisee of ours; and

**WHEREAS**, Franchisee recognizes the benefits to be derived from being identified with and licensed by us, and Franchisee understands and acknowledges the importance of our high standards of quality, appearance, and service and the necessity of operating the Business in conformity with our standards and specifications.

**NOW, THEREFORE**, in consideration of the foregoing recitals and other good and valuable consideration, the receipt and sufficiency of which is hereby mutually acknowledged, the Parties hereto, intending to be legally bound, do hereby agree as follows:

**I. FRANCHISEE'S ACKNOWLEDGEMENT OF BUSINESS RISK AND ABSENCE OF GUARANTEE**

Franchisee (and each Owner) hereby represents that it has conducted an independent investigation of our Business and System and recognizes that the business venture contemplated by this Agreement involves business risks, and that its success will depend upon Franchisee's abilities as an independent businessperson. We expressly disclaim the making of, and Franchisee acknowledges that it has not received any, warranty or guarantee, express or implied, as to the potential volume, revenues, gross income, margins, profits, or success of the Business contemplated by this Agreement. Franchisee further acknowledges that none of our employees, or agents has any authority to make any statement, warranty, or guaranty of the potential volume, revenues, gross income, margins, profits or success of the Business contemplated by this Agreement, and that we have expressly instructed all of our employees not to make any warranty, guaranty, statement, or representation regarding the potential volume, revenues, gross income, margins, profits or success of the Business contemplated by this Agreement. Franchisee acknowledges that Franchisee has been given the opportunity to clarify any provision of this Agreement that Franchisee may not have initially understood and that we have advised Franchisee to have this Agreement reviewed by an attorney. Franchisee hereby releases us, our employees, shareholders, members, directors, managers, our affiliated companies, and agents from liability based on such representations or agreements, to the extent permitted by law or regulation.



Franchisee acknowledges that we have not made, and do not hereby make, any representation or warranty as to potential revenues, income, margin, gross income, profits, volume or success of the Franchise or merchantability, performance, accuracy of informational content, system integration, quality of any computer programs that we may provide the Franchisee, condition, fitness or suitability for the Franchisee's purposes of any component of the System, or any other representation or warranty with respect to the System. We shall not be liable to Franchisee for, nor shall Franchisee's obligations hereunder be affected by, any loss, claim, liability, cost, damage or expense of any kind caused, or alleged to be caused, directly or indirectly, by the System, or by an inadequacy of the System for any purpose, or by any defect in, the use or maintenance of, any repairs, servicing or adjustments of, or any interruption or loss of service or use of, the Business, or any loss of business, profits, consequential or other damages of any nature.

## **II. FRANCHISEE'S ACKNOWLEDGMENTS CONCERNING RECEIPT AND THOROUGH EVALUATION OF AGREEMENT**

Franchisee acknowledges having received, read, and understood this Agreement, the Franchise Disclosure Document, and attachments to each. Franchisee further acknowledges that we have accorded Franchisee with ample time and opportunity to consult with independent legal counsel and other advisors of its own choosing concerning the potential benefits and risks of entering into this Agreement. Franchisee acknowledges that Franchisee has received a completed copy of this Agreement, attachments, and schedules (collectively referred to as the "Schedules") referred to herein, and agreements relating hereto, as well as the entire Franchise Disclosure Document, at least fourteen (14) calendar days prior to the date on which this Agreement was executed or money was paid by Franchisee for the franchise.

Franchisee acknowledges that it has read and understands this Agreement, the Schedules and any agreements relating thereto, and that Franchisee has been advised by our representative to consult with an attorney or advisor of Franchisee's own choosing about the potential benefits and risks of entering into this Agreement prior to its execution.

Franchisee acknowledges that any statements, oral or written, by us or our agents preceding the execution of this Agreement were for informational purposes only and do not constitute any representation or warranty by us. The only representations, warranties, and obligations we have made are those specifically set forth in the Franchise Disclosure Document and this Agreement. Franchisee must not rely on, and the Parties do not intend to be bound by, any statement or representation not contained therein.

Franchisee acknowledges that we will not provide or designate locations for Franchisee (this Business can be operated home-based or out of a small industrial or warehouse space with a small showroom), we will not provide financial assistance to Franchisee, and we have made no representation that we will buy back from Franchisee any equipment, products, supplies, technology items (such as computer, laptops, printers, modems, etc.), furnishing and fixtures, vehicle (including vehicle graphics) and signage (if applicable), purchased by Franchisee in connection with the Business, except where we are otherwise required by law or regulation to buy back such items upon expiration or termination of this Agreement.

## **III. NO PROJECTED OR FORECASTED FRANCHISE SALES, PROFITS OR EARNINGS**

Franchisee, and each Party executing this document hereto, acknowledges that neither we nor any of our officers, directors, employees or agents have made, and Franchisee has not received or relied upon, any express or implied oral, written, or visual information, representations, assurances, warranties, guarantees, inducements, promises or agreements concerning the actual, average, projected or forecasted franchise sales, revenues, profits, earnings or likelihood of success that Franchisee might expect to achieve from operating the Business (defined as "Financial Performance Representations"). Furthermore, we do

not authorize any agent, officer, director, or employee of ours to make any Financial Performance Representations.

#### **IV. RELATIONSHIP OF THE PARTIES**

##### **A. Franchisee is an Independent Contractor**

During the term of this Agreement, and any renewals or extensions hereof, the Franchisee shall hold itself out to the public as an independent contractor operating its business pursuant to a franchise from us. Franchisee agrees to take such affirmative action as may be necessary, including, without limitation, exhibiting multiple public notices of that fact, the content and display of which we shall have the right to specify. For example, such notices shall be provided on letterhead, business cards, bank account names, bank checks, and signs at the place of business. Franchisee is responsible for collecting and remitting Social Security, Medicare, unemployment contributions and/or any other mandated county, state, or federal obligations on behalf of its employees. Franchisee acknowledges that we have no responsibility to ensure that Franchisee's Business is developed and operated in compliance with all application of laws, ordinances, and regulations, and that we shall have no liability in the event the development or operation of the Business violates any law, ordinance, or regulation.

##### **B. Franchisor Is Not in A Fiduciary Relationship with Franchisee**

It is understood and agreed by the Parties hereto that this Agreement does not establish a fiduciary relationship between them, and that nothing in this Agreement is intended to constitute either Party as an agent, legal representative, subsidiary, joint venture, partner, employee, or servant of the other for any purpose whatsoever. In addition, we shall not have any fiduciary relationship to the Franchisee by virtue of the facts that we may operate a System Brand Fund (as defined in Section X.B of this Agreement).

It is understood and agreed that nothing in this Agreement authorizes the Franchisee, and the Franchisee shall have no authority, to make any contract, agreement, warranty, or representation on our behalf, or to incur any debt, bond, indenture, promissory note or other obligation in our name; and that we shall in no event assume liability for, or be deemed liable hereunder or thereunder as a result of any such action; nor shall we be liable by reason of any act or omission of the Franchisee in its conduct of the Business or for any claim or judgment arising therefrom against the Franchisee or us.

The Franchisee represents, warrants and agrees as follows: the Franchisee is duly organized and is in good standing in all jurisdictions where legally required in order to carry on its business, has duly authorized the execution, delivery and performance of this Agreement and all other documents contemplated hereby, which are, or upon signing, will be binding on the Franchisee, do not and will not contravene any other instrument or agreement to which the Franchisee is a party, and there is no pending litigation, tax claim, lien, encumbrance or mortgage, proceeding or dispute that may adversely affect the Franchisee's financial condition or impair its ability to perform its obligation under the terms of this Agreement.

It is understood that Franchisee will have sole responsibility for its employees and independent contractors (if Franchisee chooses to hire independent contractors) and all acts of its employees and independent contractors in addition to all employment-related decisions involving wages, benefits, hours of work, scheduling, hiring, firing, discipline, supervision, record keeping, withholding income tax, Social Security contributions, Medicare contributions, unemployment fund contributions and all other terms and conditions of employment (as described in Section XII.F). Franchisee must disclose to each of its employees and independent contractors in writing, in a form approved by us in advance, that we are not a "joint employer" of the Franchisee's employees. The Franchisee acknowledges that we do not control the

Franchisee’s personnel policies, including establishing wage and hour requirements, hiring, firing, setting wages, disciplining, supervising, and record keeping of employees (and independent contractors).

**V. FRANCHISE GRANT**

We hereby grant to Franchisee, upon the terms and conditions herein contained and subject to this Agreement, the right, license, and privilege, and Franchisee hereby accepts a franchise under the terms and conditions set forth herein for the right to operate a TubToday® Business that has been assigned a protected territory (referred to as the “Territory”) for the entire term of this Agreement, with the right to use solely in connection therewith our Names and Marks, Products, Services, advertising and marketing methods, and our System, as all may be changed, improved and further developed from time to time only in the accepted territory as set forth in Section VI and provided the Franchisee shall adhere to the terms and conditions hereof.

It is understood and agreed that, except as expressly provided herein or any other agreement that is executed, this franchise grant does not include the right of Franchisee to sub franchise.

Except as provided in this Agreement, Franchisee shall be free to use the materials provided by us in the manner that Franchisee, in Franchisee’s sole and absolute discretion, deems most appropriate for the operation of a TubToday® Franchise, provided that Franchisee shall not violate any applicable law, regulation, or provision of this Agreement in exercising such discretion.

**VI. TERRITORY**

Franchisee is not granted an exclusive territory. The Territory is a protected marketing territory as defined in this Agreement. The Franchise Business shall be: within the state of \_\_\_\_\_ in the county(ies) of \_\_\_\_\_. If the actual Franchise Business address has not yet been chosen, the initial Territory will be defined from the following crossroads: \_\_\_\_\_ and \_\_\_\_\_. The final Territory will be defined from the actual Franchise Business address once chosen.

**The specific location (“Accepted Location”) from where the Business will be operated will be:**

\_\_\_\_\_

**The Territory is defined by the following numbered zip codes:**

_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

**The total population for the above zip codes is:** \_\_\_\_\_

Franchisee must operate the Business, offer, and sell all Products and perform all Services within the Franchisee's Territory. If the Parties do not select a Territory (area in which franchisee wants to conduct business) prior to the signing of this Franchise Agreement, then they shall agree to it at a later date, under the terms of this Agreement. Failure to agree on a Territory and/or failure of Franchisee to open the Business for operation within sixty (60) days after the execution of this Agreement will permit us to terminate this Agreement, as provided in Section XXIII.C. The Territory, under the terms of this Agreement, is a defined population ranging from seven hundred fifty thousand (750,000) to one million two hundred fifty thousand (1,250,000) persons, but it could be less. We reserve the right to, in our sole discretion, change, modify or grant a territory that is larger or smaller than the population described above, in order to account for more densely or sparsely populated areas. The Territory will be determined with the approval of us at the time of the execution of the Agreement. Franchisee can sell Products to anyone from anywhere, however all Services must be performed within Franchisee's Territory (as defined above) and under unique circumstances, Franchisee may be able to perform Services in other geographic areas outside its Territory with written permission by us (as described below). Franchisee may conduct business at special events (such as: community events, home shows, trade shows, promotional events, festivals, etc.) to sell Products and promote Services as long as such events are within Franchisee's Territory. However, Franchisee may be able to conduct business at special events or perform Services in unassigned geographic areas outside its Territory with written permission by us as further discussed below. The Territory includes the specific location where the Business is based (referred to as "Premises").

The term "Premises" means the location or locations of the Business from which one or more of the following are being performed:

- a) The storage of any equipment, products, supplies and/or vehicles used in association with the Business;
- b) Where Franchisee's employees and/or independent contractors (if Franchisee chooses to use independent contractors) might meet at the beginning of the day before they go to service customers;
- c) Franchisee maintains one or more of the following: a telephone, fax, email, or postal address of the Business at this location;
- d) Franchisee advertises the address, telephone, fax or email address or any other contact information for the location;
- e) Franchisee keeps accounting records for all or any part of the Business (excluding any home office or office space of any independent contractor, salesperson, accountant, or payroll service used by the Franchisee); and
- f) The location is responsible for generating more than fifty percent (50%) of the Gross Revenues. As defined in the Agreement, "Gross Revenue" shall include all revenue accrued from the sale of all Products and performance of Services in, at, upon, about, through or from the Business, whether for cash, credit or for barter and regardless of collection in the case of credit, and income of every kind and nature related to the Business. Gross Revenue also includes fair market value for any service or product Franchisee receives in barter or exchange for its Products and/or Services, the retail value of any discounted and/or complimentary (free) Product and/or Service given or provided to customers in addition to all insurance proceeds and/or condemnation awards for loss of sales, profits, or business. However, Gross Revenue shall not include: (i) service fees for

credit card transactions; (ii) revenues from any sales taxes or other add on taxes collected from customers by Franchisee for transmittal to the appropriate taxing authority, (iii) gratuities paid to Franchisee's employees; (iv) the amount of cash refunds the Franchisee in good faith provides to its customers; and (v) the retail value of any donated and complimentary (free) Services or Products offered to customers or employees up to a maximum of one percent (1%) of Gross Revenues for the Business. For clarity, in no event may Franchisee exclude or deduct from Franchisee's Gross Revenues more than the one percent (1%) under circumstances as described above. We have the right to change, modify or discontinue Franchisee's ability to exclude donated and complimentary Services and/or Products, from Franchisee's Gross Revenue calculation for any reason whatsoever upon ninety (90) days' written notice to Franchisee. The sale and delivery of all Products away from the Business, the sale of Products on any alternative channel of distribution (such as on the Internet, mobile devices, etc. if we authorize you to sell Products on an alternative channel of distribution in the future) or Services performed outside its Territory (all of which need our approval) is included in computing Gross Revenue.

If not determined when this Agreement is executed, Franchisee is responsible for selecting the location for the Premises within the designated Territory specified above and in accordance with this Agreement.

The Territory will be determined by population, demographics of the surrounding area, competition, business potential (such as: number of residential homes, number of multi-family homes, age of residential homes and the senior population in the area), availability of appropriate sites, reasonable rents, or other conditions important to the successful operation of a Franchised Business as we deem appropriate. The Territory is determined once a location is chosen and approved by us and will not be altered even if there is a population increase or decrease during the term of this Agreement. The Territory is not dependent upon achievement of certain revenues, sales volume, profitability, market penetration or any other contingency. The boundaries of the Territory described above shall be determined by major topographical features which clearly define contiguous areas such as: streets, highways, freeways or other roadways, rivers, streams, mountains, and underdeveloped land. We determine the size and boundaries of the protected Territory.

Franchisee must operate its Business within the specific Territory as identified in this Section VI. If not determined when this Agreement is executed, Franchisee is responsible for selecting the site for the Accepted Location within the designated Territory specified above and in accordance with this Agreement. Whether Franchisee chooses to operate the business from home or out of a location (such as a small industrial or warehouse space) we must approve the location of Premises within the Territory in writing, especially prior to Franchisee becoming obligated on a lease (if applicable). Franchisee may not operate the Business from any other location including any business other than a TubToday® Business within the accepted Territory that has been set forth in this Agreement or made part hereof by an addendum attached to this Agreement. However, Franchisee's salespersons are authorized to operate out of their home office. A salesperson's home office is defined as a secondary work space located in the salesperson's principal residence from which the salesperson conducts business and communications. A salesperson's home office is not considered a Business Premises so long as the salesperson does not advertise its home office in any way as an authorized Tub Today® location and does not meet any customer or third party at its home. Franchisee's salespersons may list their respective mobile phone numbers and will be required to have Franchisee's Business telephone number and Business addresses on their business cards, stationery, and other business forms so long as such information meets our standards and guidelines as outlined in our manuals and other written materials.



Franchisee shall not relocate the Premises within its Territory, without our prior written consent (specified in Section XXII.A). We shall not establish, nor license another party or entity to establish, a TubToday® business within Franchisee's Territory outlined above. If Franchisee decides to open additional Businesses and buys the rights to additional Franchises, then those separate franchise agreement(s) will dictate the terms of the applicable territory (a separate Franchise Agreement is required for each additional Business as defined in Section IX.D of this Agreement). If a geographical area is unassigned, we have the right to sell or assign it, or part of it, at any time, without notice to Franchisee and Franchisee might not have right of first refusal or the option to buy the territory that was formally unassigned.

Franchisee is encouraged to directly advertise and market Products and promote Services within its Territory. Franchisee may accept business, sell Products (which includes shipping Products), and perform Services to anyone so long as: (i) such sales do not result from any direct solicitation activities by Franchisee outside its Territory; (ii) the Products Franchisee sells are sold or shipped from the Accepted Location and/or sold at special events within its Territory (as described below); and (iii) all Services are performed within its Territory. Franchisee is encouraged to conduct special events to promote its Business (such as: community events, home shows, trade shows, promotional events, festivals, etc.) so long as such special events are performed within its Territory. Under certain circumstances, Franchisee may be granted permission to conduct business at special events in other geographical areas outside its Territory (as further described below). We, company-owned locations, and other franchisees also reserve the same right to sell and ship Products to anyone who comes from anywhere and provide Services within our/their respective area or territory without compensation to Franchisee. Franchisee is prohibited from soliciting and marketing in general to anyone by any means outside Franchisee's Territory and cannot perform any target marketing ("Target Marketing") into any other territory of another franchisee. The term "Target Marketing" means a concerted effort by a Franchisee to solicit and obtain customers by any type of advertising or marketing directed at all or a portion of another franchisee's territory, company-owned business, or unassigned area. Franchisee acknowledges that Franchisee cannot perform any type of Target Marketing outside Franchisee's Territory. We shall use commercially reasonable efforts to address any Franchisee that violates this policy. Failure of Franchisee to refrain from Target Marketing, as described above, may result in termination of this Agreement as specified in Section XXIII.C.

Franchisee is prohibited from selling Products and promoting Services through any alternative channels of distribution (such as Websites as defined below) without our written approval. If Franchisee is granted permission to sell Products or promote its Services through an alternative channel of distribution in the future, per our written approval, Franchisee may sell Products to anyone from anywhere without compensation to other franchisees or company-owned businesses so long as all Products are sold and shipped from its Business and all Services are performed within its Territory. We, other franchisees, and company-owned businesses reserve the same right to sell and ship Products to anyone even if within Franchisee's Territory without compensation to Franchisee. Our response to Franchisee's request to offer Products and promote Services through an alternative channel of distribution will be made by email or any other form of written communication within thirty (30) days after we receive it. Approval may be revoked in our sole discretion.

If Franchisee is asked to conduct special events (such as: community events, home shows, trade shows, promotional events, festivals, etc.) or perform Services in geographical areas in which there is another franchisee, Franchisee must refer that request to the TubToday® business in that geographical area or directly to us. Whether the other TubToday® business is a franchise or company-owned business, Franchisee must not conduct business at special events or perform Services in that geographical area unless the other TubToday® business consents in writing for Franchisee to conduct business at such special event or to perform such Services and when that is the case Franchisee must inform us in writing then can immediately proceed. If there is not a TubToday® business in that geographical area, then Franchisee must submit a written request to us to conduct business at such special event or perform Services and upon our



written approval can proceed. We shall approve or deny Franchisee's request to conduct business at special events in other geographical areas not owned by us, our affiliates, or other franchisees, which approval is in our sole discretion, within three (3) business days of Franchisee's written request. Our response to Franchisee's request will be made by email or any other form of written communication. Approval may be revoked in our sole discretion. However, Franchisee must be prepared to immediately cease conducting business at such special event and/or cease performing Services in that other geographical area when that unassigned area is purchased or assigned to someone else. We and other franchisees and company-owned businesses must refer special events and customers that request Services within Franchisee's Territory to Franchisee and also reserve the same right to perform Services to customers who are within Franchisee's Territory if it is determined to be in the customer's best interest.

If during the term of the Franchise Agreement, Franchisee is unable to promptly and properly provide Products and/or perform Services, Franchisee must refer that customer to another franchise, company-owned business, or us. If Franchisee fails to refer customers and special events, as described herein, we will have the right to terminate this Agreement, Section XXIII.C. For any default of this Agreement which triggers our ability to terminate, as an alternative to termination, we have the right, in our sole discretion, to modify or completely eliminate any rights Franchisee may have with respect to the protected status of the Territory, effective ten (10) days after delivery of written notice to Franchisee.

We encourage TubToday® franchises, when owned by different individuals, to work out a referral relationship and an advertising strategy if they are within close proximity of each other. We must be notified in writing of all such arrangements and give our approval.

We may, from time to time, establish certain programs for the benefit of franchisees and the System whereby TubToday® franchisees will be permitted to offer Products and Services in accordance with the specifications described in any particular program established by us. Currently in effect is our proprietary Service Guarantee Program (as defined in Section XII.H of this Agreement) and National Account program. The National Account program is defined as follows:

- a) The term "National Account" means a special class of customers which may include but are not limited to large businesses, national organizations or non-profit organizations with outlets located in multiple territories and government agencies who on their own behalf or through agents, franchisees or other third parties owns, manages, controls or otherwise has responsibility for buildings or common-services in more than one location whose presence is not confined within any one particular franchisee's Territory regardless of the aggregate contract amount of Products and/or Services the Franchisee provides and/or performs. Any dispute as to whether a particular customer is a National Account shall be determined by us in our sole and absolute discretion and our determination shall be final and binding;
- b) We shall have the exclusive right, unless otherwise specifically delegated in writing, on behalf of ourselves, Franchisee and/or any other franchisees utilizing our Marks, to negotiate and enter into agreements or approve forms of agreement to use the facilities of a National Account or to offer Products and Services to National Account customers, including any affiliate, company owned or franchised locations within the Territory;
- c) Following the execution of a contract with or the acceptance of a bid by a National Account customer which contemplates the provision of Products or Services to one or more National Account locations within the Territory, we will, if Franchisee is qualified and not in default under any terms of this Agreement and any Schedules, provide Franchisee the option to offer Products and/or perform Services pursuant to the terms and conditions of the National Account contract or on such terms and conditions as we in our sole discretion determine;

- d) If Franchisee elects not to provide Products and/or Services to a National Account customer in conformity with the terms and conditions of the National Account bid or contract, or fails to make an election within the time specified by us, of being offered the opportunity by us, we shall have the right, exercisable in our sole discretion, to:
- i. Provide directly or through any other affiliate, franchisee or company-owned business utilizing our proprietary marks, Products and/or Services to the National Account customer location(s) within the Territory on the terms and conditions contained in the National Account bid or contract; and/or
  - ii. Contract with another party to provide such Products and/or Services to the National Account customer location(s) within the Territory on the terms and conditions contained in the National Account bid or contract between us and the National Account customer, utilizing our proprietary Marks or any trademarks, service marks or trade names.
- e) Neither the direct provision by us (or a franchisee, affiliate or agent of ours) of Products or Services to National Accounts as authorized in (i) above, nor if we contract with another party to provide such Products and/or Services as authorized in (ii) above, shall constitute a violation of Section VI of this Agreement relating to the protected status of the Territory, even if such Products are sold and delivered and/or Services are performed within the Territory. Franchisee disclaims any compensation for Products sold or Services performed by others in the Territory pursuant to this section.

Franchisee's rights in the Territory are exactly (and only) as expressly set forth in this Section VI. Except as expressly provided in this Agreement, Franchisee has no right to exclude, control or impose conditions on any specific locations, operation, or otherwise of present or future TubToday® (or any other brand) units or distribution channels of any type, franchised or company-owned, regardless of their location or proximity to the Business and whether or not they provide Products or Services within the Territory. Franchisee does not have any rights with respect to other and/or related businesses, Products and/or Services, in which we or any of our related persons or entities may be involved, now or in the future.

Any rights not expressly granted to the Franchisee are reserved to us. Such rights reserved to us include but are not limited to the following:

- 1) Own and/or operate ourselves, and/or authorize others to own and/or operate:
  - a) Any kind of business in the Territory which is not substantially similar to a TubToday® business, whether or not using the Marks and System and on any terms and conditions we deem appropriate; and
  - b) Any kind of business outside of the Territory, including, without limitation, TubToday® businesses, whether or not using the TubToday® Marks and System and on any terms and conditions we deem appropriate;
- 2) Develop, manufacture, distribute and sell TubToday® labeled and branded (or any other brand) products or equipment (whether or not competitive) to anyone located anywhere (including within the Territory) using any channel of distribution (including, but not limited to, home improvement stores, discount retail stores or other similar venues and other channels of distribution such as television, mail, catalog sales, wholesale to unrelated retail outlets or over the Internet);

- 3) Develop or become associated with other concepts (including dual branding and/or other franchise systems), whether or not using the TubToday<sup>®</sup> System and/or the Marks, and award franchises under such other concepts for businesses located and/or operating anywhere. If we become associated with a business within Franchisee's Territory that uses our Marks and System, we will make commercially reasonable efforts to maintain the protected status of Franchisee's Territory;
- 4) Acquire, be acquired by, sell our assets, sell our stock, membership interests or units, or partnership units to, merge, affiliate with or engage in any transaction with other businesses (whether competitive or not), located anywhere. Such transactions may include (but are not limited to) arrangements involving competing businesses and brand conversions (to or from the TubToday<sup>®</sup> Marks and System). Franchisee agrees to participate at its expense in any such conversion as instructed by us. However, if we acquire or merge with a business within Franchisee's Territory that is similar to a TubToday<sup>®</sup> business, we will make commercially reasonable efforts to maintain the protected status of Franchisee's Territory;
- 5) We may choose in our Business Judgment (as defined in Section XXI of this Agreement) to advertise and sell Products and offer Services through the Internet and other similar venues (no matter where the customer is located) to promote the System. The Internet is a channel of distribution we reserve to ourselves exclusively, and Franchisee may not independently market on the Internet or conduct e-commerce without our prior written consent; and
- 6) Acquire any Websites utilizing a domain name incorporating our Marks and one or more of the words: accessibility, affordable, bathroom, day, easy, durable, home, one, install, residential, sell, service, shower, solution, system, today, trust, tub, or value. The term "Website" includes: the Internet as well as other electronic sites (such as social networking sites including, but not limited to, Facebook, Twitter, Instagram, LinkedIn, Pinterest, Yelp, and blogs). Currently Franchisee is authorized to participate on Facebook, Twitter, Instagram, and Yelp. Other than Facebook, Twitter, Instagram, and Yelp Franchisee shall not establish a Website on the Internet using any domain name containing the words listed above or any variation thereof. Franchisee acknowledges that we have all right, title and interest in and to such domain names, websites, and content, as we shall designate in the Operations Manual. Franchisee must comply with our requirements regarding discussing, advertising, or disseminating any information, or otherwise having a presence on a Website, regarding the Business. If we approve a separate Website (which we are not obligated to do), then each of the following provisions will apply: (i) Franchisee may neither establish nor use any Website without our prior written approval; (ii) before establishing any Website, Franchisee must submit to us, for our prior written approval, a sample of the proposed Website, including its domain name, format, visible content (including, without limitation, proposed screen shots), and non-visible content (including meta-tags), in the form and manner we may require and all such work must be performed by us, our affiliates or approved vendors; (iii) Franchisee must not use or modify a Website without our prior written approval; (iv) Franchisee must comply with the standards and specifications for Websites that we may periodically prescribe in the Operations Manual or otherwise in writing; and (v) if we require, Franchisee must establish hyperlinks to our website and other Websites; and (vi) neither Franchisee nor any of its employees shall post any information regarding us or the System, on any Website or any internet site, without our prior written approval, nor any disparaging statement either during or after termination or expiration of the Agreement. Further Franchisee shall monitor its employees to avoid them making any such postings. We retain the right to pre-approve Franchisee's use of

linking and framing between the Franchisee's website and all other Websites. The Franchisee shall, within five (5) days, dismantle any blogs, frames and links between the Franchisee's website and any other Websites, if and as requested by us.

We may provide Franchisee with options, rights of first refusal or similar rights to acquire additional franchises in other areas or areas contiguous to the Territory. Franchisee's Territory may be altered during the initial term, but only: (i) by mutual consent in writing from both Franchisee and us; (ii) at the time of transfer or renewal as a condition to transfer or renewal; (iii) for any default of this Agreement which triggers our ability to terminate as described above; or (iv) after our merger or other reorganization that involves assuming a similar type of business as Franchisee's, after we have made reasonable efforts to preserve Franchisee's Territory.

## **VII. TERM AND RENEWAL OF AGREEMENT**

### **A. Term**

The franchise herein granted for a TubToday<sup>®</sup> Franchise, shall be for a term of ten (10) years commencing from the date of execution and acceptance (the "Effective Date") of this Agreement by us and subject to earlier termination as herein provided.

### **B. Renewal**

Franchisee shall have the option to renew this Agreement one (1) additional term of five (5) years, provided we are still offering franchises at that time, and further subject to the following conditions, all of which must be met prior to renewal:

1. Franchisee shall give us written notice of its election to renew not more than twelve (12) months and not less than six (6) months prior to the end of the then current term. We will respond to Franchisee's written notice to renew no later than thirty (30) days after receipt of such notice by email or any other form of written communication;
2. Franchisee must not be currently in default under any provision of the Agreement, any amendment hereof or successor hereto, or any other agreement between us and Franchisee, and Franchisee shall have complied with all the terms and conditions of all such agreements during the terms thereof;
3. Franchisee's right to renew is contingent on satisfactory performance of and full compliance with this Agreement and any renewal agreement. We may refuse to renew or extend the Franchise if: (a) Franchisee has failed to use its best efforts to operate the Franchised Business to our satisfaction, as determined by us at our sole discretion; (b) the Franchise is terminable by law, regulation, or under this Agreement; (c) Franchisee fails to give timely written or email notice of its exercise of its renewal option; (d) we are withdrawing from franchising in the geographic market Franchisee serves; (e) Franchisee fails to satisfy our then-current standards for new franchisees; or (f) Franchisee has been in default of this Agreement more than three (3) times during the entire three (3) or five (5) year term of this Agreement.
4. Franchisee shall have satisfied all monetary obligations owed by Franchisee to us and our affiliates, if any, and shall have timely met these obligations throughout the previous term;

5. Franchisee shall execute, before the renewal term, our then-current form of Agreement, which agreement shall supersede this Agreement in all respects, and the terms of which may differ from the terms of this Agreement. We will charge Franchisee a renewal fee which is equal to twenty-five percent (25%) of the then current initial franchise fee, which renewal may be for the same protected area as outlined in Section VI, or Territory, above;
6. Franchisee shall comply with our then-current qualification and training requirements;
7. Franchisee must execute a general release, in a form prescribed by us as described in Section XXII.B of this Agreement, of any and all claims against us and our affiliates, and their respective officers, directors, agents and employees, if such release is not in conflict with any local, state, or federal laws; and
8. Whether Franchisee operates the Business home-based or out of a small industrial or warehouse space with a small showroom, Franchisee shall upgrade, remodel and/or refurbish the Premises (both inside and outside) and maintain all vehicles in order to meet our then-current standards. All floor displays and signage (if applicable), vehicle graphics and all technology items (such as computer, laptops, printers, modems, etc.) that are necessary to operate the Business as determined by us, in our sole discretion, and located at the Premises must be updated to meet our then-current requirements. All remodeling, modernization, redecoration, or replacements (if applicable) will be completed at Franchisee's expense in accordance with our specific standards and specifications.

#### **VIII. FRANCHISEE'S INITIAL INVESTMENT**

Franchisee's initial investment will vary depending upon the time of year when Franchisee starts operating its Business, if Franchisee chooses to lease a location (such as a small industrial or warehouse space) rather than operate home-based, size of the Franchisee's facility and build-out expenses (if applicable; whether or not Franchisee purchases new or used equipment, furnishing and fixtures; amount of equipment, products and supplies Franchisee purchases; if Franchisee purchases either a new or used vehicle; prevailing wage rates, number of employees Franchisee hires, implementation of a marketing plan, Franchisee's management skills, economic conditions, competition in the surrounding area and other factors.

Franchisee hereby certifies that he or she has reviewed the estimated initial investment and start-up costs as detailed in the Franchise Disclosure Document and has sufficient cash resources available to meet said expenses. These start-up costs include the initial franchise fee.

#### **IX. FRANCHISEE'S INITIAL FRANCHISE FEE / TIMING FOR OPENING**

##### **A. Initial Franchise Fee and Payment**

By executing this Agreement, the applicant agrees to become a Franchisee and pay an "Initial Franchise Fee" in the amount of thirty-five thousand dollars (\$35,000) for a TubToday<sup>®</sup> business. This Initial Franchise Fee includes the right to operate a TubToday<sup>®</sup> Franchise within a protected territory that serves a population ranging from seven hundred fifty thousand (750,000) to one million two hundred fifty thousand (1,250,000) persons, determined by zip code and census (with the final agreed upon Territory as described in Section IV of this Agreement). The Initial Franchise Fee includes a website housed within our national website that includes access to our intranet system that houses our proprietary educational platform and provides ongoing announcements and templates for print and marketing materials to support the Business; access to a self-study program (and related materials) to be completed prior to Franchisee



attending our initial training program; our proprietary operations manual (and other materials), a comprehensive two (2) week initial training program at our corporate headquarters and up to five (5) days of onsite assistance and guidance at Franchisee's location for either pre-opening or grand opening assistance.

The Initial Franchise Fee is due upon execution of this Franchise Agreement. The Initial Franchise Fee is uniform as to all persons currently acquiring a Franchise and is non-refundable. The Initial Franchise Fee shall be paid in a lump sum in United States funds and shall be deemed fully earned upon the opening of the Business for the deliverables as described above in Section IX.A.

**B. Time Limit for Opening the Business**

Franchisee shall maintain its Business in accordance with the provisions and requirements of Section XII hereof, must complete our initial training program and have the Business operational to start selling Products and/or offering and performing Services (the "Opening") within sixty (60) days of the date of execution of this Agreement (the "Opening Date"). This includes securing a lease that has been approved by us (if Franchisee chooses to open a location such as a small industrial or warehouse space for the Business as described in Section XII.S). Prior to the Opening, it is Franchisee's responsibility to obtain all necessary licenses and permits needed to perform the Services. We may, in our discretion, grant Franchisee one thirty (30) day extension past the allotted time within which to have its Business operational.

Upon Franchisee's failure to agree on a Territory, complete our initial training program within sixty (60) days from the Effective Date and/or have its Business operational as described above, we may, at our sole discretion, terminate the Franchise and this Agreement and retain all fees paid by Franchisee, without breach of this Agreement as specified in Section XXIII.C.

During the term of this Agreement, the Accepted Location shall be used exclusively for the purpose of operating a franchised TubToday® business. In the event the Premises shall be damaged or destroyed by fire or other casualty, or be required to be repaired, Franchisee shall commence the required repair of the Premises within thirty (30) days from the date of such casualty or notice of such governmental requirement (or such lesser period as shall be designated by such governmental requirement), and shall complete all required repairs as soon as possible thereafter, in continuity, but in no event later than ninety (90) days from the date of such casualty or requirement of such governmental notice. The minimum acceptable appearance for the restored Premises will be that which existed just prior to the casualty; however, every effort should be made to have the restored Premises include the then-current image, design, and specifications of a TubToday® business.

As between us and the Franchisee, the Franchisee shall bear the entire risk of any damage, loss, theft, or destruction to the Premises from any cause whatsoever or requisition of the Premises by any governmental entity or the taking of title to the Premises by eminent domain or otherwise (collectively, "Loss"). The Franchisee shall advise us in writing within ten (10) days of any such Loss. No such Loss shall relieve the Franchisee of the obligation to pay Royalty Fees and all other amounts owed hereunder. In the event of any such Loss, we, at our option, may: (a) if the Loss has not materially impaired the Premises (in our reasonable Business Judgment), require that the Franchisee, upon our demand, place the Premises in good condition and repair reasonably satisfactory to us as mentioned above; or (b) if the Loss has materially impaired the Premises and is substantially destroyed (in our sole judgment), we may require the Franchisee to repair the existing Premises or find an alternative location within the Territory within thirty (30) days. We may extend this period an additional thirty (30) days at our discretion and failure of Franchisee to comply may result in termination of this Agreement. We may choose at our option if the Loss materially impairs the Franchised Business, to relieve the Franchisee of all obligations under this Agreement, and the Franchisee must return to us all items related to the System (including all materials)



and we have the first right of refusal to purchase all Assets (as described in Section XXIV.G), but any such purchase price will be reduced to account for the Loss the Franchisee incurred.

It is understood and agreed that, except as expressly provided herein or pursuant to a separate executed agreement, this Agreement includes no right of Franchisee to sub-franchise.

C. Cooperation Required

Franchisee shall cooperate reasonably with us to ensure that the various actions occur, which is necessary to obtain acceptance by us of the Business location. In particular, Franchisee shall furnish any pertinent information as may be reasonably requested by us regarding Franchisee's business and finances.

D. Establishing Additional Franchise Businesses

If Franchisee desires to establish and operate additional TubToday® businesses, we may in our sole discretion, grant Franchisee the right to operate additional Businesses for a reduced Franchise Fee of ten thousand dollars (\$10,000) per each additional Business. Franchisee must meet minimum conditions: (a) Franchisee must have satisfied our then-current qualifications and training requirements; (b) Franchisee must execute our then-current franchise agreement; and (c) Franchisee must not be in default of any terms of this Agreement plus any other requirements to purchase an additional franchise.

X. OTHER FEES

A. Royalty Fees

In addition to the Initial Franchise Fee described in Section IX above, the following recurring or isolated payments are required to be made by the Franchisee. The Franchisee shall pay to us a "Royalty Fee" of six percent (6%) of Gross Revenues (Gross Revenues is defined in Section VI) per calendar month, or a flat fee of one thousand dollars (\$1,000.00), whichever is greater, which begins once the Business is deemed open for operation. Franchisee's Business is deemed open for operation immediately after (specifically the day after) completing our initial training program. The Royalty Fee is due on the fifth (5<sup>th</sup>) day of each month (for the prior month) and is to be received as we specify in writing. The Royalty Fee is uniform as to all persons currently acquiring a Tub Today® franchise and is nonrefundable. If the Franchise Agreement is terminated, Franchisee may be required to continue such royalty payments as described in Section XXIV.H.

Any payment or report not actually received by us on or before the specified date shall be deemed overdue. If any payment is overdue, in addition to the right to exercise all rights and remedies available to us under this Agreement, Franchisee shall pay us, in addition to the overdue amount, interest on such amount from the date it was due until paid at the lesser of the rate of one and a half percent (1.5%) per month or the maximum rate allowed by the laws of the State in which Franchisee's business is located or any successor or substitute law (referred to as the "Default Rate"), until paid in full.

B. System Brand Fee

Franchisee will pay a System Brand Fee equal to one percent (1%) of Gross Revenues per calendar month to be paid in the same manner as the royalty obligation that begins immediately after the Franchisee's Business is deemed open for operation and continues for the term of the Agreement (as defined in Section X.A). The System Brand Fee can be increased by us and such increase will not exceed three percent (3%) of Franchisee's Gross Revenue per month in any calendar year. If we increase the System Brand Fee, Franchisee will be given ninety (90) days' notice prior to such increase.

The System Brand Fee is to be received by us on or before the fifth (5<sup>th</sup>) day of each month for the prior month. This fee will be deposited into our System Brand Fund (the “Fund”) for ongoing technology, new equipment and product development, and such national advertising (including media production costs) or public relations programs as we, in our sole discretion, may deem appropriate to promote our Marks. The Fund may also be used for local franchisee group advertising or marketing and Franchisee advisory council expenses; local, regional, national, or international advertising or marketing; administration of advertising and marketing (including salaries, accounting, collection, legal and other costs), related expenses and any media (including media production costs) or agency costs. We will direct all such programs, and will have sole discretion over the creative concepts, materials, endorsements, and media used in such programs, and the placement or allocation of such programs. We reserve the right to determine in our sole discretion the composition of all geographic territories and market areas for the implementation and development of such programs. TubToday<sup>®</sup> businesses owned or operated by us will contribute on the same basis to the Fund.

We may disclose the identity of vendors who pay promotional allowances to us upon request and only after Franchisee’s signing of an appropriate non-disclosure agreement. If we require Franchisee to buy items from a vendor who pays these allowances, we may do one of the following: (i) place all or some of the allowances in the Fund or (ii) spend them directly on related advertising. This does not apply to fees we receive from purchases that are not required to be made by Franchisee from a specified source. We are not obligated to spend more on advertising and marketing than the amount of the Fund. Any unspent balance in the Fund at the end of the year may be carried over to later years and used for the purposes described in this Agreement. Neither we nor any of our shareholders, members, managers, or directors has any fiduciary duty to the Franchisee regarding any System Brand Fund.

Franchisee’s failure to pay required advertising contributions is a material breach of this Agreement, subjecting Franchisee to all remedies at law and as set forth in this Agreement. We may also delete Franchisee from advertising or marketing initiatives we may implement without notice if Franchisee fails to timely remit its System Brand Fee.

C. Local Advertising Requirement

Franchisee must spend a minimum of two thousand five hundred dollars (\$2,500) per calendar month on local advertising and promotion, in addition to payment of the System Brand Fee required outlined in Section X.B. This local advertising requirement starts immediately after the Franchisee’s Business is deemed open for operation (as defined in Section X.A). We shall have the right to approve or disapprove any advertising proposed for use by Franchisee. For clarity, the amount of money Franchisee spends to pay its salesperson does not count towards its local advertising requirement. Franchisee may choose to advertise its Business any way it chooses so long as such advertising and marketing materials are approved by us (as described in Section XII.L) and are in the format as specified in our operations manual.

D. Electronic Funds Transfer

We reserve the right to require Franchisee to remit fees and other amounts due to us hereunder via electronic funds transfer or other similar means utilizing our approved computer system or otherwise. If we notify Franchisee to use such payment method, Franchisee agrees to comply with procedures specified by us and/or perform such acts and deliver and execute such documents including the attached Schedule 1 “Authorization Agreement for Prearranged Payments” for direct debits from Franchisee’s business bank operating account, as may be necessary to assist in or accomplish payment by such method. Under this procedure Franchisee shall authorize us to initiate debit entries and/or credit correction entries to a designated checking or savings account for payments of fees and other amounts payable to us and any interest and related processing fees charged due thereon. Franchisee shall make funds available to us for

withdrawal by electronic transfer no later than the due date for these payments. If Franchisee has not timely reported the Business's Gross Revenue to us (as defined in Section VI) for any reporting period, then we shall be authorized, at our option, to debit Franchisee's account in an amount equal to (a) the fees transferred from Franchisee's account for the last reporting period for which a report of the Business's Gross Revenue was provided to us as required hereunder or (b) the amount due based on information retrieved from our approved computer system or software (whichever is greater).

E. Technology and Software Fee

Franchisee is required to use a specific third-party customer relationship management software program for the operation of the Business. This software program is specific to the home improvement industry that manages all customer information, provides job costing, scheduling, reporting, and customer follow up functionality and integrates well with other third-party software programs. The software fee for the usage and ongoing support of such program is currently eight hundred to eight hundred twenty-five dollars (\$800-\$825) per month regardless of the number of end users or the size of Franchisee's database. Customer relationship management software fees are paid to our approved vendors.

It is Franchisee's responsibility to install, maintain and upgrade any hardware necessary to operate the software described above, including networking, at its own expense. The use of these third-party software programs, as described above, may require Franchisee to sign a third-party license agreement. Franchisee will have sole authority and control over the use of all such software, day-to-day operations of the Business and its employees. At no time, will Franchisee's employees be deemed to be employees of ours. Franchisee acknowledges that all software fees may be changed in response to any increase in the United States Consumer Price Index; if we, our vendors, or the manufacturers of such software make more functionality and/or features available; or if we or our affiliates believe that conditions in the overall economy or in the market for such software functionality warrant any change in fees. We, at our sole discretion, may change such software requirements (including fees, programs, codes and/or vendors) at any time and we will provide Franchisee with ninety (90) days' written notice to implement such changes; however Franchisee recognizes that we have no control if our affiliates, approved vendors, or manufacturers of such software increase the monthly fees as outlined above. Franchisee acknowledges that Franchisee must comply with such changes in software requirements at its own expense. If Franchisee fails to use our approved customer relationship management software as described above and/or fails to comply with such software fee requirements as stated above, such failure will be deemed a material breach of this Agreement subjecting Franchisee to all remedies at law and as described in Section XXIII.C of this Agreement.

F. Website Edits, Updates, Changes, Maintenance and Promotion Fee

We, our affiliates and/or approved vendors will perform all website changes, updates, content revision and perform all website promotions over the Internet for Franchisee. Franchisee will pay a rate of sixty-five to one hundred twenty-five dollars (\$65-\$125) per hour (or current fair market rates) to us, our affiliates, or approved vendors for such services. Any requests for changes, edits or updates to Franchisee's website or any type of website promotion over the Internet must be approved by us in writing and the work is to be performed by either us, our affiliates, or approved vendors. We shall approve or deny Franchisee's request, which approval is in our sole discretion, within thirty (30) days of receipt of Franchisee's written request by email or any other form of written communication. We may change such website maintenance, update, and promotion requirements, at our sole discretion, and Franchisee shall have ninety (90) days after receipt of our written notice within which to adhere to the new website maintenance, update, and promotion requirements at Franchisee's expense, without any liability to us. If Franchisee fails to comply with our website maintenance, update and promotion requirements within the timeframe mentioned above, such failure may be deemed a material breach of this Agreement subjecting Franchisee to all remedies at law and as set forth in this Agreement.

