#### FRANCHISE DISCLOSURE DOCUMENT



Natural Life Franchise Corp.
(a Florida corporation)
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Tallahassee, FL 32308
(800)-851-6839
Email: admin@NaturalLifeFranchise.com
www.NaturalLifeFranchise.com

The franchisee will operate a retail store offering CBD, Kratom, Kava, and related items approved by the franchisor, under the **Natural Life CBD/Kratom/Kava** trademark and system of operating procedures.

The total investment necessary to begin operation of a Natural Life CBD/Kratom/Kava franchise ranges from \$191,930.00 - \$306,500.00. This includes between \$115,500.00 to \$136,500.00 that must be paid to the franchisor or its affiliates.

The total investment necessary for multi-unit developers for 3-5 outlets ranges from \$256,930.00 to \$431,500.00. This includes a Multi-Unit Development Fee equal to the total of all initial franchise fees payable for the number of Franchised Businesses the Developer is permitted to open under the Multi-Unit Development Agreement. The initial franchise fee for the first franchise purchased by Multi-Unit Developers is \$40,000; the initial franchise fee for the second franchise purchased by Multi-Unit Developers is \$35,000; and the initial franchise fee for the third and subsequent franchises purchased by Multi-Unit Developers is \$30,000 each. A Multi-Unit Developer must open a minimum of 3 units.

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English. Read this disclosure document and all accompanying agreements carefully. You must receive this disclosure document at least 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 Gabriel Suarez, 1704 Capital Circle NE, Unit 103, Tallahassee, Florida 32308 (800-851-6839, or <a href="mailto:admin@NaturalLifeFranchise.com">admin@NaturalLifeFranchise.com</a>).

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 "<u>A Consumer's Guide to Buying a Franchise</u>," 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 <u>www.ftc.gov</u> 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.

Issuance Date: February 28, 2023 as amended May 30, 2023

## What You Need To Know About Franchising Generally

<u>Continuing responsibility to pay fees</u>. You may have to pay royalties and other fees even if you are losing money.

<u>Business model can change</u>. 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.

<u>Supplier restrictions</u>. 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.

<u>Operating restrictions</u>. 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.

<u>Competition from franchisor</u>. 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 law, 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 A.

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.

## <u>How to Use This Franchise Disclosure Document</u>

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
How much can I earn?	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 F.
How much will I need to invest?	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.
Does the franchisor have the financial ability to provide support to my business?	Item 21 or Exhibit E includes financial statements. Review these statements carefully.
Is the franchise system stable, growing, or shrinking?	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
Will my business be the only Natural Life business in my area?	Item 12 and the "territory" provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
Does the franchisor have a troubled legal history?	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
What's it like to be a Natural Life franchisee?	Item 20 or Exhibit F lists current and former franchisees. You can contact them to ask about their experiences.
What else should I know?	These questions are only a few things you should look for. Review all 23 Items and all Exhibits in this disclosure document to better understand this franchise opportunity. See the table of contents.

## 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 Florida. 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 Florida than in your own state.
- **<u>Limited Operating History.</u>** The Franchisor is at an early stage of development and has a limited operating history. This franchise is likely to be a riskier investment than a franchise in a system with a longer operating history.
- **3. Financial Condition**. The Franchisor's financial condition, as reflected in its financial statements (see Item 21), calls into question the franchisor's financial ability to provide services and support to you.
- **<u>4.</u>** Sales Performance Required. You must maintain minimum sales performance levels. Your inability to maintain these levels may result in loss of any territorial rights you are granted, termination of your franchise, and loss of your investment.
- **5. Spouse Liability**. Your spouse must sign a document that makes your spouse liable for your financial obligations under the franchise agreement, even though your spouse has no ownership interest in the business. This guarantee will place both your and your spouse's personal and marital assets, perhaps including your house, at risk if your franchise fails.
- 6. Mandatory Minimum Payments. You must make minimum royalty or advertising fund payments, regardless of your sales levels. Your inability to make the payments, may result in termination of your franchise and loss of your investment.

Certain states may require other risks to be highlighted. Check the "State Specific Addenda" (if any) to see whether your state requires other risks to be highlighted.

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## **EXHIBITS**

- A. STATE ADMINISTRATORS/AGENTS FOR SERVICE OF PROCESS
- B. DEPOSIT RECEIPT
- C. FRANCHISE AGREEMENT
- D. MULTI-UNIT DEVELOPMENT AGREEMENT
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- F. OUTLETS AS OF THE DATE OF THIS DISCLOSURE DOCUMENT
- G. TABLE OF CONTENTS OF OPERATIONS MANUAL
- H. STATE SPECIFIC ADDENDA

# ITEM 1: THE FRANCHISOR, AND ANY PARENTS, PREDECESSORS, AND AFFILIATES

#### The Franchisor

Natural Life Franchise Corp. is a Florida corporation that was formed in Florida effective June 1, 2019. The principal business address of Natural Life Franchise Corp. is **1704 Capital Circle NE**, **Unit 103**, **Tallahassee**, **Florida 32308**. We do business under the names "Natural Life Franchise Corp." and "Natural Life CBD/Kratom/Kava". We do not do business under any other names. Our business is limited to offering the franchises that are described in this Disclosure Document and providing services to our franchisees. We do not offer franchises or engage in any other line of business, nor have we done so prior to the date of this Disclosure Document. We began franchising in November, 2019.

Our agent for service of process is disclosed in Exhibit "A" to this Disclosure Document.

#### Our Parents, Predecessors and Affiliates

We do not have any parents or predecessors.

We have an affiliate, NL Fulfillment Corp., a Florida corporation ("NL Fulfillment"), that sells products to our affiliates and franchisees. The principal address for NL Fulfillment Corp. is 2101 W. Pensacola Street, Unite 3B, Tallahassee, Florida 32304. NL Fulfillment Corp. has never offered franchises in this or any other line of business.

Except as described above, we do not have any parents or affiliates that offer franchises in any line of business, or that provide products or services to our franchisees.

#### The Franchisor's Business

Natural Life Franchise Corp. was formed in Florida effective June 1, 2019 under the laws of the State of Florida to franchise the **Natural Life CBD/Kratom/Kava** retail store concept.

We are in the business of granting franchises and providing services to Franchisees consisting of the opportunity to open and operate a retail store (referred to in this Disclosure Document as the "Franchised Business" or a "Store") at a location approved in writing by us (an "Authorized Location") under the Natural Life CBD/Kratom/Kava trademark and system of operating procedures. We have offered Natural Life CBD/Kratom/Kava franchises since November, 2019. We do not sell franchises in any other line of business. We do not intend to operate our own Natural Life CBD/Kratom/Kava Stores, nor are we involved in any other businesses. However, our affiliates listed below operate Natural Life CBD/Kratom/Kava Stores, and this and other affiliates may in the future operate additional Natural Life CBD/Kratom/Kava Stores.

#### The Franchise Offered

The Franchise Agreement authorizes you to use the **Natural Life CBD/Kratom/Kava** trade name and service mark in connection with the operation a retail store that offers to the general public hemp based products including CBD, hemp flower and hemp flower derived products, Kratom extract and Kratom infused products, Kava extract and Kava infused products, and related products (collectively the "Products"). You may only sell the products and services developed and approved by us and our affiliates. You will be licensed to use our logos, trade secrets and other confidential information. You must also use signage approved by us. You are not permitted to offer or sell marijuana/cannabis products.

We will grant you the right to operate a Franchised Business at a single location acceptable to us in accordance with the Franchise Agreement. The Franchise Agreement that you must sign is attached as Exhibit "C" to this Disclosure Document.

You must operate your Franchised Business according to our standards and procedures, as described in our Brand Standards Manual (the "Manual"). We will allow you access to an electronic version of the Manual for the duration of the Franchise Agreement. In addition, we will grant you the right to use our marks, including the mark "Natural Life CBD/Kratom/Kava" and any other trade names and marks that we designate in writing for use with the System (the "Proprietary Marks").

## Multi-Unit Development Offering

We also offer the opportunity for you to open and operate multiple Franchised Businesses under a Multi-Unit Development Agreement. The Multi-Unit Development Agreement that you must sign is attached as Exhibit "D" to this Disclosure Document. Under the Multi-Unit Development Agreement, you pre-pay for all of the initial franchise fees for the number of Franchised Businesses that you have the right to open and operate at the time you sign the Multi-Unit Development Agreement. You must sign our then-current franchise agreement for each Franchised Business that you open, the terms of which may differ materially from the franchise agreement for the first Franchised Business. You will be granted a non-exclusive area in which you may open additional Franchised Businesses. A multi-unit developer must open a minimum of 3 units.

#### Competition and General Market for the Goods or Services

You will be competing against other stores offering products containing CBD, Kratom, Kava, and related products. The market for these products is developing and growing rapidly. You will offer your products and services to the general public at retail only. We do not anticipate that sales will be seasonal.

## Franchisor's Experience

We began our franchising business in November, 2019. Our affiliate has been operating Natural Life CBD/Kratom/Kava Stores since February 2018.

### **Industry Specific Regulations**

The U.S. Food and Drug Administration and the U.S. Department of Agriculture have laws and regulations concerning the growing, cultivation, processing, production, and sale of CBD. The U.S. Food and Drug Administration and certain states currently take the position that cannabidiol is prohibited from use as a ingredient in food and dietary supplements. The laws and regulations regarding the sale of CBD, Kratom, and Kava is changing rapidly. We do not provide any assurances that you will be able to sell all of our products in your jurisdiction. You must satisfy yourself that the laws and regulations in your jurisdiction permit you to operate a Franchised Business under our System. It is your responsibility to investigate the most recent laws and regulations in your jurisdiction regarding the transportation, possession, sale and use of CBD, Kratom, and Kava products, and the use of extracts from these products in foods and dietary supplements. State and local departments of health and other agencies also have laws, rules, regulations and ordinances regulating the sale of CBD, Kratom, and Kaya. In Florida, you must obtain a Florida Department of Agriculture license before you open for business. You may also be required to obtain other licenses. In addition, there are laws, rules, regulations and ordinances applicable to retail businesses generally, such as the Americans with Disabilities Act, Federal Wage and Hour laws, and the Occupation, Safety and Health Act. You should consult with your legal counsel to determine if any other licenses may be required in your local area.

## **Item 2: BUSINESS EXPERIENCE**

## **President: Gabriel Suarez**

Mr. Suarez is a founder and President of the Company. He has been the President of the Company since inception (June 1, 2019). Since January, 2009, Mr. Suarez has been the owner and President of The Corner Shop Inc. in Tallahassee, Florida. Mr. Suarez is also the owner and President of the affiliate described above.

#### New Location Opening Support: Chris Pilato

Mr. Pilato leads the location opening team for the Company. He has been leading this department since March 2020. From February 2018 to March 2020, Mr. Pilato was the Regional Manager of Natural Life Stores in Tallahassee FL. From January 2015 to March 2018, Mr. Pilato was an assistant manager for The Corner Shop, Inc. in Tallahassee, Florida.

## Store Support Supervisor: Michael 'Cole' Sharrett

Mr. Sharrett is has been the Store Support Supervisor, the main point of contact and support for all open locations from February 2023 to present. He has been supporting and leading teams to success for 10+ years. Previously he was Post-Harvest Manager from August 2020 to December 2022 from Trulieve in Monticello, Florida. Prior to that he was Dry Department Lead in Quincy, Florida. Prior to that he was a Trim Technician from December 2018 to October 2019 in Quincy, Florida for Trulieve (World's top 3 largest cannabis companies).

#### Territory Development: Tony Bello

Mr. Bello is the main point of contact for prospects looking to join the Natural Life franchise. Tony has been scouting the perfect franchisees for Natural Life since October of 2021. Mr. Bello has specialized in franchise awardment for over 17+ and has awarded over 500 franchises throughout his career. From August 2014 to January 2020 he worked for Cruise planners American Express Travel in Coral Springs, FL as Director Franchise Development. From January 2020 to March 2021 for The Learning Experience in Deerfield Beach, FL as Franchise Sales Manager. From June 2021 to November 2021 for Nestle Toll House Cafe in Richardson, TX as Franchise Senior Business Dev Director Franchise.

#### Director of Marketing, Anthony Wasserman

Mr. Wasserman oversees all of Natural Life's branding and marketing efforts at every customer touch point, ensuring effectiveness and consistency. Mr. Wasserman has been working in the franchise retail sector for over 30+ years. Steering Committee Member - Digital Marketing, University of South Florida in Tampa, FL from July 2021 to Present. Executive Consultant for Dream Vacations/CruiseOne in Tampa, FL from February 2020 to July 2021. Chief Operating Officer for DuberTime Group in St. Petersburg, FL from February 2018 to January 2020. Within the retail sector, Mr.Wasserman's focus has been on brand growth, effective marketing and efficient systems. As marketing director, Anthony has previously taken brands such as PetsMart and their marketing teams from a single outlet to 400+ franchised locations.

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

No litigation is required to be disclosed in this Item.

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

No bankruptcies are required to be disclosed in this Item.

#### **ITEM 5: INITIAL FEES**

## **Initial Franchise Fee**

You must pay us an initial franchise fee (referred to in this Disclosure Document as the "Franchise Fee.") The Franchise Fee is fully refundable for a period of 30 calendar days from the date of payment. If you and we do not enter into a franchise agreement acceptable to both parties within such 30-day period. The Franchise Fee for the first franchise you purchase is \$40,000.00, payable in a lump sum. The Franchise Fee for the second franchise you purchase is \$35,000, and the Franchise Fee for the third and subsequent franchises purchased by the same franchisee is \$30,000 each. The Franchise Fee includes training at our headquarters, at an affiliate-owned store, and training at the Franchisee's location. The Franchise Fee includes salary, transportation and food for our personnel. You will be responsible for the wages, benefits, taxes, travel and lodging expense for you and your trainees.

Currently we provide a 10% discount off of the initial franchise fee for: veterans of the U.S. armed services; policemen, firemen and other first responders and Essential Workers (as defined in applicable state authority) that were working in those positions in 2020. Except as described above, the Franchise Fee is uniform for all franchisees at this time and, except as provided above, is nonrefundable in whole or in part under any circumstances after you sign the Franchise Agreement.

You have 60 days from signing the Franchise Agreement to secure a location for your Franchised Business that is acceptable to us. If we do not approve the location, we will notify you in writing and you will have 30 days to submit a new site for our approval. If a site has not been secured and approved within 75 days from signing the Franchise Agreement (or such longer period of time as we may agree in writing), we may terminate the Franchise Agreement and we may keep all franchise fees paid to us up to that date.

#### **Initial Inventory**

Before opening the Franchised Business, you must purchase your initial inventory of hemp-based products including CBD, hemp flower and hemp flower derived products, Kratom extract and Kratom infused products, and Kava extract and Kava infused products and accessories (collectively the "Products") from our affiliate and other approved suppliers. We anticipate your cost of the initial inventory to be between \$60,000 and \$75,000.

## Design Fee - \$2,500

We reserve the right to charge you a Design Fee of \$2,500 when you sign your lease to assist you with the layout and décor of the Store if the store dimensions are unusual.

## Grand Opening Marketing - \$13,000 -\$19,000

This amount is paid to us at the same time as the initial franchise fee. We will distribute this to third party vendors on behalf of you as we execute the grand opening marketing efforts.

## Multi-Unit Development Fee

When you sign a Multi-Unit Development Agreement, you must pay us an amount equal to the initial franchise fees payable under the maximum number of Franchised Businesses a Multi-Unit Developer may open under the Multi-Unit Development Agreement. A multi-unit developer must open a minimum of 3 units with a development fee of \$105,000.

**ITEM 6: OTHER FEES** 

NAME OF FEE	AMOUNT	DUE DATE	REMARKS
Royalty Fee	The greater of 5% of Gross Revenues or \$200 per week up to \$500,000 in Gross Revenues; 4.5% of Gross Revenues up to \$700,000; and 4% of Gross Revenues up to \$1,000,000 and 3.5% of Gross Revenues over	Payable weekly by Wednesday of each week based upon Gross Revenues during the prior week ending on Sunday night	Payable by automatic funds transfer. Calculated every 6 months based on last 6 months average and updated for the next six months until we check again the last 6 month average.
Advertising and Marketing Contribution	2% of Gross Revenues <sup>2</sup>	Payable weekly by Wednesday of each week based upon Gross Revenues during the prior week ending on Sunday night	Payable to the Marketing Fund by automatic funds transfer.
Local Advertising	You must spend a minimum of \$2,000 per month for the first 6 months, an then \$750 per month on local advertising and marketing thereafter.	Must be spent monthly.	Payable to third party providers or us.
Technology Fee	\$40.00 per week.	Payable weekly by Wednesday of each week	Payable to us to defer our cost to maintain our website, email addresses, search engine optimization, create mobile applications, develop software, create and maintain an intranet/extranet, and implement other technology initiatives. We reserve the right to increase this fee in accordance with provider fee increases.
POS Subscription Fee	\$190 per month	Payable to us monthly.	We will use this to pay the provider.
Additional Onsite Training or Assistance	\$300 per day plus travel and other out of pocket expenses		At your request, and subject to availability, we may provide additional on-site training or special assistance.