G. Product, Vendor and Equipment Testing Fee

Franchisee must obtain our written approval for any type of equipment, products, supplies, services, or vendors to be used in the Business (to the extent not then on our list of approved products, vendors, suppliers, or equipment and as described in Section XII.I of this Agreement). We will have thirty (30) days following the receipt of Franchisee's written request to approve or disapprove proposed equipment, products, supplies, services, or vendors. Such approval or disapproval shall be made by e-mail or any other form of written communication. Franchisee will pay a fee for our approval of any product, vendor and/or supplier or piece of equipment that Franchisee wishes to sell or use in the operation of the Business which may also require third party testing. The fee is one hundred dollars (\$100) for a single product, vendor and/or supplier that Franchisee wishes to sell, use and/or substitute in the Business. The fee is three hundred dollars (\$300), or the actual cost incurred by us for any piece of equipment that Franchisee wishes to sell or use in the Business. We may waive these fees if the products, vendors, suppliers, or equipment that the Franchisee selects meet our requirements and make it on our approved list of products, vendors, suppliers, or equipment for all franchise locations. Franchisee also acknowledges that any additional cost for third party testing is Franchisee's responsibility.

**XI. FINANCING ARRANGEMENTS**

Franchisee hereby acknowledges that financing is the responsibility of the Franchisee. We do not finance or guarantee the obligations of the Franchisee for a TubToday® Business. The Initial Franchise Fee is due and payable upon execution of this Agreement and as set forth in Section IX.A of this Agreement.

**XII. GENERAL OBLIGATIONS OF FRANCHISEE**

A. Follow Operations Manual and Directives of Franchisor

Franchisee agrees that use of our System and adherence to our Operations Manual (the "Operations Manual" or "Manual"), in compliance with our standardized design and specifications for offering Products, performing Services, décor, floor displays and signage (if applicable and operating out of a location), vehicle appearance standards and uniformity of the Business are essential to the image and goodwill thereof. The Manual contains mandatory and suggested specifications for the Business, standards and operating procedures and further define Franchisee's obligations under this Agreement. We may change or add to the Manual to reflect changes in our image, specifications and procedures and methods of operation and will lend Franchisee copies of any changes or additions. Franchisee shall cooperate and assist us with any consumer or marketing research program that we may institute from time to time. Franchisee's cooperation and assistance shall include, but not be limited to, test marketing new Products, Services, purchasing a reasonable quantity of products or equipment to be tested, providing communication with us regarding such testing programs, the distribution, display and collection of customer surveys, customer comment cards, questionnaires, evaluations, and similar items.

B. Operate Franchised Business Only

Franchisee shall use the System and the Names and Marks provided to Franchisee by us for the operation of the Business and shall not use them in connection with any other line of business or any other activity. Neither Franchisee, nor any of its employees or independent contractors (if Franchisee chooses to use independent contractors), may conduct any other business other than that authorized pursuant to this Agreement, without our prior written approval. Neither Franchisee, nor any of its employees, may conduct any activity in the Business or in connection therewith which is illegal or which could result in damage to the Names and/or Marks or our reputation and goodwill. Franchisee will not allow the Franchised Business to be used for any immoral, unethical, unauthorized, or illegal purpose.

Franchisee must conduct all business through its TubToday® Business unless otherwise approved by us in writing. Franchisee must disclose to us any pre-existing businesses and if Franchisee is converting its existing business into a TubToday System® Business, Franchisee agrees to sign and deliver to us, along with a signed copy of this Agreement, Schedule 2 “Pre-Existing Businesses,” attached to this Agreement.

C. Comply with Laws

Franchisee shall comply with all federal, state, and local laws, ordinances, consumer protection laws and regulations, wage and hour laws, labor laws, Workers’ Compensation and unemployment laws, zoning laws, transportation laws, health and safety ordinances, laws and regulations that may be required for full and proper operation of the Business franchised under this Agreement in Franchisee’s state of operation. In some states and/or counties, Franchisee may be required to obtain a general contractor’s license, plumber’s contractor license, home improvement license or certification or some other type of license or certification in order to perform the Services. In addition, some states and counties require that stairlifts be installed by a licensed elevator contractor. If Franchisee does not have such license or certification and is in a state or county that requires such license and/or certification mentioned above, Franchisee must either obtain such license and/or certification or must hire (or partner with) an individual that has such license or certification, and such license or certification must remain in good standing throughout the term of this Agreement. Franchisee must comply with all industry specific license requirements. If Franchisee’s license (such as a general contractor’s license, plumber’s contractor license, home improvement license or certification, elevator contractor license or some other type of license or certification depending on what Franchisee’s state and/or county requires) or its partner’s license or certification (or anyone representing Franchisee’s interest) is revoked, suspended, or restricted or an action is instituted by any governmental agency, Franchisee must immediately notify us in writing. Franchisee shall also furnish us with copies of certificates and endorsements evidencing that such required license or certification (such as any of the ones listed above) is valid within ten (10) days after each of the following events (i) at any renewal period and (ii) at all instances of any change to, addition to or replacement of any partner or person who represents Franchisee’s interest. Failure to maintain (including any lapse, alteration, or cancellation of) Franchisee’s or its partner’s state or county required license or certification (or anyone representing Franchisee’s interest); if such license or certification is revoked, suspended or restricted; and/or if any action is instituted by any governmental agency all of which require immediate notice to us, shall, in our sole discretion, be deemed a material breach of this Agreement as set forth in Section XXIII.C.

Franchisee must also comply with all consumer protection laws and regulations, including compliance with federal and/or state solicitation laws, including telemarketing (for example, the “do not call” registry), email solicitation, privacy and consumer credit and collection laws that are generally applicable to all businesses that sell directly to the end-user. Additional laws include but are not limited to: wage and hour laws, child labor laws, Workers’ Compensation and unemployment laws, laws relating to non-discrimination in hiring and accessibility, zoning laws, transportation laws, fire codes and building construction, health and safety ordinances, Occupational Safety and Health Administration (“OSHA”), Equal Employment Opportunity Commission (“EEOC”), Federal Trade Commission (“FTC”) laws and other laws and regulations that may be required for full and proper operation of the Business franchised under this Agreement in Franchisee’s state of operation. There are also many state and local laws and regulations detailing how to define independent contractors for different purposes, such as tax, effect of applicable employment laws, unemployment compensation and worker’s compensation that Franchisee is responsible for knowing. In addition, with respect to credit card transactions and customer information obtained through credit card usage, Franchisee agrees to diligently comply with all laws and rules regarding such usage and Franchisee will protect the privacy of credit card customers and must be at all times compliant with the payment card industry data security standards (“PCI Compliant”). Copies of all subsequent inspection reports, with regard to the conduct of the Business which indicates the Franchisee’s failure to meet or maintain governmental standards, or less than substantial compliance by the Franchisee



with any applicable law, rule, or regulation, shall be forwarded to us within five (5) days of the Franchisee's receipt thereof. Franchisee agrees to indemnify us under Section XVIII of this Agreement which includes any claims arising out of Franchisee's failure to perform Franchisee's obligations as described above.

It is Franchisee's sole responsibility and absolute obligation to research all applicable federal, state, and local laws and regulations governing the operation of a TubToday® Business. Our standards may exceed any and all of the requirements of any laws and regulations. We make no representations or assurances as to what licenses, permits, bonds (some states may require Franchisee to be bonded prior to performing any Services), certifications, authorizations or otherwise will be required for Franchisee in the Franchisee's State or Territory in connection with a TubToday® Business. We may provide assistance and guidance to Franchisee when obtaining permits, bonds, certifications, and authorizations; however, it is Franchisee's sole responsibility to identify and obtain all permits, bonds, certifications, and authorizations necessary for operation. Franchisee agrees to maintain high standards of honesty, integrity, fair dealing, and ethical conduct in all Business activities.

Franchisee shall agree to comply and/or assist us in our compliance efforts, as applicable, with any and all laws, regulations, Executive Orders or otherwise relating to antiterrorist activities, including without limitation the U.S. Patriot Act, Executive Order 13224, and related U.S. Treasury and/or other regulations. In connection with such compliance efforts, Franchisee agrees not to enter into any prohibited transactions and to properly perform any currency reporting and other activities relating to the Franchised Business as may be required by law. Franchisee is solely responsible for ascertaining what actions must be taken by Franchisee to comply with all such laws, orders and/or regulations, and Franchisee specifically acknowledges and agrees that Franchisee's indemnification responsibilities as provided in Section XVIII pertain to Franchisee's obligations hereunder. Franchisee agrees to sign and deliver to us, along with a signed copy of this Agreement, the attached Schedule 3 "Executive Order 13224 and Related Certifications."

The TubToday® Business can be operated home-based, however Franchisee can also choose to operate out of a location (such as a small industrial or warehouse space with a small showroom). If Franchisee operates the Business out of a location, such location is to be operated in compliance with all local, state, and federal laws, including (without limitation) the American with Disabilities Act ("ADA"). Even though we may help to design the Business space, Franchisee is responsible for compliance with all applicable federal, state, and local laws and regulations concerning access by customers with disabilities. Any required modifications to the Business are Franchisee's sole responsibility and expense. Franchisee agrees to execute and deliver to us an ADA Certification in the form attached to this Agreement as Schedule 4 "ADA & Related Certifications" before Franchisee opens the Business and to confirm and certify that the Business and any proposed renovations comply with the ADA requirements.

D. Maintain Confidentiality of Proprietary Information

Neither Franchisee nor any of its owners, members, managers, partners, shareholders, officers, directors, agents, or employees, except as required in the performance of the duties contemplated by this Agreement, may disclose, or use at any time, whether during the term of this Agreement or thereafter, any confidential and proprietary information disclosed to or known by Franchisee or any such person as a result of this Agreement. Such information, includes, but shall not be limited to, confidential matters, trade secrets, such as our: Products and Services offered in addition to specific operational strategies, methods, processes and techniques when performing Services; proprietary service guarantee program and warranty programs, specifications for all products and equipment used in addition to strategies for securing all such items; vendor and supplier relationships, cost and pricing strategies, inventory management systems; service standards, operational procedures to manage high volume, safety and quality control; build out and design specifications with unique décor, color scheme, floor displays and signage (if operating out of a location);



guidelines for hiring, training and retaining employees and independent contractors (if you choose to hire independent contractors) a proprietary educational platform that houses our video library of proprietary training modules and courses (which includes curriculum, lesson plans and workshops) to complement Franchisee's ongoing training efforts; vehicle appearance standards (including vehicle graphic specifications), website, intranet system, third-party software, Operations Manual, photographs, video presentations, forms, contracts, record keeping and reporting methods; proprietary sales presentations and customer acquisition programs; advertising, marketing, social media and promotional strategies and materials in addition to proprietary information conceived, originated, discovered, or developed by Franchisee or by any employee of Franchisee which is not generally known in the trade or industry about our Products or Services, including information relating to discoveries, ideas, purchasing, accounting, website development and design, marketing and selling of Products and execution of Services (collectively referred to as "Confidential Information" and further defined in Section XVI.A of this Agreement).

Franchisee further acknowledges that the Confidential Information was unknown to Franchisee prior to negotiation for and execution of this Agreement and that the unique and novel combination of "know how" and methods developed by us and licensed to Franchisee for the operation of a TubToday® Business are particular to the home improvement industry conducted by a TubToday® Business. Franchisee agrees to take all steps necessary, at Franchisee's expense, to protect against the disclosure and dissemination of the Confidential Information to any other person both during the term of this Agreement and subsequent to the termination or expiration of this Agreement without our prior written consent.

Franchisee further agrees that it will not contest in any litigation, arbitration, mediation or in any other matter our ownership rights to any or all of the above Confidential Information.

E. Maintain and Renovate the Premises

Franchisee shall at all times maintain the Premises in a clean, orderly condition and in first class repair in accordance with all maintenance and operating standards set forth in the Manual. Franchisee shall make, at Franchisee's expense, all additions, repairs, replacements, improvements, and alterations that may be determined by us to be necessary so that the vehicles and Premises (if applicable) which are viewed by the public will conform to the uniform corporate image, as may be prescribed by us from time to time. Franchisee shall undertake and complete such additions, repairs, replacements, improvements, and alterations within the time and under the terms and conditions, which we may reasonably specify.

If at any time, in our sole and absolute discretion, the general state of repair, appearance or cleanliness of the Premises or its equipment, fixtures, furnishings, floor displays and signage (if operating out of a location such as a small industrial or warehouse space) and vehicle graphics does not meet our standards, Franchisee expressly agrees that we have the right to notify Franchisee, specifying the action Franchisee must take to correct the deficiency. If Franchisee does not initiate action to correct such deficiencies within ten (10) days after Franchisee receives notice from us, and then does not continue in good faith and with due diligence, a bona fide program to complete any required maintenance and refurbishing, we have the right, in addition to all other remedies, to enter the Premises (only if operating out of an industrial space, warehouse space or any type of location other than Franchisee's home) and do any required maintenance or refurbishing on Franchisee's behalf, and Franchisee agrees to reimburse us on demand for any expenses we incur.

Franchisee shall maintain and renovate the Premises at its expense, to conform to our design, trade dress, color schemes, and presentation of Marks consistent with our designated image, including, without limitation, remodeling, redecoration, and modifications to existing improvements (if applicable).

F. Maintain Competent Staff

We will create and make available to Franchisee and its Owners, if Franchisee is an Entity, training programs and other selected training materials as we deem appropriate. Franchisee must staff a position to have day-to-day supervision for the operation and management of the Business (referred to as “Operations Manager”). Franchisee’s Operations Manager must devote all of his or her time and effort to the personal supervision of the Business, must be present at the Business whenever it is open for operation and must use his or her best efforts in the operation of the Business. Franchisee’s Operations Manager must have successfully completed our mandatory training and meet our then-current standards. The Operations Manager may, but need not, be Franchisee or one of the Owners of the Business; however, this does not relieve Franchisee of its responsibility. This Manager must have any license or certification as may be required by Franchisee’s state and/or county (such as a general contractor’s license, plumber’s contractor license, home improvement license or certification, elevator contractor license or certification Franchisee’s state requires) as described in Section XII.C. Franchisee’s Operations Manager must be readily and continuously available to us. Franchisee will keep us advised, in writing, of all management personnel involved in the operation of the Business and upon termination of its Operations Manager, Franchisee must appoint a successor within sixty (60) days. Franchisee must replace and train a replacement Operations Manager (who we may disapprove in our sole and absolute discretion) in accordance with our training program, at its expense. Replacement Operations Managers or any other manager may attend our training program for a fee and subject to space availability. Currently, the fee is one hundred fifty dollars (\$150) per person per day plus Franchisee’s expenses as described in Section XX.A of this Agreement. Franchisee or its Operations Manager is responsible for all travel, room, board, and food. We have the right to require that Franchisee’s Operations Manager be at the Business for any inspection we, our affiliates, or third parties conduct.

Franchisee acknowledges that it is Franchisee’s sole and absolute responsibility to hire and train all salespersons, technicians, administrative staff, etc. (“Employees”) to sell Products and perform Services according to our standards as outlined in the Operations Manual and Section XX.E of this Agreement. Franchisee, any Employee, and independent contractor Franchisee uses (if Franchisee chooses to hire independent contractors) are prohibited from providing any type of service that require certain certifications or licenses that have not been approved by us in writing. Franchisee must ensure that anyone performing Services and representing Franchisee’s interest have valid licenses and certifications as required by its state and failure of Franchisee to adhere to these guidelines will result in termination of this Agreement as described in Section XII.C. Franchisee is also required to hire a minimum of one full time salesperson within thirty (30) days once the Business is deemed open for operation (as described in Section X.A) and must keep one full time salesperson on staff for the entire term of this Agreement. The salesperson may, but need not, be the Franchisee or one of the Owners of the Business. Franchisee will keep us advised, in writing, of any changes to its full-time salesperson involved in the Business. Upon termination of Franchisee’s full-time salesperson, Franchisee must hire another full-time salesperson within thirty (30) days. Franchisee must replace and train a replacement full time salesperson at its expense. Failure of Franchisee to have one dedicated salesperson that is either the Franchisee or one of its Owners or to hire and maintain a minimum of one full-time salesperson as described above may result in termination as described in Section XXIII.C. As Franchisee hires Employees and independent contractors (if Franchisee chooses to use independent contractors), Franchisee can negotiate any rate for such services that is consistent with applicable federal and state laws and regulations. Franchisee is solely responsible for all employment decisions and functions including hiring, firing, establishing wage and hour requirements, disciplining, supervising, and record keeping. Franchisee acknowledges that at no time will Franchisee or any of its Employees or independent contractors be deemed to be employed by us.

Franchisee must not use unethical tactics to recruit Employees or independent contractors. Franchisee shall properly hire Employees (subject to applicable employee protection laws) and independent

contractors (if Franchisee chooses to use independent contractors) which include carefully screening Employees and independent contractors by the use of background checks, before employing them or before sending them to customers to perform Services (specifically that go to job sites), to ascertain fitness for employment. Specifically, Franchisee is encouraged to use its best efforts, including taking every action required by applicable laws related to background checks of persons working in the Business, to ensure that no person is employed who has a record of child molestation or abuse, fraud, embezzlement, theft, immoral conduct, drug, alcohol or substance abuse; criminal behavior or any other pattern of conduct which might jeopardize the welfare of the customers or reflect adversely on the reputation of us or the System. Franchisee will indemnify us (as described in Section XVIII) for all claims arising out of or relating to Franchisee's use of independent contractors, its Employees and Franchisee's hiring, firing and discipline decisions regarding employees including payment of wages, overtime, and any applicable benefits.

Franchisee will require its Employees and independent contractors (if Franchisee chooses to use independent contractors) to wear uniform dress bearing our Names and Marks while working at the Business and while servicing customers. Such uniform dress shall be of the design and color as we may prescribe from time to time, as set forth in the Operations Manual.

G. Open Business within Time Limit

Time is of the essence. Franchisee must have the Business operational the day after completing our initial training program which must be completed within sixty (60) days after the execution of this Agreement. Prior to Opening, Franchisee shall complete, to our satisfaction, all preparations of the Business in accordance with specifications set forth in the Operations Manual and other written materials; obtain any license or certification or must hire (or partner with) an individual that has such license or certification as required by Franchisee's state (as described in Section XII.C); if operating out of a location rather than home-based then complete to our satisfaction all the build-out and preparations of the Business in accordance with specifications set forth in the Operations Manual, and as required by local governmental agencies (including: installation of all furnishings, fixtures, floor displays and signage); the acquisition of all equipment, vehicle and vehicle graphics (as described in Section XII.H), technology items (such as computers, laptops, printers, modems, etc.), an inventory of products and supplies, complete the self-study program we provide to Franchisee and complete our initial training program; and provision to us of all required local information, artwork and photos for the completion of the Franchisee's website.

H. Operate Business in Strict Conformity to Requirements

Franchisee shall operate the Business, offer, and sell all Products and perform all Services in strict conformity with such standards, techniques, and procedures as we may from time to time prescribe in the Operations Manual, or otherwise in writing, and shall not deviate without our prior written consent. In addition, Franchisee agrees to purchase all equipment (as defined in Section XII.I) and technology items (such as computers, laptops, printers, modems, etc.) and agrees to operate, service, repair, maintain and clean all such items according to our standards as outlined in the Operations Manual. Franchisee must keep all equipment and technology items in clean and good working order at all times and purchase only approved parts to repair its equipment and technology items from our approved vendors and suppliers. All maintenance to the equipment and technology items that cannot be completed by Franchisee must be performed by our approved vendors. Unless otherwise agreed by us in writing, in no event shall Franchisee use any piece of equipment that is more than ten (10) years old; and technology items that are more than ten (10) years old. Franchisee agrees to replace all equipment and technology items at Franchisee's expense as such items (i) become obsolete or inoperable; or (ii) if, in our sole discretion, replacement is necessary because of new functionality, change in software, change in methods of service or because of health or safety considerations. Franchisee has ninety (90) days after Franchisee receives written notice from us to either remove or replace such equipment and/or technology items. Failure of Franchisee to remove, replace

and/or maintain its equipment and technology items as described above may result in termination as described in Section XXIII.C of this Agreement.

Franchisee is required to use, offer, sell, and perform only approved Products and Services in the manner and style we specify, which may, from time to time, be amended or modified in writing, designated, and approved by us. Franchisee acknowledges that: (i) all Products can be sold to anyone from anywhere so long as such Products are sold from Franchisee's Accepted Location or at special events within its Territory; and (ii) all Services must be executed according to our standards and performed only within the Franchisee's Territory as described in Section VI. Prior to opening the Business for operation, Franchisee must adequately supply its Business with an assortment of equipment, products, and supplies; and use all such equipment, products and supplies in accordance with our specifications (as described in Section XII.I). Franchisee will also be required to offer all programs, such as our proprietary service guarantee program ("Service Guarantee Program") and warranty program ("Warranty Program") and abide by the policies for such programs as developed by us. The term "Service Guarantee Program" is defined as a promise to redo Services for the customer at no charge under pre-defined circumstances as determined by us. The term "Warranty Program" is defined as a manufacturer's warranty for specific products used to perform Services that warrants against material defects with a promise to replace the specific product at no cost as determined by the manufacturer.

We will provide Franchisee with a written list of all Products, Services and programs Franchisee is required to offer in its Business during the initial training program. Nothing in this Agreement shall be construed to be a promise or guarantee by us as to the continued existence of a particular Product, Service, or program; nor shall any provision herein imply or establish an obligation on our part to reinstate any Product, Service or program discontinued by us or for any liability to Franchisee for any loss of revenue incurred by Franchisee as a result of our decision to discontinue a particular Product, Service, or program. Franchisee agrees that we have the right, in our sole discretion, to change, modify, add, or discontinue any approved Product, Service or program and specifications at any time, in our sole discretion. Franchisee promises to promptly accept and implement, in the operation of the Business, all such additions, modifications and changes at Franchisee's expense within ninety (90) days of receiving such notice. Additional products, services, or programs Franchisee desires to sell and/or offer in its Business must be authorized in writing by us (as described in Section XII.I). Failure of Franchisee to adhere to our approved Products, Services, and programs that Franchisee is authorized to sell, offer, and perform according to our standards and specifications and/or to adhere to any additions, modifications or changes to such standards and specifications after receiving written notice from us (as described above) will be considered a material breach of this Agreement and we, in our sole discretion, may terminate this Agreement as described in Section XXIII.C.

Franchisee cannot implement, offer, or sell any other product, service or program unless approved by us in writing. We will respond to Franchisee's request to implement, sell, or offer a new product, service or program by email or any other form of written communication within thirty (30) days from the date the request is received. Such approval or disapproval shall be made by e-mail or any other form of written communication. We shall have the right to require, as a condition of our approval and review, that Franchisee submit to us all materials and supporting documentation describing the product, service or program Franchisee wishes to implement, offer and/or sell in its Business. The cost of such investigation for approval shall be paid by the Franchisee (if applicable), and we shall have no liability for denying Franchisee's request. Failure of Franchisees to adhere to these guidelines will result in termination of this Agreement as specified in Section XXIII.C.

Franchisee must have a reliable pickup truck with an enclosed trailer, van, or a box van (referred to as "Vehicle") to perform Services and travel to job sites. Franchisee can purchase any type of used or new Vehicle for its Business; however, we require that all Vehicles meet our vehicle appearance standards

(which include vehicle graphic specifications). Franchisee can use its existing Vehicle so long as such Vehicle meets our appearance standards. Our Vehicle appearance standards will be given to Franchisee during the initial training program. Unless otherwise approved by us, we require that any Vehicle Franchisee operates must not be more than twenty (20) years old and must meet our appearance standards as outlined in the Operations Manual. Franchisee is responsible for the cost of the Vehicle and installation of all vehicle graphics. Vehicle graphics must be purchased from us, our affiliates or approved vendors or suppliers. Franchisee must maintain the Vehicle as outlined in Section XII.U of this Agreement.

Franchisee must accept credit and debit cards and may choose to use other payment systems and check verification services as specified by us, which we may change from time to time. Franchisee will honor any incentive, coupon, rewards, or loyalty programs, which we may institute from time to time, and Franchisee shall do so in compliance with our standards and procedures for such programs to the extent permitted by the laws of Franchisee's state. These programs may include, without limitation, membership programs, repetitive use for service and/or product programs, co-op programs and other local and national activities. Franchisee's full and complete participation in such programs is required. Except as otherwise provided herein, compliance and participation shall be at Franchisee's expense.

Franchisee agrees to fully comply with all mandatory specifications, standards, operating procedures and rules in effect which may change from time to time relating to: offering and selling Products and performing Services and programs (such as our Service Guarantee and Warranty Programs); safety, maintenance, cleanliness, Vehicle appearance standards (including vehicle graphics) and appearance of the Business including all furnishings, fixtures, floor displays, décor and signage (if operating out of a location such as a small industrial or warehouse space); usage of: equipment, technology items, customer relationship management software and other third-party software as may be required by us. Franchisee must comply with our required procedures for selling Products, executing Services, and must purchase all equipment and products only from our approved vendors (as described in Section XII.I). Additional equipment, products, and vendors Franchisee desires to purchase, use or offer for sale in its Business must be authorized in writing by us (as described in Section XII.I). Franchisee is prohibited from selling Products and promoting Services through alternative channels of distribution (such as on Websites); however, if given permission to do so, as described in Section VI, Franchisee must adhere to our Website standards as outlined in the Operations Manual. If Franchisee is given permission, which we are not obligated to grant, to sell Products and promote Services through an alternative channel of distribution, all Products can be sold to anyone from anywhere so long as such Products are sold from the Accepted Location or special events within Franchisee's Territory; and all Services must be performed only within Franchisee's Territory. Other than having a presence on Facebook, Twitter, Instagram and Yelp, Franchisee is not permitted to sell Products or promote Services in any other media or alternative channels of distribution, whether now known or hereinafter invented. If Franchisee attempts to sell Products or promote Services through any alternative channel of distribution (other than having a presence on Facebook, Twitter, Instagram, and Yelp as described above) without our prior written permission, such action will be considered a breach of this Agreement and may result in termination of this Agreement as described in Section XXIII.C.

Franchisee is encouraged to accept the referral of any customer from another franchisee, company-owned business or us who desires to receive Products or Services from Franchisee. If Franchisee chooses not to accept the referral, then we may provide such Products and/or Services directly or through another franchisee or third party without compensation to Franchisee. We encourage all TubToday® businesses, when owned by different individuals, to work out a referral arrangement. Franchisee can perform Services and provide Products to anyone, as described in Section VI of this Agreement.

Franchisee must respond promptly to all inquiries and complaints in order to achieve customer satisfaction. If Franchisee does not provide its customers or accounts with satisfactory service and/or fails



to resolve complaints at the time the complaint is registered; or if Franchisee violates operating standards or this Agreement, we may, in addition to our other remedies, complete the services and bill the Franchisee or Franchisee's customer for our services. Franchisee shall reimburse us for any expense incurred. In addition, there may be other System oriented programs designed to promote to the public the quality care and service provided by a TubToday® business that we may wish to implement on a system-wide basis and advertise and market. Franchisee shall be required to participate in the then-current specials or promotions as may be developed by and as may be modified periodically by us, in our sole discretion.

We may institute various programs designed to verify customer satisfaction and/or Franchisee's compliance with all operational and other aspects of the System, including (but not limited to) a toll-free number, online surveys, comment cards, secret shoppers or otherwise. We will share results of such programs with Franchisee as they pertain to Franchisee's Business and Territory and Franchisee will reimburse us for all costs associated with any and all such programs in the event that Franchisee is not in compliance with this Agreement and the System.

Franchisee recognizes that one of our primary methods of communication with Franchisees is through emails, text messages, announcements and/or memos we may periodically publish and distribute through our intranet system provided to Franchisees on our website. Franchisee is responsible for knowing all of the information contained in the emails, text messages, announcements, memos, and the intranet system and complying with any standards and specifications provided within them. We may establish and change the standards and specifications for the operation of Franchisee's Business through such emails, text messages, announcements, memos, and intranet system. The intranet system houses our online educational platform that houses our video library and proprietary training modules and courses (including curriculum, lesson plans and workshops) intended to complement Franchisee's efforts in training its Employees. All training modules and courses within our educational platform are owned by us and licensed to you. Franchisee will be provided with access to our online educational platform during the initial training program and there will be no ongoing usage fees. Nothing in this Agreement shall be construed to be a promise or guarantee by us as to the continued existence of our online educational platform or a particular training module or course; nor shall any provision herein imply or establish an obligation on the part of us to reinstate our online educational platform or any type of training module and/or course if discontinued by us or for any liability to Franchisee for any loss of revenue incurred by Franchisee as a result of our decision to discontinue our online educational platform or a particular training module or course. Franchisee agrees that we have the right, in our sole discretion, to change, modify, add, or discontinue our online educational platform or any training module or course at any time, in our sole discretion. We will have no obligation for the hosting of the intranet system (for example if hosting company goes down or shuts down the intranet system for maintenance or security reasons) or to maintain the intranet system indefinitely and may dismantle it at any time without notice and liability to Franchisee and the following will apply:

1. We have established policies and procedures for use of the intranet system. These policies, procedures and other terms of use may address issues such as (i) restrictions on the use of abusive, slanderous or otherwise offensive language in electronic communications; (ii) restrictions on communications between or among franchisees that endorse or encourage breach of any agreement with us; (iii) confidentiality of materials that we transmit; (iv) password protocols and other security procedures; (v) grounds for suspending, or revoking Franchisee's access to the intranet system; (vi) restrictions on copyright and other intellectual property infringement matters; and (vii) a privacy policy governing our access to and use of electronic communications that franchisees submit on the intranet system. Franchisee acknowledges that as administrator of the intranet system, we can access and view any communication that anyone posts on the intranet system. Franchisee further acknowledges that the intranet system and all communications that are posted to it will



become our property, free of any claims of privacy or privilege that Franchisee or any other person may assert.

2. Franchisee agrees to purchase and install all necessary additions to its computers and/or laptops and to establish and to continuously maintain an electronic connection with our intranet system to allow us to send messages to and receive messages from Franchisee. Franchisee's obligation to maintain connectivity with the intranet system will continue until expiration or termination of this Agreement.
3. We may use part of the System Brand Fund that we collect under this Agreement to develop, maintain, and further develop the intranet system and our educational platform.

We may require Franchisee to join and participate in industry specific, local, or national associations. Such associations may include, but are not limited to, Franchisee's local Chamber of Commerce or Better Business Bureau. We may deem participation in such associations to be invaluable and necessary for the operation and continued growth of the Business. Currently we have no such requirements. We reserve the right to require Franchisee to join and participate in other professional organizations as we deem appropriate in our sole discretion. Franchisee will be responsible for all membership fees and any related costs if we require such participation in the future. Franchisee's full and complete participation in such programs and associations are required. Except as otherwise provided herein, compliance and participation shall be at Franchisee's expense.

In the marketing and operation of a Franchisee's Business, Franchisee will use each of, and only, the contracts, waivers and/or other forms and/or materials as are designated by us periodically. However, if Franchisee chooses to operate out of a location (rather than home-based), Franchisee may lease a space subject to the landlord's lease, as long as the lease contains all of the terms and conditions required by this Agreement; the lease is adjusted to accommodate this Agreement (ideally the lease is coterminous with this Agreement but not required); and the Franchisee may execute its lender's standard promissory note, personal guaranty and security agreement provided that the terms and conditions of any promissory note, personal guaranty and security agreement do not affect or impair this Agreement, or any of our rights or remedies under this Agreement. If Franchisee has two or more Owners or it is an Entity, then Franchisee must submit a copy of its Operating Agreement, Partnership Agreement, Business Trust Agreement, or Shareholders Agreement and bylaws, as applicable for our review prior to execution as specified in Section XII.R of this Agreement.

All advertising and promotions by Franchisee in any medium shall be conducted in a dignified manner and shall conform to our standards and requirements as set forth in the Operations Manual. Franchisee shall have the right to sell and offer Products and Services at any prices and rates Franchisee may determine, except that we reserve the right to establish minimum and maximum prices and/or rates for any given Product or Service nationwide to the extent allowed by federal and state laws. To clarify, Franchisee agrees that we have the right, in our sole discretion, to establish minimum and maximum prices for Products and rates for Services so long as such decisions are made with the honest belief that the measure, we are adopting will help everyone in the System meet competition and succeed in the marketplace. Franchisee is prohibited from heavily discounting Products and Services offered and must adhere to our minimum and maximum pricing guidelines, except as otherwise provided by applicable federal or state laws. If Franchisee elects to offer or sell any Product and/or Service at any price or rate recommended by us, Franchisee acknowledges that we have made no guarantee or warranty that offering such Products and Services at the recommended price or rate will enhance Franchisee's sales or profits. Franchisee shall participate in and comply with all sales and promotional programs and/or product promotions promulgated by us periodically.

## I. Use of Approved Equipment, Products and Vendors

Franchisee acknowledges that we have spent considerable time in determining what equipment, products, supplies, processes, methods, and vendors to use in the operation of a TubToday® business. Accordingly, Franchisee acknowledges that Franchisee is to use only approved equipment, products, supplies, services, vendors and suppliers that includes but is not limited to: equipment (such as different electric powered saws, shop vac, various sized ladders, pallet jack, etc.), furniture and fixtures, technology items (such as computers, laptops, printers, modems, etc.), products (such as: prefabricated bathtubs and shower units, prefabricated accessibility walk-in tubs, stairlift units, accessibility products, lumber, flexible tubing, various hand tools, etc.), supplies (hardware, wire, fasteners, drain fittings, clamps, cleaning supplies, office supplies etc.), software, uniforms, Vehicle, signage (including vehicle graphics), merchant service providers, technology and software support providers, promotional merchandise, marketing materials and printed advertising materials, shows and event marketing opportunities, and vendor, co-branding, affinity programs. We will provide Franchisee with a written list of approved vendors and/or suppliers for all equipment, products, supplies and services that Franchisee is authorized to use in its Business. We may derive income through license fees, promotional fees, advertising allowances, rebates or other monies paid by approved vendors and/or suppliers. We do not know the precise basis of these payments because we have never previously collected them. If we require Franchisee to buy from us, we will exercise commercially reasonable efforts to ensure that such equipment and/or product price and quality will be comparable to similar equipment and products from other sources. We may take a portion of income earned from license fees, promotional fees, advertising allowances or rebates to spend on advertising or place in a separate franchise advertising account. If we require Franchisee to buy equipment, products, supplies or services from a vendor that pays such allowances, we may spend all such fees on related advertising or place them in the advertising account Fund as described in Section X.B of this Agreement. If we do not require the purchase, we do not need to place such funds in a separate account or use them on advertising. Franchisee, agrees that we may periodically and upon written notice, add to, modify, or change such approved equipment, products, supplies, services, vendors, and suppliers. Franchisee promises to promptly accept and implement, in the operation of the Business, all such additions, modifications and changes at Franchisee's expense. In addition, Franchisee acknowledges that:

1. If Franchisee chooses to operate out of a location (rather than home-based), Franchisee acknowledges that we have spent considerable time designing the decoration and outfitting of a TubToday® business with equipment, furnishing, fixtures, floor displays, décor items and signage. This is part of our trade dress. If operating out of a location, Franchisee must purchase such items from us and/or our affiliates or approved vendors as specified in the Operations Manual and Section XII.T of this Agreement.
2. To ensure the consistent high quality and uniformity of Products offered and Services provided by TubToday® franchised businesses, Franchisee must purchase and use equipment, products, supplies and services (as described above) from us, our affiliates or those approved vendors who demonstrate to our continuing satisfaction an ability to meet our standards and specifications. We are not liable to Franchisee for any loss or damage, or deemed to be in breach of this Agreement, if we, our affiliates, or approved vendors and/or suppliers cannot deliver, or cause to be delivered, Franchisee's order of the items mentioned above where such items are out-of-stock or discontinued. Franchisee is prohibited from purchasing and using equipment, products, supplies and services from unapproved vendors and/or suppliers who are not on our approved list without our written approval. All vendors and suppliers that Franchisee purchases from must be approved in writing by us and may be disapproved by us anytime thereafter. We shall approve or deny Franchisee's request, which approval is in our sole discretion, within thirty (30) days of receipt of Franchisee's written request. Such approval or disapproval shall be made by e-

mail or any other form of written communication. If Franchisee purchases or uses any equipment, products, supplies or services from any unapproved vendor or supplier without our permission, as described above, it may result in termination of this Agreement as specified in Section XXIII.C.

3. In approving any vendor or supplier, we may consider factors such as: price, quality, composition, performance, accuracy of product claims, durability, safety, technical specifications, frequency of delivery, design, service maintenance programs, determination of quality control, value, customer service, prompt attention to complaints, litigation against the supplier, reputation of supplier, any product recalls instituted by the United States Consumer Product Safety Commission, the supplier's financial strength and capacity to supply Franchisee's needs promptly, reliably, and cost effectively. All vendors and suppliers must be approved in writing by us and may be disapproved by us anytime thereafter. If Franchisee desires to purchase unapproved equipment, products or supplies from unapproved vendors, Franchisee must submit to us a written request for such approval. We will respond to Franchisee's request within thirty (30) days from the date the request is received by email or any other form of written communication. We shall have the right to require, as a condition of our approval and review, that our representatives be permitted to inspect the facilities of the proposed vendor or supplier and that the proposed item is delivered to us or our designee for testing. The cost of such inspection and testing shall be paid by Franchisee, vendor or supplier and we shall not be liable for damage to or for the return of any sample. We may require Franchisee's vendors to sign our pre-approved Confidentiality and Nondisclosure Agreement and guarantee our level of quality. We reserve the right to re-inspect the facilities and to re-test the equipment, products and supplies of any approved vendor or supplier and to revoke any approval if the vendor fails to continue to meet our high standards.
4. Franchisee will not make any claims against us with respect to any vendor and/or related supplier (including our affiliates) for equipment, products, supplies or services (as described above) necessary for the operation of the Business (and/or our designation of, or our relationship with, any vendor or supplier). WE MAKE NO WARRANTIES REGARDING ANY VENDOR EQUIPMENT, PRODUCTS OR SUPPLIES AND HEREBY DISCLAIM THE IMPLIED WARRANTY OF MERCHANTABILITY, THE IMPLIED WARRANTY OF FITNESS FOR A PARTICULAR PURPOSE, THE IMPLIED WARRANTY OF QUALITY OF COMPUTER PROGRAMS, THE IMPLIED WARRANTY OF SYSTEM INTEGRATION, AND THE IMPLIED WARRANTY OF INFORMATION CONTENT. FRANCHISOR MAKES NO WARRANTY THAT ANY VENDOR PROVIDED SOFTWARE WILL BE BUG FREE, VIRUS FREE, OR FREE OF TROJAN HORSES OR WORMS. FRANCHISEE HEREBY AGREES THAT SUCH DISCLAIMER IS AN ESSENTIAL PART OF THE BARGAIN, AND THAT WE WOULD NOT HAVE ENTERED INTO THIS TRANSACTION ABSENT SUCH DISCLAIMER. Any claim with respect to any vendor-related and/or similar matters shall be made only against the vendor in question. Franchisee will provide us with written notice prior to taking any action in connection with such a claim. We will use diligent efforts to assist Franchisee in resolving any disputes with vendors approved and/or designated by us.
5. Franchisee may be required to purchase, use, and sell all branded merchandise or proprietary products, if developed by us, which will be listed in the Operations Manual (currently not in effect). The term "Proprietary Products" is defined as all products and equipment developed and manufactured for us pursuant to proprietary processes, supplies, marketing materials and other TubToday® branded products or equipment all of which

must be purchased by the Franchisee directly either from us, our affiliates, or approved vendors, unless the Franchisee has submitted and received written approval from us to use an alternate supplier. Currently we have not developed any Proprietary Products; however, if Proprietary Products are developed, we may become the only approved supplier for such items and failure to use and/or sell such Proprietary Products will result in termination of this Agreement as specified in Section XXIII.C of this Agreement.

6. Franchisee acknowledges that we do not now but may in the future require Franchisee to maintain in inventory a minimum representation of products and Proprietary Products in its Business. "Minimum Representation" shall be defined as the continuous maintenance of an amount of products and/or Proprietary Products meeting requirements as defined in the Operations Manual. If this requirement is implemented, Franchisee shall at all times comply with our Minimum Representation requirements and the terms of any auto-ship requirements (currently we do not have any auto-ship requirements; however, we do require that Franchisee purchase updates for all advertising, promotional and marketing materials and miscellaneous forms when designated as mandatory by us and as specified in the Operations Manual).
7. Franchisee shall not make changes to any equipment, products or Proprietary Products including making modifications, changing containers, packaging, labeling, promotional materials, advertising, cartons, or the like without our or the manufacturer's prior written approval, which may be withheld in our or the manufacturer's sole discretion. Failure to adhere to these guidelines will result in termination of this Agreement as specified in Section XXIII.C.
8. Franchisee may not independently act as an exclusive distributor for any third-party vendor or secure any exclusive rights to distribute any equipment, products and/or Proprietary Products inside or outside of Franchisee's Territory without our written consent. We shall approve or deny Franchisee's request, which approval is in our sole discretion, within thirty (30) days of receipt of Franchisee's written request. Failure to adhere to these guidelines will result in termination of this Agreement as specified in Section XXIII.C of this Agreement.
9. Franchisee shall not manufacture or produce any piece of equipment, product or supply that is similar to, or competes with any of our equipment, products, Proprietary Products or third-party products, or any piece of equipment used or offered in a TubToday<sup>®</sup> business without the prior written consent of us or manufacturer, which may be granted or denied in our or the manufacturer's sole discretion. Violation of this provision shall be grounds for immediate termination of this Agreement as specified in Section XXIII.C.
10. Franchisee must inspect all products and equipment promptly upon receipt and may reject any piece of equipment or product that fails in any material respect to conform to manufacturer's description. Any product that has not been rejected within five (5) business days upon receipt shall be considered accepted. Rejected products or equipment must be returned to the manufacturer within three (3) days of the date on which manufacturer authorizes the return or as manufacturer specifies;
11. Notwithstanding anything to the contrary contained in this Agreement, Franchisee acknowledges and agrees that, at our sole option, we may establish one or more strategic alliances or preferred vendor programs with one or more nationally or regionally known suppliers who are willing to supply all or some TubToday<sup>®</sup> businesses with some or all of

the equipment, products and supplies that we require for use and/or sale in the development and/or operation of the Business. In this event, we may limit the number of approved vendors with whom Franchisee may deal, designate sources that Franchisee must use for some or all equipment, products, supplies and other products and services, and/or refuse any of Franchisee's requests if we believe that this action is in the best interests of the System. We shall have unlimited discretion to approve or disapprove the vendors or suppliers who may be permitted to sell equipment, products and supplies to franchisees.

12. Franchisee agrees to purchase, use, maintain and update at Franchisee's expense all technology items and software meeting our specifications, as we may modify them. Franchisee will be required to purchase such items from us, our affiliates, or our approved vendors. We reserve the right to have independent access to all information that Franchisee stores in any computer, laptop, tablet, phone system or software used for the Business. Franchisee agrees to comply with our then-current Terms of Use and Privacy Policies and any other upgrade requirements regarding all technology items and software, including Internet usage. Supplier and/or licensor charges for use, maintenance, support and/or updates of such required items are the Franchisee's responsibility.
13. Franchisee may be required to use our proprietary software for the operation of the Business (currently not in effect). If we develop proprietary software and require Franchisee to use such software, we will provide Franchisee with a ninety (90) day written notice to purchase (if applicable) and use such software for the operation of its Business. If developed, we will provide all update and upgrade requirements for the proprietary software as necessary. The installation, maintenance, repairs, and upgrade costs for the proprietary software will be the responsibility of the Franchisee. Usage of any proprietary software ("Software"), if developed, will be subject to the following terms:
  - a. Franchisee will use our Software on a computer system or device that: (i) meets our computer hardware specifications; and (ii) is located at the Premises or on a backup system if the original computer is inoperable. Franchisee will be licensed to use our Software only for Franchisee's internal, in-house data processing and data communications purposes and only in connection with the Business and not for re-marketing or redistribution under any circumstances;
  - b. Franchisee acknowledges and agrees that we (or any of our affiliates) will be the sole and exclusive owner of all right, title and interest in and to our Software, including all trade secrets and copyrights related to the Software, subject only to the rights we expressly license to Franchisee in this Agreement. This license will not provide Franchisee with title or ownership of the Software, but only a limited right of use. Franchisee agrees that Franchisee will not contest or otherwise seek to share, diminish, or invalidate our ownership rights in our Software;
  - c. Franchisee will not modify the Software in any way without our prior written consent. Franchisee will promptly disclose to us all ideas and suggestions for modifications or enhancements to the Software that Franchisee conceives or develops, and we will have the right to use such ideas and suggestions. We shall own all copyrights and other intellectual property rights to all modifications and suggestions proposed by Franchisee. The term "all copyrights and other intellectual property rights" shall mean all means, methods, and processes, by all media whether now known or hereinafter invented, including complete and entire interactive rights and rights to derivative works. This Agreement shall be a work



for hire. In the event that a court of competent jurisdiction holds that this Agreement is not a work for hire, then the Franchisee agrees to execute all documents that we deem are necessary to assign all copyright and other intellectual property rights to us. All modifications or enhancements made to the Software will be our property and belong exclusively to us, without regard to the source or creator of the modification or enhancement, however we may provide incentive programs for such contributions;

- d. We will have the right at all times to access Software and to retrieve, analyze and use all the data in Franchisee's files stored on Franchisee's computers, laptops or tablets or any other type of computer system. Additionally, Franchisee will electronically transfer all files and reports to us on our request. All information that Franchisee stores in any computer, laptop, tablet, or phone system shall become our confidential and proprietary information, and subject to all of the terms and conditions of this Agreement regarding our confidential information.
- e. Franchisee and Franchisee's employees will not make available the Software, or portions thereof, to any person other than Franchisee's or our employees without our prior written consent. Franchisee agrees that Franchisee will not: (i) copy the Software except as necessary for use in the Business; (ii) translate, reverse engineer, reverse compile, modify, alter, disassemble, or create derivative works based on the Software; (iii) sublicense, rent, lease, sell or otherwise transfer the Software or any portion thereof, or any rights therein, to any person or entity. Failure to adhere to these guidelines or allowing unauthorized usage of the Software will result in termination of this Agreement as specified in Section XXIII.C of this Agreement;
- f. Franchisee acknowledges and agrees that the Software, if developed, will be our valuable, proprietary product, the design and development of which took the investment of considerable time, money, and effort of skilled computer programmers. Franchisee will keep the Software and any data generated by the use of the Software confidential during and after the term of this Agreement and will maintain security precautions to maintain the confidentiality of the Software and to prevent unauthorized access or use of the Software. Franchisee agrees that it will treat the Software as confidential and that the Software will contain substantial trade secrets of ours that we have entrusted to Franchisee in confidence to use only as we authorize under this Agreement. We hereby claim and reserve all rights and benefits afforded under copyright law, patent law, trade secret law, intellectual property law and other laws relating to confidential and proprietary material. Franchisee agrees not to improperly use, disseminate, or disclose the Software, and to ensure that Franchisee's employees who gain access to the Software will protect the Software against improper use, dissemination or disclosure;
- g. THE SOFTWARE SHALL BE PROVIDED ON AN "AS-IS" BASIS WITHOUT WARRANTY OF ANY KIND, EITHER EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, THE WARRANTIES OF MERCHANTABILITY, SYSTEM INTEGRATION, QUALITY OF COMPUTER PROGRAMS, INFORMATIONAL CONTENT, AND FITNESS FOR A PARTICULAR PURPOSE. ALL WARRANTIES AGAINST INFRINGEMENT ARE HEREBY DISCLAIMED EXCEPT WE REPRESENT THAT WE HAVE SUFFICIENT AUTHORIZATION TO LICENSE THE



SOFTWARE TO FRANCHISEE. WE WILL NOT WARRANT THAT THE FUNCTIONS CONTAINED IN THE SOFTWARE MEET FRANCHISEE'S REQUIREMENTS OR THAT THE USE OF THE SOFTWARE WILL BE UNINTERRUPTED OR ERROR FREE. WE MAKE NO WARRANTIES REGARDING ANY OPEN-SOURCE SOFTWARE. In no event will we be liable to Franchisee for damages, including any lost profits, lost savings, or other incidental or consequential damages, relating to the use of or inability to use the Software, even if we have been advised of the possibility of such damages, or for any claim by any other party. The foregoing limitations of liability are intended to apply without regard to whether other provisions of this Agreement have been breached or proven ineffective;

- h. Franchisee acknowledges and agrees that Franchisee's license to the Software will terminate immediately should Franchisee fail to adhere to any of Franchisee's obligations under this license or if this Agreement expires or is terminated for any reason;
  - i. Franchisee acknowledges and agrees that any violation by Franchisee of the provisions of the Software license would cause us irreparable harm for which we would not have an adequate remedy at law; and that, in addition to other remedies available to us, we will be entitled to seek injunctive relief against any such violation;
  - j. In the event Franchisee fails to adhere to any of Franchisee's obligations under this Agreement, or is no longer a franchisee of ours, or this Agreement expires or terminates for any reason, Franchisee will immediately (within five (5) days) terminate the use of the Software and destroy any and all material or information related to the Software or any data generated by use of the Software unless we specifically instruct otherwise; and
  - k. Franchisee must update all computer systems and hardware upon our request to optimize performance of the Software.
14. Franchisee acknowledges that neither we nor our affiliates, will have any liability and/or obligation (and neither you or any managing partners, managing members, members or shareholders will make any claims) about any loss of data, loss of information, inability to use, failures, errors or any other occurrences relating to any computer, system hardware or software without an express written warranty from us, even if recommended or specified by us. Franchisee acknowledges and agrees that Franchisee is solely responsible for protecting themselves from these problems. Franchisee must also take reasonable steps to verify that information about Franchisee's vendors, suppliers, lenders, landlords, customers, and governmental agencies on which Franchisee relies, are reasonably protected. This may include taking reasonable steps to secure Franchisee's systems, including, but not limited to, firewalls, access code protection, anti-virus systems and use of backup systems.
15. We may set standards or specifications for leases and real estate at our discretion. If Franchisee chooses to operate out of a location, we have set standards and specifications for the construction and build-out of the Business; and equipment, furniture, fixtures, floor displays, décor items and signage (including vehicle graphics) used, including our subjective determinations relating to quality, value, and appearance.

Nothing in this Agreement shall be construed to be a promise or guarantee by us as to the continued existence of a particular piece of equipment, product, supply or services nor shall any provision herein imply or establish an obligation on the part of us and our affiliates to sell equipment, products or supplies to Franchisee or perform services for Franchisee if Franchisee is in default of any payment to us, our affiliates, or any other designated vendor or approved supplier, or otherwise is in default under this Agreement. If Franchisee fails to pay in advance in full for each shipment of items purchased (if applicable) or services to be performed (if applicable), we or our affiliates shall not be obligated to sell such items or perform such services for Franchisee.

J. Use Approved Design and Signage for the Premises

In operating a TubToday<sup>®</sup> business, and if Franchisee chooses to operate out of a location (rather than home-based) Franchisee must adhere to our signage standards and utilize signage designs in accordance with the standards and specifications recommended by us, or that which will continue to be recommended by us. Franchisee must purchase signage (including vehicle graphics) from us, our approved suppliers, or submit an alternate supplier to us for approval. Franchisee shall purchase or lease, subject to local building codes and regulations, such signs that provide maximum displays of our Names and Marks. Upon renewal of this Agreement, Franchisee shall be solely responsible for obtaining and equipping the Premises and all Vehicles with the signage (including vehicle graphics) that is approved for use by us at the time of the renewal of this Agreement. The color, size, design, and location of said signage shall be as specified and/or approved by us. Franchisee shall not place additional signs, posters, newspaper racks, video games, juke boxes, gaming machines, gum machines, any type of games or rides, vending machines or other similar devices and décor items in the Business without our prior written consent.

K. Participation in the Operation of the Business

Franchisee acknowledges that a TubToday<sup>®</sup> business involves hard work and sometimes long hours, similar to most small businesses that are owner operated. Franchisee acknowledges that we have not represented that this business is going to be easy for Franchisee (or any of its Owners) and agrees to have an Operations Manager participate in the day-to-day and supervise the operation of the Business (Franchisee may assign the responsibilities of supervising the Business or role of an Operations Manager to an Owner or a non-owner manager once approved by us). Franchisee agrees that the Operations Manager will supervise all Employees and independent contractors (if Franchisee chooses to hire independent contractors). The Operations Manager will also be responsible for providing continuing guidance, oversight, day-to-day management, instruction and properly process all reports or complaints.

L. Advertising the Business

Franchisee agrees to create a local advertising and marketing plan by which Franchisee shall place local advertising in any media it desires, provided that such advertising conforms to our standards and requirements as set forth in the Operations Manual or otherwise designated by us. Such advertising may include but is not limited to: Any type of media (media advertising is further described below), telephone, email, Internet, domain name, electronic network, directory, and listings of the Business per our written approval. All items mentioned are our property and on termination will revert to us. Franchisee agrees to execute any and all documents needed to perfect such reversions. Franchisee shall not advertise the Business in connection with any other business, except with our prior written approval. Franchisee shall obtain our prior approval of all unapproved advertising and promotional plans and materials that Franchisee desires to use thirty (30) days before the start of any such plans. Franchisee shall submit such unapproved plans and materials to us (by personal delivery, through the mail with return receipt if requested or any method we prescribe). Franchisee shall not use such plans or materials until they have been approved by us and shall promptly discontinue use of any advertising or promotional plans and materials upon our request.

Any plans or materials submitted by Franchisee to us, which have not been approved or disapproved in writing, within thirty (30) days of receipt by us, shall be deemed not approved.

Franchisee will not independently advertise or promote the Business in any media (including on any Websites as defined in Section VI) without our prior written approval. If given permission, Franchisee can use any materials previously approved by us. Franchisee must submit a request to us to use unapproved materials (such as photographs or video presentations) for any type of media promotion in addition to any edits, changes, or updates to Franchisee's website and all such edits, changes or updates must be performed by us, its affiliates, or approved vendors. We shall approve or deny Franchisee's request, which approval is in our sole discretion, within thirty (30) days of receipt of Franchisee's written request. If we fail to respond to Franchisee's request within said thirty (30) day period, Franchisee's request shall be deemed denied. Franchisee will participate in, at its own expense, and cooperate with all advertising and promotional programs we or any advertising group of franchisees selects, including any franchise marketing council we may implement. Franchisee is not required to follow or maintain any special pricing for Products or rates for Services, except that we will set minimum and maximum prices and/or rates and will suggest rates and prices, to the extent allowed by federal or state law.

Franchisee shall at all times use its best efforts to promote and increase recognition of the Products and Services offered by the Business pursuant to the System and Operations Manual, to affect the widest and best possible distribution of Products and Services from the Business and to devote its best efforts to growing the Business.

M. Maintain Regular Business Hours

We require that Franchisee's Business be open for operation a minimum of five days a week, which could be any five days with minimum hours of 8am to 5pm on Monday thru Friday, except holidays as specified in the Operations Manual; or the hours otherwise approved in writing by us; or as required by the lease of the Premises (if applicable). Weekends are optional. It is also required that the Franchisee has its phone answered after hours (Franchisee is encouraged to utilize an answering service or call center for its Business), respond to after hour inquiries and service calls immediately or within twenty-four (24) hours of the initial inquiry (as further described in the Operations Manual) and maintain an e-mail address for the Business to take messages and respond to customers outside of regular business hours.

N. Maintain Uniform Operating Standards

Franchisee understands and acknowledges that every detail of the operation of the Business is important to the Franchisee, us, and other franchisees in order to develop and maintain uniform operating standards, to increase the demand for Services offered and Products sold by the Business under our System and to protect our reputation, quality standards, and goodwill.

Franchisee acknowledges and agrees that the System must continue to evolve in order to reflect changing market conditions and meet new and changing consumer demands. As a consequence, changes, modifications and variations to the System's standards, Products, Services, and programs (such as our proprietary Service Guarantee Program and Warranty Programs) offered may be required from time to time to preserve and enhance the public image of the System and enhance the operational efficiency of all franchises.

Franchisee therefore agrees that we may periodically and upon written notice, add to, modify or change the System, including without limitation making changes to approved Products, Services and programs Franchisee is authorized to offer, sell and perform; equipment, products, supplies, methods, strategies and techniques as used in the operation of the Business; the adoption and use of new or modified

trademarks, uniform dress requirements, Vehicle appearance standards (including vehicle graphics), floor displays and signage (if applicable), software, educational platform, sales, advertising, promotion and marketing materials. Franchisee promises to promptly accept, implement, and use in the operation of the Business, all such additions, modifications, and changes at its expense.

Franchisee agrees to maintain high standards of honesty, integrity, fair dealing, and ethical conduct in all business activities. Franchisee will not sell any product or engage in any services, trade practices, abusive, excessive, or illegal collection techniques or other activity that we determine to be harmful to the goodwill, quality standards, or which reflects unfavorably on the reputation of Franchisee or us, the Franchised Business, or the Products and Services sold thereof; or which constitutes deceptive or unfair competition, results in unfounded litigation against us or Franchisee's customers or otherwise is in violation of any applicable laws. The above limitations are closely related to our business image, purpose, and marketing strategy of the System, and therefore any change therefrom would fundamentally change the nature of the business;

We will not require Franchisee to make any changes, modifications and variations to the System that are not required of all franchisees (unless such change, modification or variation relates only to certain franchisees due to one or more unique factors such as geographic location, local laws, regulations, or customs); furthermore, we may periodically meet with representative groups of franchisees and solicit their input prior to the implementation of any material change or modification. Franchisee's failure to comply with modifications to the System within ninety (90) days of such written notice is an incurable default as described in Section XXIII.C of this Agreement.

O. Telephone Number of Business and Website

Franchisee understands and agrees that the telephone number(s), URL address, website and if permitted, Website for the Business (and any mobile phone numbers) constitute a part of the System and are subject to the restrictions of this Agreement. Accordingly, Franchisee shall not change the telephone number(s), URL address, website or Website for the Business without prior notice and our written approval. Franchisee shall advertise and publicize the permitted telephone number(s), URL address, website and Website for the Business in the manner prescribed by us. As stated above, all telephone numbers, URL addresses, website, Websites, Internet or similar connections, directory and listings for the Franchised Business are our property and upon termination will revert to us.

P. Disclose Discoveries and Ideas to Franchisor

Franchisee shall promptly disclose to us all products, equipment, discoveries, methods, techniques, formulas, processes, programs, video presentations, photographs, concepts, operational procedures, inventions or ideas, whether patentable or not, relating to our business, which are conceived or made by Franchisee or any Owner, agent, or employee of Franchisee solely or jointly with others, during the term of this Agreement, whether or not our facilities, materials, or personnel are utilized in the conception or making of such discoveries or ideas. Franchisee hereby acknowledges and agrees that all such products, equipment, discoveries, methods, techniques, formulas, processes, programs, video presentations, photographs, concepts, operational procedures, inventions, or ideas are our exclusive property and that we shall have no obligation to compensate the Franchisee for any such discovery or idea. However, as a matter of corporate policy, we may, in our sole discretion, create an incentive program to reward Franchisee, its owners, employees or agents for any such new product, equipment, method, technique, formula, process, program, video presentation, photograph, concept, invention or improvement that we implement throughout the System. Franchisee, its officers, directors, managers, members, partners, and shareholders agree to execute all documents deemed reasonably necessary by us to assign all such patent, trade secret, trademark, copyright and intellectual property rights in any Franchisee discovery or idea to us. The term "all copyright

and intellectual property rights” shall mean all means, methods, and processes, by all media whether now known or hereinafter invented, including complete and entire interactive rights and rights to derivative works. The purpose of this clause is to ensure that ideas for improvements to the System that may be generated by franchisees within the System will be distributed to the other franchisees as a benefit of belonging to the System. The Franchisee agrees to execute all documents that we deem are reasonably necessary to carry out such transfer of intellectual property rights to us.

Q. Permit Franchisor to Enter the Premises

Franchisee shall permit us and our agents or representatives to enter the Premises during normal business hours for the purpose of conducting inspections with twenty-four (24) hour notice to Franchisee and inspect the operations of the Business (which includes visiting job sites in addition to photographing and taking video or digital recordings of the operations of the Business for observation purposes) and to remove equipment or samples of products, without payment, for our review to determine if such equipment or samples meet our then-current standards and specifications. We have the right to require that Franchisee’s Operations Manager be at the Business for any inspection we, our affiliates or third parties’ conduct. In addition, we may use secret shoppers to inspect and ensure that unauthorized equipment, products, or services are not being used, offered, sold, or performed. Franchisee shall cooperate fully with our representatives in such inspections by rendering such assistance as they may reasonably request, and, upon notice from us or our agents, and without limiting our other rights under this Agreement, shall take such steps as may be deemed necessary to immediately correct any deficiencies detected during such inspections. In the event Franchisee fails or refuses to promptly correct immediately any deficiency detected during such inspection, we shall have the right to make or cause to be made such changes as may be required, at Franchisee’s expense, which expense Franchisee agrees to pay upon demand. The foregoing shall be in addition to any other remedies we may have pursuant to this Agreement.

R. Additional Requirements for Corporate Franchisee

If Franchisee is or becomes a corporation, limited liability company, general partnership or other organization or entity, the following requirements shall apply:

1. Franchisee shall confine its activities to the establishment and operation of the Business;
2. Franchisee’s Certificate, Articles of Incorporation or Articles of Organization, Certificate of Formation, Shareholders Agreement, Operating Agreement, Partnership Agreement, Business Trust Agreement, and/or Bylaws (or comparable governing documents) shall at all times provide that its activities are confined exclusively to the operation of the Business and that the issuance, redemption, purchase for cancellation and transfer of voting stock, or other ownership interest therein, is restricted by the terms of this Agreement. Franchisee shall furnish us promptly upon request copies of Franchisee’s Articles of Incorporation, Bylaws, Operating Agreement, Partnership Agreement, Business Trust Agreement, Shareholders Agreement, and other governing documents, and any other documents we may reasonably request, and any amendments thereto, from time to time;
3. Franchisee shall maintain a current list of all owners of record and beneficial owners of any class of voting stock or other ownership interest in Franchisee and shall furnish such list to Franchisor upon request;
4. Franchisee shall maintain stop transfer instructions against the transfer on its record of any equity securities (voting or otherwise) or the certificate of any other entity evidencing ownership except in accordance with the provisions of Section XV of this Agreement. All



securities or other ownership interests issued by Franchisee shall bear the following legend, which shall be printed legibly and conspicuously on each stock certificate or other evidence of ownership interest:

THE TRANSFER OF THESE SECURITIES IS SUBJECT TO THE TERMS AND CONDITIONS OF THIS FRANCHISE AGREEMENT WITH CCB ENTERPRISES, LLC AS OF THE SIGNING DATE. REFERENCE IS MADE TO SAID AGREEMENT AND TO THE RESTRICTIVE PROVISIONS OF THE ARTICLES AND BYLAWS OF THIS CORPORATION (IF THE FRANCHISEE IS A LIMITED LIABILITY COMPANY, REFERENCE WILL BE MADE TO THE TRANSFER OF OWNERSHIP RESTRICTIONS SET FORTH IN THIS FRANCHISE AGREEMENT, IN THE LIMITED LIABILITY COMPANY'S OPERATING AGREEMENT, IF THE FRANCHISEE IS A PARTNERSHIP, REFERENCE WILL BE MADE TO THE TRANSFER OF OWNERSHIP RESTRICTIONS SET FORTH IN THIS FRANCHISE AGREEMENT, IN THE PARTNERSHIP AGREEMENT. IF THE FRANCHISEE IS A BUSINESS TRUST, REFERENCE WILL BE MADE TO THE TRANSFER OF OWNERSHIP RESTRICTIONS SET FORTH IN THIS FRANCHISE AGREEMENT, IN THE TRUST AGREEMENT);

5. Any individual or Entity who owns ten percent (10%) or more ownership in the Franchise Business shall jointly and severally guarantee Franchisee's performance hereunder and shall bind themselves to the terms of this Agreement; provided, however, that the requirements of this Section XII.R. shall not apply to any corporation registered under the Securities Exchange Act of 1934 (hereinafter known as a "Publicly-Held Corporation");
6. If Franchisee is or becomes a partnership, Franchisee shall furnish Franchisor a copy of its partnership agreement or comparable agreement, and any other documents we may reasonably request, and any amendments thereto, from time to time. If Franchisee is or becomes a limited liability company, Franchisee shall furnish us with a copy of its operating agreement and any other documents we may reasonably request, and any amendments thereto, from time to time. If Franchisee is or becomes a corporation, Franchisee shall furnish us a copy of its shareholders agreement, bylaws, and any other documents we may reasonably request, and any amendments thereto, from time to time. If Franchisee is or becomes a business trust, Franchisee shall furnish us a copy of its trust agreement, and any other documents we may reasonably request, and any amendments thereto, from time to time. If such change to a franchisee or to an entity is proposed (or has occurred), we shall have the right to do any of the following: (i) require the new entity to sign the Franchise Agreement and all Owners to sign guarantees, (ii) require the representatives of the entity to sign the Franchise Agreement and provide that it and the Owners are all franchisees, or (iii) take no action.
7. Each individual or Entity holding a ten percent (10%) or greater ownership or beneficial ownership interest in the Franchisee's Business, directly or indirectly, (including each individual holding a fifty percent (50%) or greater interest in any limited liability company, partnership or corporation which has a ten percent (10%) or greater interest in the Franchisee's Business) shall enter into a continuing guaranty agreement, in the form



attached hereto as Schedule 5 as such form may be amended or modified by us, from time to time (if such guaranty agreement is to be executed subsequent to the date hereof in accordance with the terms of this Agreement); and

8. From and after the date of this Agreement, Franchisee and its Owners shall not sell, transfer, assign, pledge, mortgage, hypothecate or encumber all or any direct or indirect ownership interest in Franchisee without first obtaining our prior written consent, which shall be approved or denied within thirty (30) days of Franchisee's request.

S. Selection of Premises

If Franchisee chooses to operate out of a location, rather than home-based, Franchisee assumes all costs, liability, expense, and responsibility for locating, obtaining, and developing a space for the Business to be established under the Franchise Agreement and for the build out and equipping the business at such Premises. A typical TubToday® business can be operated out of a home or a small industrial or warehouse space with a small showroom and approximately five hundred (500) square feet of space. If Franchisee chooses to operate out of a location, the space for the Business must be enclosed and separate from other businesses with its own locking door, unless otherwise approved by us in writing. Franchisee may buy or lease the required real property and improvements from any source and on terms approved by us in writing. Franchisee may not sign a lease (or a contract to purchase the premises, if applicable) for the Business until Franchisee has obtained our written approval. Franchisee must not invest any monies for a site which Franchisee wishes to open a Business until Franchisee has obtained our written approval for the site which will be made by email or any other form of written communication. On the execution of any lease for the Business, Franchisee will deliver to us a copy of the executed lease and an option to assume the lease executed by the lessor in favor of us in a form acceptable to us. All improvements to the Business must be approved by us.

**FRANCHISEE ACKNOWLEDGES THAT OUR ACCEPTANCE OF A PROSPECTIVE SITE AND THE RENDERING OF ASSISTANCE IN THE SELECTION OF A SITE DOES NOT CONSTITUTE A REPRESENTATION, PROMISE, WARRANTY, OR GUARANTEE BY US THAT A TUBTODAY® FRANCHISE OPERATED FROM THE SITE WILL BE PROFITABLE OR OTHERWISE SUCCESSFUL.**

Franchisee acknowledges that if operating out of a location, we have spent a considerable amount of time choosing and creating the decoration and outfitting of a TubToday® business (as described in Section XII.I). It is part of our trade dress. Franchisee acknowledges and agrees that if operating out of a location (rather than home-based) such design, layout, floor displays and other characteristics of the Business for a TubToday® business constitutes and/or contains Confidential Information and/or trade secrets of ours. Franchisee agrees that the Premises shall be maintained and operated as follows:

1. Franchisee will maintain every component of the Premises such as: equipment, furnishings, fixtures, technology items, floor displays and signage (if applicable) in good order and repair at all times as specified in the Operations Manual; and Franchisee may be required to upgrade such items as technology advances or in our sole discretion because of new functionality so as to always use our then-current specifications.
2. Franchisee will keep the Premises fully insured as specified in this Agreement and in the Operations Manual;
3. Franchisee will keep the Premises at all times in a clean and tidy condition and free of any advertising and promotional material other than that required by law or the Operations

Manual, and will exhibit such signage, colors and logos at the Premises and upgrade or review the same as specified in the Operations Manual;

4. Franchisee will not alter or in any way amend the appearance of the Premises, or any equipment, furnishings, fixtures, floor displays or signage (if applicable), contained within the Premises as specified in the Operations Manual;
5. Franchisee shall maintain the cleanliness of the Premises (as described in the Operations Manual). Franchisee shall also meet and maintain the highest level of health standards and ratings applicable to the operation of the Premises. Franchisee shall furnish to us, within five (5) days after receipt thereof, a copy of all inspection reports, warnings, citations, certificates and/or ratings resulting from inspections conducted by any federal, state, or local governmental authority with jurisdiction over the Business; and
6. Franchisee may be required to use only approved service centers for repairs and maintenance of any equipment, furnishings, fixtures, floor displays and signage (if applicable) and technology items on the Premises.

If Franchisee chooses to operate out of a location, Franchisee shall not execute a lease or sublease for the Business or make any modifications or amendments to the lease or sublease, without our prior written consent, which we may grant, condition, or withhold in our Business Judgment (as defined in Section XXI of this Agreement). Franchisee will deliver to us a copy of any lease or sublease for us to review at least ten (10) days before execution. Franchisee must deliver a copy of the signed lease or sublease to us within five (5) business days after it is signed. We do not offer legal services to Franchisee and Franchisee is encouraged to consult with independent legal counsel for a legal review of the lease. Franchisee shall ensure that the lease or sublease for the Business contains, in an addendum or otherwise, the following provisions which:

- 1) Permit Franchisee to operate a TubToday<sup>®</sup> business in accordance with this Agreement and the Manuals;
- 2) Provide that the Premises will be used only for the operation of a TubToday<sup>®</sup> business, and prohibit Franchisee from assigning or modifying any of Franchisee's lease rights, or extending the term without our prior written consent;
- 3) Require the lessor to concurrently provide us with a copy of any written notices (whether of default or otherwise) to Franchisee under the lease and give us the right to cure any default if we so choose; within fifteen (15) days following the expiration of the Franchisee's cure period under the lease;
- 4) Provide us with a right to take assignment and possession of the Premises, without the lessor's consent or any additional consideration. If we exercise this right and Franchisee is in good standing, we'll sign a sublease with Franchisee for the same rent Franchisee is paying. In any case, we won't have any liability for any obligations incurred prior to our occupancy. Franchisee agrees to take whatever actions are necessary to accomplish such assignment and will when signing this Franchise Agreement, also sign the Collateral Assignment of Lease attached as Schedule 7. If Franchisee loses lease rights to the site in connection with any bankruptcy, the lessor will, on our request, enter into a new lease with us on essentially the same terms as the terminated lease;

- 5) Provide that the lessor consents to the use of the Marks, trade dress and other aspects of the System, as modified from time-to-time, and give us the right to enter the Premises during normal business hours for purposes of inspection, to take steps to protect the Marks and trade dress and/or prevent/cure any default.
- 6) Not contain any clause providing that if the Franchisee sells the assets of its Business, or the stock/membership, or units/partnership units of the Business, Franchisee must pay the landlord a certain percentage or a flat amount of the sale. Provided, that nothing in this sentence shall impair the Franchisee from entering into a lease that allows its landlord to impose a reasonable administrative fee for processing the assignment or sublease.

T. Development and Construction of the Premises

If Franchisee chooses to operate out of a location, rather than home-based, Franchisee must select and employ licensed contractors reasonably acceptable to us for the complete build out and/or any leasehold improvements. Franchisee is solely responsible for the selection and work of any contractor selected and/or employed by Franchisee, even if referred by us, and for the preparation of working drawings necessary to complete construction and/or build out at the approved Premises. Franchisee will be provided with mandatory requirements and specifications (interior and exterior) for the build out of the Premises which includes specifications for layout, storage, furnishings, fixtures, floor displays, décor, and signage. We may, if needed, review Franchisee's final set of drawings and plans prior to implementation. Such drawings, plans and specifications are subject to alteration as may be necessary in our sole discretion and Franchisee must be in full and strict compliance with plans and specifications approved by us. Franchisee is responsible for the cost and installation of all build out specifications. We reserve the right to receive rebates, commissions, or other forms of consideration from designated or approved vendors and suppliers involved in the construction or fixturing of the Premises and to use such rebates, commissions, or other consideration in any way we deem appropriate in our sole discretion, without obligation to share or remit any portion of such rebates, commissions, or other consideration to Franchisee.

If Franchisee chooses to operate out of a location (rather than home-based), we expect the space for the Business would need minimal construction improvements, if any. Costs may vary widely depending on such factors as property size and location, climate, the condition of the property and the extent of alterations required for the property. Franchisee shall be responsible for obtaining all zoning classifications, clearances, permits and certifications which may be required by state or local laws, ordinances, or regulations or which may be necessary or advisable owing to any restrictive covenants relating to the Premises. After having obtained such approvals and clearances, Franchisee shall submit to us, for our approval, final plans for construction based upon the preliminary plans and specifications. Once approved by us, such final plans shall not thereafter be changed or modified without the prior written permission of us. Any such change made without our prior written permission shall constitute a material default under this Agreement and we may withhold our authorization to open the Business until the unauthorized change is rectified (or reversed) to our reasonable satisfaction.

Franchisee shall comply with all federal, state, and local laws, codes, and regulations, including without limitation, the applicable provisions of the ADA regarding the construction, design, and operation of the Premises. If Franchisee receives any complaint, claim or other notice alleging a failure to comply with the ADA or other law or regulation related to health or safety, Franchisee agrees that it shall provide us with a copy of such notice within five (5) days after receipt thereof. Franchisee shall remedy the problem within the required time frame or review with us the matter and comply with our direction regarding the timing and nature of the remedy.

Except as provided in Section IX.B of this Agreement, Franchisee shall construct, furnish, and open the Business according to the requirements contained herein, and Franchisee shall open the Business for operation no later than sixty (60) days after executing this Agreement. Time is of the essence. Prior to opening for operation, Franchisee shall provide us with evidence of lien-free completion of all work (including, without limitation, any and all mechanic liens) and to comply with all pre-opening requirements set forth in this Agreement (including without limitation those with respect to any grand opening advertising and marketing strategies), the Operations Manual and/or elsewhere in writing by us.

If Franchisee operates out of a location, Franchisee may be required not to open the Business for operation until we have determined that all construction has been substantially completed, and that such construction conforms to our standards including, but not limited to: materials, quality of work, furnishings, fixtures, floor displays, signage, decor, paint, and we have given Franchisee written approval to open, which approval shall not be unreasonably withheld. Our approval to open the Business for operation does not constitute a waiver of our right to require Franchisee to conform the Business to our standards.

U. Maintain Appearance of Vehicle

Franchisee acknowledges and agrees that the design, layout, appearance, and other characteristics of the Vehicle (any type of new or used pickup truck with an enclosed trailer, van or a box van as described in Section XII.H of this Agreement and as specified in the Operations Manual) to be used in the operation of a TubToday<sup>®</sup> business may constitute and/or contain our proprietary information or property. Franchisee agrees that the Vehicle shall be maintained and operated as follows:

1. Franchisee will maintain the Vehicle and every component of the equipment in good order and repair at all times as specified in the Operations Manual;
2. Franchisee will keep the Vehicle fully registered and roadworthy in accordance with applicable laws;
3. Franchisee will keep the Vehicle fully insured as specified in the Operations Manual.
4. Franchisee will keep the Vehicle at all times in a clean and tidy condition and free of any advertising or promotional material other than that required by law or the Operations Manual and will exhibit only approved graphics, signage, design, colors, and logos on the Vehicle; and to upgrade or review the same as is specified in the Operations Manual;
5. Franchisee will not alter or in any way amend the appearance of the Vehicle unless as specified in the Operations Manual or as approved by us;
6. Franchisee will maintain and upgrade the Vehicle as specified from time-to-time in the Operations Manual so as to always use our then-current vehicle specifications for a TubToday<sup>®</sup> Business;
7. We may require that Franchisee uses an approved service center for repairs and maintenance of the Vehicle; and
8. Franchisee will drive, park, and store the Vehicle in a safe and legal manner and location at all times.

V. Training

Prior to Franchisee's opening of the Business for operation, Franchisee, its Owners or Operations Manager shall complete to our satisfaction the two (2) week initial training program within sixty (60) days after signing this Agreement. We may, at our discretion, make available additional training programs, certifications, seminars, as well as refresher courses available to the Franchisee and/or Franchisee's designated individual(s) from time to time. We may, at any time, discontinue the initial training program (or any additional management training) and decline to certify Franchisee and/or Franchisee's designated individual(s) who, in our sole judgment, fail to demonstrate an understanding of the training. If Franchisee or Franchisee's designated individual's initial training (or any additional management training) is discontinued by us, Franchisee shall have thirty (30) days to present an alternative acceptable candidate for such training to us. If Franchisee's new candidate does not adequately complete the initial training program, then we shall have the option of terminating this Agreement. We shall provide instructors, training materials for all required training programs; and Franchisee or its Owners and Operations Manager who attend the training shall be responsible for all other expenses incurred in connection with any training programs, including without limitation, the cost of transportation, lodging, meals, and wages.

W. Ongoing Training and Support.

Franchisee will have access to our personnel for questions, ongoing training and support by phone and e-mail during regular business hours (Central Time Zone). We will continue to consult with and advise Franchisee on Products, Services, programs and operational matters; provide a dedicated phone line to all our franchisees (free of charge) to answer any questions from Franchisee or its staff (Section XX.A of this Agreement), provide the Manual specifications in addition to vendor, supplier, product, equipment, marketing and operational updates as they become available; review advertising and supplier approval requests; and administer the System Brand Fund.

**XIII. SPECIFIC OBLIGATIONS OF FRANCHISEE RELATING TO INSURANCE**

A. Overall Coverage Required

Before Franchisee opens its Business, Franchisee must purchase insurance coverage from a responsible carrier with a performance rating of A or higher as rated in the most recent edition of Best Insurance Reports (or comparable criteria as we may specify). Franchisee must maintain such insurance throughout the duration of the initial term of the Franchise Agreement and any renewal terms. Franchisee will procure and maintain general liability insurance and product liability insurance (covers Franchisee for damages that result in injury from products that Franchisee distributes) with minimum policy limits of one million dollars (\$1,000,000) per occurrence and two million dollars (\$2,000,000) aggregate or in amounts specified by us. Franchisee must also procure and maintain "All Risks" or "Inland Marine" insurance (coverage for the full cost of replacement of the Premises and all other property); business interruption insurance to fully insure loss of earnings for a period of one hundred eighty (180) days or longer as we may specify; and automobile liability insurance that includes hired and non-owned coverage with a minimum policy limit of one million dollars (\$1,000,000) including uninsured motorist/minimum of one hundred thousand dollars (\$100,000) or what is in accordance with Franchisee's state guidelines. Franchisee may also need to procure and maintain statutory workers' compensation insurance with limits of greater than one hundred thousand dollars (\$100,000) or the minimum limits required by law. Each insurance policy that we require under this Agreement must contain a provision that the policy cannot be canceled without thirty (30) days' written notice to us.

For any construction, renovation, refurbishment or remodeling of the site, Franchisee may be required by us to require that its general contractor maintain, with an approved insurer, commercial general



liability insurance (with comprehensive automobile liability coverage for both owned and non-owned vehicles, builders' risk and independent contractor's coverage) with limits of no less than one million dollars (\$1,000,000) per claim, naming Franchisee and us as additional insureds, as our interests may appear, together with workers' compensation and employer's liability insurance as required by law. It is Franchisee's responsibility to obtain certificates of insurance from the contractor prior to the initiation of any construction.

To the extent available, we may require Franchisee to obtain: professional liability insurance (covers Franchisee for damages that do not result in property or bodily injury), employer's liability insurance, employment practices liability insurance, employee dishonesty insurance and crime insurance as well as other disability benefits type insurance as may be required by the statute or rule of each state, with policy limits of one million dollars (\$1,000,000) or in the amount we specify.

All insurance policies will name Franchisee as certificate holder and us and our affiliates as an additional named insured with waiver of subrogation by Franchisee for the benefit of us. We may establish minimum standards for coverage to be met by underwriters for insurance and we have the right to audit Franchisee's insurance policies at any reasonable time without notice. Prior to getting the Business operational, selling Products and/or performing Services, Franchisee will obtain required insurance as described above along with any other liability insurance required by law; provide us with certificates of insurance within ten (10) days of issuance; and maintain all required insurance during the term of this Agreement. Franchisee shall also furnish us with certificates and endorsements evidencing insurance coverage within ten (10) days after each of the following events: (i) at all policy renewal periods, no less often than annually and (ii) at all instances of any change to, addition to or replacement of any insurance. Lapses, alterations, or cancellations require immediate notice to us and may be deemed a material breach of this Agreement as set forth in Section XXIII.C. If Franchisee fails to obtain the required insurance and to keep the same in full force and effect, we may, but shall not be obligated to, pay the premiums, or acquire insurance and bill Franchisee. Franchisee shall reimburse us for the full cost of such insurance, along with a reasonable service charge to compensate us for the time and effort expended to secure or maintain such insurance. We may change these insurance requirements on reasonable notice to Franchisee.

Franchisee's insurance will cover all claims for injury, damage, and death or otherwise, arising directly or indirectly out of the Franchised Business.

Franchisee shall notify us immediately in writing of the occurrence of any material event that does or could give rise to an insurable claim by Franchisee or the Franchised Business, and no later than the date on which Franchisee notifies its insurance carrier.

We reserve the right to change or modify (including increasing) the required minimum coverage limits. We make no representation or warranty to Franchisee that the amount of insurance to be carried by Franchisee under the terms of this Agreement is adequate to fully protect Franchisee's interest. If Franchisee believes that the amount of any such insurance is insufficient, Franchisee is encouraged to obtain, at its sole cost and expense, such additional insurance as it may deem desirable or adequate. Franchisee agrees to seek the advice of its insurance advisor regarding the appropriate types of coverage and coverage limits Franchisee may need to sufficiently protect its Business. Franchisee acknowledges that we shall not, by the fact of approving, disapproving, waiving, accepting, or obtaining any insurance, incur any liability for or with respect to the amount of insurance carried, the form or legal sufficiency of such insurance, the solvency of any insurance companies or the payment or defense of any lawsuit in connection with such insurance coverage, and Franchisee hereby expressly assumes full responsibility therefore and all liability, if any, with respect thereto.



Franchisee's compliance with insurance requirements shall not relieve Franchisee of its liability under the indemnity provisions under Section XVIII of this Agreement. Obligations to maintain insurance coverage will not be affected by reason of any separate insurance maintained by us, nor will the maintenance of such insurance relieve Franchisee of any obligations under this Agreement.

Franchisee shall also acquire tenant's liability insurance (if applicable); any other insurance required by the state or locality in which the Business is located and operated, in such amounts as required by statute; and other insurance coverage, as we or the landlord may reasonably require.

Franchisee shall furnish us with certified copies of each of the insurance policies described above on either the earlier of Business being deemed open for operation (as defined in Section X.A) or sixty (60) days following the date this Agreement is executed.

#### **XIV. SPECIFIC OBLIGATIONS OF FRANCHISEE RELATING TO ACCOUNTING AND RECORDS**

##### **A. Bookkeeping, Accounting and Records**

Franchisee acknowledges that the maintenance of accurate financial records and the preparation of financial statements on a timely basis are essential to the efficient operation of the Business. If Franchisee is not qualified to maintain accurate financial records, in our reasonable determination, Franchisee agrees to hire a qualified bookkeeper who will maintain the financial records of the Franchise Business and who will attend to the bookkeeping for the Business not less than once a week for that purpose.

Franchisee shall maintain during the term of this Agreement and shall preserve for a minimum of seven (7) years, full, complete accurate records of sales, payroll, accounts payable and accounts receivable in accordance with the standard accounting system described by us in the Operations Manual or otherwise specified in writing. Franchisee will keep its books and records related to the Business separate from any other business owned by Franchisee or its principals. Any such separate business will be conducted by a separate entity.

Franchisee will provide us all hard copy and digital copies of reports we prescribe on or before the fifth (5<sup>th</sup>) day of each month or daily if we require. Franchisee will deliver or provide electronic access to business records (we will have independent access to all information that Franchisee stores in any computer, laptop, tablet, phone system or software used for the Business), including an itemized report of Franchisee's Gross Revenue for the prior period on a form we prescribe, which will include payment for that periods' or months' fees due, and may include, to the extent that we require:

1. Franchisee's profit and loss statements, payroll records, certification, or records of Gross Revenue (as defined in Section X.A), vendor summary reports, report of account receivables and account payables for the month, week, day, or period reported; and/or
2. Copies of any estimates, invoices, and customer contracts with updated location information in any format we specify;
3. Copies of all invoices for purchases of equipment, products, supplies and services;
4. Copies of Franchisee's most recent sales tax report and/or sales tax return;
5. Copies of all merchant account printouts received from the Franchisee's merchant account banking provider (i.e. records of credit and debit card transactions);

6. Copies of all bank deposits, and bank deposit records made by the Franchisee; and
7. A complete list of all customers, their email addresses, physical addresses, and telephone numbers, who have: (i) canceled or terminated Services; (ii) filed a complaint (internally or with third parties such as the Better Business Bureau); or (iii) sought any type of refund during the preceding month, by the fifth (5th) day of each month.

Franchisee acknowledges and agrees that we, at all times during and after termination, expiration or cancellation of this Agreement, have the right to access (electronically or otherwise) all Business Records of the Business. We may use, transfer, copy or analyze such Business Records as we determine in our sole discretion to be in the best interest of the System. For purposes of this Agreement, "Business Records" means all records, documents, insurance policies, phone system recordings, databases and the like (whether in print, electronic or other form), including all names, addresses, phone numbers, email addresses, customer records, contracts, financing and purchase agreements, vendor and/or supplier records and all other records contained in databases created and maintained by Franchisee pertaining to the operation of a TubToday® business, including but not limited to customers, employees, vendors and other professionals related to the Business.

Franchisee shall obtain specific technology items and software, including, without limitation, a license to use our Software (if developed by us) or third-party software from any of our vendors in accordance with Section XII.I of this Agreement and the Operations Manual. Franchisee agrees to pay all costs in connection with obtaining the technology items and any software license or maintenance fee (if required). Franchisee agrees to maintain, upgrade, update, etc. its technology items and any additional licenses for any software as necessary (upgrades, maintenance and support for our Software will be provided by us as described in Section XX.I). We have the right to charge a reasonable fee for any additional licenses, modification, maintenance and/or support of our Software that we may license to Franchisee and other products and services that we furnish to you related to the technology items.

Franchisee will adopt a fiscal year as designated by us and prepare all financial reports in accordance with U.S. generally accepted accounting principles, consistently applied. Franchisee must periodically deliver to us accounting, tax and other information or copies of documents, as we request.

**B. Franchisor's Right to Audit**

We or our agents may enter the Franchisee's Premises to examine or audit Franchisee's business at any reasonable time with a twenty-four (24) hour notice. We will examine, inspect, or audit Franchisee's database and Business Records, which records will include, but will not be limited to: payroll records, ledgers, sales reports, timecards, check stubs, bank deposits, bank statements, merchant account printouts, receipts, sales tax records and returns, payroll tax records, insurance policies and other documents. We will bear the cost of the audit except for when, Franchisee fails to report as required or understates Gross Revenue by two percent (2%) or more for any reported time period; in which case Franchisee will pay the audit costs, in addition to the amounts owed to us, plus interest of eighteen percent (18%) per annum (1.5% per month) for all understated Gross Revenues or the maximum rate allowed by the laws of the State in which Franchisee's Business is located as specified in the Operations Manual. Franchisee will immediately pay us all sums owed. The foregoing remedies shall be in addition to any other remedies we may have pursuant to this Agreement and as provided at law and in equity.

In addition to the cost of the audit described above, Franchisee shall reimburse us for any and all costs and expenses relating to the inspection (including, without limitation, travel, lodging and wage expenses and reasonable accounting and legal costs), and, at our discretion, submit audited financial statements prepared, at Franchisee's expense, by an independent certified public accountant satisfactory to

us. If an inspection discloses an understatement in any payment to us of two percent (2%) or more, twice within any two (2) year period, such act or omission shall constitute grounds for immediate termination of this Agreement, as set forth in Section XXIII.C. The foregoing remedies shall be in addition to any other remedies we may have pursuant to this Agreement and as provided at law and in equity.

C. Method of Payment

All payments Franchisee makes to us will be by any method we specify, including cash, check, certified check, money order, credit card, automatic pre-authorized payment plan, Internet, or electronic funds transfer (as described in Section X.D of this Agreement). All payments to us and dollar amounts stated in this Agreement are in United States dollars unless otherwise expressed. Notwithstanding any other provision in this Agreement to the contrary, in the event the United States currency is redeemed, renominated or another currency is issued in its place the new currency will be required. If a conversion of royalties or other payments from another currency is made, the conversion shall be made as of the date the payment is due, or the date the payment is actually made, whichever is more beneficial to us. Franchisee is responsible for any fees associated with payment methods other than cash or check.

D. Submission of Financial Statements

Franchisee will provide us with a copy of Franchisee's annual financial statements including a profit and loss statement and a balance sheet and containing complete notes and disclosures. Such statements will be prepared in accordance with U.S. Generally Accepted Accounting Principles ("GAAP"), by an independent accountant, and will be delivered to us within ninety (90) days after Franchisee's fiscal year end.

E. Disclosure of Financial Statements

Franchisee hereby grants us permission to release to Franchisee's lenders or prospective lenders and to our purchasers or prospective resell purchasers, any financial and operational information relating to Franchisee and/or the Business; however, we have no obligation to do so. Should we have acquired Franchisee's Business and intend to sell it to a prospective franchisee, we may show such buyer Franchisee's financial statements and related information.

Franchisee also authorizes us to make reasonable inquiries of Franchisee's bank, suppliers and creditors concerning the Business and hereby directs such persons and companies to provide to us such information and copies of documents pertaining to the Business as we may request.

**XV. SPECIFIC OBLIGATIONS OF FRANCHISEE RELATING TO USES OF NAMES AND MARKS**

A. Names and Marks are Licensed to Franchisor

We warrant with respect to the proprietary Names and Marks that:

1. Pursuant to a License Agreement between us and Nicolas Boatner, we have been granted the exclusive right to license the use of the Names and Marks to establish TubToday® franchises in the United States.
2. We are taking and will take such steps as are reasonably necessary to preserve and protect the ownership and validity of such Names and Marks; and

3. Franchisee acknowledges that there may be third party pre-existing users or applicants/registrants of trademarks, trade names, or business names similar to the Marks. We and Franchisee shall investigate such use, applications, or registrations, if any, and we shall in our sole discretion decide on the appropriate action to be taken. Any unsuccessful challenge made by us shall not constitute a ground for the termination of this Agreement. In the event we determine in our sole judgment that challenging any such third party's use of the Marks will not likely be successful, or would not be economically feasible to achieve, or if Franchisee shall be required to cease using the Marks (or any of them) by court order, or as a result of any settlement of any such trademark claim by a prior registrant or any pre-existing user, or any other such trademark claim, or if we shall deem it necessary or appropriate to change the name of the Franchise in order to mitigate any potential exposure or damages arising under any trademark claim, Franchisee shall promptly change the name of its Franchise, and thereafter utilize an alternative name established by us. We shall have no obligation to reimburse the Franchisee for any costs, causes of action, damages, demands, expenses, fines, liabilities, or penalties, arising out of such a trademark, service mark, logo, or trade name change.
4. We will use and permit Franchisee and other franchisees to use the Marks in compliance with the System and standards attendant thereto and contained in the Operations Manual as well as our policy statements, which underlie the goodwill associated with and symbolized by the Marks.