Basic Management Training Fee	\$1,200 plus travel expenses (Food, lodging, and transportation) for each additional individual or replacement session.	Payment is due before the training starts	If you ask to send more than four individuals to the initial training program, or more than two individuals to a replacement training session, or if you request more than two replacement training sessions
Transfer Fee	\$10,000	Before transfer is effective	Payable when you sell or transfer your franchise. No fee is charged if you transfer the franchise to a corporation or limited liability company the
Successor Franchise Fee	\$5,000	Upon signing successor franchise agreement	Payable if you sign a successor franchise
Site Relocation Fee	Our cost to approve a relocation of your Franchised Business, not to exceed \$5,000	On demand	If you must relocate your business you must reimburse us for our costs in approving the relocation, including travel
Premature Termination Fee <sup>3</sup>	Total average of Royalty Fees and Marketing Funds, and Technology Fees paid by you during the prior 12 months of operation multiplied by 24. If less than 12 months, the fee shall be equal to the weekly average from opening to termination multiplied by 104 and that will be the	Upon termination of the Franchise Agreement due to a default by you	You must pay us this liquidated damage amount if the Franchise Agreement is terminated due to a default by you.
Late Reporting Fee	\$100.00 per incident, plus \$100 per week until the report is submitted and amounts due paid	On demand	If you fail to submit reports or pay amounts due us or our affiliates in a timely manner.
Attorney's Fees	Reasonable attorney's fees and costs	On demand	If you fail to pay any amounts due us or our affiliates, or if you are in default under the franchise agreement, you are responsible for our costs
Audit Costs	All costs and expenses associated with the audit, including reasonable legal and accounting fees	On demand	Payable only if we audit your records because you did not submit timely reports or if our audit finds you underreported sales or underpaid royalties by 2% or

Indemnity	Actual Costs incurred by us in defending or paying any claim caused by you	As incurred	You must indemnify us, and reimburse us for our costs (including any settlement, judgment, as well as our attorneys' fees): (a) if we are sued or held liable in any case relating to your business operations; (b) for any claim arising from a securities offering you propose or that you carry out or (c) if we have to defend against a claim or pay damages because you made unauthorized or
Annual Convention Fee	Up to \$200 per year, per territory	At least 60 days before convention	We reserve the right to require your participation in an annual convention that will not last longer than 3 business days. You are responsible for the wages, taxes, benefits, travel, lodging and meal expenses you incur to attend the annual convention, in addition to
Supplier Approval	Up to \$2,000	On Demand	You must pay for the cost of inspection and testing of any supplier of products not previously approved
Secret Shopper Fee	Up to \$110.00 per month payable on the first day of each month, in advance plus up to 50 purchases per year that are reimbursable.	Monthly	We charge this fee to send a "secret shopper" to your store periodically. We may raise this fee yearly if the provider costs goes up.
Mentor Fee	\$1,000 per month for the first six months only.	Monthly	Paid to another franchisee or a representative of a company-owned unit that will assist you in the first six months of business operations.
Re-Inspection Fee	\$400.00 per day plus actual out of pocket expenses	On demand	If an inspection of your Franchised Business reveals a deficiency, you must reimburse us for our costs in making a re-inspection, including travel expense, to confirm that the deficiency has been corrected.

Insurance	Our cost of such insurance	On demand	If you do not obtain the
Reimbursement	to the Franchisee, plus an		insured required under the
	administrative fee of 10% of		franchise agreement, we
	the premium, plus interest at		have the right, but not the
	the maximum rate permitted		obligation, to pay the
	by law		insurance premiums on
			your behalf. In that event,
			you must reimburse us for
			our costs plus an
			administrative fee and
			interest
Administrative Fee	Actual costs plus 10% of	Immediately as incurred	If the Franchisee defaults
	any costs we have to pay to		in performing any of its
	providers (together with		obligations under the
	accrued interest permitted		Franchise Agreement, we
	under this Agreement on		have the right (but not the
	overdue amounts.)		duty) to perform the
	3		Franchisee's obligations.

All fees referred to above are payable only to us. All fees referred to above are imposed and collected by us. All fees referred to above are uniform and non-refundable.

## ITEM 7: ESTIMATED INITIAL INVESTMENT

YOUR ESTIMATED INITIAL INVESTMENT Franchise Agreement

<sup>&</sup>lt;sup>1</sup> Gross Revenues means the entire amount of all revenues arising out of the ownership or operation of the Franchised Business or any business at or about the Premises and any revenues received from the lease or sublease of a portion of the Premises. Such revenues may be evidenced by cash, credit, checks, paid gift certificates, and premiums, services, property or other means of exchange. Gross Revenues includes proceeds from business interruption insurance. Such revenues exclude, however, the amount of any sales taxes that are collected and actually paid to the taxing authority, and promotional gift certificates and coupons approved by Franchisor. Gross Revenues are deemed received by the Franchisee at the time the goods, products, merchandise, or services from which they derive are delivered or rendered or at the time the relevant sale takes place, whichever occurs first. Gross Revenues consisting of property or services are valued at the prices applicable, at the time such Gross Revenues are received, to the products or services exchanged for such Gross Revenues. Royalty Fees are paid on the full retail price charged by you, regardless of any credit or discount you may provide to the customer, unless we pre-approve the discount or credit. You must submit your profit and loss statements each month by the 15<sup>th</sup> of the following month.

<sup>&</sup>lt;sup>2</sup> In addition to the Marketing Fund contribution, you may be required to contribute up to 2% of your Gross Revenues to a local or regional Market Co-Op. Contributions to the Market Co-Op, if any, will be due monthly. The activities carried on by each Market Co-op Fund shall be decided by a majority vote of its members. Any Franchised Business that Franchisor operates in the region shall have the same voting rights as Franchised Businesses owned by franchisees. Each Franchised Business owner shall be entitled to cast one (1) vote for each Franchised Business owned. See Item 11 for more information regarding the Market Co-Op. The Franchisor has no controlling voting power. Each member of the Co-Op has one vote.

<sup>&</sup>lt;sup>3.</sup> Some states restrict or prohibit the imposition of liquidated damages provisions.

EXPENDITURE	AMOUNT	METHOD OF PAYMENT	WHEN DUE	TO WHOM MADE
Franchise Fee <sup>1</sup>	\$40,000	Lump sum	Signing of Franchise Agreement	Franchisor
Opening Inventory <sup>2</sup>	\$60,000 -\$75,000	As arranged	As arranged	Franchisor, Affiliates, and Approved
Design Fee	\$2,500	Lump sum	Signing of Franchise	Franchisor
Real Estate/Rent <sup>3</sup>	See Footnote 3	As incurred	As arranged	Seller/Lessor
Lease and Utility Deposits and Fees <sup>4</sup>	\$10,000 - \$15,000	Lump sum	Before possession	Lessor and/or utility companies
Construction Costs/Leasehold Improvements <sup>5</sup>	\$27,5000-\$62,500	As incurred	As arranged	Lessor or contractor
Furniture, Fixtures and Equipment <sup>6</sup>	\$15,000 - \$25,000	As incurred	Before opening	Approved suppliers
Insurance <sup>7</sup>	\$1,500 - \$2,000	Monthly or lump sum	Before opening	Insurance carrier
Grand Opening <sup>8</sup>	\$13,000 -\$19,000	As incurred	Before opening	Third Parties or Franchisor
POS System <sup>9</sup>	\$1,000 - \$1,500	As incurred	As arranged	Approved suppliers
Professional Fees <sup>10</sup>	\$2,000 - \$5,000	As incurred	As arranged	Attorneys, accountants, etc.
Signage <sup>11</sup>	\$3,900 - \$8,000	As incurred	Before opening	Approved supplier
Vinyl Window Graphics	\$500-\$1,200	As incurred	Before and Grand	Approved supplier
Training <sup>12</sup>	\$2,000 - \$5,000	As incurred	Before opening	Airlines, hotels, restaurants, etc.
Office Equipment	\$2,000 - \$4,000	As incurred	As incurred	Third Parties
Permits, Licenses and Utilities	\$1,000 - \$2,000	Lump sum	Before construction or opening for business	Government agencies
License Fees (music, loyalty program and gift card program, and digital	\$930 - \$1,000	Monthly	Monthly	Third parties
Additional Funds – [initial period] <sup>13</sup>	\$3,000 - \$15,000	As incurred	As arranged	Third Parties
Preopening Wages	\$7,000 - \$25,000	As incurred	As arranged	Third Parties
Estimated Total Range	\$191,930.00 - \$306,500.00			

## **NOTES**

Except as otherwise described in the notes in this Item 7, the chart above provides an estimate of your initial investment for a single, new **Natural Life CBD/Kratom/Kava** Store and the costs necessary to begin operation of your Store during the first 90 days of operation. All fees and payments described in this Item 7 are non-refundable, unless otherwise stated or permitted by the payee. We do not offer financing for any portion of your initial investment.

Franchise Fee – The initial franchise fee is \$40,000 for the first franchise; \$35,000 for the second franchise purchased by

the same franchisee; and \$30,000 for the third and subsequent franchises purchased by the same franchisee. See Item 5.

- Opening Inventory You must purchase an opening inventory of Products from our affiliate and other suppliers approved by us. This estimate is for your inventory to open the Franchised Business. The amount to be paid for additional inventory will depend on your sales during the initial period.
- Real Estate/Rent If you do not own your Authorized Location, you will lease the Premises from a third party. A Franchised Business is customarily established in an "in-line" shopping center or city street location. The standard size of the premises is 800 to 1500 square feet. Rent will vary based on a number of factors including square footage, location, and condition of the space, lease arrangements, and the "average dollar per square foot" in your area. Another factor, which is discussed below under the Note "Construction Costs/Leasehold Improvements", may have a significant effect on the rent. It is difficult, if not impossible, for us to estimate the amount you may spend to purchase land (improved or unimproved), or the amount you may spend on rent prior to or during the initial 3 months of operating the Franchised Business. The cost of land and rent costs vary considerably from one location to another. You should consult with a local real estate broker to determine average rents in your area.
- Lease and Utility Deposits and Fees You may have to pay a landlord or utility companies security deposits or other fees before occupancy of the premises or before the beginning of utility services. This amount assumes that you will guaranty your lease. If you do not personally guaranty your lease, the security deposit requirements may be higher.
- Construction Costs/Leasehold Improvements Cost of construction and leasehold improvements will vary depending on many factors including size of space, condition, location of the space and price difference between various suppliers and contractors. All construction materials and fixtures must be in compliance with our specifications and the landlord's specifications, if applicable. The cost of the leasehold improvements may be your sole responsibility to be paid up front to the landlord or third parties prior to occupancy or it may be included in the monthly rental amount. This is an important factor for you to consider in choosing a location. The range of figures shown in this illustration is for a space in "ready to occupy" condition up to an "average" renovation of a unit. We cannot accurately estimate the cost to build a free-standing building from a vacant site.
- Furniture, Fixtures and Equipment The purchase of furniture, fixtures and equipment is from approved suppliers. This includes digital menus, television to run CBD infomercials, security system, internet and phone equipment and installation, answering machine, back office computer, printer, scanner, and packaging and shipping supplies.
- Insurance You must maintain minimum insurance coverage prior to occupying leased space (See Article 9 of Franchise Agreement). The cost of this insurance will vary based on many factors and may be paid in a lump sum annually, quarterly and sometimes monthly. We estimate the annual insurance premiums for standard units to be approximately \$3,000 to \$4,000 per store per year.
- Grand Opening You must spend a minimum of \$13,000 on Grand Opening public relations, promotions, advertising and marketing. This amount is paid to us then we will reimburse you for your Grand Opening expenses from your third party receipts. See Item 11.
- POS System The point of sale system (POS), including cash registers, printers and equivalent technology meeting our requirements must be purchased from approved suppliers. See Item 11.
- Professional Fees You may retain the services of attorneys, accountants and other financial advisors.
  - Signage The interior and exterior signs must meet our specifications. Signage costs will vary and may exceed the projected amounts based on size of sign, material used, shipping fees, local

- permits, and contractor fees. The amounts shown reflect signs that are currently in use through currently approved suppliers.
- Training You and/or your General Manager must attend our training program at a location that will be determined before the opening of the Franchised Business. You are solely responsible for training expenses, which will vary based on the number of people required to be trained, distance traveled, mode of travel, time in training, choice of accommodations, food and entertainment and salaries paid by you to your employees. The initial training fee is included in the Franchise Fee Trainees are not compensated by us during training. During the term of the Franchise Agreement, we will provide you with two replacement training sessions for up to two individuals at each session. If you ask to send more than four individuals to the initial training program, or more than two individuals to a replacement training session, or if you request more than two replacement training sessions, then you agree to pay us a training fee in the amount of \$1,200 for each such individual or replacement session, with payment to be made in full before the training starts, plus all other expenses we incur in connection with that training (including the costs of transportation, lodging, and meals).
- Additional Working Capital This estimates additional start-up expenses and working capital requirements in the initial three months of operations during the ramp up period. This amount includes \$1,000 per month that you must pay to a Mentor, who is another franchisee or a representative of a company-owned unit that will assist you in the first six months of business operations. The above amounts do not include any owner salary or other owner compensation or debt service. We relied on the experience of our affiliates in opening company-owned units in estimating the additional working capital amount.

#### YOUR ESIMTATED INITIAL INVESTMENT

Multi-Unit Development Agreement

Type of Expenditure	Amount	Method of Payment	When Due	To Whom Payment Is Made
Development Fee for the minimum of 3 outlets (Note 1)	\$105,000	Lump Sum	On signing Multi-Unit Development Agreement	Us
Other Expenditures for first Business (Note 2)	\$154,430 to \$269,000	As Disclosed in First Table	As Disclosed in First Table	As Disclosed in First Table
Total	\$259,430 to \$374,000			

- 1. **Development Fee.** This fee is discussed in Item 5. Our estimate assumes you will develop the minimum of three Businesses. If you choose to develop more than three Businesses, the development fee will increase by \$30,000 for each additional Business.
- 2. Other Expenditures for first Business. A multi-unit developer is expected to incur these same costs for each Natural Life outlet it develops, subject to inflation and other increases over time. This category does not include any additional territory fee. If you are a multi-unit developer, your professional fees (such as legal and financial) will probably be higher.

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

The Franchised Business must be operated in accordance with our standards. Mandatory standards and operating procedures we prescribe for Franchised Businesses in the Brand Standards Manuals or otherwise communicated to you in writing will constitute provisions of the Franchise Agreement.

At all times during the term of the Franchise Agreement, you must:

- offer for sale only those Products and services for which we have given our written approval;
- sell or offer for sale all of the Products and services that we require;
- not deviate from our standards and specifications, including our requirements concerning marketing and merchandising, unless you have received our prior written consent; and
- stop selling and offering for sale any Products or services that we later disapprove.

If you deviate (or propose to deviate) from our standards and specifications, whether or not we have approved, the deviation will become our exclusive property.

You must buy all Proprietary Items, Products, ingredients, supplies, materials, and other products used or offered for sale at the Franchised Business only from suppliers (including manufacturers, distributors, and other sources) that we have approved in writing. When considering whether to approve any particular possible supplier, we will consider (among others) the following factors: whether the supplier can show, to our reasonable satisfaction, the ability to meet our then—current standards and specifications; whether the supplier has adequate quality controls and capacity to supply the System's needs promptly and reliably; and whether the supplier's approval would enable the System, in our sole opinion, to take advantage of marketplace efficiencies. You may not buy from any supplier that we have not yet approved in writing, and you must stop buying from any supplier who we approve, but later disapprove. As explained above, we have the right to designate only one supplier (which may be us or one of our affiliates) for certain items in order to take advantage of marketplace efficiencies or for other reasons.

If you want to buy any Products or any other items (except for Proprietary Items, which are discussed below) from an unapproved supplier, you first must submit to us a written request asking for our approval to do so. As of the issuance date of this franchise disclosure document, we do not have any specific written criteria for approving or disapproving suppliers. After application, we will notify you within 60 days whether or not such proposed supplier or product is approved. No specifications or standards are issued to you or approved suppliers. You may not purchase from any proposed new supplier until we have reviewed and, if we think it is appropriate, approved in writing the proposed new supplier. Among other things, we will have the right to require that our representatives be permitted to inspect the proposed new supplier's facilities, and that samples from that supplier be delivered either to us or to an independent laboratory that we designate for testing. Either you or the proposed new supplier must pay us a charge (which will not exceed the reasonable cost of the inspection and the actual cost of the tests, not to exceed \$2,000). We also may require that the proposed new supplier comply with certain other requirements that we may deem appropriate, including for example payment of reasonable continuing inspection fees and administrative costs, or other payment to us by the supplier on account of their dealings with you or other franchisees, for use, without restriction (unless otherwise instructed by the supplier) and for services that we may render to our suppliers. We reserve the right, at our option, to periodically re-inspect the facilities and products of any approved supplier and to revoke our approval if the supplier does not continue to meet any of our then-current criteria. Revocation of a previously approved supplier will be communicated to you in writing (including via email). Written specifications for the Products described above, if any, are contained in the Brand Standards Manual.

The Franchise Agreement also provides that you may not use any item bearing our trademarks without our prior written approval.

We do not have purchasing or distribution cooperatives. We may in the future establish distribution facilities, and we may designate these as approved (or required) manufacturers, suppliers, or distributors. We may, when appropriate, negotiate purchase arrangements, including price terms, with designated and approved suppliers on behalf of the System.