B. Franchisee is Licensed to Use Names and Marks

With respect to Franchisee's use of the Names and Marks pursuant to this Agreement, Franchisee agrees that:

1. Franchisee shall: (i) use only the Names and Marks as are approved in writing by us for Franchisee's use, (ii) use them only in the manner authorized and permitted by us, and (iii) acknowledge that in any use whatsoever of our Names and Marks (that are identified as being the Names and Marks), the Names and Marks are registered to or owned by Nicolas Boatner with exclusive rights given to us;
2. Franchisee shall use the Names and Marks only in connection with the operation of the Business and in advertising for the Business conducted at or from the Franchisee's website or Accepted Location;
3. Franchisee shall use and display, as we may require in the operation of the Business, a notice in the form approved by us indicating that Franchisee is a "Franchise" of TubToday<sup>®</sup> and that the Names and Marks are used by Franchisee under such Franchise. Franchisee must indicate to third parties that it is "independently owned and operated" and that Franchisee uses them under a license;
4. Unless otherwise authorized or required by us, Franchisee shall operate and advertise the Business under the Name and Mark "TubToday<sup>®</sup>;"
5. Franchisee's right to use the Names and Marks is limited to such usages as are authorized under this Agreement, and any unauthorized use shall constitute an infringement of our rights and material breach of this Agreement;

6. Franchisee must obtain our approval for any use of any item of printed or electronic material of any kind bearing any of the Names and Marks unless we supplied the item. We shall approve or deny Franchisee's request, which approval is in our sole discretion, within thirty (30) days of receipt of Franchisee's written request. If we fail to respond to Franchisee's request within said thirty (30) day period, Franchisee's request shall be deemed denied. Franchisee shall use such notices of trademark registrations and copyrights as we specify;
7. Franchisee shall not use the Names and Marks to incur any obligations or indebtedness on our behalf;
8. Franchisee shall not use the Names and Marks or any part thereof as part of its corporate or other legal name;
9. Franchisee shall not use the Names and Marks or any part thereof in any form on the Internet or any Website including but not limited to, addresses, domain names, URLs, links, metatags, locators, and search techniques;
10. Franchisee shall comply with our instructions in filing and maintaining the requisite trade name or fictitious name registration, and shall execute any documents deemed necessary by us or our counsel to obtain protection for our Names and Marks or to maintain their continued validity and enforceability;
11. In the event any litigation involving the Names and Marks is instituted or threatened against Franchisee, Franchisee shall promptly notify us and shall cooperate fully with us in defending such litigation. Franchisee agrees to execute any and all instruments and documents, render such assistance, and do such acts or things as may, in our sole opinion, reasonably be necessary or advisable to protect and maintain the interests of us or any other interested party in the Names and Marks. Other than what is stated in this Agreement, we are not obligated to protect Franchisee's right to use the Names and Marks or protect Franchisee against claims of infringement or unfair competition with respect to the Names and Marks and may direct Franchisee not to use the Names and Marks or to change the Names and Marks at Franchisee's expense. We will control any and all such litigation, arbitration and mediation involving our Names and Marks. The Franchisee has no authority to institute any litigation, file an arbitration, or institute any request for mediation involving our Names and Marks, nor does the Franchisee have any authority to enter into any settlement negotiations. Although we are not contractually obligated to protect the Names and Marks or Franchisee's right to use them, as a matter of corporate policy, we intend to defend the Marks vigorously;
12. During the term of this Agreement and any renewal, Franchisee shall identify itself as the owner of the Business in conjunction with any use of the Names and Marks, including, but not limited to, on invoices, order forms, receipts, and contracts, as well as at such conspicuous locations on the Premises as we may designate in writing. The form and content of such identification shall comply with standards set forth in the Operations Manual; and
13. Franchisee further agrees to follow all of our quality standards that are inherent in the Names and Marks. Such quality standards are contained in the Operations Manual, as well as various policy statements issued by us, and may be changed from time to time at our sole discretion.

C. Franchisee Will Not Challenge Franchisor's Rights in Its Names and Marks

Franchisee expressly understands and acknowledges that:

1. As between the Parties hereto, Nicolas Boatner is the owner, and we have the exclusive right and interest in and to the Names and Marks and the goodwill associated with and symbolized by them;
2. The Names and Marks are valid and serve to identify the System and those who are franchised under the System;
3. Franchisee shall not directly or indirectly contest the validity or the ownership of the Names and Marks;
4. Franchisee's use of the Names and Marks pursuant to this Agreement does not give Franchisee any ownership interest or other interest in or to the Names and Marks, except the non-exclusive Franchise granted herein;
5. Any goodwill arising from Franchisee's use of the Names and Marks in its Business under the System shall inure solely and exclusively to our benefit, and upon expiration or termination of this Agreement and the Franchise herein granted, no monetary amount shall be assigned as attributable to any goodwill associated with Franchisee's use of the System or the Names and Marks;
6. We reserve the right to substitute different Names and Marks for use in identifying the System, the Business and other franchised businesses operating there under;
7. Franchisee hereby agrees to comply, at Franchisee's expense, with any directions from us to discontinue, modify, substitute, or add Names and Marks. We cannot and do not make any guaranty that a modification, discontinuance or otherwise will not be required for any reason. In such event, we have no liability to Franchisee. Franchisee agrees to make no claim in connection with any modification, discontinuance, or other action, and/or with any dispute regarding the Names and Marks. There is always a possibility that there might be one or more businesses using a name and/or marks similar to us with superior rights;
8. Franchisee hereby agrees not to register or attempt to register the Names and Marks in Franchisee's name or that of any other firm, person, business, or corporation.
9. The right and license of the Names and Marks granted to Franchisee is nonexclusive, and we thus have and retain the rights, among others:
  - a. To use the Names and Marks in connection with offering and selling Products; and offering, selling, and performing Services;
  - b. To use the Names and Marks to market on the Internet, including all use of Websites, domain names, URL's, linking, advertising, and co-branding arrangements. Franchisee may not establish a presence on the Internet except as we may specify and only with our prior written consent. We retain the right to approve any linking to or other use of the TubToday<sup>®</sup> website;



- c. To grant other licenses for the Names and Marks, in addition to those licenses already granted to existing franchisees; and
  - d. To develop and establish other systems using similar Names and Marks, or any other proprietary marks, and to grant licenses or franchises thereto at any location(s) whatsoever without providing any rights therein to Franchisee.
10. Franchisee understands and acknowledges that we have the unrestricted right to engage, directly or indirectly, through our employees, representatives, licensees, assigns, agents, and others, at wholesale, retail and otherwise, in the distribution and sale of Products, equipment and/or Software (if developed) bearing the Names and Marks licensed or other names or marks, including without limitation, products and equipment included as part of the System. Franchisee shall not under any circumstances engage in any wholesale trade or sale of Products, equipment and/or Software for resale and/or independently act as an exclusive distributor for any third-party vendor or secure any exclusive rights for any System equipment, product and/or Software or non-System products, equipment, or software without our written consent.

D. Ownership of Intellectual Property

Franchisee acknowledges that we are the exclusive owner of the intellectual property which includes the following: our Names, Marks (through a license from Nicolas Boatner), all Confidential Information, all intellectual property associated with the Names, Marks and the System, all vendor and supplier relationships, Employee lists (including independent contractors, if Franchisee chooses to hire independent contractors) and customer lists; and all such phone listings/addresses/URLs held by Franchisee. Franchisee agrees that Franchisee will not use these lists for any purpose other than in relation to the Franchised Business. Franchisee will, on demand, promptly deliver to us a complete list of Franchisee's customers, Employees including information we may request related to such customers, accounts, and Employees. The use of any or all such intellectual property shall not create in Franchisee or its Owners title or interest in or to any of it except as expressly provided in this Agreement. Neither Franchisee nor any of its Owners shall directly or indirectly assert any right, title or interest in or to any of the Marks or any other part of the intellectual property other than as provided for in this Agreement. Franchisee acknowledges that we shall own all Intellectual Property rights to any materials provided to the Franchisee by us or developed by the Franchisee pursuant to this Agreement. Such ownership rights shall be in all media, whether now known or hereinafter invented, by all means, methods, and processes, including complete and entire interactive rights and rights to derivative works.

**XVI. SPECIFIC OBLIGATIONS OF THE FRANCHISEE RELATING TO CONFIDENTIALITY OF PROPRIETARY INFORMATION**

A. Franchisee Shall Learn Proprietary Matters

Franchisee acknowledges that it will obtain knowledge of proprietary matters, techniques and business procedures of ours that are necessary and essential to the operation of the Franchise, without which Franchisee could not effectively and efficiently operate such Business, including, without limitation, knowledge regarding our: System, Products, Services, Service Guarantee and Warranty Programs; vendor and supplier relationships, specifications for all products and equipment used and sold; distinct build out and design specifications with unique décor, color scheme floor displays and signage (if Franchisee chooses to operate out of a location rather than home-based); Vehicle appearance standards (including vehicle graphic specifications), strategies for securing customers; educational platform, proprietary sales presentations, customer acquisition programs; advertising, marketing and promotional materials,

operational strategies of the Business and our Operations Manual. Franchisee further acknowledges that such proprietary information was not known to Franchisee prior to execution of this Agreement and that our methods are unique and novel to the System. Franchisee acknowledges that Confidential Information shall also include:

1. Persons, corporations, or other entities, which are, have been or become franchisees of the System and any investors therein;
2. Persons, corporations, or other entities, which are, have been or become customers of Business;
3. The terms of and negotiations relating to past or current Franchise Agreements with respect to the System;
4. The operating procedures of the System, including without limitation: knowledge of all Products, how to design bathrooms and specific methods for executing Services; how to maintain service standards and properly perform installations, manage quality control, effectively schedule and route jobs; managing Employees and independent contractors (if Franchisee chooses to hire independent contractors); how to use our intranet system and online educational platform; how to use contracts, forms and waivers; and how to implement record keeping and accounting procedures in addition to specific sales strategies and executing our proprietary sales presentations,
5. The economic and financial characteristics of the System and franchisees, including without limitation: pricing policies, profitability, earnings and losses and capital and debt structures;
6. The Products and Services offered to customers of a TubToday<sup>®</sup> business, including, without limitation, the scope of products offered, services performed and services refused as well as all future product, equipment and service development plans, marketing strategies; and
7. All documentation of the information listed in Sections XVI.A.1 through XVI.A.7 including, without limitation, our training program and Operations Manual. During the term of this Agreement and for a period of five (5) years, following the expiration or termination of this Agreement, Franchisee (including anyone related to Franchisee) agrees not to use, divulge, directly or indirectly, any Confidential Information, without our prior written consent. Nothing contained herein shall be construed so as to allow Franchisee to divulge any secret processes, formulas, or the like.

**B. Franchisee's Employees Will Not Disclose Confidential Information**

Franchisee must keep the methods of operations (confidential information found in the Manuals and other documents) and other materials confidential and not disclose them except to Franchisee's employees, agents, and representatives, as they must have access to it in order to operate a TubToday<sup>®</sup> business. Franchisee must follow all our security procedures, which include the execution and delivery to us of approved nondisclosure or non-competition agreement from its Operations Manager within one week after being hired. These agreements state that such person shall not during the course of his/her employment, representation, or agency with Franchisee, or for a period of three (3) years thereafter, use, divulge, disclose, or communicate, directly or indirectly, in any form or manner, to any person, firm or corporation or other Entity, any of our Confidential Information.

The Operations Manual (and all other manuals) are, and remain, our exclusive property. We will loan Franchisee one copy (hard or electronic) of the Operations Manual for the term of this Agreement. Franchisee must return the Operations Manual (and/or destroy any electronic versions of the Operations Manual) to us at the termination or expiration of this Agreement for any reason, or at any other time at our request. The Operations Manual contains mandatory and suggested specifications for the Business, service standards and operating procedures and further defines Franchisee's other obligations under this Agreement. We may change or add to the Operations Manual to reflect changes in our image, specifications, and procedures and methods of operation, and will lend Franchisee copies of any changes or additions. However, we will not make any change that will change Franchisee's fundamental status and rights under this Agreement. Franchisee shall not copy any part of the Operations Manual (except for designated training sections), either physically or electronically. If Franchisee's copy of the Operations Manual is lost, destroyed, or significantly damaged, Franchisee must replace the Operations Manual at its own expense as set forth in Section XX.G.

C. Relationship with Former Franchisees

Franchisee acknowledges that former franchisees (those whose franchise agreements have expired or have been terminated) are in a position to compete unfairly with Franchisee and/or other members of the System and to cause great injury to the reputation of the System and the Names and Marks. Franchisee therefore agrees as follows:

1. Franchisee will not sell, loan, give or otherwise transfer or deliver to any former franchisee, or allow any former franchisee to copy or otherwise obtain, any Confidential Information; any advertising or promotional materials produced by us or which bear any of our Names and Marks; any other materials (such as photographs or video presentations) or publications of ours, including, without limitation, the Operations Manual; any directory or roster of franchisees or approved vendors and suppliers, any other customer lists or mailing lists pertaining in any way to the System; or any other information about the System, Business or Confidential Information which is not available to the public.
2. Franchisee will not refer prospective customers or accounts to any former franchisee.
3. Franchisee will not notify or advise any former franchisee of, or in any other way assist any former franchisee in learning about, the date, time, and place of any meetings of franchisees.
4. If Franchisee observes any former franchisee using any of our Names and Marks in any way or utilizing a business facility (including any vehicles) for which our Names and Marks and/or distinctive color scheme have not been completely obliterated, Franchisee shall immediately report such observations to us along with all details available to Franchisee.
5. Franchisee shall in general have no dealings with former franchisees.
6. The provisions of this Section XVI.C shall apply to Franchisee as soon as Franchisee is on notice of the expiration or termination of another franchise agreement. Franchisee shall be deemed to be on such notice when:
  - i. Franchisee receives a new franchisee directory in which such franchisee does not appear; or

- ii. Franchisee receives written notice from us that one or more particular franchise agreements have expired or a franchisee has been terminated.

D. Injunctive Relief is Available to Franchisor

Franchisee acknowledges that any failure to comply with the requirements of this Section XVI will cause us irreparable injury, and we shall be entitled to obtain specific performance of, or an injunction against any violation of, such requirements; Franchisee waives any requirements for the posting of any bond(s) relating thereto. Franchisee agrees to pay all court costs and reasonable attorneys' fees incurred by us in obtaining specific performance of, or an injunction against, violation of requirements of this Section XVI. The foregoing remedies shall be in addition to any other legal or equitable remedies, which we may have.

E. Franchisor's Patent Rights and Copyrights

We do not own rights in or to any patents that are material to the Franchise at this time. However, we claim copyright protection for the Operations Manual and all related materials, Software, intranet, our educational platform, website, and all training, promotional, marketing, sales, and advertising materials (including all photographs and video presentations) and operations literature. Such copyright protection and ownership shall extend to all media, whether now known or hereinafter invented, by all means, methods, and processes, whether now known or hereinafter invented, including rights to interactive works, and derivative works. Furthermore, we claim rights to certain trade secrets and Confidential Information as discussed above.

F. Franchisee Shall Not Contest the Franchisor's Ownership Right to Any Confidential Information, Trade Secrets, Patents or Copyrights

Franchisee expressly understands and acknowledges that:

1. We are the owner of our Confidential Information, trade secrets, copyrights, and patent rights;
2. Franchisee shall not directly or indirectly contest the validity or the ownership of our Confidential Information, trade secrets, copyrights, and patents licensed to the Franchisee pursuant to this Agreement, and its successors;
3. Franchisee's use of our Confidential Information, trade secrets, copyrights, and patents does not give Franchisee any ownership interest or other interest in or to the Confidential Information, trade secrets, copyrights, and patents, except the non-exclusive Franchise granted herein;
4. Any goodwill arising from Franchisee's use of our Confidential Information, trade secrets, copyrights and patents in its Business under the System shall inure solely and exclusively to our benefit, and upon expiration or termination of this Agreement and the Franchise herein granted, no monetary amount shall be assigned as attributable to any licensed Confidential Information, trade secrets, copyrights, and patents;
5. We reserve the right to substitute different Confidential Information, trade secrets, copyrights, and patents for use in operating and maintaining the System.

6. Franchisee hereby agrees to comply, at its expense, with any directions from us to discontinue, modify, substitute, or add any new Confidential Information, trade secrets, copyrights, and patents. We cannot and do not make any guarantee that a modification, discontinuance or otherwise will not be required for any reason. In such event, we have no liability to Franchisee. Franchisee agrees to make no claim in connection with any modification, discontinuance, or other action, and/or with any dispute regarding any licensed Confidential Information, trade secrets, copyrights, and patents.
7. Franchisee hereby agrees not to register or attempt to register any Confidential Information, trade secrets, copyrights, and patents in Franchisee's name or that of any other firm, person, or corporation.
8. The right and license of the Confidential Information, trade secrets, copyrights, and patents granted to Franchisee is nonexclusive, and we have and retain the rights, among others:
  - a. To use the trade secrets, Confidential Information, patents, and copyrights and itself in connection with offering Services and selling Products;
  - b. To use the trade secrets, Confidential Information, copyrights, and patents to market on the Internet, including all use of Websites, domain names, URL's, linking, advertising, and co-branding arrangements.
  - c. To grant other licenses for the trade secrets, Confidential Information, copyrights, and patents, in addition to those licenses already granted to existing franchisees; and
  - d. To develop and establish other systems using similar trade secrets, Confidential Information, patents, and copyrights, and to grant licenses or franchises thereto at any location(s) whatsoever without providing any rights therein to Franchisee.
9. Franchisee understands and acknowledges that we have the unrestricted right to engage, directly or indirectly, through our employees, representatives, licensees, assigns, agents, and others, at wholesale, retail and otherwise, in the production, distribution and sale of products and equipment bearing the trade secrets, Confidential Information, patents, and copyrights licensed, including without limitation, equipment and products included as part of the System.

## **XVII. SPECIFIC OBLIGATIONS OF FRANCHISEE RELATING TO TAXES, PERMITS AND LAWSUITS**

### **A. Franchisee Must Notify Franchisor of Lawsuits**

Franchisee shall notify us in writing within five (5) days of notice of the commencement of any action, suit, or proceeding against Franchisee (including if Franchisee or any of its Owners are charged with or found guilty of a felony as defined in its state), and of the issuance of any inquiry, subpoena, order, writ, injunction, award or decree of any court, agency, or other governmental instrumentality, which arises out of, concerns, or may affect the operation or financial condition of the Business, including, without limitation, any criminal action or proceedings brought by Franchisee against its Employees, customers, or other persons. The Franchisee shall give us advance written notice of Franchisee's intent to institute legal action against us, specifying the basis for such proposed action, and shall grant us thirty (30) days from receipt of said notice to cure the alleged act upon which such legal action is to be based.

B. Franchisee Must Pay Taxes Promptly

Franchisee shall promptly pay when due all taxes levied or assessed, including, without limitation, unemployment and sales taxes, and all accounts and other indebtedness of any kind incurred by Franchisee in the conduct of the Business. Franchisee shall pay us an amount equal to any sales tax, gross receipts tax or similar tax imposed on us with respect to any payments to us required under this Agreement, unless tax is credited against income tax otherwise payable by us.

C. Franchisee May Contest Tax Assessments

In the event of any bona fide dispute as to any liability for taxes assessed or other indebtedness, Franchisee may contest the validity or the amount of the tax or indebtedness in accordance with procedures of the taxing authority or applicable law. However, in no event shall Franchisee permit a tax sale or seizure by levy of execution or similar writ or warrant, or attachment by a creditor to occur against the site of the Business, or any improvements thereon.

**XVIII. SPECIFIC OBLIGATION OF FRANCHISEE RELATING TO INDEMNIFICATION**

Franchisee understands and agrees that nothing in this Agreement authorizes Franchisee to make any contract, agreement, warranty, or representation on our behalf, or to incur any debt or other obligation in Franchisor's name or the name of any of our officers, directors, shareholders, members, managers, and employees. Franchisee further understands and agrees that we, and our officers, directors, shareholders, members, managers, and employees, shall in no event assume liability for, or be deemed liable as a result of, any such action, or by reason of any act or omission of Franchisee in its conduct of the Business or any claim or judgment arising there from against Franchisee.

For the purposes of this indemnification, the terms "claim, loss or obligation" will include compensatory, exemplary, or punitive damages; fines and penalties; attorneys' fees; experts' fees; court costs; costs associated with investigating and defending against claims; settlement amounts, judgments, compensation for damages to our reputation and goodwill; and all other costs associated with any of the foregoing claims, losses, or obligations.

Franchisee shall defend, indemnify and hold us and our officers, directors, shareholders, members, managers and employees harmless against all fines, suits, proceedings, claims (including but not limited to, any safety and security claims, claims of injury, claims of theft, claims arising as a result of the operation and/or maintenance of equipment or Vehicles; claims of neglect, abuse, death, vicarious or other liability), demands, actions, losses, damages, costs, expenses, fees (including legal fees, disbursements and related expenses), penalties and/or any other liability of any kind or nature, however arising, growing out of or otherwise connected with and/or related to any act, error and/or omission of Franchisee (including the ownership, operation and/or management of the Business) and/or any referral, service provider, supplier or other agent/independent contractor, Employee of Franchisee's including acts, errors or omissions committed or incurred, negligent or intentional acts in connection with Franchisee's operation of the Business and infringement, violation or alleged infringement or violation of any Mark, patent or copyright or any misuse of the Confidential Information. This provision includes any liability arising from labor or employment law violations as well as any liability related to joint employer claims and harassment claims. This provision includes all claims as indicated above, of us, directly against Franchisee (without a third-party involvement) due to acts or omissions of Franchisee in which we suffer damages including but not limited to, harm to our goodwill and reputation.

We will have the right to control all litigation, including the selection and management of counsel and to defend and/or settle any claim, against and/or including us and/or our-related persons/entities, or



affecting our and/or their interests with no obligation to Franchisee and without affecting our rights under this indemnity or otherwise. Franchisee may appoint separate independent counsel to represent Franchisee's interest in such suits, proceedings, claims, etc., all at Franchisee's expense. Franchisee's indemnification obligations survive termination of this Agreement.

## **XIX. MISCELLANEOUS COVENANTS OF FRANCHISEE**

### **A. Covenants are Independent.**

The Parties agree that each covenant herein shall be construed to be independent of any other covenant or provision of this Agreement. If all or any portion of the covenants in this Agreement is held to be unenforceable or unreasonable by a court or agency having competent jurisdiction in any final decision to which we are a party, Franchisee expressly agrees to be bound by any lesser covenant subsumed within the terms of such covenant that imposes the maximum duty permitted by law, as if the resultant covenant were separately stated in and made a part of this Agreement.

### **B. Franchisee's Principals**

The term "Franchisee's Principals" shall include, collectively and individually, Franchisee's spouse, if Franchisee is an entity, all managing partners, general partners, members, managers, shareholders officers, directors, and other operational personnel whom we designate as Franchisee's Principals and all holders of an ownership interest in any entity directly or indirectly controlling Franchisee, and any other person or entity controlling, controlled by or under common control with Franchisee. The initial Franchisee's Principals shall be listed on Schedule 6 of this Agreement.

### **C. Franchisee Will Not Compete Against Franchisor**

Franchisee specifically acknowledges that, pursuant to this Agreement, Franchisee will receive valuable specialized training, our Confidential Information, and our System.

Franchisee agrees that, except as otherwise approved in writing by us, Franchisee shall not, during the term of this Agreement and for a period of two (2) years from the date of (i) a transfer permitted under this Agreement; (ii) the expiration or termination of this Agreement (regardless of the cause for termination); or (iii) a final order of a duly authorized arbitrator, panel of arbitrators, or a court of competent jurisdiction (after all appeals have been taken) with respect to any of the foregoing or with respect to the enforcement of this Section XIX.C, either directly or indirectly for itself, or through, on behalf of, or in conjunction with, any person, persons, or legal entity, own, maintain, operate, engage in, be employed by, or have any interest in any business using any aspect of the System, the overall TubToday® business concept, with similar Products and/or Services of a TubToday® Business within a twenty (20) mile radius of the Approved Location designated hereunder or within a twenty (20) mile radius of any other System franchise or company-owned business in existence or planned as of the time of termination or expiration of this Agreement, as identified in the Franchise Disclosure Document in effect as of the date of expiration or termination of this Agreement. For purposes of clarification, Franchisee may not, during the term of this Agreement, operate a competing business anywhere.

The unenforceability of all or part of this covenant not to compete in any jurisdiction will not affect the enforceability of this covenant not to compete in other jurisdictions, or the enforceability of the remainder of this Agreement. This covenant not to compete is given in part in specific consideration for access to trade secrets provided as a part of our training or ongoing support programs. In any jurisdiction in which the covenant contained in this Section XIX or any part of it is deemed not enforceable in whole or in part, Franchisee hereby grants us an option to purchase Franchisee's Business on expiration or

termination of this Agreement. We may exercise this option by giving thirty (30) days' written notice to Franchisee (Sections XXII.C and XXII.E). Upon termination or expiration, Franchisee will deliver to us a list of these Assets (as described in Section XXIV.G). Franchisee's other post termination obligations under this Agreement and by law remain in effect on termination or expiration of this Agreement.

D. Exception to Covenant Not to Compete

Section XIX.C hereof shall not apply to ownership by Franchisee or any of its Owners of less than a five percent (5%) beneficial interest in the outstanding equity securities of any publicly held corporation. As used in this Agreement the term "publicly-held corporation" shall be deemed to refer to a corporation which has securities that have been registered under the Federal Securities Exchange Act of 1934.

E. Franchisee Will Not Divert Business

During the term of this Agreement and for a period of two (2) years following the expiration or termination of this Agreement, Franchisee agrees that it will not, either directly or indirectly, for itself, or through, on behalf of, or in conjunction with any person, persons, or legal entity:

1. Solicit, service, sell or attempt to divert business to any competitor by direct or indirect inducement or otherwise, or to any customers of its Business or to any other franchisees including company-owned businesses, with which or with whom Franchisee has had business contact during the term of this Agreement; or
2. Do or perform, directly or indirectly, any other act injurious or prejudicial to the goodwill associated with the Names and Marks or the System or both;

F. Franchisor Is Entitled to Injunctive Relief

In addition to any and all other remedies and damages to which it is entitled, in order to protect our Names and Marks, Products, Services, Confidential Information, proprietary materials and rights and goodwill, we may seek a permanent injunction and the preliminary or temporary equitable relief we deem necessary, to restrain the violation of this Agreement by Franchisee or any persons, parties, and entities acting for Franchisee. Franchisee agrees that we may obtain the injunctive relief and enter it in any court or arbitration forum that we deem appropriate.

In recognition of the difficulty in determining on an expedited basis the value of, and the necessity of us to avoid irreparable harm and to protect our Names and Marks, Products, Services, Confidential Information, proprietary materials and rights and goodwill, Franchisee waives, to the extent permitted by law, the right to interpose the defense that we have an adequate remedy at law. Franchisee further waives any requirement that we post a bond or other security, to the extent permitted by law.

G. Covenants Are Enforceable Independent of Claims

Franchisee expressly agrees that the existence of any claim it may have against us, whether or not arising from this Agreement, shall not constitute a defense to the enforcement by us of the covenants of this Section XIX. Franchisee further agrees that we shall be entitled to set off any amounts owed by us to Franchisee against any loss or damage to us resulting from Franchisee's breach of this Section XIX.

H. Set-Off

Franchisee expressly agrees that the existence of any claims it may have against us, whether or not arising from this Agreement, shall not constitute a defense to the enforcement by us of the covenants in this Section XIX. Franchisee agrees to pay all damages, costs, and expenses (including reasonable attorney's fees) incurred by us in connection with the enforcement of this Section XIX.

I. Disclosure of Contact Information in FDD

Franchisee acknowledges that its contact information will be included in our Franchise Disclosure Document in the future, as required by Illinois and other state agencies and the Federal Trade Commission and that such inclusion may result in prospective franchisees contacting Franchisee.

**XX. OBLIGATIONS OF THE FRANCHISOR: SUPERVISION, ASSISTANCE AND SERVICES**

We will provide the Franchisee with the following assistance and services:

A. Training Programs

We will provide Franchisee a self-study program (and all related materials) immediately after executing the Franchise Agreement and will provide Franchisee with an initial training program at our headquarters or another location of our choice. The initial training program will take place after Franchisee pays the Initial Franchisee Fee. We will provide this initial two (2) week training program without charge to Franchisee and/or up to two of its Owners and/or Operations Manager (total of three people) as designated by Franchisee and before the date Franchisee anticipates the Opening of the Business (as defined in Section IX.B). Such training must occur within sixty (60) days after executing this Agreement. Franchisee will, however, be responsible for travel, accommodation, and other costs for all its attendees. Franchisee must attend and satisfactorily complete the initial training program prior to Franchisee conducting business and opening the Business for operation. If Franchisee, its Owners or Operations Manager fails to timely complete the initial training program to our satisfaction, Franchisee has the right to appoint another Operations Manager to be trained by us at Franchisee's expense and if the other Operations Manager does not satisfactorily complete the training to our satisfaction, then we may terminate this Agreement as described in Section XXIII.C. Any Owner and/or Operations Manager designated by Franchisee as a replacement must be trained by Franchisee or can be trained by us within thirty (30) days of first employment, at Franchisee's cost as provided below. For a second or subsequent franchise, we will not be obligated to provide additional training to Franchisee.

We may reasonably require Franchisee, its Owners and/or Operations Manager to receive or attend and complete to Franchisor's satisfaction additional or advanced training from time to time. Any such training before the Opening (as defined in Section IX.B) of the Business will be at no charge to Franchisee. Thereafter, Franchisee must pay for such training at our actual cost of up to one hundred fifty dollars (\$150) per person per day. Franchisee must also pay travel, food, and accommodations and all other related expenses. We may attempt to use distance learning techniques where possible, to minimize these costs.

Depending on availability, we may provide additional training to Franchisee or its Owners and/or Operations Manager at Franchisee's request. Franchisee may be required to pay us any additional costs over and above the additional training fees such as travel that we reasonably incur should training be held at Franchisee's Business. If additional training is held at our corporate headquarters, Franchisee will be responsible for travel, food and accommodations and other expenses of its trainees.

We offer training resources, such as an Operations Manual, to assist franchisees at their business location. Franchisee acknowledges that its compliance with the Operations Manual is vitally important to us and other System franchisees and is necessary to protect our representation and the guidance of the Names and Marks and to maintain the uniform quality of operation throughout the System. However, while the Operations Manual is designed to protect our reputation and the goodwill of the Names and Marks, the Operations Manual is not designed to control the day-to-day operation of the Business. Franchisee shall give us not less than two (2) weeks' notice of when Franchisee is available for training. Training dates must be mutually agreed upon by Franchisee and us.

- i. We shall also offer additional training resources to the Franchisee to be determined by us, for the operation, advertising and promotion of the Business including refresher training programs, seminars, workshops, annual conference and/or information available through the intranet system for the benefit of the Franchisee and the Franchisee's employees. We may charge a reasonable fee for additional training if deemed appropriate (distinct from continuing education as described below) but not to exceed the additional training fee. Any and all traveling, living and other expenses incurred by the Franchisee or Franchisee's representatives or employees attending our training shall be paid by Franchisee.
- ii. We may conduct an annual conference at such place as shall be designated by us for all Franchisees but initially will most likely be at our headquarters. A registration fee for each participant may be required not to exceed five hundred (\$500) per person and Franchisee's expenses as Franchisee will be responsible for costs associated with attending the conference such as travel, room, and board. We reserve the right to increase the fee a reasonable amount based on reasonable criteria.
- iii. We may provide refresher or continuing education sessions ("Continuing Education") through the phone, web based (webinars), video or at locations designated by us but most likely at our headquarters. Continuing Education sessions (other than by phone, webinars, or video) may have a registration charge of one hundred fifty dollars (\$150) per day per person. Franchisee is responsible for costs associated with attending the meetings such as travel, room and board or our expenses (such as travel, room, and board) if we provide Continuing Education sessions on site at Franchisee's Business. The programs will normally not exceed one (1) day and it is expected that we will at least have quarterly programs subject to special need. The content will cover particular aspects of the franchise including but not limited to: new Products, Services, or programs; sales methods; processes, procedures and techniques when performing Services; best practices for hiring employees and independent contractors (if Franchisee chooses to hire independent contractors); service standards, trends in the industry, operational guidelines, safety, website and software developments, advertising, marketing, and administration. We reserve the right to increase the per day fee a reasonable amount based on reasonable criteria.

We may, but are not obligated to, offer additional training resources to the Franchisee to be determined by us, for the operation, advertising and promotion of the Business which may include certification programs, seminars, workshops, annual convention, and information available through franchisor's intranet system for the benefit of the Franchisee and the Franchisee's employees. After the completion of the initial training program, any additional training may be subject to a fee of up to one hundred fifty dollars (\$150) per person per day. Any and all traveling, living and other expenses incurred

by the Franchisee or Franchisee's representatives or employees attending any training shall be paid by the Franchisee.

As part of the initial training program, we will provide Franchisee with: a written list of approved Products Franchisee is required to offer and sell in its Business; a written list of approved Services Franchisee can offer and perform; a written list of approved equipment, products, supplies and services (as described in Section XII.I) Franchisee is authorized to purchase and use; a written list of approved vendors and suppliers to purchase equipment, products, supplies and services from; equipment and product specifications in addition to strategies for purchasing such items; a written list of Vehicle appearance standards; access to our intranet system that houses our online educational platform; recommended guidelines for hiring and training Employees and independent contractors (if Franchisee chooses to hire independent contractors), operational standards, safety procedures, suggested pricing for Products and Services in addition to our proprietary sales presentations, customer acquisition programs in addition to advertising, and marketing materials (including photographs and video presentations) that have been developed by us (or our affiliates) and are necessary in the operation of the Business. We reserve the right, in our sole discretion, to add, modify, change, or discontinue any Product, Service or program Franchisee can offer, sell, or perform; or any piece of equipment or product Franchisee is required to use in its Business from time to time as specified in Sections XII.H and XII.I of this Agreement. Franchisee will be responsible for all costs associated with the administration of such changes.

We will provide Franchisee with any Software, if developed. Basic training for the Software and all other software programs necessary to run the Business will be provided as part of the initial franchise training program. We will provide specifications for all technology items and software programs necessary to operate the Business. We shall also provide guidance for the requirements, if any, for all technology items (as described in Section XII.I) and related software programs. In addition, we may provide technical support, ongoing assistance, consultation and upgrade requirements for Franchisee's technology items and software programs. We will update and make changes to our Software, if developed, as we deem necessary. All costs associated with installation, upgrading, protecting, and maintaining the technology items and all other software programs necessary for the operation of the Business is the sole responsibility of the Franchisee.

We will provide up to five (5) days of either pre-opening or grand opening supervision and on-site assistance at the Franchisee's Business. Franchisee shall give us not less than thirty (30) days' notice of when Franchisee wants us to provide either pre-opening or grand opening supervision and guidance. The dates for our visit for such assistance and guidance must be mutually agreed upon by us and Franchisee. Such assistance shall be completed no earlier than when the Franchisee's Business is deemed opened for operation (as defined in Section X.A of this Agreement) and completed no later than ninety (90) days once the Business is deemed open for operation. Any costs incurred by us in connection with the pre-opening or grand opening supervision and assistance onsite at Franchisee's Business within the timeframe as described above will be paid by us. If Franchisee does not take advantage of this onsite assistance and guidance within the timeframe described above, then we are not obligated to provide such assistance to Franchisee without charging Franchisee for the actual wages and travel expenses incurred by us. For Franchisee's second and subsequent Businesses, we will provide the same pre-opening or grand opening supervision and assistance as described above; however, Franchisee will be responsible for actual wages and travel expenses incurred by us. In such circumstances where Franchisee is responsible for actual wages and travel expenses, we will provide Franchisee with invoices for amounts owed and we may require Franchisee to pre-pay all or a portion of the actual amounts incurred by us. Additional support requested by Franchisee will be subject to the training charges as described in Section XX.A.

We will provide additional guidance in the operation of a TubToday® business and provide assistance to resolve operational challenges Franchisee may encounter outside the scope of the Operations



Manual. This guidance can be furnished in whatever manner we consider appropriate in our Business Judgment, including electronically via an intranet system, free of charge, to answer questions from Franchisee and its staff (during regular business hours Central Time Zone). Guidance may also be furnished in writing, telephonically, through training programs and/or on-site consultations, web-based computer training, among other methods. Onsite consultations are subject to additional training fees as mentioned above.

We will provide guidance to Franchisee in its efforts to obtain all certifications, licenses, permits and bonds (if applicable) required to operate the Business. Ultimately, however it is Franchisee's responsibility and obligation to obtain and maintain all such certifications, licenses, and permits and all out of pocket costs associated with obtaining and maintaining such certifications, licenses and permits as described in Section XII.C of this Agreement.

We may, from time to time, provide to Franchisee, at Franchisee's expense, such advertising and promotional plans, and materials (including photographs and video presentations) for local advertising and may direct the discontinuance of such plans and materials, from time to time. All other advertising and promotional materials that Franchisee proposes to use must be reviewed and approved by us, pursuant to Section XII.L of this Agreement.

We may provide Franchisee with emails, text messages, announcements, memos, bulletins, brochures, manuals, and reports, if any, as may from time to time be published by or on our behalf regarding our plans, policies, developments, and activities. In addition, we will provide such communication concerning our Products, Services, programs, our online educational platform, industry developments, techniques, and improvements to the management of the Business that we determine are relevant to the operation of the Business and communication with other franchisees by means of our intranet system. We may also establish a Franchisee elected peer group whose main purpose will be to mentor, support each other and regularly communicate to franchisees. We have the power to dissolve, merge, or change such peer advisory groups.

We shall provide guidance for establishing a standardized accounting, bookkeeping and cost management control system. We will provide Franchisee with all update and upgrade requirements for technology items and related software programs in response to changes in the Operations Manual, or changes in its policies that are communicated to Franchisee in writing. The cost for such updates and/or upgrades is Franchisee's responsibility.

We will provide a dedicated phone line only for all our franchisees, free of charge, to answer any questions from Franchisee or its Operations Manager (during regular business hours, Central Time Zone). Franchisee will also be able to send us questions and suggestions using Internet email or our intranet system as described above. We will consult with Franchisee at no additional charge regarding policies, sales, marketing, and operational issues.

All of our obligations under this Agreement shall benefit only the Franchisee, and no other party is entitled to rely on, enforce, benefit from, or obtain relief for breach of such obligations, either directly or by subrogation.

#### B. Website

We will provide to Franchisee a TubToday<sup>®</sup> URL or website housed within the corporate website that includes access to our intranet system that houses our educational platform and portals online for additional training, advertising, operational and support materials at no additional cost. Franchisee may customize parts of the website with our approval; however, the look is to remain consistent as specified in



the Operations Manual. Franchisee agrees and acknowledges that maintenance and any changes, edits, or updates to the website and/or any Website promotions over the Internet must be performed by us, our affiliates and/or approved vendors. Upon approval of Franchisee's request, which must be submitted in writing, Franchisee is responsible for the cost of such changes. Franchisee may neither establish nor use any Website without our prior written approval and if such approval is granted Franchisee must comply with our requirements regarding discussing, advertising, or disseminating any information on a Website, regarding the Business as described in Section VI of this Agreement. Such approval may be revoked at any time by us in our sole and absolute discretion. We shall own all copyright and other intellectual property rights to the website, as well as the contents of the corporate website or any other Website upon expiration or termination of this Agreement as described in Section XXIV.E. This shall include ownership rights in all media, whether now known or hereinafter invented, by all means, methods, and processes, whether now known or hereinafter invented, including interactive rights and rights to derivative works.

C. Premises Selection

Franchisee has the responsibility for selecting the Premises for the Business. Whether Franchisee chooses to operate out of its home or out of a location (such as a small industrial or warehouse space as described in Section XII.S) we must review and approve the site and/or lease prior to the lease being signed. If the Franchisee is purchasing property, we must review and approve the purchase contract prior to it being signed. We will review and approve or disapprove the location of the Business and will not unreasonably withhold our approval. We shall have the right, but not the obligation, to inspect the Premises prior to opening. The Franchisee is responsible for all lease negotiations.

We do not represent that we have any special expertise in selecting sites and/or negotiating leases. Our approval of a site or location is not a representation or warranty that a TubToday<sup>®</sup> business will be profitable or that Franchisee's sales will attain any predetermined levels. Approval is intended only to indicate that the proposed site or location for the Business meets our minimum criteria for identifying locations. Franchisee agrees that our approval or disapproval of a proposed site or location does not impose any liability on us, or our employees, agents, shareholders, members, managers, directors, or owners.

D. Premises Layout and Design

If Franchisee chooses to operate the Business out of a location (rather than operate from home) and provided that Franchisee leases a space in an existing building, we will assist the Franchisee in the review of the layout and design of the Premises prior to the Franchisee signing a lease or sublease. We will provide Franchisee with guidelines of the layout and design of its Premises; however, Franchisee may need to hire its own architect, at its own expense, to create a complete set of drawings based on the facility size and local permitting requirements. We must review and approve Franchisee's architect's final plan. We do not represent that we have any special expertise in approving architectural plans. Our approval of Franchisee's architectural plan is not a representation or warranty that such plan will meet local permitting requirements or that such plan will not have to be revised or done over again in order to get final approval by local authorities. Our approval is intended only to indicate that the Premises is set up and meets our minimum criteria. Franchisee agrees that our approval or disapproval of Franchisee's architectural plans do not impose any liability on us. The costs of leasehold improvements, furniture, fixtures, equipment, technology items, signage and décor for the Premises are the responsibility of the Franchisee.

In addition, if Franchisee chooses to operate its Business out of a location, we will advise Franchisee, at no charge, with regard to design plans, floor plans and mandatory specifications for the construction, floor displays and layout of the Premises which includes the exterior and interior design. Franchisee acknowledges that Franchisee is responsible for all costs associated with architectural, floor plans and all setup required for its Premises. Franchisee acknowledges that such specifications might not

contain the requirements of any federal, state, or local law, code, or regulation (including without limitation those concerning the Americans with Disabilities Act (the “ADA”) or similar rules governing public accommodations or commercial facilities for persons with disabilities). Franchisee must adhere to all local zoning ordinances, regulations, fire, health and building codes, compliance with all of which shall be Franchisee’s responsibility and at Franchisee’s expense. Franchisee shall adapt, at Franchisee’s expense, standard plans, and specifications for the Premises, subject to our approval, as provided in Section XII.T of this Agreement, which will not be unreasonably withheld, provided, that such plans and specifications conform to our general criteria.

If Franchisee chooses to open a location for its Business, Franchisee understands and acknowledges that we have the right to modify the final set of drawings, architectural plans, floor plans, schematics, floor displays and/or specifications as we deem appropriate, periodically (however we will not modify the final set of drawings, architectural plans, floor plans, schematics and/or specifications for the Premises developed pursuant to this Agreement once those final set of drawings, architectural plans, floor plans, schematics, floor displays and/or specifications have been approved by us and given to Franchisee).

#### E. Hiring Employees and Independent Contractors

We will provide Franchisee with recommended guidelines when hiring Employees (defined in Section XII.F of this Agreement) and independent contractors (if Franchisee chooses to use independent contractors) for the Business. These guidelines are provided for reference only and Franchisee acknowledges that it bears sole responsibility for hiring, training, managing, and firing Employees and independent contractors. Further, Franchisee acknowledges that we are not responsible for and do not direct or control the conduct of Franchisee’s Employees or its independent contractors. Such recommendations and suggestions will be covered in the initial training program and are specified in the Operations Manual. Franchisee understands that such recommendations and suggestions will be updated and may change periodically at our discretion. Franchisee can negotiate any rate for its Employees and independent contractors. Franchisee may be provided with a recommended rate or wage schedule and may elect to use, subject to applicable laws, these rates or wages as a guide when hiring Employees and independent contractors. Franchisee acknowledges that we have made no guarantee or warranty that using such recommended or suggested rates or wages will enhance Franchisee’s sales or profits. Rate or wage negotiations with Employees and independent contractors are the sole responsibility of the Franchisee. Franchisee acknowledges that it is fully in charge of hiring of all its Employees and independent contractors (if Franchisee chooses to hire independent contractors) and for managing such individuals on an on-going basis. Our input as to hiring and management of Employees and bringing on independent contractors are suggestions and guidelines which we believe are important, but except for specific requirements as set forth in this Agreement or the Manual, Franchisee is responsible for making all employee related decisions.

Failure of Franchisee to adhere to our guidelines and standards when hiring Employees, which may include the requirement of criminal background checks for all prospective Employees and independent contractors that go to job sites (if Franchisee chooses to hire independent contractors) may be considered a breach of this Agreement, and we may terminate, in our sole discretion the Agreement, except where the Franchisee has reasonable cause to deviate from our standards as described in Section XXIII.C of this Agreement.

#### F. No Warranties Other than in Writing

With respect to any equipment, products, supplies and/or services (as defined in Section XII.I) provided by us or our affiliates and/or any person/company referred/approved by us or our affiliates, other than specific written warranties expressly provided in connection with such items, such items are provided without any warranties, express or implied, with the warranties of merchantability and suitability for a

particular purpose being expressly disclaimed. In addition, we make no warranties regarding any open-source code contained in any software that we may provide to the Franchisee. We do not warrant that any such software shall be free of bugs, viruses, worms, or Trojan horses.

We are not liable for any guarantee or warranty the Franchisee, its Owners, Operations Manager or Employee of the Franchisee makes to a customer, account or to any third party. Franchisee will fully comply with our proprietary Service Guarantee Program and Warranty Program and any rewards or loyalty program, gift certificate, gift card or promotional programs developed and designed by us (as described in Section XII.H of this Agreement). Franchisee will not misrepresent or omit or fail to state any warranty or guarantee to its customers or third parties.