We may establish strategic alliances or preferred vendor programs with suppliers that are willing to supply some products or services to some or all of the Franchised Businesses in our system. If we do establish those types of alliances or programs, we may limit the number of approved suppliers with whom you may deal, we may designate sources that you must use for some or all Products and Proprietary Items and other products and services, and we may refuse to approve proposals from franchisees to add new suppliers if we believe that action would be in the best interests of the System or the franchised network of Stores.

We estimate that your purchases from approved suppliers according to our specifications will represent approximately 70-80% of your total purchases in establishing the Franchised Business, and approximately 70-80% in the continuing operation of the Franchised Business.

You must allow us or our agents, at any reasonable time, to remove samples of Products and Proprietary Items offered in your Franchised Business, without payment, in amounts reasonably necessary for testing by us or an independent laboratory to determine whether those samples meet our then—current standards and specifications. We may require you to bear the cost of that testing if we did not previously approve in writing the supplier of the item or if the sample that we take from your Franchised Business fails to conform to our specifications.

You agree not to install or permit anyone else to install at the Franchised Business any vending machine, game or coin operated device, unless we give you our prior written consent to do so.

We reserve the right to collect and retain certain manufacturing allowances, marketing allowances, rebates, credits, monies, payments and benefits (collectively, "Allowances") offered to us or to our affiliates by manufacturers, suppliers and distributors based upon your purchases of Products, Proprietary Items, and other goods and services. During our fiscal year ended December 31, 2022, we did not receive any Allowances.

As noted in Item 1, our affiliate, NL Fulfillment, is a supplier of Products to our franchisees, and sells Products on line to franchisees and their customers. NL Fulfillment pays franchisees 15% of the net amount received by NL Fulfillment from customers of franchisee who purchase product online. The net amount is the gross amount received by NL Fulfillment less taxes and shipping costs.

During the fiscal year ended December 31, 2022, NL Fulfillment derived revenues in the amount of \$ 1,213,528 from our franchisee purchases of goods and services.

We do not provide material benefits to you based upon your use of designated or approved sources.

Our criteria for evaluating and approving proposed suppliers will not be made available to you. Except as described in this Item 8, we do not provide any material benefits to you based on your use of designated or approved suppliers.

Other than NL Fulfillment none of our officers owns an interest in any companies that are vendors or suppliers to the Stores.

#### **Proprietary Items**

We do not currently offer Proprietary Items in Stores, but we may do so in the future. Proprietary Items are Products that bear our Proprietary Marks and contain proprietary formulas. When you are required to do so, you must buy all of your requirements for Proprietary Items only from us, our affiliate, or from our designee(s), as described above. We will have the right to periodically introduce additional Proprietary Items. Proprietary Items will be considered integral components of the Natural Life CBD/Kratom/Kava franchise and are inextricably interrelated with the Proprietary Marks and the System.

## Computer System and Required Software

We have the right to require you to purchase the computer system and required software that we specify for the "front of house" as well as the "back of house". Please refer to Item 11 for detailed disclosure (which can be found under the subheading "Electronic Point—Of—Sale and Computer Systems").

We have the right to earn a profit from the sale of our VEND by lightspeed (POS) to our franchisees. During the fiscal year ended December 31, 2022, we did not earn any revenue from the sale of VEND by lightspeed (POS.)

#### Insurance

Under the Franchise Agreement, you must obtain and maintain the following insurance:

- comprehensive general liability insurance, written on an occurrence basis, extended to include contractual liability, products and completed operations, and personal and advertising injury, with a combined bodily injury and property damage limit of not less than \$2,000,000 in the aggregate and \$1,000,000 per occurrence;
- statutory workers'-compensation coverage in the amount of at least \$1,000,000, unemployment insurance and employer's liability insurance, as well as such other insurance as may be required by law;
- fire, lightning, vandalism, theft, malicious mischief, flood (if in a special flood-hazard area), sprinkler damage, and the perils described in extended-coverage insurance with primary and excess limits of not less than the full-replacement value of the supplies, furniture, fixtures, equipment, machinery, inventory, and plate glass having a deductible of not more than \$1,000 and naming us as loss payee;
- automobile liability insurance—including coverage of vehicles not owned by you, but used by employees in connection with the Franchised Business—with a combination of primary and excess limits of not less than \$1,000,000;
- product liability insurance with limits of not less than \$1,000,000 per occurrence and \$1,000,000 in the aggregate. The product liability insurance may not contain a "health hazard exclusion", or a "vape exclusion";
- You must maintain minimum insurance coverage prior to occupying leased space (See Article 9 of Franchise Agreement). The cost of this insurance will vary based on many factors and may be paid in a lump sum annually, quarterly and sometimes monthly. We estimate the annual insurance premiums for standard units to be approximately \$3,000 to \$4,000 per store per year.
- Product withdraw coverage of \$250,000;
- Business Income /interruption insurance with coverage of \$100,000;

- Business Personal Property \$100,000 all other insurance that we require in the Manual or that is required by law or by the lease or sublease for the Franchised Business.
- Commercial excess liability or umbrella to include commercial general liability, workers compensation, employer liability, automobile liability, with limits of not less than \$2 million:

Each insurance policy required under the Franchise Agreement must be issued by an issuer we approve, who must have a rating of at least "A -" in the most recent *Key Rating Guide* published by the A.M. Best Company (or another rating that we reasonably designate if A.M. Best Company no longer publishes the Key Rating Guide) and must be licensed to do business in the state in which the Franchised Business is located. All liability and property damage policies must name us as an additional insured and must provide that each policy cannot be cancelled unless we are given 30 days' prior written notice. We may periodically increase required coverage limits or require additional or different coverage to reflect inflation, identification of new risks, changes in the law or standards of liability, higher damage awards and other relevant changes in circumstances. You must deliver to us (and in the future maintain on file with us) valid and current certificates of insurance showing that all required insurance is in full force and effect.

## **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.

OBLIGATION	SECTION OF FRANCHISE AGREEMENT	SECTION OF MULTI-UNIT DEVELOPMENT AGREEMENT	ITEM IN DISCLOSURE DOCUMENT
a. Site Selection and acquisition/lease	1.2; 1.4; 2.2; 2.3; 3.1; 4.1	No provision	5,6, 11
b. Pre-opening	4.1; 4.2; 4.8	No provision	5, 8
c. Site Development and other pre-opening requirements		No provision	5, 6, 7, 11
d. Initial and ongoing training	2.7; 2.10; 2.12	No provision	7, 11
e. Opening	2.10; 4.4; 4.23	1 and Attachment	5, 6, 7, 11
f. Fees	3.1-3.4	2	5, 6. 7
g. Compliance with standards and	2.3; 2.8; 4.2; 4.6; 4.7; 4.12; 6.1-6.4	No provision	11
h. Trademarks and proprietary information	5.1-5.8	9	13, 14
i. Restrictions on products/services offered	4.5; 4.7; 4.8; 4.11; 4.12	No provision	8, 16
j. Warranty and customer service	4.19	No provision	11
k. Territorial development and sales quota	1.3	1 and Attachment 1	12
Ongoing product/service purchases	4.7; 4.11; 4.12	No provision	8
m. Maintenance, appearance and	4.6; 4.9; 4.20	No provision	11

n. Insurance	9.1-9.6	No provision	6, 7, 8
o. Advertising	3.1(c); 7.1-7.10	No provision	5, 6, 7, 11
p. Indemnification	15.2	No provision	6
q. Owner's participation/ management/staffing	4.10	No provision	11, 15
r. Records/reports	4.19; 8.1-8.3	No provision	6
s. Inspections	4.20	No provision	6, 11
t. Transfer	11.1-11.4	No provision	17
u. Successor Franchise Agreement	18.2	No provision	17
v. Post-termination	13.1-13.8; 14.1	No provision	17
w. Non-competition	13.5; 14.1	No provision	17
x. Dispute Resolution	17.1; 17.2	12, 13	17
y. Guaranty	4.28, Attachment 6	No provision	15

#### **ITEM 10: FINANCING**

We do not offer direct or indirect financing. We do not guarantee your note, lease or obligation to a third party. We do not receive any direct or indirect payments for placing financing.

# ITEM 11: FRANCHISOR'S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS, AND TRAINING

#### FRANCHISOR'S OBLIGATIONS PRIOR TO OPENING

Except as listed below, we are not required to provide you with any assistance.

Before you open your business, we will:

## Site Selection; Lease Assistance

We will use reasonable efforts to help you analyze and evaluate a proposed site for a Franchised Business (Section 2.1 of Franchise Agreement and 3.4 of MUDA). However, our selection or approval of a proposed site and information imparted to you regarding the proposed site will not constitute a warranty or representation of any kind, express or implied, as to the suitability of the proposed site for a proposed location for a Franchised Business or for any other purpose (Section 2.1 of Franchise Agreement). You as the franchisee are responsible for ensuring the location can be compliant with local laws, ordinances and building codes. We do not provide any assistance in this area. We will approve or disapprove a proposed site within 7 business days of submission of a proposed site by you (Section 4.1 of Franchise Agreement, and 3.5 and 3.6 of MUDA). If we do not consent to a proposed location, you have 30 days to submit a new site for our approval. You must complete lease arrangements within 75 days of signing the Franchise Agreement. If a proposed site has not been approved and identified on Attachment 1 to the Franchise Agreement within 75 days of signing of the Franchise Agreement, we have the right to terminate the Franchise Agreement and keep all payments you made to us (Section 4.1 of Franchise Agreement). We do not generally own the premises at which you will conduct your Franchised Business. Some of the factors we consider in approving a proposed location include demographics in the general area, traffic patterns, other stores in the shopping center or in the general area of the proposed location, physical appearance of the building, etc. The term of your lease (including options to renew) must be coterminous with the term of the franchise agreement. Multi-Unit Developers must obtain our prior written approval for the location of each unit (Section 4 of MUDA). The location of each unit under the Multi-Unit Development Agreement must be approved by us. The protected territory under each franchise agreement signed by a multi-unit developer is determined in the same manner as in the case of individual franchise agreements.

## Local Ordinances and Building Codes

You must conform the premises to local ordinances, laws and building codes. You must obtain all necessary licenses and permits. You must build out the premises in compliance with all applicable laws, rules and regulations. (Section 4.2 of Franchise Agreement)

## Construction, Remodeling and Decorating

You must retain the services of a licensed architect for your Authorized Location. We will provide you with a list of approved suppliers of furniture, fixtures and equipment (Sections 2.3 and 2.5 of Franchise Agreement). See Also Item 8 of this Disclosure Document. We do not install any fixtures or equipment. We do not perform any construction services.

## Hiring and Training Employees

We require employees be 18 years or older. You are solely responsible for the hiring, disciplining, training, supervising, promoting and firing of your employees (Section 2.6 of Franchise Agreement).

## **Training**

We will provide you with classroom and on the job training as described in Item 11 (Section 2.7 of Franchise Agreement).

## Equipment, Signs, Fixtures, Opening Inventory, and Supplies

We will give you a list of approved suppliers of your equipment, signs, fixtures, opening inventory and supplies. For some items, we or our affiliates may be the sole approved supplier (See Item 5 and Item 8). We do not install any items of equipment, fixtures, or signs. Written specifications for furniture, fixtures, equipment, on-going inventory requirements, and signs are contained in the Manual.

#### Opening Assistance

To facilitate the opening of your Franchised Business, we will provide you with the services of one of our representatives for supervisory assistance and guidance for a minimum of 2 days during the opening of your Franchised Business (Section 2.10 of Franchise Agreement). You may request and we may provide additional initial assistance, but you must reimburse us for our related expenses and training time relating to this additional assistance (Section 2.12(h) of Franchise Agreement). We will also provide you with a list of forms and a schedule of equipment and other items that you must purchase from us, our affiliates, or a supplier designated by us (Section 2.5 of Franchise Agreement).

## Opening Schedule

You must open the Franchised Business within 180 days from signing the Franchise Agreement (Section 4.3 of Franchise Agreement). If you do not open for business within 180 days from signing the Franchise Agreement, you will be in default of the Franchise Agreement and we may terminate the Franchise Agreement (Section 12.4 of Franchise Agreement). We anticipate that the typical length of time between the earlier of signing of the franchise agreement or the first payment of consideration for the franchise and the opening of the Franchised Business will be between 6 months

to 10 months. The factors that may affect this time period include: finding a suitable location; negotiating the terms of the lease; obtaining financing, designing and building out the premises; permitting delays; weather delays; equipment delivery delays; etc.

Under the Multi-Unit Development Agreement the franchisor will determine or approve the location of future units and any territories for those units, and the then-current standards for sites and territories will apply. (Section 1 and 4 of Multi-Unit Development Agreement.) Currently, the locations undergo extensive review pertaining to different forms of data analytics. Our application compares over 30 different factors regarding demographics and others statistics. We also pull out key word searches pertaining to our market in each area to prove whether or not the market has viable interest. If the location matches or exceeds our top performing store averages, then we go on to confirm geographical and visual factors consisting of, but not limited to Accessible Parking, Store Front Visibility, Tenant Compatibility, Destination Appeal, as well as all locations and distance to all competitors within a 4 miles radius. If the location passes through all our parameters, then we go on to pursue negotiations and lease discussion.

Outlets are developed according to the following schedule with the time frame starting from the signing of the Multi-Unit Development Agreement and First Franchise Agreement.

Development	Expiration Date
Period	
First	6 Months
Second	16 Months
Third	26 Months
Fourth	36 Months
Fifth	46 Months

## FRANCHISOR'S OBLIGATIONS DURING THE OPERATION OF THE FRANCHISED BUSINESS

During the operation of the Franchised Business, we will:

#### Developing Products or Services the Franchisee will offer to its Customers

We will continue to develop new products and services that you may offer to your customers. (Section 2.12 of Franchise Agreement.)

#### Improving and Developing the Franchised Business

We will provide and, from time to time, add to, alter or delete, at our sole discretion, lists of specifications and suppliers, approved products, materials and supplies, training and other services that may benefit you in the operation of your Franchised Business (Section 2.12 of Franchise Agreement).

## Hiring and Training Employees

You are solely responsible for the hiring, disciplining, training, supervising, promoting and firing of your employees (Section 2.6 of Franchise Agreement).

## Establishing and Using Administrative, Bookkeeping, and Inventory Control Procedures

You must utilize cash register systems, and computer hardware and software programs designated by us to manage your bookkeeping and inventory control. (Section 4.8 of Franchise Agreement).

#### **Resolving Operating Problems**

We will advise you from time to time of operating problems of the Franchised Business, which are disclosed by reports submitted by you or inspections made by us. We may also furnish you with such guidance and assistance in connection with the operation of the Franchised Business as is from time to time deemed appropriate by us (Section 2.12 of Franchise Agreement). We may make periodic announced and unannounced visits to your Franchised Business for inspection, consultation, assistance, and guidance of you in all aspects of the operation and management of the Franchised Business as is deemed appropriate by us. We will outline in written reports any suggested changes or improvements for the operation or management of the Franchised Business or detail any defaults in operations which become evident as a result of any such visit. Additional guidance, at our sole discretion, will be furnished in the form of the Confidential Operations Manual, bulletins or other written materials, telephone consultations and/or consultations at our offices or at your Authorized Location in conjunction with an inspection of such a Franchised Business (Section 2.12 of Franchise Agreement).

#### **Brand Standards Manual**

We will loan you, or provide you access to one electronic copy of our Brand Standards Manual (the "Manual") during the term of the Franchise Agreement (Section 2.8 of Franchise Agreement). This Manual contains mandatory and suggested specifications, standards and operating procedures prescribed by us. This Manual is **confidential** and remains our property (Sections 6.1 through 6.4 of Franchise Agreement). The Manual may not be copied, in whole or in part and must be password protected (Section 6.2 of Franchise Agreement).

The Table of Contents of the Manual showing the total number of pages in the Manual and the number of pages devoted to each subject is attached hereto as <u>Exhibit "H"</u> to this Disclosure Document. The total number of pages in the Manual is 95.

## Manual Updates

We have the right to add to and otherwise modify the Manual to reflect changes in products, services, specifications, standards and operating procedures, including sales and marketing techniques relating to the Franchised Business; however, no such addition or modification may alter your fundamental status and rights under the Franchise Agreement (Section 6.3 of Franchise Agreement). You must keep your copy of the Manual password protected.

#### Advertising

You must spend a minimum of \$13,000 on approved grand opening marketing, advertising and promotional expense. (Section 7.2 of Franchise Agreement). We will collect this amount from you and you must submit your grand opening budget to us to approve. We will reimburse all of your approved Grand Opening expenses from this amount. We reserve the right to implement grand opening campaign activities on your behalf. You may not have a grand opening on the same day as another franchisee. We must approve of the grand opening day.

#### Marketing Fund

We created a Marketing Fund for all franchisees and Company-Owned Units that contribute to the Marketing Fund. We may use the Advertising Contributions to meet the costs of conducting local, regional and/or national advertising and promotional activities (Section 7.4 of Franchise Agreement). We may charge the Marketing Fund fees at reasonable rates for advertising, marketing, and promotional services that we or our affiliates actually provide (Section 7.5 of Franchise Agreement). We may hire an advertising or public relations agency to prepare advertising and promotional materials and to implement a marketing or advertising campaign. We may conduct advertising in any media, including print, radio, television, internet, mobile marketing, social networks, etc. We are not required to spend any amount of money on advertising in the area in which you are located.

You must contribute 2% of your Gross Revenues to the Marketing Fund (Section 3.c of Franchise Agreement). All franchisees and Company-Owned Units contribute the same percentage of Gross Revenues to the Marketing Fund. Presently, we have the sole control over the administration of the Marketing Fund. The Marketing Fund will be unaudited. Upon your request, we will provide you with a report or spreadsheet showing the receipts and expenditures of the Marketing Fund during the prior year. All sums paid by you to the Marketing Program will be maintained in an account separate from our other monies and will not be used to defray any of our expenses, except as otherwise described above. We are not obligated to make expenditures for you which are equivalent or proportionate to your contribution, or to ensure that any particular franchisee benefits directly from expenditures by the Marketing Fund. It is anticipated that all contributions to, and earnings of, the Marketing Fund will be expended for advertising and/or promotional purposes during the taxable year within which the contributions are made. If, however, excess amounts remain in the Marketing Fund at the end of the taxable year, the excess will be spent in the following year. You acknowledge that monies in the Marketing Fund are not a trust or asset of ours, and that we are not a trustee of the Marketing Fund or the monies in it or a fiduciary to you with respect to them. The Marketing Fund and its earnings shall not otherwise inure to our benefit except that any resulting technology and intellectual property shall be deemed our property.

In calendar year ending December 31, 2022 total contributions to the Marketing Fund were \$45,451 with 0% of the Marketing Program funds used for production, 100% was used on media and public relations placement, and 0% on administration and other expenses. No portion of the Marketing Fund is spent on soliciting new franchise sales. We will prepare an annual statement of the operations of the Fund that will be made available to you if you submit a written request for it. We are not required to have the Fund statements audited.

We will generally promote franchisees through advertising and public relations. We will provide you with advice and guidance on local advertising (Sections 2.12 and 7.1 of Franchise Agreement). You pay all advertising costs you incur (Section 7.1 of Franchise Agreement).

You are responsible for the cost of advertising to promote your Franchised Business. You must spend a minimum of \$750.00 per month on local advertising and marketing. Franchisor reserves the right to collect some or all of Franchisee's Local Advertising expenditure and implement Local Advertising on Franchisee's behalf.

Before placing any advertisements, samples of all local advertising and promotional materials not prepared or previously approved by us must be submitted to us for approval. If written approval is not received by you within 10 business days from the date of receipt by us of the materials, we shall be deemed to have refused our approval (Section 7.1 of Franchise Agreement).

Advertising may be conducted in any media, including print, radio and television, provided all such advertising is pre-approved by us. However, you are not permitted to advertise via the internet without our prior written approval in each instance (Section 7.8 of Franchise Agreement).

We do not have an advertising council at this time.

## Market Co-Op

We will have the right, as we see fit, to establish a Market Co-op Fund for your region. The purpose of a Market Co-op Fund is to conduct marketing campaigns for the Stores located in that region.

If a Market Co-op Fund for your area was established before you began to operate your Franchised Business, then when you open your Franchised Business, you must immediately join that Market Co-op Fund. If a Market Co-op Fund for your area is established after you begin to operate your Franchised Business, then you will have 30 days to join the new Market Co-op Fund. You will not be required to

contribute to more than one Market Co-op Fund. You will not be obligated to contribute more than 3% of your Gross Revenues to a Market Co-Op. The following provisions will apply to each Market Co-op Fund (if and when organized):

- (a) Market Co-op Funds will be established, organized, and governed in the form and manner that we have approved in advance.
- (b) Market Co-op Funds will be organized for the exclusive purpose of administering regional marketing programs and developing (subject to our approval) standardized promotional materials for use by the members in local marketing and promotion.
- (c) Market Co-op Funds may not use marketing, promotional plans, or materials without our prior written approval, as described below.
- (d) The Marketing Contribution will be contributed to the Market Co-op Fund each Month in the manner specified in Item 6 above. At the same time, you will have to submit the reports that we or the Market Coop Fund require.
- (e) Although each Market Co-op Fund is intended to be of perpetual duration, we maintain the right to terminate any Market Co-op Fund. A Market Co-op Fund will not be terminated, however, until all monies in that Market Co-op Fund have been expended for marketing or promotional purposes. If all Stores contributing to a Market Co-op Fund are closed, any balance remaining in that Market Co-op Fund will be transferred to the Marketing Fund.
- (f) We have the right to change or merge any Market Co-op Fund.
- (g) A majority of the franchisees in the Market Co-op will determine how the cooperative will be administered, including whether or not the cooperative will hire a third party to administer the cooperative. A majority of the franchisees in the cooperative will determine whether or not the cooperative will operate from written governing documents. If a cooperative has written governing documents, all franchisees in the cooperative have the right to review the written governing documents. A majority of the franchisees in the cooperative will determine whether or not the cooperative must prepare annual or periodic financial statements. All franchisees in a cooperative have the right to review any annual or periodic financial statements prepared for a cooperative.
- (h) The activities carried on by each Market Co-op Fund shall be decided by a majority vote of its members. Any Franchised Business that Franchisor operates in the region shall have the same voting rights as Franchised Businesses owned by franchisees. Each Franchised Business owner shall be entitled to cast one (1) vote for each Franchised Business owned.

We have the right, but not the obligation, to establish and maintain a Website (which may promote the Marks and/or the System, or serve as an intranet, extranet, or other means of electronic communication within the System). We will have the sole right to control all aspects of the Web Site, including its design, content, functionality, links to other websites, legal notices, and policies and terms of usage. We will also have the right to discontinue operation of the Web Site at any time without notice to you. Except as we otherwise approved in advance in writing, you must not establish or maintain a separate Web Site, or otherwise maintain a presence or advertise on the Internet or any other public computer network in connection with the Franchised Business. Each franchisee is distributed revenue generated by the online store based on physical territories. Each territory owner receives 15% of gross sales generated monthly in their territory(ies) in the form of inventory purchase credit. If Franchisor permits Franchisee to utilize a separate domain name, Franchisee must

obtain Franchisor's prior approval for the name, and Franchisor must at all times have full administrative rights for that domain name and this domain name must forward to the main site. The separate domain name must be assigned to Franchisor or its affiliate upon termination or expiration of the franchise agreement. Franchisees must utilize Franchisor's designated web developer. For purposes of this Item 11, the term "net revenues" means the gross amount received by the territory owner less shipping charges and taxes collected and paid to a taxing authority. All custom URL's, custom landing pages, sub-URL's, etc. must be pre-approved in writing by Franchisor.

We have a social media policy, which may permit you to use social network sites such as Facebook, Linked-In, Twitter, Instagram, Snapchat, YouTube, etc. You may be given your own Facebook page, but we will have administrative authority for this account. You must strictly follow our social media policies when using social media and mobile (i.e. text messaging) marketing. We may modify our social media policies at any time (Section 7.9 of Franchise Agreement).

#### Electronic Point of Sale and Computer Systems

You must lease an approved computer hardware and software point of sale (POS) system, currently we use VEND by lightspeed. The approved system must be maintained according to our hardware and software standards. The POS system includes the computers, computerized cash registers, cash drawers, point-of-sale terminals, touch screens, bar-code scanners, receipt printers, credit-card-swipe readers, and other computer hardware, software (including Web-based software), and peripherals and related services (including highspeed Internet service), which you must purchase and use in accordance with our specifications. The computer system will be required to use our approved interface (high speed telecommunication connection) to communicate electronically with our own system.

The costs associated with the purchases of software and computer systems may vary from vendor to vendor, especially regarding hardware items, software, and services which are widely available from a variety of vendors. We currently estimate the cost of purchasing the required computer systems and point-of-sale systems for a Store to be between \$3,000 and \$5,500 with an additional \$190 monthly for our current provider VEND by lightspeed. Some of the hardware and software that you will use is the proprietary property of third parties. We have not approved any hardware or software in place of these systems and programs, although we reserve the right to do so in the future. We have the right to specify the brands, types, makes, and models of your computer system. You will have to abide by our requirements concerning the computer system, including: (a) back office and point of sale systems; (b) systems to store data, including audio and video, as well as systems to retrieve and transmit that data between your Franchised Business and us; (b) security systems (physical, electronic, and other); (c) printers and other peripheral devices; (d) archive (back-up) systems; and (e) internet access mode (for example, your telecommunications connection, such as broadband) and speed.

We reserve the right to have independent access to your computer system for the purpose of downloading sales and other data. There is no contractual limitation on our right to receive this information. We reserve the right to require you to bring any computer hardware and software, related peripheral equipment, communications systems, as well as the POS system, into conformity with our then-current standards for new Stores. We have no obligation to assist you in obtaining hardware, software or related services and there are no contractual limits on the frequency or cost of your obligations to obtain these upgrades. (See Sections 2.2.2, and 12 of the Franchise Agreement.) We currently estimate the cost of maintaining, updating, upgrading your computer and POS system, and obtaining support, to be approximately \$200 to \$500 per year. Neither we nor any of our affiliates have an obligation to provide ongoing maintenance, repairs, upgrades or updates to your computer system or POS system.

You must maintain an internet connection with download speeds of 50 mbps (mega bytes per second), and upload speeds of 10 mbps or greater.

You must use a merchant service provider designated or approved by us to process credit card receipts.

You must also maintain a back-office computer, printer, and scanner that meet our specifications with software and applications that we specify from time to time.

There are no other computer or POS System requirements at this time.

In the future, we may require additional hardware and software, visual training stations, a visual digital merchandising monitor, tablets, and other hand-held devices. There are no restrictions on our ability to modify the cash register and computer requirements (Section 4.8 of Franchise Agreement). There is no contractual limit on the frequency or cost of required upgrades or updates to the computer or POS System.

#### Security System

The Franchisee must install and maintain a security/surveillance system designated or approved by Franchisor with cameras in such locations as the Franchisor designates. The Franchisor must at all times have access to the video stream of all security cameras in and about the Premises via internet connection or other form of electronic "real time" transmission. The cost of this system ranges from \$400-\$800.

#### **Training**

The initial training program will take place remotely as well as at our affiliate owned location in Tallahassee, Florida, or at another location designated by us. The days are broken into two (2) training sessions, The Natural Life Brand and then Natural Life Operations. The first session, The Natural Life Brand, will take place within four (4) weeks of signing this agreement. Basic Management Training and Natural Life Operations will be provided approximately four to six (4-6) weeks before the Opening Date and no later than three (3) weeks before the opening of the Franchised Business. In addition, we will conduct on the job training at your location for a minimum of 2 days during the opening of the Franchised Business. The remote training is part of the general brand and wellness coach training every natural life employee received and the in-person training addresses the store manager and franchisee skills and knowledge. You (or, if you are an entity, your controlling principal who is also designated to serve as your general manager who we have previously approved to serve in that role (the "Operating Partner")) must attend and successfully complete, to our satisfaction, the entire training program. Other individuals who must attend and successfully complete the initial training program include: one full-time manager of the Franchised Business (the "Franchised Business Certified Manager"). We will provide the initial training program for no additional cost for up to 4 individuals (two of whom must be you (or the Operating Partner) and the Franchised Business Certified Manager).

If we determine that any of the Certified Managers (defined below) has failed to satisfactorily complete the initial training program, we may (but are not required to), at your expense, retrain the Certified Manager, or allow you to hire another trainee. You will not be permitted to open the Franchised Business to the public until the Franchised Business Certified Manager has successfully completed the initial training program to our satisfaction. The term "Certified Manager" means: (a) you (or the Operating Partner); and (b) your Franchised Business Certified Manager has successfully completed the training to our satisfaction. (Franchise Agreement, Section 2.7, 2.10, 2.12)

For the purpose of the training program, and except as noted below with regard to a Franchised Business Certified Manager, the "Operating Partner" must be a person who has an ownership interest in Franchisee, and who has signed as an individual to the Franchise Agreement. The Franchised Business Certified Manager need not own any equity interest the Franchisee entity.

The Franchised Business must be under the active full-time management of either an Operating Partner or Franchised Business Certified Manager who successfully completed (to our satisfaction) our initial training program

If any of the Certified Managers cease active management or employment at the Franchised Business, or if we disapprove of any of the Certified Managers, then you must enroll a replacement in our initial training program within 30 days after the Certified Manager ended his/her full-time employment and/or management responsibilities. During the term of the Franchise Agreement, we will provide you with two replacement training sessions for up to two individuals at each session. If you ask to send more than four individuals to the initial training program, or more than two individuals to a replacement training session, or if you request more than two replacement training sessions, then you agree to pay us a training fee in the amount of \$1,200 for each such individual or replacement session, with payment to be made in full before the training starts, plus all other expenses we incur in connection with that training (including the costs of transportation, lodging, and meals).

Your Certified Managers may also be required to attend certain refresher courses, seminars, and other ongoing training programs that we may periodically specify. We have not previously conducted, and so we cannot estimate, the location, duration, content or frequency of these refresher courses, seminars or ongoing training programs, but the factors that will affect these programs include the implementation of new governmental regulations and/or safety standards, changes to the System, and the number and location of Stores operating under the System at the time of the program.

We will bear the cost of all training (instruction and required materials for the initial training program and, as noted above, for the first two replacement training sessions, and for ongoing training programs), and you will bear all other expenses you and your employees incur (if any) in connection with any training (including the initial training program and refresher and ongoing training programs), such as the costs of any required transportation, lodging, meals, wages, and worker's compensation insurance for you and your employees to attend training. (See Item 6 of this disclosure document).

If you ask that we provide on-site training in addition to that which we may provide to you in connection with the initial training program or the opening of the Franchised Business, and if we agree to do so, then you will pay us our then–current per diem charges and out–of–pocket expenses. Our per diem charges will be specified in our Manual, and the current amount is described in Item 6 of this disclosure document.

The subjects covered in the initial training program are described below.

#### TRAINING PROGRAM

SUBJECT	HOURS OF CLASSROOM TRAINING	HOURS OF ON- THE-JOB TRAINING	LOCATION WHERE TRAINING HELD
Introduction to Natural Life	30 minutes	0 hours	An affiliate-owned Store in Tallahassee, Florida
The Natural Life Experience	30 minutes	0 hours	· · ·
A typical Work Day	45 minutes	0 hours	"
Exercise #1	1 hour	0 hours	ч
The Natural Life Team Member - values	1 hour	0 hours	· · ·

Hemp Education	1.5 hours	0 hours	"
Exercise #2	45 minutes	0 hours	"
Kratom Education	1.5 hours	0 hours	"
Exercise #3	30 minutes	0 hours	"
Kava Education	1.5 hours	0 hours	"
Exercise #4	1 hour	0 hours	"
Other Wellness Products	1 hour	0 hours	
Working the Floor	30 minutes	0 hours	"
Shopkeeping	1 hour	0 hours	"
Exercise #5	45 minutes	0 hours	"
Technologies and Systems	1 hour	0 hours	
Exercise #6	1 hour	0 hours	"
Sales Floor Role Play	1 hour and 15 minutes	0 hours	
Onboarding	1 hour	0 hours	"
Store and Distribution Field Trip	0 hours	3 hours	Affiliate owned store
Total	14 hours	3 hours	

Instructional materials consist of the Manuals, all the operational forms of the System, and online training tools. The initial training program will be conducted or supervised by Chris Pilato or instructors under his supervision. Mr. Pilato has been managing retail stores offering CBD, Kratom, and Kava since 2018 and is soon to be a franchisee. In addition, we may have some of our vendors and consultants conduct a portion of the training. Since this is a relatively new industry, the instructors are required to have a minimum training or experience of 2 years and all trainers must be thoroughly familiar with our systems and our Manual.

The initial training program will be conducted at the location of one of our affiliate-owned Stores in Tallahassee, Florida, or such other locations as we may designate. Training is conducted as frequently as we determine it necessary to hold a training class for a new franchisee.

In addition to initial training, you must retain the services and pay a Mentor designated by us \$1,000 per month for the first six months of business operations. The Mentor will provide a minimum of one hour per week in telephone or other support. The Mentors will have the minimum qualifications designated by the Franchisor.

You agree to become a future Mentor after you have a minimum of 9 months experience, successfully operated an outlet for 9 months. for a minimum of one time every three years.

You may be required to pay an Annual Convention Fee in an amount up to \$200 per year to attend mandatory annual conventions. We reserve the right to require your participation in an annual convention that will not last longer than 3 business days. You are responsible for the wages, taxes, benefits, travel, lodging and meal expense you incur to attend the annual convention, in addition to payment of the Annual Convention Fee.

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

#### Multi-Unit Development Agreement

Under the Multi-Unit Development Agreement, you are granted the right to develop, open and operate an agreed upon number of Stores within an agreed upon territory. The size of the territory is a minimum of a three (3) mile minimum or more depending on population density. You will not receive an exclusive territory under the Multi-Unit Development Agreement. You may face competition from other franchisees, from outlets we own, or from other channels of distribution or competitive brands that we control. The location of each unit under the Multi-Unit Development Agreement must be approved by us. The protected territory under each franchise agreement signed by a multi-unit developer is determined in the same manner as in the case of individual franchise agreements.