#### G. Operations Manual

We will revise the Operations Manual and the contents of any other manuals and materials created or approved for use in the operation of the Business, from time to time as we deem necessary to improve on the methods of operations. Franchisee expressly agrees that each new or changed standard shall be deemed effective upon receipt by Franchisee or as specified in such standard. We will lend Franchisee the confidential Operations Manual for the initial training program and if Franchisee satisfactorily completes training, for the term of this Agreement. If the copy of the Operations Manual loaned to Franchisee is lost, stolen, or destroyed before Franchisee returns it to us, Franchisee must replace its copy of the Operations Manual at its own expense.

The Operations Manual is designed to protect the System and the Names and Marks associated with the System, and not to control the day-to-day operation of the Business. Franchisee at all times will remain responsible for the operation of the Business, and all activities occurring at the Premises.

Franchisee shall at all times treat the Operations Manual, and any of our written directives, any business plans and specifications, and any other manuals created for or approved for use in the operation of a TubToday® business, and any supplements thereto, and the information contained therein, in trust and as confidential information, and shall use all reasonable efforts to maintain such information as secret and confidential. Franchisee shall not at any time copy, duplicate, record, or otherwise reproduce the foregoing materials, in whole or in part, nor otherwise make the same available to any unauthorized person.

The Operations Manual, written directives, other manuals and materials, and any other confidential communications provided or approved by us, shall at all times remain our sole property and shall at all times be kept and maintained in a secure place at the Business.

Franchisee shall at all times ensure that its copy of the Operations Manual is kept current and up to date; and, in the event of any dispute as to the contents of the Operations Manual, the master copy of the Operations Manual maintained by us at the corporate offices shall be controlling.

Any suggestions the Franchisee may have concerning the improvement of our website or Franchisee's website, Products, Services, programs, vendors and suppliers, equipment, products, or supplies; recommended procedures, service format and methods, advertising, promotional and marketing materials are encouraged and shall be considered by us when adopting or modifying the standards, specifications, and procedures for the System.

#### H. Vendors, Suppliers and Vehicle Appearance Standards

We will provide Franchisee a written list of approved vendors and suppliers that may include or be limited to us or our affiliates for all equipment, products, supplies and services (as described in

Section XII.I) necessary for the operation of the Business. We will provide Franchisee with a list of all approved vendors and suppliers to purchase equipment, products, supplies and services from during the initial training program. Franchisee understands that such vendor lists will be updated and may change periodically at our discretion and Franchisee agrees to implement such updates at Franchisee's expense as described in Section XII.I of this Agreement. We will train Franchisee on strategies for purchasing and tracking such items during the initial training program. Franchisee will be required to submit in writing alternate vendors or suppliers to us for approval as described in Section XII.I of this Agreement. Franchisee acknowledges that we may receive royalties and/or other payments from some or all of the approved vendors.

We will also provide Franchisee with a written list of Vehicle appearance standards (including vehicle graphics) necessary for the operation of the Business. Franchisee is encouraged to use its own Vehicle or can purchase a used or new Vehicle for the operation of the Business as specified in Section XII.H of this Agreement. All costs associated with obtaining and maintaining the Vehicle is the sole responsibility of the Franchisee.

#### I. Availability of Equipment, Products and Supplies

We will use commercially reasonable efforts to ensure that authorized vendors and suppliers, which may include or be limited to us and our affiliates, maintain a reasonable supply of equipment, products, supplies and services (as described in Section XII.I) for purchase by Franchisee. We require that the Franchisee purchase such items from us, our affiliates, or approved vendors and/or suppliers. We will provide Franchisee with a list of written specifications for such items along with a list of our approved vendors and Franchisee is responsible for acquiring all such items as they are necessary for the operation of the Business. All items that are provided by us will be competitively priced, taking into account equivalent quality and other reasonable considerations.

We reserve the right to establish suggested retail prices for Products and rates for Services from time to time based on competition or what is prevalent within the industry (as further described in Section XX.K). We shall publish inventory and Minimum Representation requirements in the Operations Manual and such requirements may be amended from time to time by us in our sole discretion.

We also reserve the right to implement a centralized purchasing system for franchisees and to negotiate prices and terms with vendors and suppliers and to receive rebates or other financial incentives from such purchases by franchisees. We may utilize such rebated funds in any manner we choose in our sole discretion as more fully described in Section XII.I. If developed, we reserve the right to require Franchisee and other franchisees to purchase all equipment, products, supplies and services through our proprietary intranet system.

#### J. Advertising and Promotion

We will develop and provide creative materials (at our expense) that could be used for local and regional advertising and make such advertising and promotional materials available to our franchisees. Publication or distribution of such materials in the Franchisee's market area shall be at Franchisee's own expense. We will provide specific guidelines for advertising, marketing and promotions initiated by individual franchisees and shall reserve the right to disapprove any advertising, marketing, and promotions, which, in our opinion, are not in accordance with our guidelines. However, no such approval shall be unreasonably withheld or denied. Immediately upon notification to do so, Franchisee shall discontinue any advertising that would, in our Business Judgment, be detrimental to any franchisee or any part of the System or the Franchise.

K. Suggested Pricing for Products and Rates for Services

We shall provide Franchisee with guidance and suggested pricing for Products and rates for Services. Franchisee shall have the right to offer and sell all Products and perform Services at any price or rate Franchisee may determine, except that we reserve the right to establish minimum and maximum pricing and rates for any given Product or Service nationwide to the extent allowed by federal and state laws as explained in Sections XII.H and XII.I of this Agreement. Suggested pricing for Products and/or rates for Services may vary from region to region to the extent necessary in order to reflect differences in costs and other factors applicable to such regions. If Franchisee elects to offer any Product and/or Service at any price or rate recommended by us, Franchisee acknowledges that we have made no guarantee or warranty that offering such Products or Services at the recommended prices and/or rates will enhance Franchisee's sales or profits.

We will provide Franchisee with recommended procedures with regard to cancellation policies in addition to a sample set of forms including contracts, waivers, customer agreements, marketing materials and various operational forms for use in the Business. We do not warrant the completeness, legality or enforceability of any agreements or forms. Franchisee must retain its own counsel to review and revise such agreements and forms to comply with applicable federal and state laws. At our discretion, any and all forms used by Franchisee shall be subject to our review and approval and our decision of such approval will be provided within thirty (30) days after such forms are received by us.

We will continue to research and develop new Products, Services, and programs as we deem appropriate and in our sole discretion. We may conduct market research and testing to determine consumer trends and salability of new Products and Services. If we select Franchisee, Franchisee can choose to participate in a market research program to test new Products, Services and/or programs in the Business and will provide us with timely reports and other relevant information regarding that market research. We will own all copyright and other intellectual property rights to all such reports provided by the Franchisee pursuant to this Section, in all media whether now known or hereinafter invented, by all means, methods, and processes, whether now known or hereinafter invented, including complete and entire derivative rights and rights to interactive works. If Franchisee participates in any test marketing, Franchisee agrees to purchase, at Franchisee's expense, a reasonable quantity of products and/or equipment being tested, effectively promote such products, and make a good faith effort to use and/or sell them. Franchisee shall participate in and comply with all sales and promotional programs and/or Product promotions established by us periodically.

L. Business Planning Assistance

After Franchisee signs this Agreement, we may review and comment on any business plan and pro forma financial projections Franchisee prepares. We do not represent that we have any special expertise in reviewing or developing business plans or that any business plan reviewed by us will result in any profits, revenues, incomes, margins, or sales. Our review and commentary of a business plan or financial pro-forma is not a representation or warranty that the Franchisee's business will be profitable, that the Franchisee will earn any revenues, or that Franchisee's sales will attain any pre-determined sales levels. Our review and commentary is intended only to provide information sharing to Franchisee and Franchisee agrees that such review and commentary does not impose any liability on us. Franchisee specifically acknowledges that we have not reviewed or commented on any business plan or pro-forma prior to the Effective Date of this Agreement.



## **XXI. VARYING STANDARDS**

Because complete and detailed uniformity under many varying conditions may not be possible or practical, we specifically reserve the right and privilege, in our sole and absolute discretion and as we may deem to be in the best interests of all concerned in any specific instance, to vary standards for any franchisee based upon the peculiarities of a particular Business or circumstance, physical characteristics of its Premises, density of population or trade area, existing business practices, or any other condition which we deem to be of importance to the successful operation of such franchisee's Business. Franchisee shall not have any right to object to a variation from standard specifications and practices granted to any other franchisee and shall not be entitled to require us to grant to Franchisee a like or similar variation unless the laws of the Franchisee's state expressly require us to grant such a similar variation.

Franchisee acknowledges that when we use the phrases "sole and absolute discretion," "sole discretion" and/or "Business Judgment," whether in this Agreement or another context, Franchisee and we agree that we have the wholly unrestricted right to make decisions and/or take (or refrain from taking) actions except that we will not do so arbitrarily. We shall use our judgment in exercising such discretion based on our assessment of the interests we consider appropriate and will not be required to consider Franchisee's individual interests or the interests of any other franchisee(s). Franchisee, we, and all other franchisees have a collective interest in working within a franchise system with the flexibility to adjust to business conditions, including but not limited to the competitive environment, new regulatory developments, and emerging business opportunities. Therefore, Franchisee and we agree that the ultimate decision-making responsibility for the System must be vested in us. So long as we act in material compliance with the requirements of this Agreement, we will have no liability for the exercise of our discretion in accordance with the provisions of this Agreement.

## **XXII. RELOCATION, ASSIGNMENT, TRANSFER, SALE OR REPURCHASE OF FRANCHISED BUSINESS**

### **A. Relocation**

Any relocation of the Premises (1) shall be to a location within the Territory (unless waived by us), (2) requires our prior written consent, which we may grant, condition or withhold in our Business Judgment (and may be withheld, in any case, if you are not in good standing), (3) will be at Franchisee's sole expense and (4) may require that Franchisee (and each Owner) sign a general release.

### **B. General Requirements for Assignment by Franchisee**

Franchisee shall not voluntarily or involuntarily transfer, sell, assign or encumber any interest in or ownership or control of Franchisee, the Franchised Business, and/or its assets, the Business or this Agreement (however Franchisee is allowed to transfer up to twenty percent (20%) of its shares or other ownership interests as described below), except in the ordinary course of business, or make any lease or sublease of any property Franchisee is leasing or subleasing in connection with the Business, without our prior written consent. Any attempted sale, assignment, or transfer of any interest in Franchisee, the Franchised Business, and/or its assets, the Business or this Agreement without our prior written consent will be a default under the terms of this Agreement and will be voidable by us. In granting any such consent, we may impose reasonable conditions, including, without limitation, the following:

1. Franchisee must be in full compliance with the terms of this Franchise Agreement, including being paid in full on all fees due and having settled all outstanding accounts with us, our affiliates and all suppliers;



2. The proposed transferee (or its partners, members, managers, directors, officers, or controlling shareholders, if it is a corporation, limited liability company or partnership) must meet our then-applicable standards;
3. The proposed transferee (or its owners if an Entity, managers, directors, or officers) must not operate a franchise, license another or operate any other business offering products and services similar to those offered by a TubToday<sup>®</sup> business without our permission;
4. We shall charge a flat transfer fee of two thousand five hundred dollars (\$2,500) to Franchisee when transferring a part of its Franchise Business (defined as up to 49% of the stock, membership units, partnership units or share of any business trust); or a flat transfer fee of ten thousand dollars (\$10,000) when Franchisee transfers its entire Franchise Business upon our written consent (defined as all other transfers). The term “flat transfer fee” means that Franchisee shall pay this amount regardless of whether our actual cost to process the transfer is higher or lower than such amount. The flat transfer fee will include, but not be limited to, reasonable attorney’s fees actually incurred, the cost of investigating the transferee and our administrative expenses (including employee salaries, sales staff commissions, travel costs, out of pocket costs properly attributable to the transfer). In addition, if the transferee was already in our lead database at the time of first contact between Franchisee and the transferee, we may require Franchisee to pay a referral fee (which amount will be customary for the transaction), in addition to the flat two thousand five hundred dollar (\$2,500) or ten thousand dollar (\$10,000) fee described above, plus the amount of any broker fees that we are responsible for paying to third parties (does not include our employees);
5. Transferee must pay for and successfully complete the training programs then required of new Franchisees at a cost of one hundred fifty dollars (\$150) per person per day and our expenses, subject to increase from time to time;
6. Franchisee shall have substantially complied with all of the terms and provisions of this Agreement, any amendment hereof or successor hereto, or any other agreements between the Franchisee and our subsidiaries or affiliates and, at the time of transfer, shall not be in default;
7. Franchisee shall have executed a general release, in a form satisfactory to us, of any and all claims against us and our officers, directors, managers, members, shareholders, and employees, in their corporate and individual capacities, including, without limitation, claims arising under federal, state, and local laws, rules, and ordinances;
8. The transferee (and, if the transferee is other than an individual, such principals and/or owners of a beneficial interest in the transferee as we may request) shall enter into a written assumption agreement, in a form satisfactory to us, assuming and agreeing to discharge all of Franchisee’s obligations, known by transferee after reasonable inquiry, under this Agreement;
9. The transferee must meet our subjective and objective standards, including experience, talent, skills, educational, managerial, business, and financial capacity; must either have or partner with someone who has any license or certification as required by its state to perform Services; has the aptitude and ability to conduct a TubToday<sup>®</sup> business; and has adequate financial resources and capital to operate the Business; and the transferee’s Operations Manager must complete the training program to our satisfaction;

10. The transferee (and, if an Entity its Owners of a beneficial interest in the transferee as we may request) shall execute and agree to be bound by the then current form of this Agreement, which form may contain provisions that materially alter their rights or obligations under this Agreement. Alternatively, we may in our sole discretion require the transferee to sign the then current form of this Agreement then being used by us, but where the term will end on the expiration date of this Agreement and with such renewal term, if any, as may be provided by this Agreement and the following requirements will apply: (i), the transferee shall sign all other ancillary agreements as we may require for the Franchise Business as required under the then current form of this Agreement, which agreements shall supersede this Agreement in all respects, and (ii) additional changes to the terms of the Agreement may be made at our sole discretion, which include, without limitation, higher royalty fee payments and advertising contributions, and changes in renewal rights;
11. The transferee, at its expense, shall upgrade the Business (including all Vehicles) to conform to the then-current standards and specifications of the System and shall complete the upgrading and other requirements within the time specified by us;
12. Franchisee shall remain liable for all of the obligations to us in connection with the Business incurred prior to the effective date of the transfer and shall execute any and all instruments reasonably requested by us to evidence such liability;
13. Franchisee must obtain and submit satisfactory evidence of transfer or consent of lenders, lessors and governmental authorities for all material permits, approvals and licenses;
14. Franchisee may transfer up to twenty percent (20%) of its shares or other ownership interests to any person or entity, in the aggregate, without invoking this provision, provided that in connection with any such transfer of more than ten percent (10%) ownership the transferee executes the same Guaranty and other agreements which would be required upon execution of this Agreement by Franchisee, if such transferee had then been the owner of such percentage of Franchisee's ownership interests. Franchisee's transfer of an ownership interest without complying with the foregoing, or transfers of more than twenty percent (20%) ownership in the Franchisee's entity, in one or more transfers, without our prior written approval is a material breach of this Agreement;
15. The transferee shall agree to a sublease or to a transfer and assignment, and assumption of the lease of the Business from the original Franchisee, and shall obtain the landlord's approval if required prior to any transfer or sublease, if applicable;
16. The transfer must be completed in compliance with the terms of any applicable leases and other agreements and with all applicable laws, including but not limited to licensing and operations-related laws and/or laws governing franchise sales;
17. Franchisee agrees that we may (but are not required to) discuss with Franchisee and/or the proposed transferee any matters related to any transfer and/or proposed transfer at any time which we consider to be appropriate in our Business Judgment without liability (including our opinion of the terms of sale, performance of the Franchise, etc.). Franchisee expressly consents to any such discussions by us and we may contact any proposed transferee directly regarding such matters or otherwise;

18. Neither Franchisee nor any transferee shall rely on us to assist in the evaluation of the terms of any proposed transfer. Franchisee acknowledges and agrees that an approval of a proposed transfer shall not be deemed to be an approval of the terms, nor any indication as to any likelihood of success or economic viability;
19. Franchisee and its Owners and/or Principals will agree not to compete, not to divert customers, or attempt to hire employees, after the transfer in accordance with restrictions acceptable to us and substantially similar to those described in Sections XIX.C and XIX.E of this Agreement; and
20. Franchisee and its Owners and/or Principals will not directly or indirectly at any time or in any manner (except with respect to other TubToday® businesses that Franchisee or its Principals own and operate) identify itself or any business as a current or former TubToday® business or as one of our franchise owners; use any Mark, any colorable imitation of a Mark, or other indicia of a TubToday® business in any manner or for any purpose; or utilize for any purpose any trade name, trade or service mark or other commercial symbol that suggests or indicates a connection or association with us as described in Sections XXIV.A and XXIV.C of this Agreement.

In addition, the Franchisee must submit copies of the draft Asset Purchase Agreement or Stock (Membership Unit) (Partnership Unit) Purchase Agreement, all draft Promissory Notes, and Security Agreements, with the transferee, regardless of whether they are Franchisee financed or lender financed. In addition to all other grounds for rejection, we have the right to reject any proposed purchase of the assets of the Franchised Business or the stock, membership units, or partnership units of the Franchised Business on the grounds that the proposed Franchisee has in our sole opinion taken on too much debt.

C. Transfer, Sell or Assignment by Franchisor and Franchisor's Right of First Refusal

Franchisee acknowledges that we have an unrestricted right to purchase, transfer or assign our rights or obligations under this Agreement to any transferee or other legal successor of ours.

We will have a right of first refusal regarding any proposed transfer, by Franchisee or an Owner of Franchisee, subject to this Agreement. During the term of this Agreement, if Franchisee, any of its Owners wish to sell, assign, or otherwise transfer an interest in this Agreement, the Franchised Business and/or its assets, or an ownership interest in Franchisee (collectively the "Interest"), then Franchisee will comply with the requirements of Sections XXII.B, XXII.C, XXII.E and XXIV.G of this Agreement.

Franchisee will notify us within ten (10) days after Franchisee has commenced discussions or communications even if preliminary, regarding such a proposed transfer and then send us written updates of the status of such discussions or communications every thirty (30) days thereafter unless and until such discussions or communications have ceased, in which case Franchisee must notify us in writing within five (5) business days that such discussions or communications have ceased. Whether the discussions have ceased or not, at our option, we may require Franchisee to send us, by certified mail or other receipted delivery, copies of any materials or information sent to the proposed buyer or transferee regarding the possible transaction as well as any materials Franchisee sends to the buyer or transferee. Before agreeing to any such transaction, Franchisee and its Owners agree to obtain from a responsible and fully disclosed buyer, and then send us, a true and complete copy of a bona fide, executed written offer (which may include a letter of intent) relating to any proposed transfer. The offer must include details of the payment terms of the proposed sale and the sources and terms of any financing for the proposed purchase price. The bona fide offer with the proposed purchase price must be in a dollar amount, and the proposed buyer must submit with its offer a ten-thousand-dollar (\$10,000) earnest money deposit (if a proposed disposition is part of a

transaction involving additional Franchised Businesses, operating under other Franchise Agreements or license agreements with us, the proposed buyer must pay Franchisee this earnest money deposit for each TubToday® business, involved).

To enable us to determine whether we will exercise our option, Franchisee, or its Owners, shall provide such information and documentation, including financial statements, as we may require (as noted below). In the event that we elect to purchase said Interest, closing on such purchase must occur within ninety (90) days from the date of notice to the Franchisee of our election to purchase said Interest by us. Failure of us to exercise the option afforded by this Section XXII.C shall not constitute a waiver of any other provision of this Agreement, including all of the requirements of Section XXII.B, with respect to a proposed transfer of any Interest. Any later change in the terms of any offer prior to closing shall constitute a new offer subject to the same rights of first refusal by us as in the case of an initial offer.

We may, by delivering written notice to Franchisee or its Owners within thirty (30) days after we receive both an exact copy of the offer and the Preliminary Due Diligence Package (the date on which we have received the exact copy of the offer and the Preliminary Due Diligence Package is called the “Trigger Date”), notify Franchisee of our non-binding preliminary intent to purchase or not to purchase the interest proposed to be sold. The “Preliminary Due Diligence Package” is information and copies of documents (where applicable) that Franchisee supplies to us which consists of Franchisee’s financial statements (including monthly revenue information) for the preceding three (3) years, a copy of the Business’s current lease or sublease (if applicable), information about the number and compensation of employees working at the Business, payroll tax records for the past three (3) years, business income tax records for the past three (3) years, customer records and the Franchisee’s merchant account printouts for the past three (3) years, the Franchisee’s bank deposits for the past three (3) years, and a description of competing bathroom remodeling sales, installation and service-related businesses and/or any other type of businesses offering similar Products and Services operating within the Territory. If we notify Franchisee within thirty (30) days after the Trigger Date (the “First Notice Deadline”) that we are preliminarily interested in exercising our right of first refusal, we will have an additional thirty (30) days after the First Notice Deadline both to conduct our due diligence and then to notify you of either our binding intent to exercise our right of first refusal or our decision not to exercise this right. This additional period is called the “Due Diligence Deadline.” If we elect to purchase the Interest proposed to be sold for the price and on the terms and conditions contained in the offer:

- 1) We may substitute cash for any other form of payment proposed in the offer (such as ownership interests in a privately held entity);
- 2) Our credit will be deemed equal to the credit of any proposed buyer, meaning that, if the proposed consideration includes promissory notes, we may provide promissory notes with the same terms as those offered by the proposed buyer, except as to subordination. Regarding subordination, you acknowledge and agree that our obligations under the promissory notes then outstanding to any and all lenders, although senior to the equity rights of our owners will also be senior to the promissory notes given to you;
- 3) We will have an additional thirty (30) days after the Due Diligence Deadline to close; and
- 4) We must receive, and Franchisee agrees to provide, all customary representations and warranties given a seller of assets of a similar business or the ownership interests in a similar legal entity, as applicable, including, without limitation, representations and warranties regarding:
  - i. Ownership and condition of and title to ownership interests and/or;

- ii. Liens and encumbrances relating to ownership interests and/or assets;
- iii. Validity of contracts and the liabilities, contingent or otherwise, of the entity whose ownership interests are being purchased;
- iv. All equipment, products, supplies, technology items, software, Vehicles are in good working condition and suitable for use;
- v. No litigation or administrative proceedings pending against the Franchisee, or any of its officers, directors, or Owners arising out of the Franchisee's business;
- vi. There are no notices from any federal, state, or local governmental authority to make any changes to the Business or that negatively affect it;
- vii. The Franchisee has the authority to sell the assets of its Business, including a copy of all director and/or Owner resolutions;
- viii. The Franchisee will comply with the Bulk Sales Act, if it is required under the laws of the Franchisee's state;
- ix. There will be no material adverse change in the operation of the Franchisee's business between the date of signature of any Asset Purchase Agreement, and the date of settlement;
- x. There are no tax or employee claims or issues; and
- xi. The Franchisee will not enter into any transaction between the date of signature and the date of settlement other than in the ordinary course of business.

D. Transfer Upon Death or Mental Incapacity

Upon the death or mental incapacity of any person with an interest in a TubToday® Business, the executor, administrator, or personal representative of that person must transfer his or her interest to a third party approved by us within six (6) months after death or mental incapacity. These transfers, including, without limitation, transfers by devise or inheritance, will be subject to the same restrictions and conditions as any inter vivos transfer. However, in the case of a transfer by devise or inheritance, if the heirs or beneficiaries of any deceased person are unable to meet the conditions of this Agreement, the personal representative of the deceased Franchisee shall have six (6) months to dispose of the deceased's interest in the Business, which disposition will be subject to all the terms and conditions for transfer contained in this Agreement. If the interest is not disposed of within six (6) months, we may terminate this Agreement.

Upon the death of the Franchisee or if an Entity, an Owner who owns more than forty-nine percent (49%) or more of the Business, or in the event of any temporary or permanent mental or physical disability of such person, a manager shall be employed for the operation of the Business who has successfully completed our training courses to operate the Business for the account of Franchisee. If after the death or disability of the named Owner, the Business is not being managed by such trained manager, we are authorized to appoint a manager to maintain the operation of the Business until an approved transferee will be able to assume the management and operation of the Business, but in no event for a period exceeding ninety (90) days without the approval of the personal representative of the Principal; such manager shall be deemed an employee of the Franchisee. All funds from the operation of the Business during the period of management by such appointed or approved manager shall be kept in a separate fund and all expenses of



the Business, including compensation of such manager, other costs, and travel, and living expenses of such appointed or approved manager, shall be charged to such fund. As compensation for the management services provided, in addition to the fees due, we shall charge such fund the full amount of the direct expenses incurred by us during such period of management for and on behalf of Franchisee, provided that we shall only have a duty to utilize reasonable efforts and shall not be liable to Franchisee, the Principal or personal representative of the Principal, or any person or entity having an interest therein for any debts, losses or obligations incurred by the Business, or to any creditor of Franchisee or the Principal during any period in which it is managed by our appointed or approved manager.

Within thirty (30) days after any transfer to Franchisee's heirs or successors or the heirs or successors of Franchisee's Owners, the heirs or successors must notify us in writing and make application for approval of assignment of the franchise. The application for assignment is subject to the same conditions, procedures, and costs as assignment of any other franchise except that there will be no transfer fee.

E. Transfer, Sale or Assignment to a Third Party

If we do not exercise our right to purchase within thirty (30) days pursuant to Section XXII.C, Franchisee may thereafter transfer, sell, or assign the Interest to a third party, but not at a lower price or on more favorable terms than disclosed to us in writing. The sale is subject to our prior written approval as specified in this Agreement.

If Franchisee does not complete the sale to the proposed buyer within ninety (90) days after we notify Franchisee that we do not intend to exercise our right of first refusal (whether or not the First Notice Deadline or the Due Diligence Deadline has expired), or if there is a material change in the terms of the sale (which Franchisee must communicate promptly to us), we will have an additional right to accept the sale during the thirty (30) day period following either the expiration of that ninety (90) day period or our receipt of notice of the material change(s) in the sale's terms, either on the terms originally offered or the modified terms, at our option. If Franchisee does not complete the sale to the proposed buyer within an additional ninety (90) days, then any proposed sale or transfer thereafter once again must comply with all of the provisions of Sections XXII.B, XXII.C and XXII.E, as though there had not previously been a proposed sale or transfer.

In addition to its other obligations, such as obtaining our prior written approval, if Franchisee sells or offers to sell ownership interests, the sale of which is regulated by any applicable law, Franchisee must: (i) fully comply with all applicable laws, (ii) disclose to offerees and purchasers that neither us nor our employees, affiliates or agents are an issuer or underwriter, or are in any way liable or responsible for the offering, (iii) ensure that we have reasonable time to review any reference to us or our franchisees in any prospectus or offering documents before their distribution or use, (iv) pay us actual legal costs incurred for our review, (v) indemnify us, our officers, owners, directors, employees, affiliates, and agents from any liability, cost, damage, claim, and expense and from any and all obligations to any person, entity or governmental agencies arising out of or relating to the offer, sale or continuing investment, (vi) sign such further indemnities and provide such further assurances as we may reasonably require and (vii) disclose our ownership and/or licensing rights to all trademarks, service marks, trade names, logos, trade secrets, copyrights, and patents.

If any provision of this Agreement is inconsistent with a valid applicable law, the provision will be deemed amended to conform to the minimum standards required. We and Franchisee may execute an addendum setting forth certain of these amendments applicable in certain jurisdictions, so long as and to the extent that then applicable laws referred to in the addenda remain in effect.



F. Resale Assistance of Franchised Business

Franchisee may, at any time, request our assistance in locating a buyer for its Business. We may, at our option, provide such assistance in accordance with the policies and procedures as set forth in the Operations Manual. We reserve the right to charge Franchisee a fee to cover our reasonable costs and expenses (including the time committed by our employees) incurred in providing such assistance. If we elect to assist Franchisee in finding a buyer for the Business in any way, we make no promises or commitments to Franchisee that a buyer will be located or that anyone will be willing to purchase the Business at a price acceptable to Franchisee. We reserve the right to reject any proposed sale based on our determination, in our sole discretion, that the transferee does not meet the requirements set forth above or that the purchase price or purchase terms agreed to between Franchisee and any prospective buyer is excessive or will not enable the buyer to succeed as a franchisee in the System, and by requesting our assistance Franchisee waives any liability claims it may have against us for such rejection.

**XXIII. TERMINATION OF FRANCHISE**

A. Impact of Statutes Upon Franchise Agreement

Some state laws provide certain rights to franchisees located in a particular state, including: (1) limitations on our ability to terminate a franchise except for good cause; (2) restrictions on our ability to deny renewal of a franchise; (3) circumstances under which we may be required to purchase certain inventory of franchisees when a franchise is terminated or not renewed in violation of the statute; and (4) provisions relating to arbitration. To the extent that the provisions of this Franchise Agreement are inconsistent with the terms of such state laws, the terms of the applicable state laws may control in those states.

Termination or modification of a lease or contract upon the bankruptcy of one of the Parties may be unenforceable under the Bankruptcy Act of 1978, Title II, U.S. Code, as amended.

B. Termination by Franchisor with Right to Cure

Except as otherwise provided in this Agreement, upon any material default by Franchisee under this Agreement or any other agreement between Franchisee and us or our affiliates, we may terminate this Agreement only by giving written notice of termination stating the nature of such default to Franchisee at least thirty (30) days prior to the effective date of termination; provided, however, that Franchisee may avoid termination by immediately initiating a remedy to cure such default, curing it to our satisfaction, and by promptly providing proof thereof to us within the thirty (30) day period. If any such default is not cured within the specified time, or such longer period as applicable law may require, this Agreement shall terminate without further notice to Franchisee effective immediately upon the expiration of the thirty (30) day period or such longer period as applicable law may require. We may terminate this Agreement by written notice to Franchisee for Franchisee's material breach of this Agreement or of any other agreement between Franchisee and us or our affiliates, if Franchisee fails to cure the breach within thirty (30) days after written notice is delivered to Franchisee, provided that this Agreement does not prescribe a different cure period for such breach. Any breach relating to any violation of health or safety laws must be cured within seventy-two (72) hours of notice or such shorter period prescribed by law. Any default for failure to pay monetary amounts must be cured within five (5) days or shorter period as is provided by law.

We may invoke our rights under this Section XXIII.B if, among other things, Franchisee fails to pay any required sums contemplated by this Agreement or any other agreement between Franchisee and us (and/or our respective affiliates).

C. Termination of Franchise without Right to Cure

Notwithstanding the foregoing, Franchisee shall be deemed to be in breach and we, at our option, may terminate this Agreement and all rights granted under it without affording Franchisee any opportunity to cure the breach, effective immediately upon us notifying Franchisee in writing of such breach, if Franchisee does any of the following:

1. Fails to agree on a Territory (if a Territory was not agreed upon before signing this Agreement) and/or fails to open the Business within the specified time limits as provided in Sections VI and IX.B above;
2. Fails to attend and satisfactorily complete the initial training program before Franchisee anticipates opening the business but no later than sixty (60) days after Franchisee signs this Agreement;
3. Attends the initial franchise training program and we determine, in our sole discretion, that the Franchisee, any Owner or Operations Manager has failed the initial training program; or another Operations Manager appointed by Franchisee fails the initial training program and/or such person is deemed not qualified to manage a TubToday<sup>®</sup> business (as described in Section XX.A);
4. Abandons, surrenders, or transfers control of the operation of the Business to a third party without our permission; or fails to continuously and actively operate the Business for five (5) consecutive days, unless precluded from doing so by damage to the Premises due to war, act of God, civil disturbance, natural disaster, labor dispute or other events beyond Franchisee's reasonable control;
5. Fails or refuses, on more than three occasions during the term of this Agreement, to submit when due for a reasonable time thereafter any financial statement, tax return or schedule, or to pay when due Royalty Fees, or any other payments due us or our affiliate;
6. Operates the Business in a manner that violates any federal, state, or local law, rule, regulation, or ordinance (which includes failure of Franchisee to use its best efforts when hiring Employees, including taking every action required by applicable laws related to criminal background checks for all prospective Employees and independent contractors that go to job sites, if Franchisee chooses to use independent contractors);
7. Is unable to provide Products and/or perform Services associated with the System; Franchisee fails to ensure that Franchisee, any of its Owners or Employees (including independent contractors) or anyone representing its Business who perform Services have and maintain a valid license or certification (such as: general contractor's license, plumber's contractor license, home improvement license or certification, elevator contractor license or some other type of license or certification depending on what Franchisee's state and/or county requires) as required by Franchisee's state; if any such license or certification is revoked, suspended or restricted; if any action is instituted by any governmental agency with regard to any required license or certification; or any if business license, certification or permit required by law is suspended or revoked, or otherwise not maintained continuously and actively in full force and effect, and in good standing (as described in Sections XII.C and XII.F of this Agreement);

8. Fails, for a period of fifteen (15) days after notification of non-compliance by us or any appropriate authority, to comply with any federal, state, or local law, ordinance, or regulation applicable to the operation of the Business;
9. Violates any environmental, health, safety, or sanitation law, ordinance, or regulation, or operates the Business (including operating any Vehicles) in an unsafe manner; and does not begin to cure the violation immediately and to correct the violation within seventy-two (72) hours or a shorter period as required by applicable law once Franchisee receives notice from us or another party;
10. Has made a material misrepresentation or omission on the application for the Franchise;
11. Transfers, assigns or sub-franchises this Agreement without our prior written consent, as set forth herein;
12. Discloses or divulges, to any unauthorized person, the contents of the Operations Manual, training materials, or any other Confidential Information provided to Franchisee by us;
13. Fails to have one dedicated salesperson that is either the Franchisee or one of its Owners; or fails to hire a minimum of one full-time salesperson within the specified time limits as provided in Section XII.F and fails to keep such persons on staff for the entire duration of this Agreement;
14. Fails to adhere to our Vehicle appearance standards and fails to reasonably maintain the Vehicle as specified by us and Sections XII.H and XII.U of this Agreement;
15. Fails to comply with modifications to System standards as required by us within a ninety (90) day period from the time of written notice by us;
16. Makes any changes to any equipment, products or Proprietary Products or any third-party products such as changing containers, packaging, labeling, etc. (as described in Section XII.I of this Agreement);
17. Makes or allows any unauthorized use or copy of Confidential Information, Proprietary Products and/or Software or seeks to challenge our ownership rights in the System, including our Confidential Information, Proprietary Products and/or Software;
18. Engages in any activity to translate, reverse engineer, reverse compile, change or disassemble any create derivative works based on our Confidential Information, Products, Proprietary Products and/or Software;
19. Manufactures or produces any product or piece of equipment or product that is similar to, or competes with any equipment, products or Proprietary Products used, offered, or sold in the Business without our advanced written consent;
20. Engages in activity to distribute, act as an exclusive distributor or secure exclusive rights to distribute any Proprietary Product or third-party product or equipment offered or sold in the Business without our written consent;

21. Engages in activity to sublicense, rent, lease, sell, distribute, or otherwise transfer our Confidential Information and/or Software or any portion thereof, or any rights therein, to any person or entity;
22. Exhibits a reckless disregard for the physical or mental well-being of employees, customers, us or our representatives, or the public at large, including battery, assault, sexual harassment or discrimination, racial harassment or discrimination, alcohol or drug abuse or other forms of threatening, outrageous or unacceptable behavior as determined in our sole and absolute discretion;
23. Fails to procure and maintain all required insurance coverage (including any lapses, alterations, or cancellations to the insurance policies) as defined in Section XIII of this Agreement;
24. Fails or refuses to: (i) purchase and/or use any equipment, products, Proprietary Products, supplies or to purchase or use services as specified by us; (ii) purchase equipment, products, Proprietary Products, supplies or use services from us, our affiliates or approved vendors; (iii) cease using and/or remove any piece of equipment, product, supply or other items necessary for the operation of the Business deemed to constitute a violation of this Agreement by us; or, (iv) purchase and maintain, remove or replace all equipment and technology items (clean, service and repair) as specified by us (as described in Sections XII.H and XII.I of this Agreement);
25. Fails or refuses to: (i) offer, sell, perform, modify, change, or discontinue any Product, Proprietary Product, Service, or program as we specify; and/or (ii) execute and perform Services according to our standards (as described in Sections XII.H and XII.I);
26. Offers and/or sells Products and/or promotes Services through any alternative channel of distribution without our permission; or fails to adhere to our standards if granted permission to do so (as described in Sections VI and XII.H of this Agreement);
27. Implements, any type of service, program, or product and/or offers or sells any service, product, or equipment, without our permission and not approved by us in writing, as described in Section XII.H of this Agreement;
28. Fails or refuses to: (i) use our approved customer relationship management software in the operation of the Business; and (ii) adhere to all software fee requirements as described in Section X.E of this Agreement;
29. Fails or refuses to comply with our inventory requirements or minimum representation requirements or terms of any auto-ship programs (if applicable) as set forth in the Operations Manual; or if Franchisee purchases and uses any products and supplies or purchases and/or uses services from any unapproved vendor or supplier without our permission as described in Section XII.I of this Agreement;
30. Engages in Target Marketing to solicit customers outside the assigned Territory; performs Services outside its Territory without permission and/or ceases to perform Services outside its Territory; or Franchisee fails or refuses to refer special events, customers to other franchisees or company-owned businesses (as described in Section VI);

31. Uses the Names and Marks or any part thereof in any form on the Internet, including but not limited to, Websites (including addresses, domain names, URLs, links, metatags, locators, etc.), search techniques and co-branding arrangements without our prior written consent; or engages in any other activity, which has a material adverse effect on us or the Names and Marks;
32. Is convicted of a felony or has pleaded nolo contendere to a felony, or is convicted on charges relating in any way to the possession or use of illegal drugs, controlled substances or steroids or is charged or convicted of a crime of moral turpitude;
33. Engages in unfair business practices or unethical conduct;
34. Fails to discharge within a reasonable time any valid lien placed against the property of the Business (if applicable);
35. Makes an assignment for the benefit of creditors or an admission of the Franchisee's inability to pay its obligations as they become due;
36. Files a voluntary petition in bankruptcy or any pleading seeking any reorganization, arrangement, disposition, adjustment, liquidation, dissolution or similar release under any law, or admitting or failing to contest the material allegations of any such pleading filed against him, or is adjudicated bankrupt or insolvent, or a receiver is appointed for a substantial part of the assets of the Franchisee or the Business, or the claims of creditors of Franchisee or the Business are abated or subject to a moratorium under any laws;
37. Becomes insolvent or makes a general assignment for the benefit of creditors;
38. If a bill in equity or other proceeding for the appointment of a receiver of Franchisee or other custodian for Franchisee's business or assets is filed and consented to by Franchisee;
39. If a receiver or other custodian (permanent or temporary) of the Business, Franchisee, or Franchisee's assets or property, or any part thereof, is appointed by any court of competent jurisdiction or by private instrument or otherwise;
40. If proceedings for a composition with creditors under any state or federal law should be instituted by or against Franchisee.
41. If a final judgment remains unsatisfied or of record for thirty (30) days or longer (unless a supersedeas bond is filed); or if Franchisee is dissolved or is wound up;
42. If execution is levied against Franchisee's business or property or against any ownership interest in Franchisee;
43. If any real or personal property of Franchisee's Business shall be sold after levy by any sheriff, marshal, or constable;
44. If, in material violation of the terms of Sections XII, XVI, XX and/or XXII;
45. If Franchisee maintains false books or records, or submits any false reports to us;

46. If any inspection of Franchisee's records discloses an under-statement of payments due to us of two percent (2%) or more, two or more times in any two (2) year period;
47. If Franchisee's business has three (3) or more material complaints reported to a governmental entity or other public forum (material complaints are determined in our sole discretion) with respect to the Business in any twelve (12) month period.

D. Termination by Franchisee

If we violate a material and substantial provision of the Agreement and fail to remedy or to make substantial progress toward curing the violation within thirty (30) days after receiving written notice from Franchisee detailing our alleged default, Franchisee may terminate this Agreement if so, permitted under applicable law. Any termination of this Agreement and the Franchise by Franchisee, without complying with the foregoing requirements, or for any reason other than breach of a material and substantial provision of this Agreement by us and our failure to cure such breach within thirty (30) days after receipt of written notice thereof, shall not be permitted.

E. General Effect of Termination

On termination or expiration, all of Franchisee's post-termination obligations, including covenant not to compete, non-disclosure, return of the Operations Manual and other proprietary materials, and indemnity, will remain in force and effect. If this Agreement terminates for any reason prior to its expiration date, we will be entitled to certain damages (as described in Section XXIV.H).

F. Territory Alteration as An Alternative to Termination

If Franchisee is in default of the Franchise Agreement, as an alternative to termination, we may modify or completely eliminate any rights that Franchisee may have with respect to the protected status of the Territory, effective ten (10) days after delivery of written notice to Franchisee. In addition, we may modify or completely eliminate Franchisee's Territory.

#### **XXIV. FRANCHISEE'S OBLIGATIONS UPON TERMINATION OR EXPIRATION**

A. Franchisee Shall Cease Using Names and Marks

Franchisee further agrees that, upon termination or expiration of this Agreement, Franchisee shall immediately and permanently cease to use, by advertising, or any manner whatsoever, any Confidential Information, methods, trade secrets, procedures, descriptions of Products and Services associated with us and our Names, Marks and any proprietary marks and distinctive forms, slogans, tag lines, symbols, signs, logos, or devices associated with the System. In particular, Franchisee shall cease to use, without limitation, all signage and décor (if applicable), Vehicles with graphics, advertising materials, stationery, forms, and any other articles, which display our Names and Marks. Franchisee shall make or cause to be made, at its expense, changes directed by us in signage, buildings, structure, Vehicles and Premises so as to effectively distinguish the surviving business entity, if any, from its former appearance as a TubToday® business, and from other existing TubToday® businesses. Franchisee shall comply with the covenant not to compete and the agreement to maintain the confidentiality of proprietary information, as well as return all information that is considered to be Confidential Information under the terms and conditions of this Agreement back to us.



B. Franchisee Shall Cease Operating Business and Refrain from Notifying Customers

Franchisee shall immediately cease to operate the Business under this Agreement, and shall not thereafter, directly, or indirectly, represent itself to the public or hold itself out as a present or former Franchisee of ours.

In addition, Franchisee shall not give notice of termination or expiration of this Agreement to Franchisee's customers, persons and/or businesses who have received Products or Services from Franchisee without our prior written consent. We shall have the sole right to notify all of Franchisee's customers (including persons and/or businesses) who have ever received Products or Services from Franchisee's Business of the termination or expiration of this Agreement at the time and in the manner, we determine to be most appropriate. All of Franchisee's lists of existing and potential customers (including persons and/or businesses) in any format (hard copy or digital) shall be our property. Franchisee shall assist us in transferring such lists to us upon termination or expiration of this Agreement at such times and in the manner we require.

Franchisee must immediately tender all new or used inventory of our Proprietary Products (if developed), décor and signage (if applicable), Vehicle graphics, promotional, advertising and marketing materials in addition to all Confidential Information to us and/or our designated affiliates or destroy, if notified by us in writing to do so, all inventory of such items in a timely manner as in accordance with the terms of the Operations Manual and as specified in Section XXIV.G of this Agreement.

C. Franchisee May Not Adopt Confusingly Similar Names and Marks

Franchisee agrees, in the event it continues to operate or subsequently begins to operate any other business, not to use any reproduction, counterfeit, copy or colorable imitation of the Names and Marks, either in connection with such other business or in the promotion thereof, which is likely to cause confusion, mistake or deception, or which is likely to dilute our exclusive rights in and to the Names and Marks, and further agrees not to utilize any designation of origin or description or representation which falsely suggests or represents an association or connection with us or a former association or connection with us.

D. Franchisee Shall Cancel Assumed Names and Transfer Phone Numbers

Franchisee further agrees that upon termination or expiration of this Agreement, Franchisee shall take all action necessary to cancel all assumed names or equivalent registrations relating to its use of any or all of the Names and Marks. Franchisee shall take all actions necessary to transfer all phone numbers, addresses, domain names, Websites, email, listings, and location contacts for the Business to us or our designee, including but not limited to authorizing all telephone, Internet, Websites, email, electronic network, directory and listing entities to effectuate the same.

E. Franchisee Shall Transfer or Terminate Domain Name and Website

Upon termination or expiration of this Agreement, Franchisee agrees that we will have the absolute right to notify InterNIC, ICANN and all other Internet authorities of the termination or expiration of Franchisee's right to use all domain names, website, Websites, and other search engines for the Business and to authorize the above and other search engines to transfer to us or our designee all domain names, website, Websites, and search engines associated with the Business. Franchisee acknowledges and agrees that we have the absolute right to, and interest in, all domain names, website, Websites, and search engines related to the Business and that we have the full right and authority to direct the above Internet authorities and all search engines to transfer Franchisee's domain names, website, Website and search engines to us or our designee if this Agreement expires or is terminated for any reason. Franchisee further acknowledges

that this Agreement will constitute a release by Franchisee of the above Internet authorities from any and all claims, liabilities, actions, and damages that Franchisee may, at any time, have the right to allege in connection with this provision.

F. Franchisee Must Return Operations Manual and Other Materials

Franchisee further agrees that upon termination or expiration of this Agreement, Franchisee will immediately return to us all copies of the Operations Manual, training materials and any other materials, which have been loaned to Franchisee by us. Franchisee further agrees to turn over to us all items containing any of the Marks, and all customer lists and contracts for the Franchised Business.