Under the Multi-Unit Development Agreement the franchisor will determine or approve the location of future units and any territories for those units, and the then-current standards for sites and territories will apply. (Section 1 and 4 of Multi-Unit Development Agreement.) Currently, the locations undergo extensive review pertaining to different forms of data analytics. Our application compares over 30 different factors regarding demographics and others statistics. We also pull out key word searches pertaining to our market in each area to prove whether or not the market has viable interest. If the location matches or exceeds our top performing store averages, then we go on to confirm geographical and visual factors consisting of, but not limited to Accessible Parking, Store Front Visibility, Tenant Compatibility, Destination Appeal, as well as all locations and distance to all competitors within a 4 miles radius. If the location passes through all our parameters, then we go on to pursue negotiations and lease discussion.

Outlets are developed according to the following schedule with the time frame starting from signing of the Multi-Unit Development Agreement and First Franchise Agreement.

Development	Expiration Date	
Period		
First	6 Months	
Second	16 Months	
Third	26 Months	
Fourth	36 Months	
Fifth	46 Months	

## Franchise Agreement

Under the Franchise Agreement, you are granted the right to operate a Franchised Business at the location and premises approved by us in accordance with the Franchise Agreement as long as the

Franchise Agreement is in effect and you are not in default. During the term of the Franchise Agreement, and provided you are not in default of the Franchise Agreement, subject to Sections 1.3 and 5.6 of the Franchise Agreement, we will not open or franchise another **Natural Life CBD/Kratom/Kava** Store within the Protected Territory, as defined in Article 19 and Attachment 1 of the Franchise Agreement. Protected Territories are determined on a case-by-case basis and described on Exhibit 1 to the Franchise Agreement. We do not intend to open or operate a Company-Owned Store using our Trademark, in your Protected Territory, but we are not prohibited from doing so outside of your Protected Territory. If you do not yet have a location at the signing of the Franchise Agreement, you will receive a non-exclusive site search area list as Attachment 1.

Our affiliates may open additional Company-Owned Stores outside of your Protected Territory, and we or our affiliates may sell competing Products through other channels of distribution under the Marks or under different trademarks or trade names within your Protected Territory, such as in drug stores, grocery stores, or via the internet. If NL Fulfillment sells Products to your customers, you will be credited with the net price (after shipping fees and taxes) from the sale, subject to payment of Royalty Fees and Advertising Contributions. We or our affiliates may also establish Company-Owned Stores or sell competing products through other channels of distributions under a different trademark; however, we have no present intention to do so. There are no restriction on us from soliciting or accepting orders from consumers inside your Protected Territory. Except as indicated above, you are not compensated for orders shipped by us or our affiliates to customers residing or working in your Protected Territory.

Furthermore, Institutional Facilities and Captive Market Locations shall **not** be deemed part of the Protected Territory even if physically located within the Protected Territory, and whether constructed prior to or after the execution of the Franchise Agreement. The term "Captive Market Location" includes, among other things, hotels, resorts, and cruise ships. The term "Institutional Facility" includes, among other things: airports and other travel facilities; federal, state, or local government facilities (including military bases); theme and amusement parks; recreational facilities; colleges and other academic facilities; and seasonal facilities.

You must achieve or exceed the Minimum Performance Levels described in Section 4.26 of your franchise agreement. The Minimum Performance Levels are as follows: commencing on the Opening Date to the first anniversary - \$250,000 in Gross Revenues; from the first anniversary to the second anniversary - \$300,000 in Gross Revenues; and from the third anniversary and thereafter - \$350,000 in Gross Revenues. In the event that you do not meet the Minimum Performance Levels in any year, we may, at our option, have the right to any or all of the following remedies: (1) to suspend our performance obligations under this Franchise Agreement; (2) to terminate the territorial protection granted under Section 1.3 of the franchise agreement, in which event we will have the right to establish and operate, and license or franchise others to establish and operate, a Natural Life Businesses within the Territory; (3) to reduce the size of the Territory for which you are granted territorial protection under Section 1.3 of the franchise agreement; (4) demand payment of 5% of the difference between the Minimum Performance Level and the actual Gross Revenues achieved by you in the applicable year, payable on demand; or (5) to terminate the Franchise Agreement upon thirty (30) days written notice. You do not receive any options, rights of first refusal, or similar rights to acquire additional franchises in your area. However, we may grant franchisees in good standing the right to open or operate additional Franchised Businesses.

You will not receive an exclusive territory. You may face competition from other franchisees, from outlets that we own, or from other channels of distribution or competitive brands that we control.

You may not directly solicit business from, or direct advertising to, customers residing or working outside of your Protected Territory. All Products must be sold from your authorized location. You may not sell Products outside of your Protected Territory through other channels of distribution, such as via the Internet, catalog sales, telemarketing, or other direct marketing methods. You may not ship or deliver Products outside of your Protected Territory.

Your right to relocate your Franchised Business is restricted. You may operate your Franchised Business only at the location(s) approved by us. Any relocation must be approved by us at our sole discretion, and any such relocation will be at your sole expense.

Your location is described in Attachment 1 to the Franchise Agreement and will not be altered without your written consent.

We retain the right, on behalf of ourselves and our affiliates, in our sole discretion and without granting any rights to its Franchisees, to operate itself or to grant to other persons the right to operate Companyowned or affiliate-owned Stores at such locations and on such terms and conditions as we may deem appropriate, provided it is not located within the Protected Territory described above. We do not intend to franchise or operate any business under a different trademark.

We reserve the right to merge with, acquire, or be acquired by, an existing competitive or non-competitive franchise network, chain, or other business; however, we will not convert any acquired business in your Territory to a franchise using our primary trademarks during the Term of your Franchise Agreement.

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

We are the owner of the marks. The Franchise Agreement grants you the right to use the trademark "Natural Life CBD/Kratom/Kava", and such other trademarks, service marks and trade names as may be authorized in writing by us (collectively referred to as the "Marks") only on the terms and conditions set forth in the Franchise Agreement and all applicable specifications, standards and operating procedures prescribed by us from time to time during the term of the franchise. We filed a trademark application with the United States Patent and Trademark Office ("USPTO") on the Principal Register as follows:

	Registration	Registration No. Register	
MARK	<u>Date</u>		
Natural Life CBD. Kratom. Kava (word mark)	11/17/20	6198540	Principal
Natural Life CBD.Kratom.Kava (design mark)	3/16/21	6291880	Principal
Better Begins Here	5/18/21	6357873	Principal
Natural Life Better Begins Here (design mark)	5/30/23	7070079	Principal
Natural Life Better Begins Here (word mark)	5/30/23	7069849	Principal

All required affidavits and renewal applications for the marks referred to above have been filed or are expected to be filed.

We may permit you to use, from time to time, other trademarks, service marks, trade names, logotypes and commercial symbols as may be designated in writing by us.

You must follow our rules when using the Marks. You are prohibited from using any Marks as part of any corporate or trade name or with any prefix, suffix or other modifying words, terms, designs or symbols, or in any modified form. You are also prohibited from using Marks in connection with the sale of any unauthorized product or service.

Based on information we possess, there is presently no effective determination of the United States Patent and Trademark Office or the trademark administrator of any state or any court, of any pending interference, opposition or cancellation proceeding or any pending material litigation involving the Marks or other commercial symbols which is relevant to the use thereof in any State. There are no agreements that exist which significantly limit in any manner material to you, our rights to use or license the use of the Marks.

You are obligated to immediately notify us in writing of any apparent infringement of, unauthorized use of, or challenge to your use of the Marks, or claim by any person or any rights in any Mark or any similar trade name, trademark or service mark of which you become aware. We will determine in our sole discretion whether we will defend the claim and/or reimburse you for any liability. We do not have any liability to you for any liability arising out of a claim of trademark infringement by a third party. We have sole discretion to take such action as we deem appropriate, if any, and we have the right to complete control of any litigation, United States Patent and Trademark Office proceeding or other administrative proceeding arising out of any such infringement, unauthorized use, challenge or claim relating to the Marks. If we defend a claim, we will have no obligation to reimburse you for any of your attorneys' fees relating to such claim.

You must modify or discontinue the use of Marks if we modify or discontinue it. If this happens, you must bear all cost of compliance (for example, changing signs). You must not directly or indirectly contest our rights to our Marks, trade secrets or business techniques that are part of our business.

There are no agreements currently in effect which significantly limit our rights to use or license the use of the Marks in a manner material to the franchise. We do not know of any superior rights or infringing uses that could materially affect your use of our Marks.

## ITEM 14: PATENTS, COPYRIGHTS AND PROPRIETARY INFORMATION

We do not currently own any rights in or to any patents that are material to the franchise. However, we do claim common law copyrights on our Manuals and other proprietary materials created by us in connection with the System, including forms and other printed materials. The Manuals and other printed materials have not been registered with any copyright office. The Franchise Agreement grants you the license to use the Manuals and other proprietary materials solely in connection with the operation of your Franchised Business.

You must at all times treat the Manuals and the information in it as confidential in accordance with the requirements of the Franchise Agreement.

The Franchise Agreement requires you to maintain in confidence all of our trade secrets and proprietary material (collectively the "Proprietary Information"), both during and after the term of the Franchise Agreement.

You may not at any time disclose, copy or use any Proprietary Information except as specifically authorized by us. Under the Franchise Agreement, you agree that all information, data, techniques and know-how developed or assembled by you or your employees or agents during the term of the Franchise Agreement and relating to the System will be deemed a part of our Proprietary Information protected under the Franchise Agreement.

We do not have any rights, including the right to compensation, if we require you to modify or discontinue using the subject matter covered by a patent or copyright. However, we can enforce our intellectual property rights in any patents or copyrights by prohibiting the unlawful use of such patents or copyrights.

See Item 15 below concerning your obligation to obtain confidentiality agreements from persons involved in your business.

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

The Franchise Agreement requires that you or your Operating Partner devote a minimum of 25 hours per week to the management of the Franchised Business for the first three months the Store is open. Thereafter, the Franchise Agreement does not require you to participate personally in the direct operation of the Franchised Business, although we encourage and recommend your active participation. The Franchised Business must at all times be under the direct, supervision of a Franchised Business Certified Manager who has satisfactorily completed our initial training program to our satisfaction and who devotes 25 hours per week or more using his/her full business time, energy and effort to the management and operation of your Natural Life CBD/Kratom/Kava Business. The manager cannot have any interest or business relationship with any of our competitors. The manager is not required to have an ownership interest in your corporate or partnership franchise. We impose no limitations as to who you may hire as the manager, except that you must comply with all applicable laws and that you must not harm the goodwill associated with the System and the Marks (this requirement may affect who you hire as your manager). If you hire a manager for your Franchised Business, you must still make sure that the Franchised Business is operated according to our requirements and System standards, and compliance with the Manual and the terms of your Franchise Agreement.

Any replacements to the initial Operating Partner and Certified Franchised Business Manager must attend and successfully complete our training program to our satisfaction. If we determine that any of the Certified Managers (defined below) has failed to satisfactorily complete the initial training program, we may (but are not required to), at your expense, retrain the Certified Manager, or allow you to hire another trainee. You will not be permitted to open the Franchised Business to the public until the Franchised Business Certified Manager has successfully completed the initial training program to our satisfaction. The term "Certified Manager" means: (a) you (or the Operating Partner); and (b) your Franchised Business Certified Manager has successfully completed the training to our satisfaction.

We require your principals (including the Operating Partner), Franchised Business Certified Manager, supervisors, managers and Certified Managers to sign a Non–Disclosure and Non–Competition Agreement, the form of which is attached to the Franchise Agreement as Attachment 3. A Franchised Business Certified Manager is an employee of yours who has completed our initial training program to our satisfaction.

In addition, we require each or your present and future: (i) shareholders, if you are a corporation; (ii) members, if you are a limited liability company; and (iii) partners, if you are a partnership or limited liability partnership; to jointly and severally guarantee your performance of each and every provision of the Franchise Agreement by signing the Franchise Agreement as an individual. If your Franchised Business is owned by an entity, all owners of the entity must personally sign the Franchise Agreement as a Principal. If you are a married individual, your spouse must sign our Spouse Guaranty, which is attached to our Franchise Agreement as Attachment 6.

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

You must offer and sell only those Products, goods and services for which we have granted prior written approval. You must offer all goods and services that we designate from time to time. We may add additional goods and services that you must offer. There are no limits on our right to add or change authorized goods and services. You must discontinue offering any goods or services promptly on notice from us. Unless you receive written consent from us, you are required to use the Authorized Location of the Franchised Business solely for the purpose of conducting the operations of a Franchised Business, and no other business may be conducted or products or services offered at or from the Authorized Location of the Franchised Business. Unless you receive written consent from us, your business may be identified only by the name "Natural Life CBD/Kratom/Kava" or another of the Marks approved in writing by us.

We set maximum and minimum prices for services and products offered by you, which may vary depending on geographic and other market conditions able to be increased upon written approval. Currently our pricing is based on a three (3) tier system. Franchisee acknowledges that Franchisor has made no guarantee or warranty that offering services or products at any particular price will enhance Franchisee's sales or profits.

We do not impose any customer restrictions on you, except that you may not directly solicit business outside your Protected Territory, and you may not ship or deliver products outside your Protected Territory. All of your sales must be conducted at and from your Authorized Location.

You must operate your outlet for such minimum hours and days as the Franchisor may from time-to-time prescribe in the Manuals or otherwise in writing.

There are no other limits on our right to change the type of products and services you offer.

ITEM 17: RENEWAL, TERMINATION, TRANSFER, AND DISPUTE RESOLUTION

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.

	ARTICLE OF FRANCHISE	
PROVISION	AGREEMENT	SUMMARY
a. Length of franchise term	Article 18.1	10 years.
b. Renewal or extension of the term	Article 18.2	If you are in good standing as defined below, you can sign a successor agreement for an additional term of 10 years, unless we have determined, in our sole discretion, to withdraw from the geographical area where your

c. Requirements for franchisee to renew or extend	Article 18.2	Give written notice you wish to sign a successor agreement; be in compliance with the terms of your Franchise Agreement, be current in all payments required by the Franchise Agreement, remodel and/or refurbish your outlet if we require, sign a successor Franchise Agreement, sign general release, pay the successor agreement fee. When signing a successor agreement, you may be asked to sign a contract with materially different terms and
d. Termination by franchisee	None	You may seek termination upon any grounds available by state law.
e. Termination by franchisor without cause	None	You may seek termination upon any grounds available by state law.
f. Termination by franchisor with cause	Articles 12.2-12.4	We can terminate only if you default
PROVISION	ARTICLE OF FRANCHISE AGREEMENT	SUMMARY
g. "Cause" defined – curable defaults	Articles 12.3-12.4	You have 15 days to cure: non-payment of fees to us, your landlord or trade creditors. You have 30 days to cure: failure to comply with any default not listed in Article 12.2 or 12.3. You have 30 days to cure any failure to comply with any mandatory specification, standard or operating procedure.
h. "Cause" defined – non-curable defaults	Article 12.2	Insolvency; bankruptcy; appointment of receiver; final judgment in excess of \$5,000.00; execution levied against your property; abandonment of the business; conviction of a felony or crime of moral turpitude; refusal to permit us to inspect the Franchised Business or your records; conduct which reflects adversely on us or the System; a danger to public health or safety; transfer or attempted transfer of

PROVIGION	CVD C A DV	
PROVISION	AGREEMENT	SUMMARY  A greenment, yn gyth grigod yng of the Market
		Agreement; unauthorized use of the Marks; receipt of 2 or more notices of default within any 12-month period; or default under any other agreement with us or our affiliates; receipt of five or more customer complaints regarding service or operations at the Franchised Business in any 12-month period, including negative postings on internet sites such as Trip Advisor and Yelp; receipt of five or more complaints from employees regarding the Franchisee's employment practices, noncompliance with the Franchise Agreement, or noncompliance with applicable law; conviction of felony or crime of moral turpitude;
i. Franchisee's obligations on termination/ non-renewal	Article 13	Obligations include: cease operations; pay all amounts due us and our affiliates and trade creditors; return the Manual and all other proprietary materials; at our request, assign lease of premises; if permitted to continue to operate the premises - complete de-identification; return materials; offer us right of first refusal to purchase assets; and pay liquidated damages (also see "r."
j. Assignment of contract by franchisor	Article 11.1	No restriction on our right to assign
k. "Transfer" by franchisee – definition	Article 11.2	Includes transfer of contract or ownership change.
Franchisor approval of transfer by franchisee	Article 11.2	We have the right to approve all transfers but will not unreasonably withhold approval.
m. Conditions for franchisor approval of transfer	Article 11.2	Notice; new franchisee must qualify; transfer and other fees must be paid; purchase agreement approved; training arranged and related fees paid by new franchisee; release signed by you; current agreement signed by new franchisee; transferee must renovate as necessary (also see "p." below).
n. Franchisor's right of first refusal to acquire franchisee's	Article 11.4	We can match any offer for your business.
o. Franchisor's option to purchase franchisee's business	Article 13.7	We may purchase your business and the real estate on which the Franchised Business is located (at fair market value) upon termination or expiration.
p. Death or disability of franchisee	Article 11.3	Heir(s) can continue franchise if application is made to us within 6 months.
q. Non-competition covenants during the term of the franchise	Article 14.1	No involvement in competing business.
r. Non-competition covenants after the franchise is terminated or	Article 14.1	No competing business for two years within the United States.

ARTICLE OF FRANCHISE			
PROVISION	AGREEMENT	SUMMARY	
s. Modification of the agreement	Article 20.2	Unless by mutual consent no	
_		modifications generally; Operating	
		Manual subject to change.	
t. Integration/merger clause	Article 20.16	Only the terms of the Franchise	
		Agreement are binding. Any other	
		promises may not be enforceable.	
		Nothing in the Franchise Agreement or	
		any related agreement is meant to	
		disclaim representations made by us in	
u. Dispute resolution by	Article 17	Mediation required. If not resolved	
arbitration or mediation		through mediation, most matters	
		submitted to binding arbitration.	
		Mediation and arbitration to take place in	
		Leon County, Florida. We may sue you	
		in Leon County, Florida for matters	
		affecting its trademark and confidential	
		information rights, and for preliminary	
		injunctive relief. The requirement to	
		arbitrate all disputes may not be	
GT 1 0.0	1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	enforceable under applicable state law.	
v. Choice of forum	Articles 17.1 and 20.10	Mediation or litigation must take place	
		in Leon County, Florida (subject to state	
		law).	
i. Choice of law	Article 20.10	Florida law governs interpretation	
		of agreement (subject to state law).	

A provision in the franchise agreement that terminates the franchise upon the bankruptcy of the franchise may not be enforceable under Title 11, United States Code [Section 101].

	PROVISION	SECTION IN MULTI-UNIT DEVELOPMENT AGREEMENT ("DA")	SUMMARY
a.	Length of the franchise term	Section 6 and Attachment	Varies
	b. Renewal or extension of the	No provision in DA	Not applicable
	c. Requirements for franchisee	No provision in DA	Not applicable
	d. Termination by franchisee	No provision in DA	Not applicable. You do not have the unilateral right to terminate the DA.
	e. Termination by franchisor without cause	No provision in DA	Not applicable. We cannot terminate the DA without cause. Termination of the DA does not automatically terminate individual franchise agreements signed by the multi-unit developer.
	f. Termination by franchisor with cause	1	Franchisor can terminate "for cause". Termination of the DA does not automatically terminate individual franchise agreements signed by the multi-unit developer.

PROVISION	SECTION IN MULTI-UNIT DEVELOPMENT AGREEMENT ("DA")	SUMMARY
g. "Cause" defined-curable defaults	No provision in DA	Not applicable. There are no defaults under the DA that are curable. Termination of the DA does not automatically terminate individual franchise agreements signed by the multi-unit developer.
h. "Cause" defined-non- curable defaults	Section 6.B.	Insolvency; bankruptcy petition; failure to meet Development Schedule; breach of other franchise agreements with franchisor. A termination of the DA does not automatically terminate individual franchise agreements signed by the multi-unit developer.
i. Franchisee's obligations on termination/non-renewal	No provision in DA	Not applicable
j. Assignment of contract by franchisor	Section 8	We have absolute right to assign
k. "Transfer" by franchisee - defined	Section 8	No right to transfer.
Franchisor approval of transfer by franchisee	No provision in DA	Not applicable.
m. Conditions for Franchisor approval of transfer	No provision in DA	Not applicable.
n. Franchisor's right of first refusal to acquire franchisee's business	No provision in DA	Not applicable
o. Franchisor's option to purchase franchisee's business	No provision in DA	Not applicable
p. Death or disability of franchisee	No provision in DA	Not applicable.

PROVISION	SECTION IN MULTI-UNIT DEVELOPMENT AGREEMENT ("DA")	SUMMARY
q. Non-competition covenants during the term of the franchise	No provision in DA	Not applicable.
r. Non-competition covenants after the franchise is terminated or expires	No provision in DA	Not applicable.
s. Modification of the agreement	Section 25	Must be in writing.
T. Integration/ merger clause	Section 25	The Multi-Unit Development Agreement, attachments and documents referenced in the Multi-Unit Development Agreement constitutes our entire agreement and supersede all prior agreements, whether written or oral. Nothing in the Multi-Unit Development Agreement or in any related agreement is intended to disclaim the representations franchisor made in the franchise disclosure document. Any promises made outside the Multi-Unit Development Agreement may not be enforceable
u. Dispute resolution by arbitration or mediation	Section 12	Mediation and arbitration required with some exceptions. The requirement to arbitrate all disputes may not be enforceable under applicable state law.
. Choice of forum	Section 14	Mediation, arbitration or litigation must take place in Leon County, Florida.
a. Choice of law	Section 11	Florida law governs interpretation of agreement

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

We do not currently use any public figures to promote our franchise.

#### ITEM 19: FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits a franchisor to disclose 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 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 performance at a particular location or under particular circumstances.

Written substantiation of the data used in preparing the following information will be made available to prospective franchisees upon reasonable request. The representations made in this Item 19 are based upon the period of time indicated below.

The following table presents the actual historical results for the 2 franchised outlets that opened in calendar year 2020, as well as the actual historical results for the 3 affiliate-owned stores in calendar year 2020. The information in the following table regarding the franchisee's historical results is taken from reports submitted to us by our franchisee. This information is not audited, but we believe it to be accurate. The table below shows a total of 5 outlets, which is all of the outlets that were opened for any period of time in calendar year 2020. Two additional franchises were sold in 2020, but those stores did not open until 2021.

Store Type	Store Number	2020 Gross Revenues	Date Store Opened
Affiliate	1005	\$12,556.30	12/6/20
Franchised	1008	\$73,261.80	8/22/20
Affiliate	1003	\$321,476.10	6/1/19
Affiliate	1001	\$497,039.69	3/1/18
Franchised	1002	\$528,818.48	2/1/19

The following table presents the actual historical results for the 5 franchised outlet that were open in calendar year 2021, as well as the actual historical results for the 3 affiliate-owned stores in calendar year 2021. The information in the following table regarding the franchisee's historical results is taken from reports submitted to us by our franchisee. This information is not audited, but we believe it to be accurate. The table below shows a total of 11 outlets, which is all of the outlets that were opened for any period of time in calendar year 2021. Three additional franchises were sold in 2021, but those stores did not open in 2021.

Store Type	Store	2021 Gross	Date Store Opened
Store Type	Number	Revenues	
Affiliate	1005	\$318,824.13	12/6/20
Franchised	1008	\$356,735.15	8/22/20
Affiliate	1003	\$430,788.84	6/1/19
Affiliate	1001	\$428,983.40	3/1/18
Franchised	1002	\$623,648.84	2/1/19
Franchised	1012	\$67,181.29	7/15/21
Franchised	1016	\$42,971.45	9/19/21
Franchised	1018	\$26,331.09	11/7/21
Franchised	1015	\$54,498.35	8/27/21
Franchised	1014	\$5,440.26	12/18/21
Franchised	1006	\$337,506.19	2/1/21

The following table presents the actual historical results for the 9 franchised outlet that were open in calendar year 2022, as well as the actual historical results for the 3 affiliate-owned stores in calendar year 2022. The information in the following table regarding the franchisee's historical results is taken from reports submitted to us by our franchisee. This information is not audited, but we believe it to be accurate. The table below shows a total of 12 outlets, which is all of the outlets that were opened for any period of time in calendar year 2022. Nine additional franchises were sold in 2022, but those stores did not open in 2022.

Store	Store	2022 Gross Revenues	Date Store
Type	Number		Opened
Affiliate	1005	\$352,480.20	12/6/20

Franchise	1008	\$301,284.20	8/22/20
Affiliate	1003	\$364,405.60	6/1/19
Affiliate	1001	\$367,949.60	3/1/18
Franchise	1002	\$684,296.60	2/1/19
Franchise	1017	\$31,232.40	10/22/22
Franchise	1016	\$198,659.80	9/19/21
Franchise	1018	\$259,539.00	11/7/21
Franchise	1015	\$259,539.00	8/27/21
Franchise	1014	\$200,325.60	12/18/21
Franchise	1006	\$341,004.20	2/1/21
Franchise	1019	\$82,194.00	5/27/22

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

Gross Revenues are as defined in Item 6 above: Gross Revenues means the entire amount of all revenues arising out of the operation of a unit. Gross Revenues exclude the amount of any sales taxes that are collected and actually paid to the taxing authority, and promotional gift certificates and coupons approved by us.

The average annual gross sales of the stores that were open for all of 2021 was \$431.796.072. The median annual gross sales of the stores that were open for all of 2021 was \$428,983.40.

The financial performance representations above do not reflect costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your Franchised Business. Franchisees or former franchisees, listed in this Disclosure Document, may be one source of this information. There are no material financial or operational characteristics of the Affiliate-owned units that are reasonably anticipated to differ materially from future operational franchise outlets.

## Effect of Covid 19

Our affiliate stores did not experience any material decline in sales due to Covid. Annual gross sales figures were consistent with prior years.

Other than the preceding financial performance representations, we do not make any representations about a franchisee's future financial performance or the past financial performance of company-owned or franchised outlets. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any financial performance information or projections of your future income, you should report it to the franchisor's management by contacting Gabriel Suarez, 1704 Capital Circle NE, Unit 103, Tallahassee, Florida 32308, or the Federal Trade Commission, and the appropriate state regulatory agencies.

# ITEM 20: OUTLETS AND FRANCHISEE INFORMATION

Table No. 1 System-wide Outlet Summary For Years 2020 - 2022

Outlet Type	Year	Outlets at Start of Year	Outlets at End of Year	Net Change
Franchised				
	2020	1	2	+1
	2021	2	8	+6
	2022	8	17	+9
Company-Owned				
	2020	2	3	+1
	2021	3	3	0
	2022	3	3	0
Total Outlets				
	2020	3	5	+2
	2021	5	11	+6
	2022	5	13	+8

Table No. 2 Transfers of Franchised Outlets For Years 2020 - 2022

State	Year	Number of Transfers
Florida		
	2020	0
	2021	0
	2022	0
Total		
	2020	0
	2021	0
	2022	0

Table No. 3 Status of Franchised Outlets For Years 2020 - 2022

State	Year	Outlets at	Outlets	Terminations	Non-	Reacquired	Ceased	Outlets at End
		Start of	Opened		Renewals		Operations-	of Year
		Year	•			Franchisor	Other Reasons	
Florida								
	2020	1	1	0	0	0	0	2
	2021	2	4	0	0	0	0	6
	2022	6	7	0	0	0	0	13
Illinois								
	2020	0	0	0	0	0	0	0
	2021	0	1	0	0	0	0	1
	2022	1	0	1	0	0	0	0
Missouri								
	2020	0	0	0	0	0	0	0
	2021	0	1	0	0	0	0	1
	2022	1	1	0	0	0	0	2
Nevada								

	2020	0	0	0	0	0	0	0
	2021	0	0	0	0	0	0	0
	2022	0	1	0	0	0	0	1
Ohio								
	2020	0	0	0	0	0	0	0
	2021	0	0	0	0	0	0	0
	2022	0	1	0	0	0	0	1
Total								
	2020	1	1	0	0	0	0	2
	2021	2	6	0	0	0	0	8
	2022	8	10	1	0	0	0	17

Table No. 4 Status of Company-Owned Outlets For Years 2020 - 2022

State	Year	Outlets at Start of	Outlets Opened	Outlets Reacquired From Franchisee	Outlets Closed	Outlets Sold to Franchisee	Outlets at End of Year
Florida			-				
	2020	2	1	0	0	0	3
	2021	3	0	0	0	0	3
	2022	3	0	0	0	0	3
Total							
	2020	2	1	0	0	0	3
	2021	3	0	0	0	0	3
	2022	3	0	0	0	0	3

Table No. 5 Projected Openings As of December 31, 2022

State	Franchise Agreements signed	Projected New Franchised	Projected New Company-Owned
	But Outlet Not Opened	Outlets in the Current Fiscal	Outlets in the Current Fiscal Year
		Year	
Alabama	0	0	0
Alaska	0	0	0
Arkansas	0	0	0
Arizona	1	0	0
California	0	0	0
Colorado	0	0	0
Connecticut	0	0	0
Delaware	0	0	0
Florida	1	0	1
Georgia	2	1	0
Hawaii	0	0	0
Idaho	0	0	0
Illinois	0	0	0
Indiana	0	0	0
Kentucky	0	0	0
Louisiana	0	0	0
Maine	0	0	0
Maryland	0	0	0
Massachusett	2	0	0
Michigan	0	0	0

Minnesota	0	0	0
Mississippi	0	0	0
Missouri	0	0	0
Montana	0	0	0
Nebraska	0	0	0
Nevada	0	0	0
New	0	0	0
Hampshire			
New Mexico	0	0	0
New Jersey	0	0	0
New York	0	0	0
North	0	0	0
Carolina			
North Dakota	0	0	0
Ohio	1	0	0
Oregon	0	0	0
Oklahoma	0	0	0
Pennsylvania	0	0	0
Rhode Island	0	0	0
South	0	0	0
Carolina			
South Dakota	0	0	0
Tennessee	1	0	0
Texas	1	0	0
Utah	0	0	0
Vermont	0	0	0
Virginia	0	0	0
West Virginia	0	0	0
Wisconsin	0	0	0
Wyoming	0	0	0
Washington	0	0	0
Total	9	1	1

Our fiscal year end is December 31.

We did not have any Multi-Unit Developers as of the Issuance Date of this FDD.

The name, business address, and business telephone number of each current franchisee on December 31, 2021 is attached as **Exhibit F**. The name, last known home address and telephone number of every franchisee or franchise manager who has had an outlet terminated, cancelled, not renewed, or otherwise voluntarily or involuntarily ceased to do business under the Franchise Agreement during the most recently completed fiscal year or has not communicated with us within 10 weeks of the issuance date of this disclosure document is attached as **Exhibit F**.

In some instances, current and former franchisees sign provisions restricting their ability to speak openly about their experience with us. While we encourage you to speak with current and former franchisees, be aware that not all such franchisees will be able to communicate with you. Franchisors may also disclose the number and percentage of current and former franchisees who during each of the last three fiscal years signed agreements that include confidentiality clauses and may disclose the circumstances under which such clauses were signed.

If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.

We are not aware of any franchisee organizations that are associated with our Marks.

## **ITEM 21: FINANCIAL STATEMENTS**

Attached to this Disclosure Document as Exhibit E are our audited financial statements for the fiscal periods ending December 31, 2022, 2021 and December 31, 2020.

Our fiscal year end is December 31.

## **ITEM 22: CONTRACTS**

Attached to this Disclosure Document are the following Exhibits for use in this State and elsewhere. You are encouraged to obtain such independent legal and financial advice, as you deem appropriate to obtain a full understanding of the Franchise offered by this Disclosure Document before making any commitment.

Exhibit B Deposit Receipt
Exhibit C Franchise Agreement

Exhibit D Multi-Unit Development Agreement

## **ITEM 23: RECEIPTS**

A receipt in duplicate is attached to this disclosure document. You should sign both copies of the receipt. Keep one copy for your own records and return the other signed copy to Gabriel Suarez, 1704 Capital Circle NE, Unit 103, Tallahassee, Florida 32308.

# **EXHIBIT A**

# **AGENCIES/AGENTS FOR SERVICE OF PROCESS**

This list includes the names, addresses and telephone numbers of state agencies having responsibility for franchising disclosure/registration laws, and serving as our agents for service of process (to the extent that we are registered in their states). This list also includes the names, addresses and telephone numbers of other agencies, companies or entities serving as our agents for service of process.