G. Franchisor May Purchase Assets

We shall have the first right of refusal to purchase or assume Franchisee's interest in the Franchised Business, or in its assets on the same terms as those contained in a bona fide offer from a third party. As used in this Section, "Assets" means all equipment, products, Proprietary Products, furnishings, fixtures, floor displays, décor items, computers, Vehicles, signage, inventory (non-perishable products, supplies in addition to advertising and marketing materials), leasehold improvements and the lease or sublease for the Business (if applicable). This right is governed by time limits and procedures described in this Agreement with respect to our right of refusal in the event of an assignment. If we exercise our right of first refusal, Franchisee must transfer Franchisee's interest in the Franchised Business and in the Assets.

If Franchisee is selling its Assets, we shall have the right (but not the duty), to be exercised by notice of our intent to do so within thirty (30) days after termination or expiration of this Agreement, to purchase any or all Assets related to the operation of the Business and all items bearing our Names, Marks, at the lesser of Franchisee's cost or fair market value (less the amount of any outstanding liens or encumbrances). The cost shall be determined based upon a five (5) year straight-line depreciation of Franchisee's original costs. For any Asset that is five (5) or more years old, the Parties agree that fair market value shall be deemed to be ten percent (10%) of the Asset's original cost. However, for any of our Proprietary Products or products that display our Marks, fair market value shall be deemed to be twenty percent (20%) of the Asset's original cost, regardless of when such items were purchased (however if any such items are damaged, for example: seals are broken, packages are either torn, stained, discolored, broken, destroyed or otherwise unsellable) the fair market value is agreed to be zero. We and Franchisee agree that the terms and conditions of our right and option to purchase the Assets may be recorded, if deemed appropriate by us. If we elect to exercise any option to purchase the Assets as herein provided, we shall have the right to set off any amounts due from Franchisee.

H. Franchisee Must Pay Monies Owed to Franchisor; Liquidated Damages

Franchisee shall pay to us, within sixty (60) days after the effective date of termination or expiration of this Agreement, such Royalty Fees, System Brand Fees, other advertising fees, payments or any other sums owed to us or our affiliates by Franchisee, which are then unpaid. Franchisee shall pay to us or our affiliates all damages, costs, and expenses, including reasonable attorney's fees, incurred by us in obtaining injunctive or other relief for the enforcement of any provisions of Section XIX.

In the event of termination of this Agreement prior to its expiration date, Franchisee acknowledges that the Parties have considered the following in determining the amount of Liquidated Damages ("Damages"): (1) that the amount of the Damages is reasonable under the circumstances existing at the time this Agreement is made; (2) that the amount of Damages bear a rational relationship to the damages the Parties anticipate would flow from the breach of this Agreement; (3) the agreement to the amount of the Damages is necessary because actual damages are difficult to prove; and (4) the amount of the Damages

are not so large that they act as a penalty. Franchisee accordingly agrees that in such event it shall be obligated to pay to us, the amount of the Damages which is a total of all Royalty Fees and System Brand Fees payments that we would have received, if this Agreement remained in effect until its scheduled expiration date. The amount of the Damages shall be calculated based on the average monthly Royalty Fee payment and the average System Brand Fee paid to us during the previous twelve (12) months for either the remaining term of this Agreement or two (2) years (whichever comes first). If the Franchisee has not made twelve (12) months of payments, then the number of payments it has made will be used to calculate the average of Royalty Fee and System Brand Fund Fee payments. Such payments shall be due to us within sixty (60) days after the effective date of termination or expiration of this Agreement.

Except as otherwise provided in this Agreement, Franchisee shall retain whatever interest it may have in the Assets of the Franchised Business.

## **XXV. ENFORCEMENT**

### **A. Franchisee May Not Withhold Payments Due Franchisor**

Franchisee agrees that he or she will not withhold payments of any Royalty Fees, System Brand Fees or any other amounts of money owed to us for any reason, on grounds of alleged nonperformance by us of any obligation. All such claims by Franchisee shall, if not otherwise resolved by us and Franchisee, be submitted to arbitration as provided in this Agreement. The Franchisee has no right of offset or set off to any amounts due and owing to us.

### **B. Severability and Substitution of Valid Provisions**

All provisions of this Agreement are severable, and this Agreement shall be interpreted and enforced as if all completely invalid or unenforceable provisions were not contained herein, and any partially valid and enforceable provisions shall be enforced to the extent valid and enforceable. If any applicable law or rule requires a greater prior notice of the termination of this Agreement than is required hereunder or requires the taking of some other action not required hereunder, the prior notice or other action required by such law or rule shall be substituted for the notice or other requirements.

### **C. Mediation**

The Parties agree to mediate any dispute or claim arising between them out of this Agreement, or any resulting transaction before resorting to arbitration as set forth in Section XXV.D. Any Party to this Agreement may initiate mediation by serving a written demand on the other party stating the particulars of the demand being served. Mediator fees and administrative fees assessed by mediator shall be divided equally among the parties involved. Before any mediation commences, the parties will agree to a date and/or certain event which will constitute a completion of the mediation process. All mediations shall be held in Kane County, Illinois. If, for any dispute or claim to which this paragraph applies, any party commences an action without first attempting to resolve the matter through mediation or refuses to mediate within ninety (90) days after a request has been made, then the other party (“Mediating Party”) shall be entitled to recover attorney’s fees and costs, even if such Mediating Party was not otherwise entitled to recover its attorney fees and cost in any arbitration or legal action between the parties pursuant to the terms of this Agreement. This mediation provision applies whether or not the arbitration provision is initiated. The requirement to pay the Mediating Party’s attorney’s fees and costs applies regardless of whether the other party waits until the expiration of the ninety (90) day period to file the arbitration and applies as long as said party refuses to attend mediation. Mediation shall be held at the same venue as for arbitration as described in Section XXV.D.

D. Arbitration

Except as we elect to enforce this Agreement by judicial process, injunction, or specific performance (as provided above), all disputes and claims relating to any provision hereof, any specification, standard or operating procedure, or any other obligation of Franchisee prescribed by us, or any obligation of us, or the breach thereof (including, without limitation, any specification, standard or operating procedure or any other obligation of Franchisee or us, which is illegal or otherwise unenforceable or voidable under any law, ordinance, or ruling) shall be settled by mandatory binding arbitration in Kane County, Illinois. Arbitration must be in accordance with the then current Commercial Rules of the American Arbitration Association (“AAA”) and, where applicable, the provision of the Federal Arbitration Act, i.e. 9 USC §1, et al; and provided that at the option of us or the Franchisee that the arbitrator shall be selected from a list of retired federal or state judges supplied by the American Arbitration Association which could include an attorney with twenty (20) years or more franchise experience. The actual selection of the arbitrator from the list will be in accordance with the procedures for selecting an arbitrator under the Commercial Rules of the AAA. The Parties agree that, in connection with any such arbitration proceeding, each will submit or file any claim which would constitute a compulsory counterclaim (as defined by Rule 1-3 of the Federal Rules of Civil Procedure) within the same proceeding as the claim to which it relates. The Parties further agree that arbitration will be conducted on an individual and not a class-wide or multiple plaintiff basis.

The Party discovering an arbitrable claim will have one (1) year from the date of discovery but not to exceed two (2) years from the date the claim occurred, in which to settle the claim or to commence arbitration on the claim. Otherwise the claim or demand will be deemed abandoned and shall be barred. The arbitrator shall allow discovery in accordance with the Illinois Rules of Civil Procedure and may apply the sanctions relating to noncompliance with discovery orders therein provided. The arbitrator shall issue a written opinion explaining the reasons for his or her decision and award and the arbitrator shall have the right to award or include in the award the specific performance of this Agreement. Unless specifically provided for by applicable statute, no punitive or exemplary damages shall be awarded against either us or Franchisee, or entities related to them, in an arbitration proceeding or otherwise, and are hereby waived. Judgment upon the award of the arbitrator will be entered in any court having competent jurisdiction thereof or of the Franchisor or Franchisee. During the pendency of any arbitration proceeding hereunder, Franchisee and we shall fully perform our respective obligations pursuant to the terms and conditions of this Agreement. Arbitration fees shall be shared equally, and the prevailing Party shall be entitled to recover reasonable attorney fees from the other Party, provided should there be no prevailing Party each Party shall pay their own attorney fees.

The requirement to arbitrate under this arbitration provision as well as to mediate under the mediation provision in Section XXV.C shall not apply to any of the following disputes or controversies: any action for injunctive or other provisional relief including but not limited to enforcement of liens, security agreements, or attachment, as we deem to be necessary or appropriate to compel Franchisee to comply with Franchisee’s obligations to us and/or to protect the Names and Marks or any claim or dispute involving or contesting the validity of any of the Names and Marks, or any claim or dispute involving any of the Confidential Information, trade secrets, or copyrights provided by us to the Franchisee under this Agreement.

E. Rights of Parties Are Cumulative

The rights of us and Franchisee are cumulative, and the exercise or enforcement by us or Franchisee of any right or remedy shall not preclude the exercise or enforcement by us or Franchisee of any other right or remedy hereunder which we or Franchisee are entitled by law to enforce by the provisions of this Agreement or of the Operations Manual. In addition, both Parties agree that during any type of dispute or

claim neither Party will attempt to: publish any proceedings, make any publicly available claims; or make any disparaging statement which could tarnish the reputation of the other Party.

F. Judicial Enforcement, Injunction and Specific Performance

We shall have the right to enforce by judicial process our right to terminate this Agreement for the causes enumerated in Section XXIII of this Agreement, to collect any amounts owed to us for any unpaid Royalty Fees, or other unpaid fees or charges due hereunder, arising out of the business conducted by Franchisee pursuant hereto, and to pursue any rights we may have under any leases or subleases (if applicable), sales, purchases, or security agreements or other agreements with Franchisee. We shall be entitled, without bond, to the entry of temporary or permanent injunctions and orders of specific performance enforcing any of the provisions of this Agreement. If we secure any such injunction or orders of specific performance, Franchisee agrees to pay to us an amount equal to the aggregate costs of obtaining such relief, including, without limitation, reasonable attorneys' fees, costs of investigation, court costs, and other litigation expenses, travel and living expenses, and any damages incurred by us as a result of the breach of any provision of this Agreement.

G. Illinois Law Applies

Except to the extent governed by the U.S. Trademark Act of 1946 (Lanham Act, 15 U.S.C., Section 1051 *et seq.*) or the U.S. Arbitration Act, this Agreement shall be governed by the laws of the State of Illinois, and the sole and exclusive venue for arbitration or litigation shall lie in Kane County, Illinois, or in the applicable United States District Court for Illinois.

H. Attorney Fees

In the event that either Party incurs any expenses (including but not limited to reasonable attorney's fees and reasonable expert witness fees) in enforcing the provisions of this Agreement by arbitration or legal action, the prevailing Party shall be entitled to recover such expenses directly from the other.

I. Binding Effect

This Agreement is binding upon the Parties hereto and their respective permitted assigns and successors in interest.

J. Entire Agreement/Integration/No Other Agreements/Manual(s) May Change

This Agreement and all exhibits to this Agreement constitute the entire agreement between the Parties and supersede any and all prior negotiations, understandings, representations, and agreements. Nothing in this or in any related agreement, however, is intended to disclaim the representations we made in the Franchise Disclosure Document that we furnished to Franchisee. No amendment, change, or variance from this Agreement shall be binding on either Party unless mutually agreed to by the Parties in writing. The Operations Manual may be amended at any time by us, and Franchisee shall adopt its methods or procedures to comply with the requirements thereof.

K. Force Majeure

Except for monetary obligations or as otherwise specifically provided in this Franchise Agreement, if either Party to this Agreement shall be delayed or hindered in or prevented from the performance of any act required under this Agreement by reason of strikes, lock-outs, labor troubles, inability to procure materials, failure of power, restrictive governmental laws or regulations, pandemics, riots, insurrection,



war, or other causes beyond the reasonable control of the Party required to perform such work or act under the terms of this Agreement through no fault of such Party, then performance of such act shall be excused for the period of the delay, but in no event to exceed ninety (90) days from the stated time periods as set forth in this Franchise Agreement.

## **XXVI. NOTICES**

Any and all notices permitted or required to be given hereunder shall be deemed duly given: (i) upon actual receipt if delivery is by hand; or (ii) upon receipt by the transmitting party of a confirmation or return response when delivery is by facsimile or email; (iii) 48 hours after deposit to a reputable overnight carrier with confirmation sent or being available, or (iv) 72 hours after deposit into the United States mail if delivery is by postage prepaid, registered or certified, return receipt requested mail. Each such notice shall be sent to the respective party at the address indicated in this Agreement or to any other address as the respective party may designate by notice delivered pursuant to this Agreement.

## **XXVII. COUNTERPARTS**

This Agreement and any amendments or supplements hereto may be executed in any number of counterparts and by different Parties hereto in separate counterparts, each of which when so executed and delivered shall be deemed an original, but all of which counterparts together shall constitute but one and the same instrument. This Agreement shall become effective upon the execution of a counterpart hereof by each of the Parties hereto. A signed copy of this Agreement delivered by email, DocuSign, or other means of electronic transmission (to which a PDF copy is attached) will be deemed to have the same legal effect as delivery of an original signed copy of this Agreement.

## **XXVIII. TIME IS OF THE ESSENCE**

Time is of the essence. The Parties to this Agreement hereby agree that time is of the essence with respect to each of their respective duties and obligations under this Agreement.

## **XXIX. APPROVALS AND WAIVERS**

Whenever this Agreement requires our prior approval or consent, Franchisee shall make a timely written request to us therefore, and such approval or consent shall be obtained in writing.

We make no warranties or guarantees upon which Franchisee may rely, and assume no liability or obligation to Franchisee, by providing any waiver, approval, consent, or suggestion to Franchisee or in connection with any consent, or by reason of any neglect, delay, or denial of any request, therefore.

No failure of us to exercise any power reserved to us by this Agreement or to insist upon strict compliance by Franchisee with any obligation or condition hereunder, and no custom or practice of the Parties at variance with the terms hereof, shall constitute a waiver of our right to demand exact compliance with any of the terms herein. Waiver by us of any particular default or breach by Franchisee shall not affect or impair our rights with respect to any subsequent default or breach of the same, similar or different nature, nor shall any delay, forbearance, or omission, breach or default by us to exercise any power or right arising out of any breach or default by Franchisee of any of the terms, provisions, or covenants hereof, affect or impair our right to exercise the same, nor shall such constitute a waiver by us of any preceding breach by Franchisee of any terms, covenants or conditions of this Agreement.



### **XXX. AUTHORITY**

Franchisee or, if Franchisee is a corporation, limited liability company or partnership, the individuals executing this Agreement on behalf of such corporation, limited liability company or partnership, warrant to us, both individually and in their capacities as owners or officers, that all of them as the case may be, have read and approved this Agreement, including the restrictions which this Agreement places upon their right to transfer their respective interests in such entity as set forth in Section XXII.

### **XXXI. REPRESENTATIONS AND WARRANTIES BY THE FRANCHISEE**

Franchisee acknowledges and warrants that it has received a complete and final copy of this Agreement, our Disclosure Document, and applicable exhibits, in a timely fashion as required; and that before signing this Agreement, Franchisee was given ample opportunity to review and examine our Disclosure Document and was furnished with copies of the documents. **NO ORAL, WRITTEN OR VISUAL CLAIM OR STATEMENT THAT CONTRADICTS THE DISCLOSURE DOCUMENT WAS MADE.**

**FRANCHISEE ACKNOWLEDGES THAT FRANCHISEE, ALL MANAGING PARTNERS, MEMBERS OR SHAREHOLDERS, HAVE BEEN ADVISED TO HAVE THIS AGREEMENT AND ALL OTHER DOCUMENTS REVIEWED BY AN ATTORNEY AND THAT FRANCHISEE, ALL MANAGING PARTNERS, MEMBERS OR SHAREHOLDERS HAVE READ, UNDERSTOOD, HAD AN OPPORTUNITY TO DISCUSS AND AGREED TO EACH PROVISION OF THIS AGREEMENT. THE FRANCHISEE AND MANAGING PARTNERS, MEMBERS OR SHAREHOLDERS AGREE THAT THERE HAS BEEN NO PRESSURE OR COMPULSION BY FRANCHISOR OR ITS AGENTS TO SIGN THIS AGREEMENT.**

**FRANCHISEE ACKNOWLEDGES AND AGREES THAT THE SUCCESS OF THE BUSINESS VENTURE CONTEMPLATED TO BE UNDERTAKEN BY FRANCHISEE AND ITS OWNERS IS SPECULATIVE AND WILL BE DEPENDENT ON PERSONAL EFFORTS AND SUCCESS IS NOT GUARANTEED. FRANCHISEE AND MANAGING PARTNERS, MEMBERS OR SHAREHOLDERS ACKNOWLEDGE AND REPRESENT THAT IT HAS ENTERED INTO THIS AGREEMENT AND MADE AN INVESTMENT ONLY AFTER MAKING AN INDEPENDENT INVESTIGATION OF THE OPPORTUNITY, INCLUDING HAVING RECEIVED A LIST WITH THE FRANCHISE DISCLOSURE DOCUMENT OF OTHER CURRENTLY AND PREVIOUSLY OPERATED TUBTODAY® FRANCHISES.**



IN WITNESS WHEREOF, the Parties hereto have duly executed, sealed, and delivered this CCB Enterprises, LLC Franchise Agreement in duplicate on this date \_\_\_\_\_/\_\_\_\_\_/20\_\_\_\_.

FRANCHISOR:

CCB Enterprises, LLC

Address for Notices:
CCB Enterprises, LLC
N19W2440 Riverwood Drive Suite 350
Waukesha, WI 53188
Telephone: (630) 732-0200
Attn: Nicolas Boatner

Signed: \_\_\_\_\_
Name: \_\_\_\_\_
Title: \_\_\_\_\_
Date: \_\_\_\_\_

FRANCHISEE:

Address for Notice:
\_\_\_\_\_  
\_\_\_\_\_  
Telephone: \_\_\_\_\_  
Email: \_\_\_\_\_  
Attn: \_\_\_\_\_

Signed: \_\_\_\_\_
Name: \_\_\_\_\_
Date: \_\_\_\_\_
Signed: \_\_\_\_\_
Name: \_\_\_\_\_
Date: \_\_\_\_\_
Signed: \_\_\_\_\_
Name: \_\_\_\_\_
Date: \_\_\_\_\_
Signed: \_\_\_\_\_
Name: \_\_\_\_\_
Date: \_\_\_\_\_



SCHEDULE 1  
CCB ENTERPRISES, LLC  
AUTHORIZATION AGREEMENT FOR PREARRANGED PAYMENTS  
(DIRECT DEPOSIT)

BY AND BETWEEN CCB Enterprises, LLC AND \_\_\_\_\_  
("FRANCHISEE") DATED \_\_\_\_\_ 20\_\_.

The undersigned depositor ("DEPOSITOR") hereby authorizes CCB Enterprises, LLC ("FRANCHISOR") to initiate debit entries and/or credit correction entries to the undersigned's checking and/or savings account(s) indicated below and the depository designated below ("DEPOSITORY") to debit such account pursuant to FRANCHISOR's instructions.

\_\_\_\_\_  
DEPOSITOR

\_\_\_\_\_  
Branch

\_\_\_\_\_  
Address

\_\_\_\_\_  
City, State and Zip Code

\_\_\_\_\_  
Bank Transit/ABA Number

\_\_\_\_\_  
Account Number

This authority is to remain in full force and effect until DEPOSITORY has received joint written notification from FRANCHISOR and DEPOSITOR of the DEPOSITOR's termination of such authority in such time and in such manner as to afford DEPOSITORY a reasonable opportunity on which to act. If an erroneous debit entry is initiated to DEPOSITOR's account, DEPOSITOR shall have the right to have the amount of such entry credited to such account by DEPOSITORY, if (a) within 15 calendar days following the date on which DEPOSITORY sent to DEPOSITOR a statement of account or a written notice pertaining to such entry or (b) 45 days after posting, whichever occurs first, DEPOSITOR shall have sent to DEPOSITORY a written notice identifying such entry, stating that such entry was in error and requesting DEPOSITORY to credit the amount thereof to such account. These rights are in addition to any rights DEPOSITOR may have under federal and state banking laws.

\_\_\_\_\_  
DEPOSITOR

\_\_\_\_\_  
FRANCHISOR

By: \_\_\_\_\_

By: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_



SCHEDULE 2  
CCB ENTERPRISES, LLC  
PRE-EXISTING BUSINESSES

As a condition precedent to the effectiveness of the Franchise Agreement and in consideration of the terms and conditions of the Franchise Agreement.

Franchisee represents and warrants to Franchisor as follows:

1. Entities and as an entity owned by [Franchisee and or affiliates of Franchisee] currently operate a business known as \_\_\_\_\_, (“Pre - Existing Business”).
2. Any and all existing franchise agreements, stockholder agreements, partnership agreements, option agreements or any other third-party rights relating to the Pre – Existing Business, do not contain any covenants, terms and conditions which do now, or may in the future, prohibit the execution of the Franchise Agreement and the participation of any of the owners, managers, or employees of the Franchisee in the Franchised Business, and
3. Other than the consents of Franchisee and Franchisor, there is no other third-party consent required for the acquisition of the Franchise to be legally binding and effective, and
4. There are no existing restrictive covenants, other than those which the Pre -Existing Business has waived, binding on Franchisee or any of its partners, owners, agents, representatives, or employees that would be breached by the acquisition and operation of the Franchised Business obligations of Franchisee to Franchisor, and
5. The Pre-Existing Business provides the following goods and services to its customers at the following locations:

5.1 Products and Services of Pre-Existing Business(es)

---

---

---

5.2 Location(s) of Pre-Existing Goods Business(es)

---

---

---

and from the date hereof will continue to operate as [an independent organization] and shall not carry out any other businesses directly or indirectly competing with the Franchised Business, and

6. Franchisee shall convert the entire Pre-Existing Business into the Franchised Business and shall hence forth operate that business as the Franchised Business under the trade name “TubToday<sup>®</sup>,” and

7. Franchisee agrees that any business currently operated or to be operated by any affiliate of Franchisee outside of the Franchised Business which later becomes a part of the Franchised Business shall be folded into the Franchised Business after notice and approval by Franchisor, and
8. Franchisee shall indemnify, defend and hold harmless Franchisor and its affiliates, against all losses, costs, proceedings, judgments, liabilities, expenses, court costs, and reasonable fees of attorneys and other professionals, arising out of or resulting from any breach of the representations and warranties set out in this Exhibit or in connection with any willful or negligent act or omission of Franchisee or Franchisee's employees or agents, including but not limited to such act or omission that contributes to any economic damage, bodily injury, sickness, disease or death. This indemnity shall survive termination of the Franchise Agreement.

**FRANCHISEE**

Signed: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_



SCHEDULE 3  
CCB ENTERPRISES, LLC  
EXECUTIVE ORDER 13224 AND RELATED CERTIFICATIONS

If the Franchisee is an individual or individuals, the Franchisee certifies that he/she/they are not, nor to my/our best knowledge have I/us been designated, a terrorist and/or a suspected terrorist, nor am I/us associated and/or affiliated in any way with any terrorist and/or suspected terrorist person and/or organization, as defined in U.S. Executive Order 13224 and/or otherwise.

If the Franchisee is a company, the person(s) signing on behalf of the Franchisee certify(ies) that, to the Franchisee's and such person's best knowledge, neither the Franchisee, such person, and/or any owners, officers, board members, similar individuals and/or affiliates/associates of the Franchisee have been designated, a terrorist and/or a suspected terrorist, nor is the Franchisee or any such persons and/or affiliates/associates owned, controlled, associated and/or affiliated in any way with any terrorist and/or a suspected terrorist person and/or organization, as defined in U.S. Executive Order 13224 and/or otherwise.

Franchisee agrees to fully comply and/or assist us in our compliance efforts, as applicable, with any and all laws, regulations, Executive Orders or otherwise relating to antiterrorist activities, including without limitation the U.S. Patriot Act, Executive Order 13224, and related U.S. Treasury and/or other regulations, including properly performing any currency reporting and other obligations, whether relating to the Franchise or otherwise, and/or required under applicable law. The indemnification responsibilities provided in the Franchise Agreement cover the Franchisee's obligations hereunder.

**FRANCHISEE**

Signed: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_





SCHEDULE 4  
CCB ENTERPRISES, LLC  
ADA & RELATED CERTIFICATIONS

CCB Enterprises, LLC (“we, us, our”) and \_\_\_\_\_ (“Franchisee”) are parties to a franchise agreement dated, \_\_\_\_\_ 20 \_\_\_\_ (the “Franchise Agreement”) for the operation of a TubToday® Business (the “Business”).

In accordance with Section XII.C of the Franchise Agreement, Franchisee certifies to us that the Business and its adjacent areas comply with all applicable federal, state, and local accessibility laws, statutes, codes, rules, regulations, and standards, including but not limited to the Americans with Disabilities Act and all local zoning regulations and building codes. Franchisee acknowledges that it is an independent contractor and the requirement of this certification by us does not constitute ownership, control, leasing or operation of the Business. Franchisee acknowledges that we have relied on the information contained in this certification. Furthermore, Franchisee agrees to indemnify us, our members, managers, officers, employees and agents, and each and all of the Franchisor-Related Entities, in connection with any and all claims, losses, costs, expenses, liabilities, compliance costs, and damages incurred by the indemnified party(ies) as a result of any matters associated with Franchisee’s compliance (or failure to comply) with the Americans with Disabilities Act, all local zoning regulations and building codes and otherwise, as well as the costs, including attorneys’ fees, related to the same.

**FRANCHISEE**

Signed: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_



SCHEDULE 5  
CCB ENTERPRISES, LLC  
FRANCHISE AGREEMENT: INDIVIDUAL GUARANTY  
(USE FOR CORPORATE, PARTNERSHIP OR OTHER ENTITY FRANCHISEE)

This Guaranty (“Guaranty”) is a Schedule to the Franchise Agreement (the “Franchise Agreement”) between CCB Enterprises, LLC (“we, us, our”) and \_\_\_\_\_ (“Franchisee”) dated the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_.

1. The undersigned agree, individually and on behalf his or her marital community, to personally and unconditionally guarantee the performance of Franchisee under the Franchise Agreement and to perform all obligations under this Guaranty on default by Franchisee of the Franchise Agreement. The undersigned further agree to pay any judgment or award against Franchisee obtained by us. Guarantors are also bound by covenants of the Franchise Agreement that by their nature or terms survive the expiration or termination of the Franchise Agreement, including but not limited to non-competition, indemnity, and non-disclosure provisions.
2. Each Guarantor has consulted legal counsel of his/her own choosing as to his/her responsibilities and liabilities under this Guaranty.
3. Each Guarantor waives:
  - a. Notice of demand for payment of any indebtedness or nonperformance of any obligations guaranteed;
  - b. Protest and notice of default to any party with respect to the indebtedness or nonperformance of any obligations guaranteed;
  - c. Any right he or she may have to require that an action be brought against Franchisee or any other person as a condition of liability;
4. Each Guarantor consents and agrees that:
  - a. Liability under this Guaranty is joint and several with any other guarantor and the Franchisee;
  - b. Each will render any payment or performance required under this Guaranty on demand, if Franchisee fails or refuses punctually to do so;
  - c. Each will individually comply with the provisions and all subsections of the Franchise Agreement and related documents;
  - d. Liability is not contingent or conditioned on our pursuit of any remedies against Franchisee or any other persons; and

- e. Liability is not affected by any extension of time, acceptance or part performance, release of claims, or other compromise that we may grant Franchisee or other person, including the acceptance of any partial payment or performance, or the compromise or release of any claims, none of which shall in any way modify or amend this Guaranty, which shall be continuing and irrevocable during the term of the Franchise Agreement.
  - f. Each waives acceptance and notice of acceptance by us; waives notice of demand, and waives protest and notice of default, except as may be required by the Franchise Agreement.
5. Each Guarantor further hereby consents and agrees that:
- a. Guarantor's liability under this undertaking shall be direct, immediate, and independent of the liability of Franchisee, other guarantors, and the other owners of the Franchisee;
  - b. This undertaking will continue unchanged by the occurrence of any bankruptcy with respect to Franchisee or any assignee or successor of Franchisee or by an abandonment of the Agreement by a trustee of Franchisee. Neither the Guarantor's obligations to make payment or render performance in accordance with the terms of this undertaking nor any remedy for enforcement shall be impaired, modified, changed, released or limited in any manner whatsoever by impairment, modification, change, release or limitation of the liability of the Franchisee or its estate in bankruptcy or any remedy for enforcement resulting from the operation of any present or future provision of the U.S. Bankruptcy Act or other statute, or from the decision of any court or agency.
  - c. We may proceed against Guarantor and Franchisee jointly and severally, or We may, at our option, proceed against Guarantor, without having commenced any action, or having obtained any judgment against Franchisee. Guarantor hereby waives the defense of the statute of limitations in any action hereunder or for the collection of any indebtedness or the performance of any obligation hereby guaranteed; and;
  - d. Guarantor agrees to pay all reasonable attorneys' fees and costs and other expenses incurred in any collection or attempt to collect amounts due pursuant to this undertaking or any negotiations relative to the obligations hereby guaranteed or in the enforcement of this undertaking against Guarantor.

Guarantor agrees to be personally bound by the arbitration obligations under Section XXV.C of the Agreement.

Guarantor agrees to be personally bound by the arbitration obligations under Section XXV.D of the Agreement, including without limitation, the obligation to submit to binding arbitration the claims described in Section XXV.D of the Agreement in accordance with its terms.

**IN WITNESS WHEREOF**, each of the undersigned has affixed his or her signature, in his or her individual capacity, on the same day and year as the Agreement was executed.

Dated on the \_\_\_\_\_ date of \_\_\_\_\_ 20\_\_\_\_.

**(Set forth the name, address, and percentage ownership of each owner of Franchisee, their spouse, and their percentage ownership, if applicable):**

<b>GUARANTOR NAME</b>	<b>ADDRESS</b>	<b>PERCENTAGE</b>
_____ Signed	_____ _____ _____	_____
_____ Printed	_____	
_____ Signed	_____ _____ _____	_____
_____ Printed	_____	
_____ Signed	_____ _____ _____	_____
_____ Printed	_____	



SCHEDULE 6  
CCB ENTERPRISES, LLC  
STATEMENT OF OWNERSHIP INTERESTS AND PRINCIPLES

- A. The following is a list of all managing partners, shareholders, partners, or other investors in Franchisee, including all investors who own or hold direct or indirect interest in Franchisee and a description of the nature of their interest.

<u>Name</u>	<u>Percentage of Ownership/Nature of Interest</u>
-------------	---

- B. In addition to the persons listed in paragraph A., the following is a list of all Franchisee's Principals described in and designated pursuant to Section XIX.B of the Franchise Agreement. Unless designated as a controlling Principal, each of Franchisee's Principals shall execute the Confidentiality Agreement in the form set forth in Schedule 8.



SCHEDULE 7  
CCB ENTERPRISES, LLC  
COLLATERAL ASSIGNMENT OF LEASE

Franchisee: \_\_\_\_\_  
\_\_\_\_\_

Franchisor: CCB Enterprises, LLC

Date of this Collateral Assignment of Lease (the "Assignment"): \_\_\_\_\_

The Franchisee, to effect various provisions of that certain Franchise Agreement dated \_\_\_\_\_, 20 \_\_, by and between Franchisee and Franchisor (the "Franchise Agreement"), hereby collaterally assigns to Franchisor (subject to the terms and conditions below) all of Franchisee's right, title and interest in, to and under that certain lease (the "Lease") dated \_\_\_\_\_ 20 \_\_, between Franchisee and \_\_\_\_\_, ("Landlord"), for that property commonly known as: \_\_\_\_\_ (the "Premises"), a copy of which Lease is attached to this Assignment.

NOW, THEREFORE, for and in consideration of the mutual covenants herein contained, the sum of Ten Dollars (\$10.00) and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, and notwithstanding anything in the Lease to the contrary, it is hereby agreed as follows:

No material modification or amendment of the Lease shall occur or be effective without the prior written consent of Franchisor. Franchisee may not assign the Lease or sublease the Premises and Landlord will not consent or allow Franchisee to assign the Lease or sublease the Premises without Franchisor's prior written consent, which shall not be unreasonably withheld.

Except as provided in the Franchise Agreement, Franchisor will not take possession of the Premises under this Assignment until and unless there is a default by Franchisee under the Lease or a termination, cancellation, rescission or expiration of the Franchisee's rights, or a default by Franchisee, under the Franchise Agreement. In such event(s), the Franchisor (or its designee) may (but has no obligation to) take possession of the Premises and assume the Franchisee's rights under the Lease, and, in such event, Franchisee will have no further right, title or interest in or under the Lease or to the Premises, all such rights thereby passing to Franchisor or its designee, without the Landlord's further consent. The Franchisee will fully cooperate therewith and do all acts necessary or appropriate thereto. Franchisor will have no liabilities or obligations of any kind arising from, or in connection with, this Assignment, the Lease, the Premises or otherwise until and unless Franchisor takes possession of the Premises pursuant to this Assignment and, in any event, Franchisor will only be responsible for those obligations accruing with respect to the Lease after the date of such express assumption. Upon taking possession of the Premises, Franchisor shall be obligated from that date forward to perform all of the duties and obligations of Franchisee under the Lease. Franchisor shall notify Landlord, in writing, within five (5) days of taking possession of the Premises.

The Franchisee will not permit any surrender, termination, amendment, or modification of the Lease and will elect and exercise all options to extend the term of or renew, or assume in bankruptcy, the Lease not



less than thirty (30) days prior to the last day that said rights must be exercised. If the Franchisee does not do so, Franchisor may to the extent consistent with the United States Bankruptcy Code (but has no obligation to) do such acts for the account of Franchisee and without any liability or obligation of Franchisor. Failure of Franchisor to exercise any remedy hereunder shall not be a waiver of any of its rights. Franchisor's rights and remedies under this Assignment are in addition to those which the Franchisor has under the Franchise Agreement or otherwise. This Assignment shall bind, and benefit, Franchisor and Franchisee and their respective successors and assigns. With respect to the Franchisor and Franchisee the dispute resolution provisions (including, but not limited to, mediation, binding arbitration, waiver of jury trial and limitation of damages) of the Franchise Agreement shall apply to this Assignment, and/or any matter related in any way to it, but Franchisor may, in any event and at its option, proceed with any action in court for possession of the Premises and any related remedies. If there is more than one Franchisee, their obligations are joint and several. As between Landlord and Franchisor and/or Franchisee, the dispute provision of the Lease shall apply.

In the event Franchisee shall fail to perform or observe any of the terms, conditions or agreements in the Lease, Landlord shall give written notice thereof to Franchisor and Franchisor shall have the right (but not the obligation) to cure such default. Landlord shall not take any action with respect to such default under the Lease, including without limitation any action in order to terminate, rescind or avoid the Lease, for a period of fifteen (15) days following expiration of any cure period Franchisee may have under the Lease with respect to such default; provided, however, that in the case of any default which cannot with diligence be cured within said additional fifteen (15) day period, if Franchisor shall proceed promptly to cure such default and thereafter prosecute the curing of such default with diligence and continuity, the time within which such default may be cured shall be extended for such period as may be necessary to complete the curing of such default with diligence and continuity.

Landlord will recognize and accept the performance by Franchisor of any act or thing required to be done by Franchisee under the terms of the Lease and will accept such performance as if it were performed by Franchisee.

Landlord agrees that in any case commenced by or against Franchisee under the United States Bankruptcy Code, the Franchisor shall have standing to appear and act as a party to the Lease for purposes of the Bankruptcy Code, (but shall not have any obligations under the Lease unless Franchisor expressly assumes the Lease). Landlord shall, during Franchisee's bankruptcy case, serve on the Franchisor a copy of all notices, pleadings or documents which are given to Franchisee, and service shall be in the same manner as given to Franchisee. If the Lease or Franchisee's rights under the Lease are terminated, whether by reason of default of Franchisee or Landlord, rejection of the Lease in any bankruptcy case, voluntary surrender, and acceptance, or otherwise, then Landlord shall give written notice of such termination to Franchisor. Franchisor or its nominee shall have the option, exercisable by written notice to Landlord delivered not later than the 30th day after written notice that the termination has occurred, to receive from Landlord a new lease of the Premises on the same terms and conditions as the Lease, for the remaining term of the Lease (that is, the portion of the term that would remain absent the termination and the conditions or events causing the same), and such same terms and conditions shall include any extension rights provided for in the Lease.

Any notice or other communication required or permitted to be given under this Assignment shall be in writing and addressed to the respective party as set forth below. Notices shall be effective (i) on the next business day if sent by a nationally recognized overnight courier service, (ii) on the date of delivery by personal delivery and (iii) on the date of transmission if sent by facsimile during business hours on a business day (otherwise on the next business day) (with receipt of confirmation). Any party may change the address at which it is to receive notices to another address in the United States at which business is

conducted (and not a post-office box or other similar receptacle), by giving notice of such change of address in accordance with this provision.

Notices to Franchisor, Franchisee or Landlord shall be addressed as follows:

[Insert applicable notice addresses].

This Assignment may be executed in one or more counterparts, each of which when so executed shall be deemed to be an original, but all of which when taken together shall constitute one and the same instrument.

If any portion or portions of this Assignment shall be held invalid or inoperative, then all of the remaining portions shall remain in full force and effect, and, so far as is reasonable and possible, effect shall be given to the intent manifested by the portion or portions held to be invalid or inoperative.

This Agreement shall be governed by and construed in accordance with the laws of the State of \_\_\_\_\_.

IN WITNESS WHEREOF, the parties hereto have executed this Assignment under as of the date first above written.

**FRANCHISEE:**

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Printed Name

**LANDLORD**

**FRANCHISOR:**

\_\_\_\_\_

**CCB Enterprises, LLC**

By \_\_\_\_\_

by \_\_\_\_\_

Its \_\_\_\_\_

its \_\_\_\_\_



SCHEDULE 8  
CCB ENTERPRISES, LLC  
CONFIDENTIALITY AND NON-COMPETE AGREEMENT

This Agreement is made and entered into \_\_\_\_\_ 20\_\_\_\_, between CCB Enterprises, LLC, an Illinois limited liability company (hereinafter referred to as “we, us, our”), \_\_\_\_\_ (hereinafter referred to as “You”)

**RECITALS:**

WHEREAS, we have acquired the right to develop a unique system (the “System”) for the development and operation of a bathroom remodeling, sales, installation, and service business under the name and mark “TubToday®” (“Business”); and

WHEREAS, the System includes but is not limited to certain trade names, service marks, trademarks, symbols, logos, emblems, and indicia of origin, including, but not limited to the mark TubToday® and such other trade names, service marks, and trademarks as we may develop in the future to identify for the public the source of Products and Services marketed under such marks and under the System and representing the System’s high standards of quality, appearance, and service standards. Such information, includes, but shall not be limited to, confidential matters, trade secrets, and knowledge about our: Products and Services offered in addition to specific operational strategies, methods, processes and techniques when performing Services; proprietary Service Guarantee Program and Warranty Programs, specifications for all products and equipment used in addition to strategies for securing all such items; vendor and supplier relationships, cost and pricing strategies, inventory management systems; service standards, operational procedures to manage high volume, safety and quality control; build out and design specifications with unique décor, color scheme, floor displays and signage (if operating out of a location); guidelines for hiring, training and retaining employees and independent contractors (if you choose to hire independent contractors) and proprietary educational platform that houses our video library of proprietary training modules and courses (which includes curriculum, lesson plans and workshops) to complement Franchisee’s ongoing training efforts; Vehicle appearance standards (including vehicle graphic specifications), website, intranet system, third-party software, Operations Manual, photographs, video presentations, forms, contracts, record keeping and reporting methods; proprietary sales presentations and customer acquisition programs; advertising, marketing, social media and promotional strategies and materials all of which may be changed, improved and further developed by us from time to time and are used by us in the operation of the System (“Trade Secrets”); and

WHEREAS, the Trade Secrets provide economic advantages to us and are not generally known to and are not readily ascertainable by proper means by our competitors who could obtain economic value from knowledge and/or use of the Trade Secrets; and

WHEREAS, we have taken and intend to take all reasonable steps to maintain the confidentiality and secrecy of the Trade Secrets; and

WHEREAS, we have granted You (individually and/or through ownership of an entity) a limited right to manage and participate in the operation of a Business using the System and the Trade Secrets for the period defined in the franchise agreement made and entered into \_\_\_\_\_, 20\_\_\_\_ (“Franchise Agreement”) between you and us; and

WHEREAS, You and we have agreed in the Franchise Agreement on the importance to us and to You and other licensed users of the System of restricting use, access, and dissemination of the Trade Secrets; and

WHEREAS, it will be necessary for certain of You to have access to and to use some or all of our Trade Secrets in the management and operation of your Business using the System; and

WHEREAS, You have agreed to obtain from your staff written agreements protecting the Trade Secrets and the System against unfair competition; and

WHEREAS, each member of your staff wishes to remain, or wishes to become a staff member; and

WHEREAS, You will receive and use the Trade Secrets in the course of operating your Business;

NOW, THEREFORE, in consideration of the mutual covenants and obligations contained herein, the parties agree as follows:

1. We shall disclose to You some or all of our Trade Secrets relating to the System.
2. You shall receive the Trade Secrets in confidence, maintain them in confidence and use them only in connection with the management and/or operation of your Business using the System for so long as you are licensed by us to use the System.
3. You shall not at any time make copies of any documents or compilations containing some or all of the Trade Secrets without our express written permission.
4. You shall not at any time disclose or permit the disclosure of the Trade Secrets except to your staff members and then only to the limited extent necessary to train or assist your staff members in the management or operation of your Business using the System.
5. That all information and materials, including without limitation, build out drawings, specifications, techniques, and compilations of data which we shall designate as confidential shall be deemed our Trade Secrets for the purposes of this Agreement.
6. You shall surrender the confidential Franchise Operations Manual and such other manuals and written materials as we shall have developed ("Manuals") described in the Franchise Agreement and any other materials containing some or all of our Trade Secrets to us, upon request, or upon expiration or termination of the Franchise Agreement or upon conclusion of the use for which the Manuals or other information or materials may have been furnished to your staff.
7. You shall not, directly, or indirectly, commit any act or omit to do any act that would or would likely be injurious or prejudicial to the goodwill associated with our Trade Secrets and the System, or our Names and Marks.
8. The Manuals are loaned by us to You for limited purposes only and remain our property and may not be reproduced, in whole or in part, without our written consent.
9. In further consideration for the disclosure to You of the Confidential Information and to protect the uniqueness of the System, You agree that during the term of the Franchise Agreement and for two (2) years following the earlier of the expiration, termination, or

transfer of all of your interest in the Franchise Agreement, You will not, without our prior written consent:

- a. Divert or attempt to divert, directly or indirectly, any business, business opportunity or customer of the Business to any competitor.
  - b. Employ or seek to employ any person who is at the time employed by us or any franchisee or developer of us, or otherwise directly or indirectly induce such persons to leave that person's employment.
  - c. Directly or indirectly, for himself or through, on behalf of or in conjunction with any person, partnership or corporation, own, maintain, operate, engage in or have any financial or beneficial interest in (including interest in corporations, partnerships, trusts, unincorporated associations or joint ventures), advise, assist or make loans to, any type of business which uses any aspect of the System which is the same or is similar to the Franchise Business including, but not limited to, any other business offering products and services that are similar to the Products and Services offered through a TubToday® business which business is, or is intended to be, located within a twenty (20) mile radius of the Approved Location in the Franchise Agreement or of any TubToday® business (which includes company-owned businesses and/or any other franchise businesses) in existence or under construction as of the earlier of: (i) the expiration or termination of, or the transfer of all your interest in, the Franchise Agreement; or (ii) the time Employee ceases to be employed by you, as applicable.
10. You undertake to use your best efforts to ensure that your staff acts as required by this Agreement.
  11. You agree that in the event of a breach of this Agreement, we would be irreparably injured and be without an adequate remedy at law. Therefore, in the event of such a breach, or threatened or attempted breach of any of the provisions hereof, We shall be entitled to enforce this Agreement and shall be entitled, in addition to any other remedies which are available to us at law or in equity, including the right to terminate the Franchise Agreement, to a temporary and/or permanent injunction and a decree for the specific performance of the terms of this Agreement, without the necessity of showing actual or threatened harm and without being required to furnish a bond or other security.
  12. You agree to pay all expenses (including court costs and reasonable legal fees) incurred by us and you in enforcing this Agreement.
  13. Any failure by us or You to object or to take action with respect to any breach of this Agreement by You shall not operate or be construed as a waiver of or consent to that breach or any later breach by You.
  14. THIS AGREEMENT SHALL BE GOVERNED BY AND CONSTRUED AND ENFORCED IN ACCORDANCE WITH THE LAWS OF ILLINOIS. THE PARTIES AGREE THAT ANY ACTION BROUGHT BY ANY PARTY AGAINST ANOTHER IN ANY COURT, WHETHER FEDERAL OR STATE, SHALL BE BROUGHT IN ILLINOIS IN THE JUDICIAL DISTRICT IN WHICH FRANCHISOR HAS ITS PRINCIPAL PLACE OF BUSINESS; PROVIDED, HOWEVER, WITH RESPECT TO ANY ACTION WHICH INCLUDES INJUNCTIVE RELIEF, THE FRANCHISOR MAY

BRING SUCH ACTION IN ANY COURT IN THE STATE WHICH HAS JURISDICTION. THE PARTIES HEREBY WAIVE ALL QUESTIONS OF PERSONAL JURISDICTION OR VENUE FOR THE PURPOSE OF CARRYING OUT THIS PROVISION.