State	State Agency	Agent for Service of Process
CALIFORNIA	Commissioner of the Department of Financial	Commissioner of the
	Protection and Innovation	Department of Financial
	Department of Financial Protection and	Protection and Innovation
	Innovation	
	320 West 4 <sup>th</sup> Street, Suite 750	
	Los Angeles, CA 90013	
	(213) 576-7505	
	Toll-free (866-275-2677)	
CONNECTICU	State of Connecticut	Banking Commissioner
T	Department of Banking	
	Securities & Business Investments Division	
	260 Constitution Plaza	
	Hartford, CT 06103-1800	
	(860) 240-8230	
HAWAII	Business Registration Division	Commissioner of Securities of
	Department of Commerce and	the State of Hawaii
	Consumer Affairs	
	335 Merchant Street, Room 203	
	Honolulu, HI 96813	
	(808) 586-2722	
ILLINOIS	Office of Attorney General	Illinois Attorney General
	Franchise Division	
	500 South Second Street	
	Springfield, IL 62706	
	(217) 782-4465	
INDIANA	Indiana Secretary of State	Indiana Secretary of State
	Securities Division	201 State House
	302 West Washington St., Room E-111	Indianapolis, IN 46204
	Indianapolis, IN 46204	
	(317) 232-6681	
MARYLAND	Office of the Attorney General	Maryland Securities
	Division of Securities	Commissioner
	200 St. Paul Place	200 St. Paul Place
	Baltimore, MD 21202-2020	Baltimore, MD 21202-2020
	(410) 576-6360	(410) 576-6360

State	State Agency	Agent for Service of Process
MICHIGAN	Michigan Department of Attorney General Consumer Protection Division Antitrust and Franchise Unit 670 Law Building Lansing, MI 48913 (517) 373-7117	Michigan Department of Commerce, Corporations and Securities Bureau
MINNESOTA	Minnesota Department of Commerce 85 7 <sup>th</sup> Place East, Suite 280 St. Paul, MN 55101-2198 (651) 539-1500	Minnesota Commissioner of Commerce
NEW YORK	Office of the New York State Attorney General Investor Protection Bureau 28 Liberty Street, 21st Floor New York, NY 10005 (212) 416-8211 Phone (212) 416-6042 Fax	Attention: New York Secretary of State New York Department of State One Commerce Plaza 99 Washington Avenue, 6 <sup>th</sup> Floor Albany, NY 11231-0001 (518) 473-2492
NORTH DAKOTA	North Dakota Securities Department 600 East Boulevard, 5 <sup>th</sup> Floor Bismarck, ND 58505-0510 (701) 328-4712	North Dakota Securities Commissioner
OREGON	Department of Consumer and Business Services Division of Finance and Corporate Labor and Industries Building Salem, Oregon 97310 (503) 378-4387	Director of the Department of Consumer and Business Services
RHODE ISLAND	Department of Business Regulation Division of Securities 1511 Pontiac Avenue, Building 69-1 Cranston, RI 02920 (401) 462-9585	Director of Rhode Island Department of Business Regulation
SOUTH DAKOTA	Division of Insurance Securities Regulation 124 South Euclid, Suite 104 Pierre, SD 57501 (605) 773-3563	Director of Insurance-Securities Regulation
VIRGINIA	State Corporation Commission Division of Securities and Retail Franchising 1300 East Main Street, 9 <sup>th</sup> Floor Richmond, VA 23219 (804) 371-9051	Clerk of State Corporation Commission 1300 East Main Street, 1st Floor Richmond, VA 23219 (804) 371-9733

State	State Agency	Agent for Service of Process
WASHINGTON	Department of Financial Institutions Securities Division P.O. Box 9033 Olympia, WA 98507-9033 (360) 902-8760	Director of Washington Financial Institutions Securities Division 150 Israel Road, SW Tumwater, WA 98501
WISCONSIN	Wisconsin Securities Commissioner Securities and Franchise Registration 345 W. Washington Avenue Madison, WI 53703 (608) 266-8559	Commissioner of Securities of Wisconsin

# Exhibit B

# **Deposit Receipt**

# Natural Life Franchise Corp.

# **DEPOSIT RECEIPT**

This I	Deposit F	Receipt is	gıven	to N	atural L	ife Fran	nchise Co	orp. to ac	knowl	edge receipt	of the si	um of $\S$
This	sum	represe	nts	a	refund	able	deposit	paid	to	Natural	Life	Franchise
Corp.	, in con	templation	n of t	the p	arties e	ntering	into a	Natural	Life	CBD/Krato	m/Kava	a individual
francl	nise agre	ement (a "	'Franc	chise	Agreem	ent") fo	or the fol	lowing a	rea:			
					]	Natural	Life Fra	nchise Co	orp., w	rill apply thi	s deposit	t against the
initial	franchis	e fee char	ged u	pon t	he exec	ution of	f a Franc	hise Agre	eement	by both the	parties.	The parties
may r	may negotiate the terms of the Franchise Agreement. But, unless it is satisfactory in all respects to each of											
them,	they hav	ve no obli	igation	n to (	enter int	o a Fra	nchise A	greemen	t. If th	ne parties do	not ent	er a written
Franc	hise agre	ement wi	thin 3	30 da	ys from	the dat	e of this	Deposit	Receip	ot, Natural I	_ife Fran	nchise Corp.
will ii	nmediate	ely refund	the de	eposi	t to the a	ddress	indicated	below. T	This De	eposit Recei	pt does n	ot grant any
licens	e or othe	r rights.										
Dated	l:						Nat	ural Life	Franch	nise Corp.		
							Pri	nt Name	:			
							Its:					
Δddre	ess for re	turn of de	nosit:									
1 Iddi (	255 101 10	idili of de	posit.									
						_						
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# Exhibit C

# **Franchise Agreement**

# Natural Life CBD/Kratom/Kava

# FRANCHISE AGREEMENT

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# ATTACHMENTS:

- 1. Description of the Premises/Reserved Area
- 2. Agreement with Landlord
- 3. Confidentiality Agreement4. General Release
- 5. Internet Advertising, Social media, Software, and Telephone Account Agreement
- 6. Guaranty
- 7. Franchisee Acknowledgement Statement

#### FRANCHISE AGREEMENT

THIS <b>FRANCHISE AGREEMENT</b> is enter	ered as of	by <b>N</b>	latural Life
Franchise Corp., (the "Franchisor"), a Florida co	rporation, with principal	offices located at 1	704 Capital
Circle NE, Unit 103, Tallahassee, Florida 32308,	and,	a(n)	, with
its principal place of business located at	and		_'s
principals, an individual residing a	at	and	, an
individual residing at	("Principal(s)").	and Princi	ipal(s) shall
be collectively referred to in this Agreement as	the "Franchisee".		

#### INTRODUCTION:

- A. As the result of the expenditure of time, skill, effort, and money, the Franchisor has developed and owns a distinctive system for the operation of a retail store offering CBD, Kratom, Kava, and related items approved by the franchisor, under the **Natural Life CBD/Kratom/Kava™** trademark and system of operating procedures.
- B. The System's distinguishing characteristics include: proprietary products; uniform standards and procedures for business operations; appealing and efficient layout and decor; training in the operation, management, and promotion of the Franchised Business; advertising and promotional programs; customer development and service techniques; and other technical assistance, all of which may be changed, improved or further developed by the Franchisor.
- C. The Franchisee recognizes the benefits to be derived from receiving a Franchise from the Franchisor and desires to enter into this Franchise Agreement subject to the conditions and controls prescribed therein and to receive the benefits provided by the Franchisor in connection with this Agreement.
- D. The Franchisor has reviewed the Franchisee's application and has decided to award a Franchise to the Franchisee in accordance with the terms of this Agreement.

The parties, therefore, agree as follows:

#### **AGREEMENT:**

# ARTICLE 1. APPOINTMENT

1.1. *Grant* Subject to the terms and conditions contained in this Agreement, the Franchisor grants to the Franchisee the right—and the Franchisee undertakes the obligation—to operate one Franchised Business in accordance with the System. The Franchised Business may be operated only at the location described in Section 1.2.

- 1.2. Location of the Franchised Business. The Franchisee shall operate the Franchised Business only at the location described in <a href="Exhibit"1" to this Agreement">Exhibit "1"</a> to this Agreement. If none is set forth, the Premises shall be designated and <a href="Attachment">Attachment "1"</a> completed after the Franchisee selects a site in accordance with Section 4.1. Without the Franchisor's prior written consent, and the Franchisee's compliance with the Franchisor's relocation procedures, the location of the Franchised Business may not be changed.
- 1.3. **Protected Territory.** Except as otherwise provided herein, during the Term, provided Franchisee is not in default, the Franchisor will not open or franchise another Natural Life CBD/Kratom/Kava Store within the Protected Territory. The Protected Territory is determined on a case-by-case basis, as mutually agreed between Franchisor and Franchisee and described on Attachment 1 to the Franchise Agreement. If you do not yet have a location at the signing of the Franchise Agreement, you will receive a non-exclusive site search area list as Attachment 1. Notwithstanding the foregoing, the Franchisor reserves for itself the rights set forth in Section 5.6. Such rights are superior to the rights of the Franchisee under this Agreement. Furthermore, Institutional Facilities and Captive Market Locations shall **not** be deemed part of the Protected Territory even if physically located within the Protected Territory, and whether constructed prior to or subsequent to the execution of this Agreement. The term "Institutional Facility" is agreed to include, among other things: airports and other travel facilities; federal, state, or local government facilities (including military bases); theme and amusement parks; recreational facilities; colleges and other academic facilities; seasonal facilities; shopping malls; theaters; and sporting event arenas and centers. The term "Captive Market Location" is agreed to include, among other things, hotels, resorts, and cruise ships.

## 1.4. Relocation of the Franchised Business.

a. *Loss of Lease*. If the Premises are leased by the Franchisee from a third party and, before this Agreement expires or is sooner terminated, such lease or sublease expires or is terminated for any reason other than the Franchisee's default, the Franchisee, within <u>60</u> days from the date the lease or sublease expires or terminates, may secure a new location within the Protected Territory. Such location will be determined on a case-by-case basis as mutually agreed between Franchisor and Franchisee. This new location must be approved in writing by the Franchisor and we shall issue a revised Attachment 1, in accordance with Section 1.2 and 1.3, to reflect the new address of the Accepted Location The Franchisor will not unreasonably withhold its consent to a new location. Unless Franchisor otherwise agrees in writing, the Franchisee has twelve months from the date the lease or sublease expires or

terminates to open and commence full operation of the new Franchised Business in compliance with the terms of this Agreement. The Franchisee's failure to secure a new location and recommence operations within the times specified herein is a material breach of this Agreement.

- b. Casualty. If the Premises are damaged or destroyed by fire or other casualty, or required to be repaired or constructed by any governmental authority, the Franchisee shall, at its expense, repair or reconstruct the Premises within a reasonable time under the circumstances. The minimum acceptable appearance for the restored Premises is that which existed just prior to the casualty. The Franchisee, however, must make every effort to have the restored Premises reflect the then current Trade Dress of the newest Natural Life CBD/Kratom/Kava Store within the Chain. If the Premises are substantially destroyed by fire or other casualty, the Franchisee may, with the Franchisor's prior written agreement, terminate this Agreement in lieu of the Franchisee reconstructing the Premises or relocate the Franchised Business under the same terms set forth in Section 1.4.a.
- Condemnation. At the earliest possible time, the Franchisee shall give the Franchisor written notice of any proposed taking by eminent domain. If the Franchisor concludes that the Franchised Business or a substantial portion is to be taken, it shall promptly consider the Franchisee's request to relocate the Franchised Business to a nearby location within the Protected Territory. That location will be determined on a case-by-case basis as mutually agreed between Franchisor and Franchisee. The Franchisee shall submit such request, as well as the new location it has selected, to the Franchisor in writing as promptly as possible, but in no event less than 90 days before the taking. The Franchisor will not unreasonably withhold its consent to such relocation. If the Franchisor accepts the new location and if, within one year after the old Franchised Business closes, the Franchisee opens a new Store at that location, the new Store is considered the Franchised Business under this Agreement. If the old location is condemned and a new Store does not, for whatever reason, become the Franchised Business within one year from the taking in accordance with the provisions in this paragraph (or if it is reasonably evident that such will be the case), the Franchisee is considered to have materially defaulted under this Agreement.
- d. *Site Relocation Fee.* If the Franchisee must relocate the Franchised Business, it will pay a site-relocation fee to the Franchisor in an amount not to exceed \$5,000.00. Such fee is an amount sufficient to cover the Franchisor's direct costs relating to approving the relocation. Such costs may include costs relating to activities including, but not limited to, site location,

lease-negotiation assistance, legal and accounting fees, travel expenses and other out-of-pocket costs. The site relocation fee is due on demand.

# ARTICLE 2. FRANCHISOR'S DUTIES

So long as such assistance and services are necessary to operate the Franchised Business and the Franchisee is not in default under this Agreement, the Franchisor shall provide the Franchisee with the following assistance and services:

- 2.1. *Site-Selection Assistance*. If, upon executing this Agreement, the Franchisor has not approved the site for the Franchised Business's Premises, it shall supply its site-selection criteria to the Franchisee. In response to Franchisee's requests for site-selection assistance and approval, and upon delivery to the Franchisor of the site selection materials described in the Manuals, the Franchisor may also provide such on-site evaluation as Franchisor deems advisable. Before beginning any construction of improvements, the proposed site must be approved by the Franchisor in writing. The Franchisor's approval of a site is not a representation or warranty that the Franchised Business will be profitable or that the Franchisee's sales will attain any predetermined levels. Such approval is intended only to indicate that the proposed site meets the Franchisor's minimum criteria for identifying sites. The Franchisor's approval or disapproval of a proposed site does not impose any liability or obligation on it.
- 2.2. Lease Assistance. If the Franchisee intends to lease the Premises from a third party, the Franchisor may assist the Franchisee in its lease negotiations. The Franchisee shall exercise its best efforts to ensure that its lease of the Premises includes the provisions described in the Manuals. Any lease must provide that it is subject to the prior written approval of the Franchisor. Franchisee will use its best efforts to enter into an agreement with the Landlord of the Premises substantially in accordance with the Agreement with Landlord attached hereto as <a href="Attachment">Attachment "2"</a>.

# 2.3. Plans and Specifications.

- a. The Franchisor shall loan to the Franchisee:
  - A sample set of standard building plans and specifications and/or standard recommended floor plans;
  - Specifications of the Franchisor's requirements for design, decoration, layout, equipment, furniture, fixtures and signs for the Franchised Business (the "Design Specifications");

- iii. Specifications for uniforms for the Franchisee's employees to be purchased by the Franchisee directly from the Franchisor or its approved suppliers; and
- iv. Advertising copy and marketing materials for reproduction by Franchisee.
- b. On or before the Opening Date, the Franchisee must return to the Franchisor the plans and specifications described in Subsection 2.3.a. The plans and specifications in this Section 2.3 constitute trade secrets of Franchisor. Franchisee may not copy or disclose the contents of the plans and specifications to any third party other than Franchisee's architect, contractor, engineer, and other third parties that are necessary to complete design and construction of the Premises. All of such third parties must first sign Franchisor's standard form of Non-Disclosure Agreement before they have access to the plans and specifications.
- 2.4. *Inventory Control Systems*. The Franchisor will provide standardized inventory control systems through the POS system and Software.

## 2.5. Lists, Forms and Schedules.

- a. The Franchisor shall supply to the Franchisee a list of required equipment, supplies, materials, inventory and other items necessary to operate the Franchised Business and a list of approved suppliers of all such items.
- b. The Franchisor shall provide the Franchisee with an initial set of forms, such as standardized periodic reporting forms for reporting accounting information, and purchase order forms.
- c. The Franchisor shall make available to the Franchisee a schedule of items that Franchisee must purchase from the Franchisor or its affiliates.
- 2.6. Employee Information and Assistance. The Franchisee is solely responsible for the hiring, disciplining, supervising, promoting and firing of its employees and the establishment of their salaries. Franchisee is solely responsible for complying with all applicable employment laws, rules and regulations. Franchisor will not control who the Franchisee hires, or how the employees perform their obligations to Franchisee.

## 2.7. Basic Management Training.

a. **Basic Management Training.** The Franchisor shall provide up to five (5) days of Basic Management Training for Franchisee's Trainees at the Franchisor's training facilities in Tallahassee, Florida, or at such other location closer to the Franchised Business as the Franchisor may specify in writing. The 5 days are broken into 2 training sessions, The Natural Life Brand and then Natural Life Operations. Unless otherwise agreed in writing, at

least one Trainee must be the Franchise Owner or an authorized representative of Franchisee approved in writing by the Franchisor. The Franchisee may designate one or more other persons who will be active in the day-to-day activities of the Franchised Business to be the other Trainees. All Trainees must be acceptable to the Franchisor. Basic Management Training includes instruction in marketing, promotion and advertising; sales techniques; merchandising, health, cleanliness and safety guidelines; customer service; and personnel management. The first session, The Natural Life Brand, will take place within four (4) weeks of signing this agreement. Basic Management Training and Natural Life Operations will be provided approximately four to six (4-6) weeks before the Opening Date and no later than three (3) weeks before the opening of the Franchised Business. At its expense, the Franchisor shall provide instructors, facilities, training materials, and technical training tools in connection with Basic Management Training. The Franchisee is responsible for all expenses of the Trainees in attending Basic Management Training, including all salaries, travel, lodging, and meal expenses. Franchisee may have up to 4 individuals attend both the NL Brand Training and the Basic Management Training at no additional cost. Additional Trainees will be charged the then-current fee for Basic Management Training. All costs and expenses incurred to have additional employees or agents of the Franchisee attend Basic Management Training, shall be borne by the Franchisee. A portion of the training is conducted at Franchisor's or its affiliates' location, and a portion is conducted at the Franchisee's location.

- b. *Failure to Complete Basic Management Training*. If the Franchisor, in its sole judgment, determines that any Trainee has failed to satisfactorily complete NL Brand Training and Basic Management Training, it may, at the Franchisee's expense, retrain the Trainee or allow the Franchisee to hire another Trainee.
- 2.8. Loan of the Manuals. The Franchisor will loan to the Franchisee one electronic copy of each volume of the Manuals (with periodic revisions as required). The Franchisor's customary practice is to deliver the Manuals to the Franchisee at or shortly before Basic Management Training. The Franchisee must keep the Manuals confidential. Franchisee's copy of the Manuals must always be password-protected, and all persons with access to the Manual must sign a confidentiality agreement substantially similar to the Confidentiality Agreement attached hereto as Attachment 3.
- 2.9. *Pre-Opening Inspection.* The Franchisor may provide on-site assistance and inspection of the installation of the equipment and Trade Dress. The Franchisor may also generally inspect the

Premises and provide the Franchisee with any advice and comments that the Franchisor considers appropriate to insure that the Franchisee conforms to applicable standards prior to the Opening Date.