15. The parties agree that each of the above covenants shall be construed as independent of any other covenant or provision of this Agreement. If all or any portion of a covenant in this Agreement is held unreasonable or unenforceable by a court or agency having a valid jurisdiction in an unappealed final decision to which we are a party, You expressly agree to be bound by any lesser covenant subsumed within the terms of such covenant that imposes the maximum duty permitted by law, as if the resulting covenant were separately stated in and made a part of this Agreement.
16. This Agreement contains the entire agreement of the parties regarding the subject matter herein. This Agreement may be modified only by a duly authorized amendment executed by all parties.
17. All notices and demands required to be given hereunder shall be in writing and shall be sent by personal delivery, expedited delivery service, certified or registered mail, return receipt requested, first-class postage prepaid or facsimile, telegram or telex, (provided that the sender confirms the facsimile, telegram or telex by sending an original confirmation copy by certified or registered mail or expedited delivery service within three (3) business days after transmission), to the respective parties.

If directed to us, the notice shall be addressed to:

CCB Enterprises, LLC  
3140 West Main Street  
St. Charles, IL 60175  
Attention: Nicolas Boatner, President  
Telephone: 1 (630) 732-0200

If directed to you, the notice shall be addressed to:

\_\_\_\_\_  
\_\_\_\_\_

Attention: \_\_\_\_\_

Telephone: \_\_\_\_\_

Any notices sent by personal delivery shall be deemed given upon receipt. Any notices given by facsimile, telegram or telex shall be deemed given upon transmission, provided confirmation is made as provided above.

Any notices sent by expedited delivery service or certified or registered mail shall be deemed given three (3) business days after the time of mailing. Any change in the above addresses shall be effected by giving fifteen (15) days' written notice of such change to the other party.



18. Our rights and remedies under this Agreement are fully assignable and transferable by us and shall inure to the benefit of our successors, assignees, and transferees. The respective obligations of You and your staff herein are personal in nature and may not be transferred or assigned by You or your staff, as applicable.

**IN WITNESS WHEREOF**, the undersigned have entered into this Agreement, as an entity and in his or her individual capacity, as witnessed by their signatures below:

**CCB Enterprises, LLC**  
an Illinois limited liability company

Signature: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

**YOU:**

Signature: \_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

# **EXHIBIT B**

## **DIRECTORY OF FEDERAL, STATE AND CANADIAN FRANCHISE REGULATORS**

### **AGENTS FOR SERVICE OF PROCESS**

**EXHIBIT B**  
**DIRECTORY OF FEDERAL,  
STATE AND CANADIAN  
FRANCHISE REGULATORS**

**FEDERAL**

**FEDERAL TRADE COMMISSION**

Division of Marketing Practices  
Seventh and Pennsylvania Avenues, N.W.  
Room 238  
Washington, D.C. 20580  
202-326-2970

**STATE FRANCHISE REGULATORS & AGENTS FOR SERVICE OF PROCESS**

**CALIFORNIA**

California Department of Financial Protection and Innovation  
2101 Arena Blvd.  
Sacramento, CA 95834  
866-275-2677

**FLORIDA**

State Department of Agriculture and  
Consumer Services  
P.O. Box 6700 Suite 7200  
Tallahassee, FL 32314-6700  
850-410-3754

**ILLINOIS**

Illinois Attorney General  
500 South Second Street  
Springfield, Illinois 62701  
217-782-4465

**MARYLAND**

Securities Commissioner  
Division of Securities  
200 St. Paul Place 20<sup>th</sup> Floor  
Baltimore, Maryland 21202-2020  
410-576-6360

**CONNECTICUT**

Connecticut Department of Banking  
Securities Division  
260 Constitution Plaza  
Hartford, Connecticut 06103  
800-831-7225

**HAWAII**

Commissioner of Securities of the State of Hawaii  
Department of Commerce & Consumer Affairs  
Business Registration Division  
Securities Compliance Branch  
335 Merchant Street Room 205

**INDIANA**

Chief Deputy Commissioner  
Securities Divisions  
302 West Washington Street Room E-111  
Indianapolis, Indiana 46204

**MICHIGAN**

Consumer Protection Division  
Franchise Administrator  
G. Mennen Williams Building, 1<sup>st</sup> Floor  
525 West Ottawa Street  
Lansing, Michigan 48933  
517-373-7117

**MINNESOTA**

Minnesota Department of Commerce  
Securities Section  
85 Seventh Place East Suite 280  
St. Paul, Minnesota 55101  
651-539-1600

**NORTH DAKOTA**

Franchise Examiner  
600 East Boulevard  
State Capitol 5th Floor,  
Bismarck, North Dakota 58505  
701-328-2910

**SOUTH DAKOTA**

Franchise Administrator  
Division of Securities  
124 S. Euclid Ave Suite 104  
Pierre, South Dakota 57501  
605-773-4823

**VIRGINIA**

Clerk of the State Corporation Commission  
1300 East Main St, 9th Floor  
Richmond, Virginia 23219  
804-371-9733

State Administrator:  
State Corporation Commission  
1300 East Main St. 9th Floor  
Richmond, Virginia 23219  
804-371-9051

**WISCONSIN**

Franchise Registration  
Divisions of Securities  
P.O. Box 1768  
Madison, Wisconsin 53701  
608-266-1064

**NEW YORK**

New York Secretary of State  
99 Washington Avenue  
Albany, New York 12231  
518-473-2492

New York State Department of Law  
Investor Protection Bureau  
28 Liberty Street, 21<sup>st</sup> Floor  
New York, New York 10005  
212-416-8236

**RHODE ISLAND**

Department of Business Regulation  
Division of Securities  
1511 Pontiac Avenue Bldg. 69-2  
Cranston, Rhode Island 02920  
401-462-9527

**TEXAS**

Registrations Unit  
Secretary of State  
P.O. Box 13193  
Austin, Texas 78711-2697  
1019 Brazos  
Austin, Texas 78701

**WASHINGTON**

Securities Administrator  
150 Israel Road SW  
Tumwater, Washington 98501  
360-902-8760

**CANADA**

Director of Franchises  
Alberta Securities Commission Agency  
21st Floor  
10025 Jasper Avenue  
Edmonton, Alberta T5J 3Z5

Director of Franchises  
Ontario Securities Commission  
Suite 1903  
20 Queen Street, West  
Toronto, Ontario MSH 3S8  
(416) 593-8314

Director of Franchises  
New Brunswick Securities Commission  
Suite 300  
85 Los Angeles Street  
Saint John, New Brunswick 32L 2J2

Office of the Attorney General  
Consumer, Corporate, and Insurance Division  
PEI Securities Office  
P.O. Box 2000  
Charlottetown, Prince Edward Island C1A 7N8  
(902) 368-4569

# **EXHIBIT C**

## **FRANCHISE DISCLOSURE QUESTIONNAIRE**

**EXHIBIT C**  
**FRANCHISE DISCLOSURE**  
**QUESTIONNAIRE**

As you know, CCB Enterprises, LLC (“we,” “us” or “Franchisor”) and you are preparing to enter into a Franchise Agreement for the operation of a TubToday® Franchised Business. The purpose of this Questionnaire is to determine whether any statements or promises were made to you that we have not authorized and that may be untrue, inaccurate, or misleading.

Please review each of the following questions carefully and provide honest and complete responses to each question.

1. Have you received and personally reviewed our Franchise Agreement and each exhibit and schedule attached to it?

Yes \_\_\_\_\_ No \_\_\_\_\_ Your Initials \_\_\_\_\_

2. Do you understand all of the information contained in the Franchise Agreement and each exhibit and schedule attached to it?

Yes \_\_\_\_\_ No \_\_\_\_\_ Your Initials \_\_\_\_\_

If “No,” what parts of the Franchise Agreement do you not understand?  
(Attach additional pages, if necessary)

---

---

---

---

3. Have you received and personally reviewed the Disclosure Document we provided to you?

Yes \_\_\_\_\_ No \_\_\_\_\_ Your Initials \_\_\_\_\_



4. Do you understand all of the information contained in the Disclosure Document?

Yes \_\_\_\_\_ No \_\_\_\_\_ Your Initials \_\_\_\_\_

If "No," what parts of the Disclosure Document do you not understand?  
(Attach additional pages, if necessary)

---

---

---

---

5. Have you discussed the benefits and risks of operating a Franchised Business with an attorney, accountant, or other professional advisor and/or do you understand the risks?

Yes \_\_\_\_\_ No \_\_\_\_\_ Your Initials \_\_\_\_\_

6. Has any employee or other person speaking on our behalf made any statement or promise concerning the revenues, profits or operating costs of a Franchised Business operated by us or our franchisees?

Yes \_\_\_\_\_ No \_\_\_\_\_ Your Initials \_\_\_\_\_

7. Has any employee or other person speaking on our behalf made any statement or promise concerning the Franchised Business that is contrary to, or different from, the information contained in the Disclosure Document?

Yes \_\_\_\_\_ No \_\_\_\_\_ Your Initials \_\_\_\_\_

8. Has any employee or other person speaking on our behalf made any statement or promise regarding the amount of money you may earn in operating a Franchised Business?

Yes \_\_\_\_\_ No \_\_\_\_\_ Your Initials \_\_\_\_\_

9. Has any employee or other person speaking on our behalf made any statement or promise concerning the total amount of revenue a Franchised Business will generate?

Yes \_\_\_\_\_ No \_\_\_\_\_ Your Initials \_\_\_\_\_

10. Has any employee or other person speaking on our behalf made any statement or promise regarding the costs you may incur in operating a Franchised Business that is contrary to, or different from, the information contained in the Disclosure Document?

Yes \_\_\_\_\_ No \_\_\_\_\_ Your Initials \_\_\_\_\_

11. Has any employee or other person speaking on our behalf made any statement or promise concerning the likelihood of success that you should or might expect to achieve from operating a Franchised Business?

Yes \_\_\_\_\_ No \_\_\_\_\_ Your Initials \_\_\_\_\_

12. Has any employee or other person speaking on our behalf made any statement, promise, or agreement concerning the advertising, marketing, training, support service or assistance that we will furnish you that is contrary to, or different from, the information contained in the Disclosure Document?

Yes \_\_\_\_\_ No \_\_\_\_\_ Your Initials \_\_\_\_\_

13. If you have answered “Yes” to any of questions 7 through 13, please provide a full explanation of your answer in the following blank lines. (Attach additional pages, if necessary, and refer to them below.)

If you have answered “No” to all of questions 7 through 13, please leave the following lines blank.

---

---

---

---

14. Do you understand that in all dealings with you, our officers, directors, employees, and agents act only in a representative capacity and not in an individual capacity and such dealings are solely between you and the Franchisor?

Yes \_\_\_\_\_ No \_\_\_\_\_ Your Initials \_\_\_\_\_

You understand that your answers are important to us and we will rely on them. By signing this Questionnaire, you, on behalf of yourself (and your franchise entity) are representing that you have responded truthfully to the above questions.

---

Signature  
(individually and on behalf of franchise entity)

---

Print Name

---

Date

# **EXHIBIT D**

## **STATE ADDENDA**

**EXHIBIT D**

**STATE LAW ADDENDA  
TO  
FRANCHISE DISCLOSURE DOCUMENT  
AND  
FRANCHISE AGREEMENT**

The following modifications are to the CCB Enterprises, LLC Disclosure Document and will supersede, to the extent then required by applicable state law, certain portions of the Franchise Agreement dated \_\_\_\_\_, 20\_\_\_\_.

**I. FRANCHISOR/FRANCHISEE RELATIONSHIP STATUTES  
(Including Renewal and Termination Rights)**

For franchises governed by laws of the following states:

CALIFORNIA, COLORADO, HAWAII, ILLINOIS, INDIANA, IOWA,  
MARYLAND, MICHIGAN, MINNESOTA, NEW YORK, RHODE ISLAND,  
SOUTH DAKOTA, VIRGINIA, WASHINGTON, WISCONSIN

These states have statutes that may supersede the Franchise Agreement in your relationship with the Franchisor, including the areas of termination and renewal of your franchise:

ARKANSAS	Stat. Section 4-72-201 to 4-72-210
CALIFORNIA	Corporations Code Sections 31000 to 31516
CONNECTICUT	Gen. Stat. Section 42-133e to 42-133n
DELAWARE	Code, Tit. 6, Ch. 25, Sections 2551-2557
HAWAII	Rev. Stat. Section 482E-1 to 482E-12.
ILLINOIS	Rev. Stat. 815. ILCS 705/19 and 705/1 to 705/44
INDIANA	Stat. Sections 23-2-2.5.1 and 23-2-2.5.50
IOWA	Code Sections 523H.1 to H.17
MARYLAND	Business Regulation Code Ann. 14-201 to 14-233
MICHIGAN	Stat. Section 445.1501 to 445.1545
MINNESOTA	Stat. Section 80C.01 to 80C.22
MISSISSIPPI	Code Section 75-24-51 to 75-24-61
MISSOURI	Stat. Section 407.400 to 407-420
NEBRASKA	Rev. Stat. Section 87-401 to 87-414
NEW JERSEY	Stat. Section 56:10-1
NEW YORK	NY Gen. Bus 680 to 695.
RHODE ISLAND	Gen. Laws 6-50-1 to 6-50-9
VIRGINIA	Code 13.1-557-57 to 13.1-574
WASHINGTON	Code Section 19.100.01 to 19.100.940
WISCONSIN	Stat. Section 135.01 to 135.065

These and other states may have court decisions that may supersede the Franchise Agreement in your relationship with the Franchisor, including the areas of termination and renewal of your franchise.

In addition,

**ILLINOIS** Illinois franchisees should note that the conditions under which your franchise can be terminated, and your rights upon non-renewal are governed by Illinois laws, Illinois Compiled status 815 ILCS 709/19 and 709/20.

Any condition, stipulation, or provision purporting to bind any person acquiring any franchise to waive compliance with any provision of this Act or any other law of this State is void. This Section shall not prevent any person from entering into a settlement agreement or executing a general release regarding a potential or actual lawsuit filed under any of the provisions of this Act, nor shall it prevent the arbitration of any claim pursuant to the provisions of Title 9 of the United States Code.

**INDIANA** Indiana franchisees should note that Indiana Law provides that it is unlawful for a Franchise Agreement to contain certain provisions in the area of required purchases, modification, competition, increases in the price of goods on order termination and non-renewal, covenants not to compete, and limitations on litigation. Indiana law also prohibits franchisors from engaging in certain acts and practices, including coercion, refusing delivery of goods or services, denying the surviving spouse or estate of the Franchisee an opportunity to participate in the ownership of the franchise, unreasonable competition, unfair competition, unfair discrimination among franchisees, and using deceptive advertising.

**MINNESOTA** law requires that with respect to the franchises governed by Minnesota law, the Franchisor will comply with Minnesota. Statute 80C.14 subdivisions 3, 4, and 5 which require except in certain specific cases, that a Franchisee be given 90 days' notice of termination (with 60 days to cure) and 180 days' notice for non-renewal of the Franchise Agreement.

Minn. Stat. Sec. 80C.21 and Minn. Rule Part 2860.4400J, may prohibit us from requiring litigation to be conducted outside Minnesota. In addition, nothing in the Disclosure Document or Franchise Agreement can abrogate or reduce any of your rights as provided for in Minnesota Statutes, Chapter 80C, or your rights to any procedure, forum, or remedies provided for by the laws of the jurisdiction.

In accordance with Minnesota Rule 2860.4400J, and to the extent required by law, the Disclosure Document and the Franchise Agreement are modified so that the Franchisor cannot require a franchisee to waive his or her rights to a jury trial or to waive rights to any procedure, forum, or remedies provided for by the laws of the jurisdiction, or to consent to liquidated damages, termination penalties, or judgment notes; provided that this part shall not bar an exclusive arbitration clause.



Pursuant to Minn. Stat. Sec. 80C.12, to the extent required by this Minnesota law, the Franchise Agreement and Item 13 of the Disclosure Document are amended to state that the Franchisor will protect your right to use the primary trademark, service mark, trade name, logotype or other commercial symbol or indemnify us from any loss, costs or expenses arising out of any claim, suit, or demand regarding the use of the Franchisor's primary trade name.

All statements in the Disclosure Document and Franchise Agreement that state that Franchisor is entitled to injunctive relief are amended to read: "franchisor may seek injunctive relief" and a court will determine if a bond is required.

Minnesota Rule 2860.4400D prohibits the Franchisor from requiring a Franchisee to assent to a general release. The Disclosure Document and Franchise Agreement are modified accordingly, and to the extent required by law.

The Limitations of Claims section must comply with Minnesota Statutes, Section 80C.17.Subd.5.

---

(Signature of Franchisee)

---

(Name of Franchisee)

---

(Title)

**RHODE ISLAND** Notwithstanding anything in this Agreement to the contrary, all Rhode Island located franchisees will be governed by the Rhode Island Franchise Investment Act.

**WASHINGTON** If any of the provisions of this Franchise Disclosure Document or the Franchise Agreement are inconsistent with the relationship provisions of R.C.W. 19.100.180 or other requirements of the Washington Franchise Investment Protection Act, the provisions of the Act will prevail over inconsistent provisions of the Franchise Disclosure Document and the Franchise Agreement with regard to any franchise sold in Washington.

**WISCONSIN** Chapter 135, Stats. Of the Wisconsin Fair Dealership Law supersedes any provisions of the Franchise Agreement that may be inconsistent with that law.

## II. POST-TERM COVENANTS NOT TO COMPETE

For franchises governed by laws of the following states:

CALIFORNIA, CONNECTICUT, HAWAII, ILLINOIS, INDIANA, MARYLAND, MICHIGAN, MINNESOTA, NEW YORK, NORTH DAKOTA, RHODE ISLAND, SOUTH DAKOTA, VIRGINIA, WASHINGTON, WISCONSIN

These states have statutes which limit the Franchisor's ability to restrict your activity after the Franchise Agreement has ended.

California Business and Professions Code	Sections 16,600 to 16.607
Michigan Compiled Laws	Section 445.771 et seq.
Montana Codes	SECTION 30-14-201
North Dakota Century Code	Section 9-08-06
Oklahoma Statutes	Section 15-217-19
Washington Code	Section 19.86.030

Other states have court decisions limiting the Franchisor's ability to restrict your activity after the Franchise Agreement has ended.

## III. TERMINATION UPON BANKRUPTCY

For franchises governed by laws of the following states:

CALIFORNIA, CONNECTICUT, ILLINOIS, INDIANA, MARYLAND, MICHIGAN, MINNESOTA, NEW YORK, VIRGINIA, WASHINGTON, WISCONSIN

A provision in the Franchise Agreement which terminates the franchise upon the bankruptcy of the franchise may not be enforceable under Title 11, United States Code Section 101.

## IV. LIQUIDATED DAMAGES PROVISIONS

The following states have statutes which restrict or prohibit the imposition of liquidated damages provisions:

CALIFORNIA	Civil Code Section 1671
INDIANA	IC 23.2-2.5-2
MINNESOTA	Rule 2860.4400

State courts also restrict the imposition of liquidated damages. The imposition of liquidated damages is also restricted by fair practice laws, contract law, and state and federal court decisions.

For franchises governed by the laws of the state of MINNESOTA, liquidated damage provisions are void.

## V. STATE ADDENDUMS

The following are Addendums for Franchises governed by the laws of the respective states as follows:

### CALIFORNIA

The registration of this franchise offering by California Department of Financial Protection and Innovation does not constitute approval, recommendation, or endorsement by the commissioner.

The California Franchise Investment Law requires a copy of all proposed agreements relating to the sale of the franchise to be delivered together with the Disclosure Document.

The franchisor, any person or franchise broker in Item 2 of the FDD is not subject to any currently effective order of any national securities association or national securities exchange, as defined in the Securities Exchange Act of 1934, 15 U.S.C.A. 78a et. Seq., suspending or expelling such persons from membership in such association or exchange.

California Business and Professions Code Sections 20000 through 20043 provide rights to the franchisee concerning termination, transfer, or non-renewal of a franchise. If the Franchise Agreement contains a provision that is inconsistent with the law, the law will control.

The franchise agreement provides for termination upon bankruptcy. This provision may not be enforceable under federal bankruptcy law (11 U.S.C.A. Sec. 101 et. seq.)

The Franchise Agreement contains a covenant not to compete, which extends beyond the termination of the franchise. This provision may not be enforceable under California law.

The Franchise Agreement may contain a liquidated damages clause. Under California Civil Code Section 1671, certain liquidated damages clauses are unenforceable.

The franchise agreement requires binding arbitration. The arbitration will occur in Waukesha County, Wisconsin with the costs being borne by the prevailing party. Prospective franchisees are encouraged to consult private legal counsel to determine the applicability of California and federal laws (such as Business and Professions Code Section 20040.5, Code of Civil Procedure Section 1281, and the Federal Arbitration Act) to any provisions of a franchise agreement restricting venue to a forum outside the State of California.

The Franchise Agreement requires application of the law of Wisconsin. This provision may not be enforceable under California law.

Section 31125 of the California Corporation Code requires us to give you a disclosure document, in a form and containing the information that the Commissioner may by rule or order require, before a solicitation of a proposed material modification of an existing franchise.

You must sign a general release of claims if you renew or transfer your franchise. California Corporations Code §31512 voids a waiver of your rights under the Franchise Investment Law (California Corporations Code §§31 000 through 31516). Business and Professions Code §20010 voids a waiver of your rights under the Franchise Relations Act (Business and Professions Code §§20000 through 20043).

The franchise agreement contains provisions shortening the statute of limitations to bring claims and requiring you to waive your right to punitive or exemplary damages against the franchisor, limiting your recovery to actual damages for any claims related to your franchise. Under California Corporations Code section 31512, these provisions are not enforceable in California for any claims you may have under the California Franchise Investment Law.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

OUR WEBSITE HAS NOT BEEN REVIEWED OR APPROVED BY THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION. ANY COMPLAINTS CONCERNING THE CONTENT OF THIS WEBSITE MAY BE DIRECTED TO THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION AT [WWW.DFPI.CA.GOV](http://WWW.DFPI.CA.GOV)

### **ILLINOIS**

Illinois law provides that any provision in the Franchise Agreement that designates jurisdiction or venue outside the State of Illinois is void. However, a Franchise Agreement may provide for arbitration in a venue outside of Illinois.

The governing law or choice of law clause described in the Disclosure Document (including a risk factor on the cover page) and contained in the Franchise Agreement may not be enforceable under Illinois law. This governing law clause shall not be construed to negate the application of Illinois law in all situations to which it is applicable.

Because of our financial information submitted, the Illinois Office of the Attorney General has determined that the Franchisor must defer, until the pre-opening obligations of the Franchisor have been completed, the Franchisee's payment of fees and payments for services or goods received from the Franchisor or any affiliate before the Franchisee's business opens.

Illinois law requires that the Franchisor give you a copy of the Disclosure Document as registered with the Attorney General together with a copy of all proposed agreements relating to the sale of the franchise before the earlier of:

1. 14 days before our execution of a binding Franchise Agreement or other agreement, and
2. 14 days before the Franchisor receives any payment from you.

Your rights upon termination and non-renewal of the Franchise Agreement are set forth in Section 19 and Section 20 of the Illinois Franchise Disclosure Act.

Section 41 of the Illinois Franchise Disclosure Act provides that any condition, stipulation, or provision purporting to bind any person acquiring any franchise to waive compliance with the Illinois Franchise Disclosure Act or any other law of Illinois is void.

CCB ENTERPRISES, LLC.

FRANCHISEE

By: \_\_\_\_\_

By: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

**INDIANA**

To the extent that Item 17 of the Disclosure Document and Section XVIII of the Franchise Agreement re inconsistent with the Indiana Deceptive Franchise Practice Law, which prohibits a prospective general release of any claims for liability imposed under it, the Indiana Deceptive Franchise Practice Law may supersede such inconsistent terms.

To the extent that Item 17 of the Disclosure Document and Section XXIV and Schedule 8 of the Franchise Agreement are in conflict with Section 2.7-1(9) of the Indiana Deceptive Franchise Practice Law, prohibiting non-competition agreements exceeding 3 years or an area greater than the exclusive area granted in the Franchise Agreement, Indiana law shall prevail.

Section 2.7-1(10) of the Indiana Deceptive Franchise Practice Law, which prohibits limiting litigation brought for breach of the agreement, supersedes items in this Disclosure Document and Franchise Agreement, to the extent that such items are inconsistent with Section 27-1(10) of the Indiana Deceptive Franchise Practice Laws.

**MARYLAND**

Item 17 of Disclosure Document and Section XXII of the Franchise Agreement requiring that franchisee sign a general release as a condition of purchase/renewal or assignment/transfer, may not be enforceable pursuant to the Maryland Franchise Registration and Disclosure Law, and are amended to the extent required by Maryland law. The requested release shall not apply to any liability under the Maryland Franchise Registration and Disclosure law.

Any provisions of the Disclosure Document or Franchise Agreement that require franchisee to disclaim the occurrence of or acknowledge the non-occurrence of acts that would constitute a violation of the Maryland Franchise Registration and Disclosure Law are not intended to nor shall they act as a release, estoppel or waiver of any liability incurred under the Maryland Franchise Registration and Disclosure Law.

Provisions in the Disclosure Document and Franchise Agreement requiring franchisee to file any lawsuit in a court in the State of Wisconsin may not be enforceable under the Maryland Franchise Registration and Disclosure Law. Franchisees may sue in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law. Item 17 of the Disclosure Document and

Section XXV of the Franchise Agreement are amended accordingly to the extent required by Maryland law.

To the extent that Franchise Agreement requires and the Disclosure Document discloses that a Franchisee must agree to a period of limitations of less than three years, this limitation to a period of less than three years shall not apply to any claims arising under the Maryland Franchise Registration and Disclosure Law.

Item 5 of the Disclosure Document and Sections IX(C) of the Franchise Agreement is amended to provide that the initial franchise fee and any other initial payments are due and payable when all Franchisor's pre-opening obligations to franchisee have been met.

On the next page is the form of release that will be requested of Maryland franchisees as a condition to the franchisor's consent to the transfer of the franchise.

### **FORM OF RELEASE FOR MARYLAND FRANCHISEES**

This Release is made on \_\_\_\_\_, 20\_\_\_\_, between CCB Enterprises, LLC, an Illinois limited liability company ("Franchisor") and its officers, directors, and agents ("Affiliates"), and \_\_\_\_\_ ("Franchisee").

#### **RECITALS**

- A. Franchisor and Franchisee entered into a Franchise Agreement dated \_\_\_\_\_, 20\_\_\_\_ (the "Franchise Agreement") in which Franchisor granted franchisee the right to located, develop, and operate a TubToday® business (the "Franchised business"), and Franchisee assumed obligations to located, develop, and operate the franchised Business.
- B. As a condition to Franchisor's consent to the transfer of the Franchised Business, Franchisee is willing to release franchisor from certain obligations arising from the Franchise Agreement and related agreements, and any claims franchisee may have against each Franchisee as described herein.

#### **AGREEMENT**

##### **1. RELEASE AND COVENANT NOT TO SUE**

Subject to the terms of this Release, and in consideration for the consent described above, Franchisee and the undersigned individual guarantors, if applicable, hereby release and discharge and hold harmless Franchisor, its principals, agents, shareholders, officers, directors, employees, successors, assigns, subsidiaries, and affiliated groups and each of them ("Affiliates"), from any and all losses, claims, debts, demands, liabilities, actions, and causes of action, of any kind, whether known or unknown, past or present, that any of them may have or claim to have against Franchisor or its Affiliates and any of them before or on the date of this release, arising out of or related to the offer, negotiation, execution, and performance of the Franchise Agreement, the operation of the Franchised Business, and all circumstances and representations relating to such offer, negotiation, execution, performance, and operation (collectively, "Released Claims", except as specifically reserved:



---

---

---

Franchisee and guarantors agree that Released Claims shall specifically include any claim or potential claims under the Title 14 Sections 14-201 through 14-233 of the Maryland Annotated Code and laws otherwise governing relationships between franchisors and franchisees. Franchisee and guarantors hereby covenant and agree that none of them will bring any action against Franchisor or its Affiliates in connection with any Released Claim.

2. **NO ADMISSION**

Nothing contained in this Agreement shall be construed as an admission of liability by either party.

3. **NO ASSIGNMENT**

Each party represents and warrants to the other that it has not assigned or otherwise transferred or subrogated any interest in the Franchise Agreement or in any claims that are related in any way to the subject matter of this Release. Each party agrees to indemnify and hold the other fully and completely harmless from any liability, loss, claim, demand, damage costs, expense and attorneys' fees incurred by the other as a result of any breach of this representation or warranty.

4. **ENTIRE AGREEMENT**

This Release embodies the entire agreement between the parties and supersedes any and all prior representations, understandings, and agreements with respect to its subject matter. There are no other representations, agreements, arrangements, or understandings, oral or in writing, and signed by the party against whom it sought to be enforced.

5. **FURTHER ACTS**

The parties agree to sign other documents and do other things needed or desirable to carry out the purpose of this Release.

6. **SUCCESSORS**

This Amendment and Release shall bind and insure to the benefit of the parties, their heirs, successors, and assigns.

7. **GOVERNING LAW; JURISDICTION**

This Release shall be construed under and governed by the laws of the State of Wisconsin, and the parties agree that the courts of Waukesha County, Wisconsin, shall have jurisdiction over any action brought in connection with it, except to the extent that the Franchise Agreement is governed by the laws or venue provisions of another state.

8. **SEVERABILITY**

If any part of this release is held invalid or unenforceable to any extent by a court of competent jurisdiction, this Release shall remain in full force and effect and shall be enforceable to the fullest extent permitted, provided that it is the intent of the parties that it

shall be entire, and if it is not so entire because it is held to be unenforceable, then this Release and the consent given as consideration for it shall be voided by frustration of its purpose.

**9. VOLUNTARY AGREEMENT**

Each party is entering into this Release voluntarily and, after negotiation, has consulted independent legal counsel of its own choice before signing it, is signing it with a full understanding of its consequences, and knows that is not required to sign this Amendment and Release. The parties acknowledge and agree that this Amendment and Release constitutes a release or waiver executed pursuant to a negotiated agreement between a Franchisee and a Franchisor arising after the Franchise Agreement has taken effect and as to which each part is represented by independent legal counsel.

TubToday® Franchisee

By \_\_\_\_\_

Its \_\_\_\_\_

By \_\_\_\_\_

Its \_\_\_\_\_

**MICHIGAN**

THE STATE OF MICHIGAN PROHIBITS CERTAIN UNFAIR PROVISIONS THAT ARE SOMETIMES IN FRANCHISE DOCUMENTS. IF ANY OF THE FOLLOWING PROVISIONS ARE IN THESE FRANCHISE DOCUMENTS, THE PROVISIONS ARE VOID AND CANNOT BE ENFORCED AGAINST YOU.

Each of the following provisions is void and unenforceable if contained in any documents relating to a franchise:

- A. A prohibition of the right of a franchisee to join an association of franchisees.
- B. A requirement that a Franchisee assent to a release, assignment, novation, waiver, or estoppel which deprives a Franchisee of rights and protections provided in this act. This shall not preclude a Franchisee, after entering into a Franchise Agreement, from settling any and all claims.

- C.** A provision that permits a Franchisor to terminate a franchise prior to the expiration of its term except for good cause. Good cause shall include the failure of the Franchisee to comply with any lawful provision of the Franchise Agreement and to cure such failure after being given written notice thereof and a reasonable opportunity, which in no event need be more than 30 days, to cure such failure.
- D.** A provision that permits a Franchisor to refuse to renew a franchise without fairly compensating the Franchisee by repurchase or other means for the fair market value at the time of expiration of the Franchisee's inventory, supplies, equipment, fixtures, and furnishings. Personalized materials which have no value to the Franchisor and inventory, supplies, equipment, fixtures, and furnishings not reasonably required in the conduct of the franchise business are not subject to compensation. This subsection applied only if:
1. The term of the franchise is less than 5 years; and
  2. The Franchisee is prohibited by the franchise or other agreement from continuing to conduct substantially the same business under another trademark, service mark, trade name, logotype, advertising, or other commercial symbol in the same area subsequent to the expiration of the franchise or the franchisee does not receive at least 6 months advance notice of Franchisor's intent not to renew the franchise.
- E.** A provision that permits the Franchisor to refuse to renew a franchise on terms generally available to other Franchisees of the same class or type under similar circumstances. This section does not require a renewal provision.
- F.** A provision requiring that arbitration or litigation be conducted outside this state. This shall not preclude the Franchisee from entering into an agreement, at the time of arbitration, to conduct arbitration at a location outside this state.
- G.** A provision which permits a Franchisor to refuse to permit a transfer of ownership of a franchise, except for good cause. This subdivision does not prevent a franchisor from exercising a right of first refusal to purchase the franchise. Good cause shall include, but is not limited to:
1. The failure of the proposed transferee to meet the Franchisor's then current reasonable qualifications or standards.
  2. The fact that the proposed transferee is a competitor of the Franchisor or Sub-Franchisor.
  3. The unwillingness of the proposed transferee to agree in writing to comply with all lawful obligations.
  4. The failure of the Franchisee or proposed transferee to pay any sums owing to the Franchisor or to cure any default in the Franchise Agreement existing at the time of the proposed transfer.

- H.** A provision that requires the Franchisee to resell to the franchisor items that are not uniquely identified with the Franchisor. This subdivision does not prohibit a provision that grants to a Franchisor a right of first refusal to purchase the assets of a Franchise on the same terms and conditions as a bon fide third party willing and able to purchase those assets, nor does this subdivision prohibit a provision that grants the Franchisor the right to acquire the assets of a franchise for the market or appraised value of such assets if the Franchisee has breached the lawful provisions of the Franchise Agreement and has failed to cure the breach in the manner provided in subdivision (c).
- I.** A provision that permits the Franchisor to directly or indirectly convey, assign, or otherwise transfer its obligations to fulfill contractual obligations to the franchisee unless provision has been made for providing the required contractual services.

**THE FACT THAT THERE IS A NOTICE OF THIS OFFERING ON FILE WITH THE ATTORNEY GENERAL DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION, OR ENDORSEMENT BY THE ATTORNEY GENERAL.**

Any questions regarding this notice should be directed to:

State of Michigan  
Department of Attorney General  
Consumer Protection Division  
Attn: Franchise  
670 Law Building  
Lansing, Michigan 48913  
Phone: 517/373-7117

**MINNESOTA**

Minn. Stat. Sec. 80C.21 and Minn. Rule Part 2860.4400J, may prohibit us from requiring litigation to be conducted outside Minnesota. In addition, nothing in the Disclosure Document or Franchise Agreement can abrogate or reduce any of your rights as provided for in Minnesota Statutes, Chapter 80C, or your rights to any procedure, forum, or remedies provided for by the laws of the jurisdiction.

In accordance with Minnesota Rule 2860.440J, and to the extent required by law, the Disclosure Document and the Franchise Agreement are modified so that the Franchisor cannot require a franchisee to waive his or her rights to a jury trial or to waive rights to any procedure, forum, or remedies provided for by the laws of the jurisdiction, or to consent to liquidated damages, termination penalties, or judgment notes; provided that this part shall not bar an exclusive arbitration clause.

Pursuant to Minn. Stat. Sec. 80c.12), to the extent required by this Minnesota law, the Franchise Agreement and Item 13 of the Disclosure Document are amended to state that the Franchisor will protect your right to use the primary trademark, service mark, trade name, logotype or other commercial symbol or indemnify us from any loss, costs or expenses arising out of any claim, suit, or demand regarding the use of the Franchisor's primary trade name.

All statements in the Disclosure Document and Franchise Agreement that state that Franchisor is entitled to injunctive relief are amended to read: “franchisor may seek injunctive relief” and a court will determine if a bond is required.

Minnesota Rule 2860.4400D prohibits the Franchisor from requiring a Franchisee to assent to a general release. The Disclosure Document and Franchise Agreement are modified accordingly, and to the extent required by law.

The Limitations of Claims section must comply with Minnesota Statutes, Section 80C.17.Subd.5.

## NEW YORK

### FRANCHISE DISCLOSURE DOCUMENT

The cover page of the Franchise Disclosure Document will be supplemented with the following inserted at the bottom of the cover page:

**INFORMATION COMPARING FRANCHISORS IS AVAILABLE. CALL THE STATE ADMINISTRATORS LISTED IN EXHIBIT A OR YOUR PUBLIC LIBRARY FOR SOURCES OF INFORMATION. REGISTRATION OF THIS FRANCHISE BY NEW YORK STATE DOES NOT MEAN THAT NEW YORK STATE RECOMMENDS IT OR HAS VERIFIED THE INFORMATION IN THIS FRANCHISE DISCLOSURE DOCUMENT. IF YOU LEARN THAT ANYTHING IN THE FRANCHISE DISCLOSURE DOCUMENT IS UNTRUE, CONTACT THE FEDERAL TRADE COMMISSION AND NEW YORK STATE DEPARTMENT OF LAW, BUREAU OF INVESTOR PROTECTION AND SECURITIES, 120 BROADWAY, 23RD FLOOR, NEW YORK, NEW YORK 10271. THE FRANCHISOR MAY, IF IT CHOOSES, NEGOTIATE WITH YOU ABOUT ITEMS COVERED IN THE FRANCHISE DISCLOSURE DOCUMENT. HOWEVER, THE FRANCHISOR CANNOT USE THE NEGOTIATING PROCESS TO PREVAIL UPON A PROSPECTIVE FRANCHISEE TO ACCEPT TERMS WHICH ARE LESS FAVORABLE THAN THOSE SET FORTH IN THIS FRANCHISE DISCLOSURE DOCUMENT.**

Item 3 of the Franchise Disclosure Document: Add the following:

2. The following is added at the end of Item 3:

Except as provided above, with regard to the franchisor, its predecessor, and any person identified in Item 2. The following is added at the end of Item 3:

With regard to the franchisor, its predecessor, a person identified in Item 2, or an affiliate offering franchises under the franchisor’s principal trademark:

- A. No such party has an administrative, criminal, or civil action pending against that person alleging: a felony, a violation of a franchise, antitrust, or securities law, fraud, embezzlement, fraudulent conversion, misappropriation of property, unfair or deceptive practices, or comparable civil or misdemeanor allegations.

B. No such party has pending actions, other than routine litigation incidental to the business, which are significant in the context of the number of franchisees and the size, nature or financial condition of the franchise system or its business operations.

C. No such party has been convicted of a felony or pleaded nolo contendere to a felony charge or, within the 10-year period immediately preceding the application for registration, has been convicted of or pleaded nolo contendere to a misdemeanor charge or has been the subject of a civil action alleging: violation of a franchise, antifraud, or securities law; fraud; embezzlement; fraudulent conversion or misappropriation of property; or unfair or deceptive practices or comparable allegations.

D. No such party is subject to a currently effective injunctive or restrictive order or decree relating to the franchise, or under a Federal, State, or Canadian franchise, securities, antitrust, trade regulation or trade practice law, resulting from a concluded or pending action or proceeding brought by a public agency; or is subject to any currently effective order of any national securities association or national securities exchange, as defined in the Securities and Exchange Act of 1934, suspending or expelling such person from membership in such association or exchange; or is subject to a currently effective injunctive or restrictive order relating to any other business activity as a result of an action brought by a public agency or department, including, without limitation, actions affecting a license as a real estate broker or sales agent. a person identified in Item 2, or an affiliate offering franchises under the franchisor's principal trademark:

Item 4 of the Franchise Disclosure Document: Add the following language:

A. Neither the Franchisor, its predecessors, or any person identified in Item 2 filled as an individual or business for protection under the U.S. Bankruptcy Code during the ten-year period immediately before the date of the Disclosure Document:

B. Filed as debtor (or had filed against it) a petition to start an action under the U.S. Bankruptcy Code;

C. Obtained a discharge of its debts under the bankruptcy code; or

D. Was a principal officer of a company or a general partner in a partnership that either filed as a debtor (or had filed against it) a petition to start an action under the U.S. Bankruptcy Code or that obtained a discharge of its debts under the U.S. Bankruptcy Code during or within 1 year after the officer or general partner held this position and or company or partnership.

Item 5 of the Franchise Disclosure Document: Add at the end of the last paragraph:

The initial franchise fee constitutes part of our general operating funds and will be used as such in our discretion.

Item 17. Add the following:

However, to the extent required by applicable law, all rights you enjoy and any causes of action arising in your favor from the provisions of Article 33 of the General Business Law of the State of New York and the regulations issued thereunder shall remain in force; it



being the intent of this proviso that the non-waiver provisions of General Business Law Sections 687.4 and 687.5 be satisfied.

The following language replaces the “Summary” section of Item 17(d), titled “Termination by franchisee”: You may terminate the agreement on any grounds available by law.

The following is added to the end of the “Summary” section of Item 17(j), titled “Assignment of contract by franchisor”: However, no assignment will be made except to an assignee who in good faith and judgment of the franchisor, is willing and financially able to assume the franchisor’s obligations under the Franchise Agreement.

The following is added to the end of the “Summary” sections of Item 17(v), titled “Choice of forum”, and Item 17(w), titled “Choice of law”: The foregoing choice of law should not be considered a waiver of any right conferred upon the franchisor or upon the franchisee by Article 33 of the General Business Law of the State of New York.

## **NORTH DAKOTA**

**I.** Item 5 is amended by the addition of the following language to the original language:

Refund and cancellation provisions do not apply to franchises operating under the North Dakota franchise Investment Law. If the Company elects to cancel the Franchise Agreement, the Company will be entitled to a reasonable fee for its evaluation of you and related preparatory work performed and expenses actually incurred. This amount may not be more than fifty percent (50%) of the Franchise Fee.

**II.** Item 5, Note 1, the last paragraph shall be amended to read as follows:

If your Franchise Agreement is terminated, you may be required to continue royalty payments for so long as you or our assignee or successor continues to use our trademarks or systems in any way.

**III.** Item 6, Note 4, shall be amended to read as follows:

Note 4: You must protect, indemnify, and hold us harmless against any claims or losses arising out of your operation of the franchise business. Each party will bear its own expenses of any litigation to enforce the agreement.

**IV.** Item 17 is amended by the addition of the following language to the original language:

**A.** A provision in the Franchise Agreement that terminates the Franchise Agreement on the bankruptcy of the franchisee may not be enforceable under Title II, U.S. Code, Section 101.

**B.** The erosion of a general release on renewal, assignment, or termination does not apply to franchises operating under the North Dakota Franchise Investment Law.

- C. The North Dakota Century Code, Section 9-08-06 limits the franchisor’s ability to restrict your ability to restrict your activity after the Franchise Agreement has ended.
- D. Under North Dakota law, liquidated damages provisions are void. State courts also restrict the imposition of liquidated damages. The imposition of liquidated damages is also restricted by fair practice laws, contract law, and state and federal court decisions. Thus, the provision requiring you to continue to pay amounts to franchisor if you elect to cancel the agreement may not be enforceable under North Dakota law.

V. Item 17 is amended to read as follows:

PROVISION	FRANCHISE AGREEMENT	SUMMARY
Your obligations on termination non-renewal	FA: XXIV	De-Identification, payment, non-disclosure, non-competition; you continue to pay royalties for so long as you use the trademarks if terminated for breach, unless you abandon the business, abide by post termination covenants, and release and indemnify us.

VI. Item 17: The Choice of Law and Arbitration sections are amended to read as follows:

- A. The Franchise Agreement shall be governed by the laws of North Dakota.
- B. Except as specifically otherwise provided in the Franchise Agreement, all contract disputes that cannot be amicably settled will be determined by arbitration under the Federal Arbitration Act and in accordance with the rules of the American Arbitration Association. Arbitration will take place at an appointed time and place in the county and state in which your franchised business is located. However, nothing in the Franchise Agreement limits or precludes the parties from bringing an action in a court of competent jurisdiction for injunction or other provisional relief as needed or appropriate to compel a party to comply with its obligations or to protect the marks or the company’s other property rights.
- C. The Choice of Forum section is amended to delete the following:  
  
Any action will be brought in the state or federal courts in Waukesha County, Wisconsin.

**FRANCHISE AGREEMENT**

- I.** Article IX, concerning refunds of initial franchise fees and royalties, is amended to add the following:

Refund and cancellation provisions do not apply to franchisees operating under the North Dakota Franchise Investment Law. If Franchisor elects to cancel this Franchise Agreement, Franchisor shall be entitled to a reasonable fee for its evaluation of Franchisees and related preparatory work performed and expenses actually incurred. This amount shall be no more than fifty percent (50%) of the franchise fee.

- II.** Sections XXIII and XXII, relating to termination and transfer, are amended to add the following:

The execution of a general release on renewal, assignment, or termination does not apply to franchises operating under the North Dakota Franchise Investment Law.

- III.** Section XXIII(H), providing for liquidated damages on termination of the Franchise Agreement, is hereby amended to read as follows:

- h. Pay to Franchisor royalty fees and other ongoing fees, and other amounts Franchisee owes to Franchisor, as though Franchisee were still an active Franchisee, for so long as Franchisee or its assignee or successor continues to use the trademarks in any way. Franchisor is also entitled to all other applicable remedies.

- IV.** Section XXV is amended to read as follows:

In any action to enforce this Agreement or to seek remedies on default by either party, each party shall bear its own expenses of litigation or enforcement.

- V. A.** Section XXV is amended to add the following:

THIS AGREEMENT AND THE RIGHTS OF THE PARTIES HEREUNDER TAKE EFFECT ON ACCEPTANCE AND EXECUTION BY THE COMPANY AND SHALL BE INTERPRETED AND CONSTRUED UNDER THE LAWS OF NORTH DAKOTA, EXCEPT TO THE EXTENT GOVERNED BY THE UNITED STATES TRADEMARK ACT OF 1946 (LANHAM ACT 15, U.S.C. SECTIONS 1015, ET. SEQ.).

- B.** Section XXV (H) providing for exclusive jurisdiction in Waukesha County, Wisconsin is deleted.
- C.** Paragraph XXV to the extent it provides for a limitation of one year on actions under the Franchise Agreement is hereby deleted.
- D.** Section XXV to the extent it provides for a waiver of punitive or exemplary damages, and a waiver of jury trial, is deleted.

- VI.** The Arbitration section shall be deleted and amended to read as follows:

Except as specifically otherwise provided in this Agreement, the parties agree that all contract disputes that cannot be amicably settled shall be determined by arbitration under the Federal Arbitration Act as amended and in accordance with the rules of the American Arbitration Association or any successor thereof. Arbitration shall take place at an appointed time and place in the County and State in which Franchisee's franchised business is located. However, nothing contained herein shall be construed to limit or to preclude the parties from bringing any action in any court of competent jurisdiction for injunctive or other provisional relief as the parties deem to be necessary or appropriate to compel either party to comply with its obligations hereunder or to protect the marks or other property rights of franchisor.

**VII.** The Acknowledgement section is amended to add the following:

Franchisee acknowledges that Franchisee received a copy of this Franchise Agreement, the attachments hereto, if any, and agreements relating thereto, if any, at least seven (7) days prior to the date on which this Agreement was executed.

**VIII.** The Covenants section is amended to add the following:

Covenants not to compete on termination or expiration of the Franchise Agreement are generally unenforceable in the State of North Dakota except in limited instances as provided by law.

**RHODE ISLAND**

§19-28.1-14 of the Rhode Island Franchise Investment Act provides that:

A provision in a Franchise Agreement restricting jurisdiction of venue to a forum outside this state or requiring the application of the laws of another state are void with respect to a claim otherwise enforceable under this Act.

**VIRGINIA**

In recognition of the restrictions contained in 13.1-564 of the Virginia Retail Franchising Act, the Franchise Disclosure Document for CCB Enterprises, LLC for use in the Commonwealth of Virginia shall be amended as follows:

Additional Disclosure: The following statements are added to Item 17.h.

Under Section 13.1-564 of the Virginia Retail Franchising Act, it is unlawful for a franchisor to cancel a franchise without reasonable cause. If any grounds for default or termination stated in the Franchise Agreement does not constitute "reasonable cause" as that term may be defined in the Virginia Retail Franchising Act or the laws of Virginia, that provision may not be enforceable.

No statement, questionnaire or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming any reliance on behalf of the Franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

## **WASHINGTON**

### **This section operates as an addendum to the Franchise Agreement.**

In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW will prevail. RCW 19.100.180 may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise.

There may also be court decisions which may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise.

In any arbitration or mediation involving a franchise purchased in Washington, the arbitration or mediation site will be either in the state of Washington, or in a place mutually agreed upon at the time of the arbitration or mediation, or as determined by the arbitrator or mediator at the time of arbitration or mediation. In addition, if litigation is not precluded by the franchise agreement, a franchisee may bring an action or proceeding arising out of or in connection with the sale of franchises, or a violation of the Washington Franchise Investment Protection Act, in Washington.

A release or waiver of rights executed by a franchisee may not include rights under the Washington Franchise Investment Protection Act or any rule or order thereunder except when executed pursuant to a negotiated settlement after the agreement is in effect and where the parties are represented by independent counsel. Provisions such as those which unreasonably restrict or limit the statute of limitations period for claims under the Act, or rights or remedies under the Act such as a right to a jury trial, may not be enforceable.

Transfer fees are collectable to the extent that they reflect the franchisor's reasonable estimated or actual costs in effecting a transfer.

The Disclosure Document and Franchise Agreement are amended to reflect that the Franchisor will defer collection of all initial fees until the Franchisor has provided all of its pre-opening obligations under the Franchise Agreement and the franchisee is open for business.

Pursuant to RCW 49.62.020, a noncompetition covenant is void and unenforceable against an employee, including an employee of a franchisee, unless the employee's earnings from the party seeking enforcement, when annualized, exceed \$100,000 per year (an amount that will be adjusted annually for inflation). In addition, a noncompetition covenant is void and unenforceable against an independent contractor of a franchisee under RCW 49.62.030 unless the independent contractor's earnings from the party seeking enforcement, when annualized, exceed \$250,000 per year (an amount that will be adjusted annually for inflation). As a result, any provisions contained in the franchise agreement or elsewhere that conflict with these limitations are void and unenforceable in Washington. RCW 49.62.060 prohibits a franchisor from restricting, restraining, or prohibiting a franchisee from (i) soliciting or hiring any employee of a franchisee of the same franchisor or (ii) soliciting or hiring any employee of the franchisor. As a result, any such provisions contained in the franchise agreement or elsewhere are void and unenforceable in Washington.

The undersigned does hereby acknowledge receipt of this addendum.

Dated this \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_\_\_.

\_\_\_\_\_  
FRANCHISOR

\_\_\_\_\_  
FRANCHISEE

**This addendum may also be used as a rider to the Franchise Disclosure Document**



# **EXHIBIT E**

## **OPERATION MANUAL TABLE OF CONTENTS**



## OPERATIONS MANUAL

### TABLE OF CONTENTS

ARTICLE I	Welcome to TubToday® .....	1
ARTICLE II	Our Philosophy .....	3
ARTICLE III	Approved Services, Products, Vendors and Suppliers .....	5
ARTICLE IV	Warranty Programs and Proprietary Service Guarantee Program.....	23
ARTICLE V	One Day Custom Bathroom Remodeling.....	28
ARTICLE VI	Sales Presentations and Guidelines for Estimating Jobs .....	39
ARTICLE VII	Designing Bathrooms .....	58
ARTICLE VIII	Installations and Troubleshooting Guidelines .....	74
ARTICLE IX	Vehicle Setup and Appearance Standards .....	87
ARTICLE X	Customer Service, Phones, Scheduling and Routing .....	94
ARTICLE XI	Hiring Guidelines and Employee Management.....	131
ARTICLE XII	Franchisee Obligations .....	149
ARTICLE XIII	Safety and Quality Control.....	168
ARTICLE XIV	Advertising, Marketing and Networking.....	176
ARTICLE XV	Technology, Administrative and Miscellaneous Forms.....	191
ARTICLE XVI	Glossaries.....	210

**Total Pages in Operations Manual: 215**

# **EXHIBIT F**

## **OPTION AGREEMENT**



**CCB Enterprises, LLC**

Signed \_\_\_\_\_

Name \_\_\_\_\_

Title \_\_\_\_\_

Signed \_\_\_\_\_

Name \_\_\_\_\_

Title \_\_\_\_\_

**OPTIONEE:**

Signed \_\_\_\_\_

Name \_\_\_\_\_

Title \_\_\_\_\_

Signed \_\_\_\_\_

Name \_\_\_\_\_

Title \_\_\_\_\_

# EXHIBIT G

## List of Franchisees

**The following are the names, addresses and telephone numbers of all current TubToday® franchisees as of December 31, 2023:**

TubToday of Central Florida, LLC  
Pamela & Jiri Komara  
1041 Nash Drive  
Celebration, FL 34747  
Tel: (754) 366-7986



# **EXHIBIT H**

## **Franchisees Who Left the System**

NO FRANCHISEES HAVE LEFT THE FRANCHISE SYSTEM  
AS OF THE DATE OF THE DISCLOSURE DOCUMENT.

# **EXHIBIT I**

## **Financial Statements**

**CCB ENTERPRISES, LLC**  
**Financial Statements**  
For the years ended December 31, 2022 and 2021  
*with*  
**Independent Auditor's Report Thereon**

# CCB ENTERPRISES, LLC

## TABLE OF CONTENTS

---

Independent Auditor's Report.....	1-2
<b>Financial Statements:</b>	
Balance Sheets.....	3
Statements of Income.....	4
Statements of Changes in Members' Equity .....	5
Statements of Cash Flows.....	6
Notes to Financial Statements .....	7-10

GARY B. SELLARI, CPA\*/PFS, MSM  
SCOTT A. STEIN, CPA\*\*\*  
SUZI J. RAPP, CPA\*, MAC  
B. CHARLES SELLARI, CPA\*, MTAX  
J. RONALD ANDERSON, CPA\*\*/ABV

VICTORIA BOLSKAR, CPA\*\*\*\*, LTD  
DUSTAN J. BROWN, CPA\*\*\*\*\*  
MARY L. CONTESSA, CPA\*, PA  
STEVE A. GOINDOO, CPA\*\*\*/PFS, MTAX, CFP®  
SHARON HOWARD, CPA, CMA, MST\*\*\*\*\*  
TOM KEYS, CPA\*, CGMA  
CANDACE ANTEZANA KLOTZBIER, CPA\*  
CHRISTINE M. MCKENNA, CPA\*  
ROBERT REYNOLDS, CPA\*\*\*\*\*  
JAMIE M. RUSSO, CPA\*  
JANET SCALZITTI, CPA\*\*\*\*\*  
APRIL M. SINNOTT, CPA\*  
ARTHUR J. SINNOTT, CPA\*\*\*  
DAVID W. STOPKOSKI, CPA\*

BARBARA AHEARN-DUNN, EA  
KELLY BEACH, EA  
JACQUELINE CARTIER, EA  
ANTHONY J. SELLARI, EA



Divine  
Blalock  
Martin  
Sellari  
LLC  
Est. in 1932

**Certified Public Accountants and Consultants**  
580 Village Boulevard, Suite 110  
West Palm Beach, FL 33409  
Phone: (561) 686-1110 Fax: (561) 686-1330  
info@dbmscpa.com

MEMBERS  
AMERICAN INSTITUTE OF  
CERTIFIED PUBLIC ACCOUNTANTS  
FLORIDA INSTITUTE OF  
CERTIFIED PUBLIC ACCOUNTANTS

WILBUR F. DIVINE, III, CPA (1896-1964)  
WILBUR F. DIVINE, IV, CPA (1925-1989)  
JAMES A. BLALOCK, CPA (1914-1996)  
G. MICHAEL MARTIN, CPA (1945-2014)

\*REGULATED BY THE STATE OF FL  
\*\*REGULATED BY THE STATE OF FL AND  
THE STATE OF TN  
\*\*\*REGULATED BY THE STATE OF FL  
AND THE STATE OF NY  
\*\*\*\*REGULATED BY THE STATE OF WI  
\*\*\*\*\*REGULATED BY THE STATE OF FL  
AND THE STATE OF NJ  
\*\*\*\*\*REGULATED BY THE STATE OF NJ  
\*\*\*\*\*REGULATED BY THE STATE OF NY  
\*\*\*\*\*REGULATED BY THE STATE OF FL  
AND THE STATE OF NC

## INDEPENDENT AUDITOR'S REPORT

To the Member of  
CCB Enterprises, LLC  
Campton Hills, IL

### Opinion

We have audited the accompanying financial statements of CCB Enterprises, LLC (an Illinois Limited Liability Company), which comprise the balance sheets as of December 31, 2022 and 2021, and the related statements of income, changes in members' equity, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of CCB Enterprises, LLC as of December 31, 2022 and 2021, and the results of its operations and its cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

### Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of CCB Enterprises, LLC and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about CCB Enterprises, LLC's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

## **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of CCB Enterprises, LLC's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about CCB Enterprises, LLC's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

***Divine, Blalock, Martin & Sellari, LLC***

West Palm Beach, FL  
February 6, 2023



**CCB ENTERPRISES, LLC**  
**BALANCE SHEETS**  
**AS OF DECEMBER 31, 2022 AND 2021**

<i>Assets</i>		
	<b>2022</b>	<b>2021</b>
Current Assets		
Cash and Cash Equivalents	\$ 100,001	\$ 91,150
Total Current Assets	100,001	91,150
Total Assets	\$ 100,001	\$ 91,150
<i>Liabilities and Members' Equity</i>		
Current Liabilities		
Accounts Payable	\$ -	\$ -
Total Current Liabilities	-	-
Members' Equity:		
Members' Equity	100,001	91,150
Total Members' Equity	100,001	91,150
Total Liabilities and Members' Equity	\$ 100,001	\$ 91,150

*The accompanying notes are an integral part of these financial statements .*

**CCB ENTERPRISES, LLC**  
**STATEMENTS OF INCOME**  
**FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021**

	2022	2021
Revenue		
Initial Franchise Fees	\$ -	\$ -
Franchise Royalty Fees	-	-
	-	-
Total Revenue	-	-
Operating Expenses		
Professional & Consulting fees	3,234	-
Bank Service Fees	16	-
	3,250	-
Total Operating Expenses	3,250	-
(Loss) From Operations	(3,250)	-
Net (Loss)	\$ (3,250)	\$ -

*The accompanying notes are an integral part of these financial statements.*

**CCB ENTERPRISES, LLC**  
**STATEMENTS OF CHANGES IN MEMBERS' EQUITY**  
**FOR THE YEARS ENDED DECEMBER 31, 2022 and 2021**

---

	<u>2022</u>	<u>2021</u>
Members' Equity @ January 1	\$ 91,150	\$ -
Member Contributions (Distributions), net	12,101	91,150
Net Income	<u>(3,250)</u>	<u>-</u>
Members' Equity @ December 31	<u>\$ 100,001</u>	<u>\$ 91,150</u>

*The accompanying notes are an integral part of these financial statements.*

**CCB ENTERPRISES, LLC**  
**STATEMENTS OF CASH FLOWS**  
**FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021**

	<u>2022</u>	<u>2021</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Net Income (Loss)	\$ (3,250)	\$ -
Adjustments to reconcile Net Income (Loss) to net Cash used by operating activities:		
Accounts Payable	(3,250)	-
	<u>-</u>	<u>-</u>
Net Cash Provided / (Used) by Operating Activities	<u>(3,250)</u>	<u>-</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of Property and Equipment	-	-
	<u>-</u>	<u>-</u>
Net Cash Provided / (Used) By Investing Activities	<u>-</u>	<u>-</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Member Contributions (Distributions), net	12,101	91,150
	<u>12,101</u>	<u>91,150</u>
Net Cash Provided / (Used) by Financing Activities	<u>12,101</u>	<u>91,150</u>
<b>NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS</b>	<b>8,851</b>	<b>91,150</b>
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD</b>	<b>91,150</b>	<b>-</b>
<b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b>	<b>\$ 100,001</b>	<b>\$ 91,150</b>

*The accompanying notes are an integral part of these financial statements.*

**CCB ENTERPRISES, LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021**

---

**NOTE 1 – BUSINESS ACTIVITY**

CCB Enterprises, LLC was formed in the state of Illinois on December 9, 2020; the Company is in the business of offering franchises for the operation of a bathroom remodeling, sales, installation and service business. Unless otherwise indicated, the terms “we,” “us,” “our,” and “Company” refer to CCB Enterprises, LLC.

**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Basis of Accounting**

The Company’s policy is to prepare its financial statements on the accrual basis of accounting; consequently, revenues are recognized when earned rather than when received, and expenses are recognized when the obligation is incurred rather than when cash is disbursed.

**Cash and Cash Equivalents**

The Company considers all highly liquid investments with original maturities of three months or less to be cash equivalents.

**Accounts Receivable and Bad Debts**

Customer accounts receivable are stated at the amount management expects to collect on balances. The Company uses the direct write-off method for bad debts; management closely monitors outstanding balances and writes off, as of period-end, any balances that are considered to be uncollectible. Accordingly, no allowance for doubtful accounts is required. Bad debts amounted to \$0 for the period ended December 31, 2022 and 2021.

**Property and Equipment**

Property and equipment are stated at cost. Depreciation and amortization are generally provided using the straight-line method over the estimated useful lives of the related assets which ranges between 3 to 10 years. At December 31, 2022 and 2021, the Company did not own any fixed assets.

**Compensated Absences**

The company does not have a policy on compensated absences at this time.

**Income Taxes**

Certain transactions of the Company may be subject to accounting methods for income tax purposes that differ significantly from the accounting methods used in preparing the financial statements in accordance with generally accepted accounting principles. Accordingly, the taxable income of the Company reported for federal and state income tax purposes may differ from net income in these financial statements.

As a limited liability company, income or loss of the Company is allocated to the members. No provision for federal or state income taxes is necessary because any income or loss is includable in the tax returns of the individual members. Local income taxes, if any, are paid by the Company. The Company was not subject to any local income taxes for the period ended December 31, 2022.

**CCB ENTERPRISES, LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021**

---

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, (continued)**

**Income Taxes (continued)**

The Company's tax returns are subject to possible examination by the taxing authorities. For federal income tax purposes, the tax returns essentially remain open for possible examination for a period of three years after the respective filing deadlines of those returns.

The Company accounts for uncertain tax positions in accordance with ASC 740-10, *Accounting for Uncertainty in Income Taxes*. ASC 740-10 prescribes a recognition threshold and measurement attribute for financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. ASC 740-10 also provides guidance on de-recognition, classification, interest and penalties, and disclosure and transition accounting. The Company has concluded that no liability for uncertain tax positions is required at December 31, 2022.

**Advertising**

Advertising costs are expensed as incurred.

**Concentrations of Credit Risk**

The Company maintains cash in bank and deposit accounts, which at times may exceed federally insured limits. The Company has not experienced any losses in such accounts. The Company believes it is not exposed to any significant credit risk on cash and cash equivalents.

**Use of Estimates in the Preparation of Financial Statements**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP") requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Significant estimates made by the Company's management include, but are not limited to, allowances for doubtful accounts and contracts receivable, the allowance for losses on contracts in process and the percentage of completion on uncompleted contracts. Actual results could materially differ from those estimates.

**Revenue Recognition**

The Company's revenue recognition policies are in compliance with accounting standards ASC Topic 606, *Revenue from Contracts with Customers*. The new guidance includes the following five-step revenue recognition model:

- Identify the contract with the customer.
- Identify the performance obligation in the contract.
- Determine the transaction price.
- Allocate the transaction price to performance obligations.
- Recognize revenue when (or as) each performance obligation is satisfied.

**CCB ENTERPRISES, LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021**

---

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, (continued)**

**Revenue Recognition (continued)**

In 2020, the Financial Accounting Standards Board (FAB) issued Accounting Standards Update (ASU), *Franchisors-Revenue from Contracts with Customers (Subtopic 952-606) Practical Expedient*. This new practical expedient will allow franchisors that are not public business entities to account for pre-opening services provided to a franchise as a single performance obligation in the services are in line with the services listed within the guidance, and they meet certain other conditions.

The Company recognizes franchise royalties and system advertising on a monthly basis, which are generally based upon a percentage of sales made by the Company's franchises, when they are earned and deemed collectible.

The following services are provided by the Company prior to the opening of a franchised location:

- Development of a custom local affiliate website housed within our national website.
- Webserver setup for the website that will include access to our intranet system that houses our proprietary educational platform and provides ongoing announcements and templates for print and marketing materials.
- Access to a self-study program (and related materials) to be completed prior to attending our initial training program.
- Copy of our proprietary Operations Manual.
- Comprehensive two-week training program at our corporate headquarters.
- Up to five days of assistance and guidance at your location for either pre-opening or grand opening assistance.

**Fair Value of Financial Assets and Liabilities**

We measure and disclose certain financial assets and liabilities at fair value. ASC Topic 820, Fair Value Measurements and Disclosures, defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. ASC Topic 820 also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The standard describes three levels of inputs that may be used to measure fair value:

Level 1 - Quoted prices in active markets for identical assets or liabilities.

Level 2 - Observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3 - Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. We utilize the active market approach to measure fair value for our financial assets and liabilities. We report separately each class of assets and liabilities measured at fair value on a recurring basis and include assets and liabilities that are disclosed but not recorded at fair value in the fair value hierarchy.



**CCB ENTERPRISES, LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEARS ENDED DECEMBER 31, 2022 AND 2021**

---

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, (continued)**

**Recently Issued and Adopted Accounting Pronouncements**

The Company's management has evaluated recently issued accounting pronouncements through the date of this report and concluded that they will not have a material effect on the financial statements as of December 31, 2022.

In February 2016, the FASB issued a new accounting standard on leases. The new standard, among other changes, will require lessees to recognize a right-of-use asset and a lease liability on the balance sheet for all leases. The lease liability will be measured at the present value of the lease payments over the lease term. The right-of-use asset will be measured at the lease liability amount, adjusted for lease prepayments, lease incentives received and the lessee's initial direct costs (e.g., commissions). The new standard is effective for annual reporting periods beginning after December 15, 2021, including interim reporting periods within those annual reporting periods. The adoption will require a modified retrospective approach for leases that exist or are entered into after the beginning of the earliest period presented. Effective January 1, 2022, the Company adopted the new lease standard. At December 31, 2022 the Company had no lease agreements in place.

**NOTE 3 - INITIAL FRANCHISE FEE REVENUE**

Deferred revenue represents initial franchise sales for which substantially all the services to be provided by the Company have not yet been performed. These revenues are fully recognized when Franchisees open their doors for business. The amounts deferred as of December 31, 2022 and 2021 was \$0 for both years.

**NOTE 4 - SUBSEQUENT EVENTS**

The Company has evaluated subsequent events through February 6, 2023, the date which the financial statements were available to be issued and nothing has occurred that would require disclosure.



Divine  
Blalock  
Martin  
Sellari  
LLC  
Est. in 1932

# **CCB ENTERPRISES, LLC**

**FINANCIAL STATEMENTS**

**FOR THE YEARS ENDED**

**DECEMBER 31, 2023 AND 2022**

(With Independent Auditors' Report Thereon)

**CCB ENTERPRISES, LLC**  
**TABLE OF CONTENTS**

---

Independent Auditor's Report.....	1-2
<b>Financial Statements:</b>	
Balance Sheets.....	3
Statements of Income.....	4
Statements of Changes in Members' Equity .....	5
Statements of Cash Flows.....	6
Notes to Financial Statements .....	7-13

GARY B. SELLARI, CPA\*/PFS, MSM  
SCOTT A. STEIN, CPA\*\*\*  
SUZI J. RAPP, CPA\*, MAC  
B. CHARLES SELLARI, CPA\*, MTAX  
J. RONALD ANDERSON, CPA\*\*/ABV

VICTORIA BOLSKAR, CPA\*\*\*\*, LTD  
DUSTAN J. BROWN, CPA\*\*\*\*\*  
MARY L. CONTESSA, CPA\*, PA  
STEVE A. GOINDOO, CPA\*\*/PFS, MTAX, CFP®  
SHARON HOWARD, CPA, CMA, MST\*\*\*\*\*  
TOM KEYS, CPA\*, CGMA  
CANDACE ANTEZANA KLOTZBIER, CPA\*  
CHRISTINE M. MCKENNA, CPA\*  
ROBERT REYNOLDS, CPA\*\*\*\*\*  
JAMIE M. RUSSO, CPA\*  
JANET SCALZITTI, CPA\*\*\*\*\*  
APRIL M. SINNOTT, CPA\*  
ARTHUR J. SINNOTT, CPA\*\*  
DAVID W. STOPKOSKI, CPA\*

BARBARA AHEARN-DUNN, EA  
KELLY BEACH, EA  
JACQUELINE CARTIER, EA  
ANTHONY J. SELLARI, EA



Divine  
Blalock  
Martin  
Sellari  
LLC  
Est. in 1932

**Certified Public Accountants and Consultants**

580 Village Boulevard, Suite 110

West Palm Beach, FL 33409

Phone: (561) 686-1110 Fax: (561) 686-1330

info@dbmscpa.com

MEMBERS

AMERICAN INSTITUTE OF  
CERTIFIED PUBLIC ACCOUNTANTS

FLORIDA INSTITUTE OF  
CERTIFIED PUBLIC ACCOUNTANTS

WILBUR F. DIVINE, III, CPA (1896-1964)  
WILBUR F. DIVINE, IV, CPA (1925-1989)  
JAMES A. BLALOCK, CPA (1914-1996)  
G. MICHAEL MARTIN, CPA (1945-2014)

\*REGULATED BY THE STATE OF FL  
\*\*REGULATED BY THE STATE OF FL AND  
THE STATE OF TN

\*\*\*REGULATED BY THE STATE OF FL  
AND THE STATE OF NY

\*\*\*\*REGULATED BY THE STATE OF WI  
\*\*\*\*\*REGULATED BY THE STATE OF FL  
AND THE STATE OF NJ

\*\*\*\*\*REGULATED BY THE STATE OF NY  
\*\*\*\*\*REGULATED BY THE STATE OF FL  
AND THE STATE OF NC

**INDEPENDENT AUDITOR'S REPORT**

To the Member of  
CCB Enterprises, LLC  
Campton Hills, IL

**Opinion**

We have audited the accompanying financial statements of CCB Enterprises, LLC (an Illinois Limited Liability Company), which comprise the balance sheets as of December 31, 2023 and 2022, and the related statements of income, changes in members' equity, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of CCB Enterprises, LLC as of December 31, 2023 and 2022, and the results of its operations and its cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

**Basis for Opinion**

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of CCB Enterprises, LLC and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Responsibilities of Management for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about CCB Enterprises, LLC's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

## **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of CCB Enterprises, LLC's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about CCB Enterprises, LLC's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

***Divine, Blalock, Martin & Sellari, LLC***

**West Palm Beach, FL**

**March 9, 2024**

**CCB ENTERPRISES, LLC**  
**BALANCE SHEETS**  
**AS OF DECEMBER 31, 2023 AND 2022**

<i>Assets</i>		
	<b>2023</b>	<b>2022</b>
Current assets		
Cash and cash equivalents	\$ 47,179	\$ 100,001
Accounts receivable - current portion	6,000	-
Total current assets	53,179	100,001
Accounts receivable - non current portion	14,000	-
Property and equipment, net	420,375	-
Total assets	\$ 487,554	\$ 100,001
<i>Liabilities and Members' Equity</i>		
Current liabilities		
Accounts payable	\$ -	\$ -
Note payable - current portion	4,573	-
Deferred franchise revenue - current portion	32,200	-
Total current liabilities	36,773	-
Long-term liabilities		
Note payable - non current portion	329,011	-
Deferred franchise revenue - non current portion	2,800	-
Total long-term liabilities	331,811	-
Total liabilities	368,584	-
Members' equity:		
Members' equity	118,970	100,001
Total members' equity	118,970	100,001
Total liabilities and members' equity	\$ 487,554	\$ 100,001

*The accompanying notes are an integral part of these financial statements .*

**CCB ENTERPRISES, LLC**  
**STATEMENTS OF INCOME**  
**FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022**

	2023	2022
Revenue		
Initial franchise fees	\$ -	\$ -
Franchise royalty fees	-	-
Total revenue	-	-
Operating expenses		
Bank service fees	6	16
Depreciation	8,093	
Meals and entertainment	168	-
Miscellaneous expenses	1,033	-
Insurance	1,962	-
Office supplies	658	-
Professional & consulting fees	-	3,234
Uniform	2,424	-
Total operating expenses	14,344	3,250
Loss from operations	(14,344)	(3,250)
Other income (expense)		
Rental income	20,400	-
Mortgage interest	(13,430)	-
Total other income (expense)	6,970	-
Net loss	\$ (7,374)	\$ (3,250)

*The accompanying notes are an integral part of these financial statements.*



**CCB ENTERPRISES, LLC**  
**STATEMENTS OF CHANGES IN MEMBERS' EQUITY**  
**FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022**

---

	<u>2023</u>	<u>2022</u>
Members' equity @ January 1	\$ 100,001	\$ 91,150
Member contributions (distributions), net	26,343	12,101
Net loss	<u>(7,374)</u>	<u>(3,250)</u>
Members' equity @ December 31	<u>\$ 118,970</u>	<u>\$ 100,001</u>

*The accompanying notes are an integral part of these financial statements.*

**CCB ENTERPRISES, LLC**  
**STATEMENTS OF CASH FLOWS**  
**FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022**

	<u>2023</u>	<u>2022</u>
<b>Cash flows from operating activities</b>		
Net loss	\$ (7,374)	\$ (3,250)
Adjustments to reconcile net loss to net cash used by operating activities:		
Depreciation & amortization	8,093	-
Accounts receivable	(20,000)	-
Increase (decrease) in operating liabilities		
Deferred revenue	35,000	-
Net cash provided / (used) by operating activities	<u>15,719</u>	<u>(3,250)</u>
<b>Cash flows from investing activities</b>		
Purchase of property and equipment	<u>(428,468)</u>	<u>-</u>
Net cash provided / (used) by investing activities	<u>(428,468)</u>	<u>-</u>
<b>Cash flows from financing activities</b>		
Member contributions (distributions), net	26,343	12,101
Proceeds from note payable, net	<u>333,584</u>	<u>-</u>
Net cash provided / (used) by financing activities	<u>359,927</u>	<u>12,101</u>
<b>Net (decrease) increase in cash and cash equivalents</b>	(52,822)	8,851
<b>Cash and cash equivalents at beginning of year</b>	<u>100,001</u>	<u>91,150</u>
<b>Cash and cash equivalent at end of year</b>	<u>\$ 47,179</u>	<u>\$ 100,001</u>

*The accompanying notes are an integral part of these financial statements.*

**CCB ENTERPRISES, LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022**

---

**NOTE 1 – BUSINESS ACTIVITY**

CCB Enterprises, LLC was formed in the state of Illinois on December 9, 2020; the Company is in the business of offering franchises for the operation of a bathroom remodeling, sales, installation and service business. Unless otherwise indicated, the terms “we,” “us,” “our,” and “Company” refer to CCB Enterprises, LLC.

**Affiliate**

***Fox Valley Side Jobs, Inc.*** (“FVSJ”), is an Illinois corporation that was formed on June 25, 2009. FVSJ operates 2 businesses business substantially similar to the Franchised Business being offered by CCB Enterprises, which is Fox Valley Home Services dba TubToday. FVSJ and CCB Enterprise are independent entities and FVSJ does not offer franchises.

**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Basis of Accounting**

The Company’s policy is to prepare its financial statements on the accrual basis of accounting; consequently, revenues are recognized when earned rather than when received, and expenses are recognized when the obligation is incurred rather than when cash is disbursed.

**Cash and Cash Equivalents**

The Company considers all highly liquid investments with original maturities of three months or less to be cash equivalents.

**Accounts Receivable and Bad Debts**

Customer accounts receivable are stated at the amount management expects to collect on balances. The Company uses the direct write-off method for bad debts; management closely monitors outstanding balances and writes off, as of period-end, any balances that are considered to be uncollectible. Accordingly, no allowance for doubtful accounts is required. Bad debts amounted to \$0 for the period ended December 31, 2023 and 2022.

**Property and Equipment**

Property and equipment are stated at cost. Depreciation and amortization are generally provided using the straight-line method over the estimated useful lives of the related assets which ranges between 3 to 10 years. At December 31, 2023 and 2022, the Company did not own any fixed assets.

**Long-Lived Assets**

The Company reviews long-lived assets to be held and used by an entity for impairment whenever changes in circumstances indicate that the carrying amount of an asset may not be recoverable. As there are no owned assets for the Year ended December 31, 2023, no impairment of the carrying values of its long-lived assets existed at December 31, 2023. There can be no assurance, however, that demands for the Company’s products or market conditions will not change which could result in impairment losses in the future.

**CCB ENTERPRISES, LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022**

---

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, (continued)**

**Concentrations of Credit Risk**

The Company maintains cash in bank and deposit accounts, which at times may exceed federally insured limits. The Company has not experienced any losses in such accounts. The Company believes it is not exposed to any significant credit risk on cash and cash equivalents.

**Income Taxes**

Certain transactions of the Company may be subject to accounting methods for income tax purposes that differ significantly from the accounting methods used in preparing the financial statements in accordance with generally accepted accounting principles. Accordingly, the taxable income of the Company reported for federal and state income tax purposes may differ from net income in these financial statements.

As a limited liability company, income or loss of the Company is allocated to the members. No provision for federal or state income taxes is necessary because any income or loss is includable in the tax returns of the individual members. Local income taxes, if any, are paid by the Company. The Company was not subject to any local income taxes for the period ended December 31, 2023.

the Company's tax returns are subject to possible examination by the taxing authorities. For federal income tax purposes, the tax returns essentially remain open for possible examination for a period of three years after the respective filing deadlines of those returns.

The Company accounts for uncertain tax positions in accordance with ASC 740-10, *Accounting for Uncertainty in Income Taxes*. ASC 740-10 prescribes a recognition threshold and measurement attribute for financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. ASC 740-10 also provides guidance on de-recognition, classification, interest and penalties, and disclosure and transition accounting. The Company has concluded that no liability for uncertain tax positions is required at December 31, 2023.

**Advertising**

Advertising costs are expensed as incurred.

**Use of Estimates in the Preparation of Financial Statements**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP"). The preparation of these financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Significant estimates made by the Company's management include, but are not limited to, allowances for doubtful accounts and contracts receivable, the allowance for losses on contracts in process and the percentage of completion on uncompleted contracts. Actual results could materially differ from those estimates.

**CCB ENTERPRISES, LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022**

---

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, (continued)**

**Revenue Recognition**

The Company's revenue recognition policies are in compliance with accounting standards ASC Topic 606, *Revenue from Contracts with Customers*. The new guidance includes the following five-step revenue recognition model:

- Identify the contract with the customer.
- Identify the performance obligation in the contract.
- Determine the transaction price.
- Allocate the transaction price to performance obligations.
- Recognize revenue when (or as) each performance obligation is satisfied.

In 2020, the Financial Accounting Standards Board (FAB) issued Accounting Standards Update (ASU), *Franchisors-Revenue from Contracts with Customers (Subtopic 952-606) Practical Expedient*. This new practical expedient will allow franchisors that are not public business entities to account for pre-opening services provided to a franchise as a single performance obligation in the services are in line with the services listed within the guidance, and they meet certain other conditions.

The Company recognizes franchise royalties and system advertising on a monthly basis, which are generally based upon a percentage of sales made by the Company's franchises, when they are earned and deemed collectible.

The following services are provided by the Company prior to the opening of a franchised location:

- *Loan a copy of the proprietary operations manual.*
- *Provide written guidelines for site selection, approve lease and offer recommendations when obtaining licenses, certifications and applying for permits.*
- *Provide written specifications for all equipment, technology, furnishing, fixtures, and signage necessary for the operation of your business.*
- *Provide written list of approved services assistance and guidelines in establishing prices for products & services.*
- *Assist in implementing an opening marketing initiative, including approve and disapprove promotions and changes to your webpage and advertising programs and materials.*
- *Access to a self-study program (and related materials) to be completed prior to attending our initial training program, provide a startup kit and provide up to two days of sales, marketing assistance and guidance at the location.*
- *Deliver a web page that may include portals online for additional training, ongoing news bulletins and templates for advertising materials.*

**CCB ENTERPRISES, LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022**

---

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, (continued)**

**Recently Issued and Adopted Accounting Pronouncements**

In February 2016, the FASB issued a new accounting standard on leases. The new standard, among other changes, will require lessees to recognize a right-of-use asset and a lease liability on the balance sheet for all leases. The lease liability will be measured at the present value of the lease payments over the lease term. The right-of-use asset will be measured at the lease liability amount, adjusted for lease prepayments, lease incentives received, and the lessee's initial direct costs (e.g., commissions). The new standard is effective for annual reporting periods beginning after December 15, 2021, including interim reporting periods within those annual reporting periods. The adoption will require a modified retrospective approach for leases that exist or are entered into after the beginning of the earliest period presented. Effective January 1, 2023, the Company adopted the new lease standard. As of December 31, 2023, the Company had no lease agreements in place.

**Lessor accounting**

In July 2018, the FASB issued ASU 2018-11, Leases- Targeted Improvements (ASU 2018-11). ASU 2018- 11 provides a practical expedient, which allows lessors to combine non-lease components with the related lease components if (1) both the timing and pattern of transfer are the same for the non-lease component(s) and related lease component, and (2) the lease component would be classified as an operating lease if accounted for separately. Lessors are permitted to apply the practical expedient to all existing leases on a retrospective (if there is no change to previously reported total revenues and expenses) or prospective basis. The Organization elected the practical expedient to combine its lease (right to use an underlying asset) and non-lease components (transfer of a good or service) that meet the defined criteria and will account for the combined lease component under Topic 842 on a prospective basis. Upon making this election, the Organization included the combined lease and non-lease components as rental income under Topic 842, as a result, these amounts are reported as rental income in the statement of income.

**Fair Value of Financial Assets and Liabilities**

We measure and disclose certain financial assets and liabilities at fair value. ASC Topic 820, Fair Value Measurements and Disclosures, defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. ASC Topic 820 also establishes a fair value hierarchy which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The standard describes three levels of inputs that may be used to measure fair value:

**CCB ENTERPRISES, LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022**

---

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, (continued)**

**Fair Value of Financial Assets and Liabilities, continued**

Level 1 - Quoted prices in active markets for identical assets or liabilities.

Level 2 - Observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3 - Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. We utilize the active market approach to measure fair value for our financial assets and liabilities. We report separately each class of assets and liabilities measured at fair value on a recurring basis and include assets and liabilities that are disclosed but not recorded at fair value in the fair value hierarchy.

**NOTE 3 - ACCOUNTS RECEIVABLE**

Accounts receivable was generated from an installment franchise agreement signed on September 30, 2023. The initial franchise fee was \$35,000, of which \$7,500 was due upon the commencement of training and the remaining \$27,500 requires 55 equal monthly installment payments of \$500. As of December 31, 2023, the outstanding balance was \$20,000 as follows:

Current portion	\$	6,000
Non-current portion		<u>14,000</u>
Total	\$	<u><u>20,000</u></u>

**NOTE 4 - PROPERTY AND EQUIPMENT**

As of December 31, 2023 and 2022, the company's property and equipment consisted of the following:

	<b>2023</b>	<b>2022</b>
Land and building (see note 6)	\$ 404,768	\$ -
Office furniture and equipment	16,700	-
Property Improvement	<u>7,000</u>	<u>-</u>
	428,468	-
Less: accumulated depreciation	<u>8,093</u>	<u>-</u>
Property and equipment, net	<u><u>\$ 420,375</u></u>	<u><u>\$ -</u></u>



**CCB ENTERPRISES, LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022**

---

**NOTE 5 - DEFERRED REVENUE**

Deferred revenue represents an allocated amount of the initial franchise fee for the license portion, which is amortized over the term of the agreement, and the unearned portion of the initial franchise fee for the contractual obligations of the Company that have not yet been performed. At December 31, 2023 and 2022, the deferred franchise revenue was \$35,000 and \$0, respectively.

**NOTE 6 - LONG-TERM DEBT**

On June 27, 2023 the Company acquired a commercial building and signed a 25-year mortgage note payable with US Bank, NA for \$335,700, with an annual interest rate of 8% per annum. The terms of the note require the company to make 300 monthly installment payments of 2,591. As of December 31, 2023, the outstanding note payable was \$333,584.

Maturities of long-term debt as of December 31, 2023 are as follows:

2024	\$	4,573
2025		4,953
2026		5,364
2027		5,809
2028		6,292
Thereafter		306,593
Total	\$	333,584

**NOTE 7 - LEASES**

On July 27, 2023, the Company entered into an agreement to rent office space to its affiliate, Fox Valley Side Jobs, Inc which result in rental income for the Company in accordance with the terms of the agreement. The monthly lease payment of \$5,100 was effective September 1, 2023 and will conclude on July 26, 2026. For the year ended December 31, 2023, rental income was \$20,400.

Future minimum lease payments due to the Company under the terms of the agreement at December 31, 2023 is as follows:

2024	\$	61,200
2025		61,200
2026		35,714
Total	\$	158,114

**CCB ENTERPRISES, LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022**

---

**NOTE 8 - COMMITMENTS AND CONTINGENCIES**

The company may be party to various claims, legal actions and complaints arising in the ordinary course of business. In the opinion of management, all matters are of such kind, or involve such amounts, that unfavorable disposition, if any, would not have a material effect on the financial position of the company.

**NOTE 9 - SUBSEQUENT EVENTS**

The Company has evaluated subsequent events through March 9, 2024, the date which the financial statements were available to be issued and nothing has occurred that would require disclosure.

### **State Effective Dates**

The following states have franchise laws that require that the Franchise Disclosure Document be registered or filed with the state, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin.

This document is effective and may be used in the following states, where the document is filed, registered, or exempt from registration, as of the Effective Date stated below:

<b>State</b>	<b>Effective Date</b>
California	Not registered
Hawaii	Not registered
Illinois	Pending
Indiana	Not registered
Maryland	Not registered
Michigan	Not registered
Minnesota	Not registered
New York	Not registered
North Dakota	Not registered
Rhode Island	Not registered
South Dakota	Not registered
Virginia	Not registered
Washington	Not registered
Wisconsin	April 24, 2024

Other states may require registration, filing, or exemption of a franchise under other laws, such as those that regulate the offer and sale of business opportunities or seller-assisted marketing plans.

# **EXHIBIT J**

## **Receipts**

**RETURN THIS SIGNED COPY TO THE FRANCHISOR**

**ACKNOWLEDGEMENT OF RECEIPT FOR FDD  
Franchise Disclosure Document [FDD]  
CCB ENTERPRISES, LLC**

THIS DISCLOSURE DOCUMENT SUMMARIZES PROVISIONS OF THE FRANCHISE AGREEMENT, AND OTHER INFORMATION IN PLAIN LANGUAGE. READ THIS DISCLOSURE DOCUMENT AND ALL AGREEMENTS CAREFULLY.

IF CCB ENTERPRISES, LLC OFFERS YOU A FRANCHISE, IT MUST PROVIDE THIS DISCLOSURE DOCUMENT TO YOU 14 CALENDAR DAYS BEFORE YOU SIGN A BINDING AGREEMENT WITH, OR MAKE A PAYMENT TO THE FRANCHISOR, OR AN AFFILIATE IN CONNECTION WITH THE PROPOSED FRANCHISE SALE.

IF CCB ENTERPRISES, LLC DOES NOT DELIVER THIS DISCLOSURE DOCUMENT ON TIME, OR IF IT CONTAINS A FALSE OR MISLEADING STATEMENT, OR A MATERIAL OMISSION, A VIOLATION OF FEDERAL AND STATE LAW MAY HAVE OCCURRED AND SHOULD BE REPORTED TO THE FEDERAL TRADE COMMISSION, WASHINGTON D.C. 20850, AND THE APPROPRIATE STATE AGENCY AS IDENTIFIED IN EXHIBIT B OF THIS DISCLOSURE DOCUMENT.

FRANCHISOR AUTHORIZES THE RESPECTIVE STATE AGENCIES IDENTIFIED ON EXHIBIT B TO RECEIVE SERVICE FOR IT IN A PARTICULAR STATE.

CCB Enterprises, LLC's franchise sellers are: Nic Boatner, Autumn Hultine and Rich Nessling at 3140 West Main Street, St. Charles, IL 60175, (630) 732-0200, and Scott Nelowet and Debra Koerner at 107 Parr Dr, Huntersville, NC 28078, (980) 261-5999.

Issuance Date: April 16, 2024

I received a TubToday® Disclosure Document dated April 16, 2024, that included the following Exhibits:

- A Franchise Agreement with attached Schedules
- B List of State Agencies and Regulators
- C Franchise Disclosure Questionnaire
- D State Addenda
- E Operations Manual Table of Contents
- F Option Agreement
- G List of Franchisees
- H Franchisees Who Have Left the System
- I Financial Statements
- J Receipts

---

Date

---

Recipient/Franchise Applicant

**RETURN THIS SIGNED FORM TO THE FRANCHISOR. Mail to: CCB Enterprises, LLC, 3140 West Main Street, St. Charles, IL 60175. Email to: [Nic.Boatner@TubToday.com](mailto:Nic.Boatner@TubToday.com)**

**APPLICANT COPY**

**ACKNOWLEDGEMENT OF RECEIPT FOR FDD  
Franchise Disclosure Document [FDD]  
CCB ENTERPRISES, LLC**

THIS DISCLOSURE DOCUMENT SUMMARIZES PROVISIONS OF THE FRANCHISE AGREEMENT, AND OTHER INFORMATION IN PLAIN LANGUAGE. READ THIS DISCLOSURE DOCUMENT AND ALL AGREEMENTS CAREFULLY.

IF CCB ENTERPRISES, LLC OFFERS YOU A FRANCHISE, IT MUST PROVIDE THIS DISCLOSURE DOCUMENT TO YOU 14 CALENDAR DAYS BEFORE YOU SIGN A BINDING AGREEMENT WITH, OR MAKE A PAYMENT TO THE FRANCHISOR, OR AN AFFILIATE IN CONNECTION WITH THE PROPOSED FRANCHISE SALE.

IF CCB ENTERPRISES, LLC DOES NOT DELIVER THIS DISCLOSURE DOCUMENT ON TIME, OR IF IT CONTAINS A FALSE OR MISLEADING STATEMENT, OR A MATERIAL OMISSION, A VIOLATION OF FEDERAL AND STATE LAW MAY HAVE OCCURRED AND SHOULD BE REPORTED TO THE FEDERAL TRADE COMMISSION, WASHINGTON D.C. 20850, AND THE APPROPRIATE STATE AGENCY AS IDENTIFIED IN EXHIBIT B OF THIS DISCLOSURE DOCUMENT.

FRANCHISOR AUTHORIZES THE RESPECTIVE STATE AGENCIES IDENTIFIED ON EXHIBIT B TO RECEIVE SERVICE FOR IT IN A PARTICULAR STATE.

CCB Enterprises, LLC's franchise sellers are: Nicolas Boatner, Autumn Hultine and Rich Nessling at 3140 West Main Street, St. Charles, IL 60175, (630) 732-0200, and Scott Nelowet and Debra Koerner at 107 Parr Dr, Huntersville, NC 28078, (980) 261-5999.

Issuance Date: April 16, 2024

I received a TubToday® Disclosure Document dated April 16, 2024, that included the following Exhibits:

- A Franchise Agreement with attached Schedules
- B List of State Agencies and Regulators
- C Franchise Disclosure Questionnaire
- D State Addenda
- E Operations Manual Table of Contents
- F Option Agreement
- G List of Franchisees
- H Franchisees Who Have Left the System
- I Financial Statements
- J Receipts

---

Date

---

Recipient/Franchise Applicant

**THIS SIGNED FORM REMAINS WITH THE FRANCHISE APPLICANT**