- 2.10. *Pre-Opening On-Site Training; Opening Supervisor.* The Franchisor will provide to the Franchisee pre-opening on-site training for a minimum of 2 days during the opening of the Franchised Business. Such on-site training program will cover material aspects of the operation of the Franchised Business, including financial control, marketing techniques, maintenance of quality standards, inventory control, security standards, merchandising techniques, promotional and advertising techniques, operations, purchasing and sales. The Franchisor will also provide an opening supervisor to assist in the Grand Opening of the Franchised Business, as well as the on-site training of the Franchisee's employees. The Franchisor's opening supervisor will begin assisting on a day that is satisfactory to both the Franchisor and Franchisee and will remain at the Franchised Business for such time (not to exceed 2 consecutive Business Days) as the Franchisor, in its sole discretion, considers necessary. The Franchisor will pay the expenses of its opening supervisor.
- 2.11. *Grand Opening Assistance*. In addition to the pre-Grand-Opening on-site training set forth in Section 2.10, the Franchisor will give Franchisee advice in conducting grand opening advertising, marketing and promotional campaigns for the Franchised Business.

## 2.12. Continued Assistance and Support.

- a. Field Visits/Inspections. The Franchisor may assist and support the Franchisee in the operation of the Franchised Business by having a field representative make periodic visits and/or inspections, both announced and unannounced.
- b. *Telephone Hotline*. The Franchisor will maintain a telephone "hotline" for informational assistance.
- c. Advertising and Public Relations Campaigns. The Franchisor may generally promote its
  franchisees through advertising and public relation campaigns.
- d. *Local Advertising*. The Franchisor will provide advice on Local Advertising.
- e. *Promotional Methods and Materials.* The Franchisor will provide the Franchisee with promotional methods and materials it may periodically develop.
- f. *Radio and Television Commercials.* The Franchisor may, but shall not be required to, provide a pre-approved radio script and camera-ready television commercials (not including

- airtime) for Franchisee's use in its locality. All commercials must be pre-approved in writing by Franchisor.
- g. Periodic Assistance. The Franchisor, to the extent it considers advisable, may provide continuing advisory assistance in the operation and promotion of the Franchised Business. This assistance may include additional training; and communicating new Products, improvements in equipment and supplies, and new techniques in advertising, service, and management that are relevant to operating the Franchised Business.
- h. *Refresher or Additional Training*. The Franchisor may provide refresher training programs, seminars, or advanced management training at the Franchisor's principal training facility (or such other location designated by the Franchisor). Franchisor may require the Franchisee to attend such training, but such training will not be required more often than once per year. The Franchisee is solely responsible for all costs and expenses associated with such programs, including the salary, travel, meal, and lodging expenses Franchisee's attendees incur. If the Franchisee's Franchised Business Certified Manager leaves or is no longer managing the Franchised Business on a full-time basis, Franchisee must have a successor Franchised Business Certified Manager attend and complete the initial training program to the Franchisor's satisfaction. The Franchisor reserves the right to charge a retraining fee to successor Franchised Business Certified Managers at the Franchisor's thencurrent rate (currently \$300.00 per day), plus travel and living expenses, if Franchisor conducts such re-training at the Franchisee's location.
- i. *Special Assistance*. If the Franchisee requests, and to the extent that the Franchisor can reasonably accommodate such request, the Franchisor will furnish on-site management assistance to deal with the Franchisee's unusual or unique operating problems. The fee for such special assistance shall be at the Franchisor's then-current rate (currently \$300.00 per day). In addition, Franchisee shall pay for the travel, meal and lodging expenses incurred by persons furnishing the assistance. Such fee and expense reimbursement shall be due upon demand by the Franchisor.
- j. Research and Development. The Franchisor, in its sole judgment, will continue to research and develop new products, equipment, services, and techniques. The Franchisee may suggest new products, services and techniques, but the Franchisor is not bound to implement any such suggestions. All such suggestions made by the Franchisee during the term of this Agreement shall become the property of Franchisor without any compensation to Franchisee.

- k. Conferences and Meetings. The Franchisor may require the Franchisee to attend an annual meeting or convention to discuss new products and services, sales techniques, personnel training, bookkeeping, accounting, inventory control, performance standards, advertising programs, merchandising procedures, and other matters.
- 1. *Franchisor Decisions*. In fulfilling Franchisor's obligations under this Agreement, and in conducting any activities or exercising Franchisor's rights pursuant to this Agreement, Franchisor (and its affiliates) will always have the right: (i) to take into account, as Franchisor sees fit, the effect on, and the interests of, other franchised businesses and systems in which Franchisor has an interest and on Franchisor's activities (and those of its affiliates'); (ii) to share market and product research, and other proprietary and non-proprietary business information, with other franchised businesses and systems in which Franchisor (or its affiliates) have an interest, and/or with Franchisor's affiliates; (iii) to introduce Proprietary Items and non-proprietary items or operational equipment used by the System into other franchised systems in which Franchisor or its affiliates have an interest; and/or (iv) to allocate resources and new developments between and among systems, and/or Franchisor's affiliates, as Franchisor sees fit.

#### 2.13. Licenses.

- a. Proprietary Marks. The Franchisor licenses to the Franchisee the right to use the "Natural Life CBD/Kratom/Kava" trademark and other Proprietary Property.
- b. *Signage*. The Franchisor grants a revocable license to use the Signage to the Franchisee. The Franchisee shall clean, maintain, and repair the Signage so that the Signage stays in good condition. No fee need be paid by the Franchisee to the Franchisor in exchange for the license to use the Signage. The Franchisee shall insure the Signage as part of its insurance obligations under Article 9 of the Franchise Agreement, naming the Franchisor as loss payee. Notwithstanding the fact that the Franchisee shall pay the cost of the signage, the Signage is, and at all times remains, the Franchisor's exclusive property. Except as expressly provided in this Agreement, the Franchisee has no, and must not claim that he or she has, any rights in the Signage. Without the Franchisor's prior written consent, the Franchisee must not alter or remove the Signage. If the Franchisee and without being guilty of trespass or a breach of the peace, it may enter the Premises where the Signage is located and dismantle and remove the Signage.

- 2.14. Duties Solely to the Franchisee. All of the Franchisor's obligations under this Agreement are solely to the Franchisee. No other party may rely on, enforce, or obtain relief for breach of such obligations either directly or by subrogation.
- 2.15. The Franchisor's Right to Delegate Duties. The Franchisor may delegate any or all of its duties under this Agreement to a Designee. To the extent the Franchisor periodically requests, the Franchisee must discharge its duties with respect to such Designee in the same manner that it is otherwise required to do so with the Franchisor.

# ARTICLE 3. FEES AND PAYMENTS

# 3.1. Types of Fees.

In consideration of the Franchisor's executing this Agreement, in addition to any other fees that may be required under this Agreement, the Franchisee shall pay the following fees to the Franchisor:

- a. *Initial Franchise Fee.* Upon the execution of a Deposit Receipt, the Franchisee has paid to Franchisor an Initial Franchise Fee in the amount of \$40,000.00. The Initial Franchise Fee is refundable for a period of 30 days from the Franchisor's receipt of the Initial Franchise Fee. At the expiration of such 30 days, or upon the earlier execution of this Agreement, the Initial Franchise Fee is considered fully earned by the Franchisor and is nonrefundable. The Initial Franchise Fee is reduced to \$35,000.00 for the second franchise purchased by Franchisee, and is reduced to \$30,000.00 for the third and subsequent Franchise Agreements that Franchisee enters with Franchisor.
- b. *Royalty Fee.* The Franchisee shall pay a continuing weekly non-refundable Royalty Fee, commencing with the Opening Date, in an amount equal to the greater of Five Percent (5%) of Gross Revenues or Two Hundred Dollars (\$200) per week for the first year; the greater of Five Percent (5%) of Gross Revenues or Two Hundred and Fifty Dollars (\$250) per week for the second year; and the greater of Five Percent (5%) of Gross Revenues or Three Hundred and Fifty Dollars (\$350) per week thereafter. Franchisor reserves the right to require Franchisee to accept only cash-less payments from its customers. Regardless of Franchisee's actual Gross Revenues, Franchisee must pay to Franchisor minimum weekly Royalty Fees as follows: (i) from the Opening Date to the first anniversary \$200.00 per week; (ii) from the first anniversary to the second anniversary \$250.00 per week; and (iii) from the third anniversary and thereafter \$350.00 per week.

- c. *Grand Opening*. You must spend a minimum of \$13,000 on Grand Opening public relations, promotions, advertising and marketing. This amount is paid to us at the same time as the initial franchise fee. We will distribute this to third party vendors on behalf of you as we execute the grand opening marketing efforts. You may not have a grand opening on the same day as another franchisee. We must approve of the grand opening day.
- d. *Marketing Fund Contributions*. Franchisee is required to pay a continuing weekly Marketing Fund Contribution to the Natural Life Marketing Fund in an amount equal to two percent (2%) of the Gross Revenues of the Franchised Business. The Marketing fund is due weekly as provided in Section 3.2 below. The Franchisor has the exclusive right to enforce the obligations of the Franchisee and all other franchisees of the Franchisor who make Marketing funds. Neither the Franchisee nor any other franchisee of the Franchisor who is obligated to make Marketing funds is considered a third party beneficiary with respect to the funds or have any right to enforce any obligation to contribute the funds. The Franchisor reserves the right to increase the Marketing funds paid by the Franchisee so long as such increase is reasonably necessary to provide greater advertising and promotional assistance to the Chain, as the Franchisor determines; and so long as substantially all other franchisees and Company-Owned Units within the Chain are subject to the same relative percentage increase in their respective Marketing funds.
- e. *Technology Fee.* Franchisee shall pay to Franchisor a weekly Technology Fee in amount up to \$40.00 per week, payable at the same time as Royalty Fees and Marketing funds. The Technology Fee will be used by Franchisor to maintain the Franchisee's web page on Franchisor's website, to maintain email addresses for franchisees, as well as to conduct other technology initiatives such as creating an intranet or mobile applications. The Franchisor reserves the right to increase the Technology Fee in accordance with provider fee increases. In addition to the requirements of Section 3.1, Franchisee shall pay all fees, whether to Franchisor or to third party vendor(s), and expenses for technology required by this Agreement for operation of the Franchised Business, including but not limited to, the costs of computer hardware and software and applications, installation costs and regularly recurring fees for software and digital menu displays, Internet access, license fees, help desk fees, and licensing or user-based fees.
- f. Secret Shopper Fee. Franchisee shall pay to Franchisor a Secret Shopper Fee in the amount of up to \$100.00 per month payable on the first day of each month, in advance. Franchisor reserves the right to increase this fee.

- g. *Convention Fee.* Franchisee shall pay to Franchisor a Convention Fee of up to \$200.00 per year, per territory to offset Franchisor's cost in hosting an annual franchisee convention. The Convention Fee is due on demand.
- h. **Design Fee.** Franchisor reserves the right to charge a Design Fee of \$2,500 to assist with the Store layout and décor if the Premises contain unusual dimensions. The Design Fee is due on demand.
- i. **Re-Inspection Fee.** Franchisee shall pay to Franchisor a re-inspection fee of \$400.00 per day plus the out of pocket expenses incurred by Franchisor to confirm that Franchisee has remedied any deficiencies noted in any inspection conducted by Franchisor.
- j. *Mentor Fee*. Franchisee must pay to a Mentor \$1,000 per month for the first six months after the Opening Date, payable in arrears. A Mentor is another franchisee or representative of a company-owned unit that assists Franchisee in its first six months' of operation by providing a minimum of one hour per week in telephone or other assistance. Franchisor will determine the minimum qualifications for a Mentor. Once Franchisee has sufficient experience in operating its Franchised Business, Franchisee agrees to be a Mentor for another franchisee at least one time every three years at the request of Franchisor.
- 3.2. Payment Schedule. The Franchisee shall pay the Franchisor the Royalty Fee, Marketing funds, and Technology Fees, together with any required reports, by Wednesday of each week based on Gross Revenues from the prior week ending on the close of business on Friday. All other amounts due to the Franchisor from the Franchisee shall be paid as specified in this Agreement or, if no time is specified, such amounts are due upon receipt of an invoice from the Franchisor. Any payment or report not actually received by the Franchisor on or before the due date is overdue.

## 3.3. Payment System.

a. Upon the Franchisor's request, all required payments by the Franchisee to the Franchisor or to any of its affiliates shall be effectuated by a Payment System using pre-authorized transfers from the Franchisee's operating account through the use of special checks, or electronic fund transfers, or through the use of any other payment system designated by the Franchisor. The Franchisor may process such transfers at the time any payment is due and owing. The Franchisee shall cooperate with the Franchisor in all respects to implement the Payment System within 15 days before the Opening Date. The Franchisee shall cooperate with the Franchiseo in maintaining the efficient operation of the Payment System (including

- depositing all Gross Revenues it receives in its operating account accessed by the Payment System within one Business Day of receipt).
- b. The Franchisee shall give its financial institution instructions in a form provided or approved by the Franchisor and obtain the financial institution's agreement to follow such instructions. The Franchisee shall provide the Franchisor with copies of such instructions and agreement. Without the Franchisor's prior written approval, the financial institution's agreement may not be withdrawn or modified. The Franchisee must also execute such other forms relating to funds transfer as the Franchisor or the financial institution may reasonably request from time-to-time.
- c. If the Franchisor requests, the Franchisee's financial institution shall send a monthly statement of all activity in the designated account (and such other reports of the activity in the operating account as the Franchisor reasonably requests) to the Franchisor at the same time as it sends such statements to the Franchisee.
- d. If the Franchisee maintains other accounts of any type for the Franchised Business, the Franchisee must provide a written description of such accounts to the Franchisor and provide it copies of the monthly statements for all such accounts and the details of all deposits to and withdrawals from them.
- e. With respect to the Payment System, the Franchisee shall pay all charges imposed by its financial institution and the Franchisor shall pay all the charges imposed by its financial institution.
- f. The Franchisee's obligations to make payments in accordance with this Agreement and any other agreement entered into with the Franchisor or any of its affiliates with respect to the Franchised Business—and the rights of the Franchisor and its affiliates, if any, to receive such payments—are absolute and unconditional. They are not subject to any abatement, reduction, setoff, defense, counterclaim or recoupment due or alleged to be due to any past, present, or future claims that the Franchisee has or may have against the Franchisor, any of its affiliates, any of its Designees, or against any other person for any reason whatsoever.
- 3.4. *Interest on Late Payments; Late Reporting Fee.* Although each failure to pay monies when due is a material breach of this Agreement, to encourage prompt payment and to cover the costs involved in processing late payments, if any payment under this Agreement or any other agreement between the Franchisor and the Franchisee is overdue for any reason, except for the Franchisor's failure to access the Franchisee's operating account when it contained sufficient

funds and the Payment System was in effect, the Franchisee shall pay to the Franchisor, on demand, in addition to the overdue amount, interest on such overdue amount from the date it was due until paid equal to the lesser of: (i) 18% per annum; or (ii) the maximum rate of interest permitted by law. In addition to interest on overdue amounts, the Franchisee shall pay a late charge on demand of \$100 for each payment or report that is overdue to cover the Franchisor's administrative costs in dealing with the late payment or report, plus \$100 per week until the payment or report is received by Franchisor. Nothing in this Agreement may be construed to mean that the Franchisee is to pay, or has contracted to pay, any sum in excess of that which may lawfully be charged or contracted for under any applicable law. The parties intend to strictly conform to applicable usury laws. If an amount in excess of such laws is inadvertently collected, it shall be applied to reduce the amounts owed for Royalty Fees, Marketing funds, and Technology Fees.

- 3.5. Application of Payments. Notwithstanding any designation by the Franchisee, the Franchisor has the sole and absolute discretion to apply any payments made by the Franchisee or effectuated through the Payment System to any past due indebtedness of the Franchisee, including Royalty Fees, Marketing funds, Technology Fees, purchases from the Franchisor or its affiliates, late charges, or any other indebtedness of the Franchisee to the Franchisor or its affiliates in any manner chosen by the Franchisor.
- 3.6. As security for all the Franchisee's monetary and other obligations to the Security Interest. Franchisor or its affiliates, the Franchisee grants to the Franchisor a first-priority security interest in all the Franchisee's assets. Such assets include, but are not limited to, all furniture, fixtures, machinery, equipment, inventory, accounts, accounts receivable, and all other property, (tangible or intangible), now owned or later acquired by the Franchisee, used in connection with the Franchised Business, and wheresoever located as well as all contractual and related rights of the Franchisee under this Agreement and all other agreements between the parties. The Franchisee shall execute such financing statements, continuation statements, notices of lien, assignments or other documents as may be required in order to perfect and maintain the Franchisor's security interest. The Franchisor will subordinate its security interest to: (i) the security interest of a reputable institutional lender relating to a loan to the Franchisee for working-capital purposes; (ii) the purchase-money security interest of an approved equipment vendor for any equipment purchased or leased by the Franchisee and used to operate the Franchised Business; or (iii) the purchase-money security interest of a supplier of approved products sold at the Franchised Business. The Franchisee shall pay all filing fees and costs for perfecting the Franchisor's

security interest. The Franchisee shall attempt in good faith to obtain a waiver of the landlord's lien rights, or to subordinate the landlord's lien rights to, the security interest of Franchisor.

# ARTICLE 4. THE FRANCHISEE'S DUTIES

## 4.1. Acquisition of the Site.

- Site Approval. The Franchisee is solely responsible for selecting the site for the Franchised Business. Within 60 days of the Agreement Date and only after obtaining the Franchisor's prior written approval, the Franchisee, at its expense, must complete the acquisition or lease arrangements to acquire or lease the Premises for the Franchised Business in the Reserved Area. The Franchisor may not unreasonably withhold approval of any site that meets its standards for demographic characteristics, traffic patterns, parking, the predominant character of the neighborhood, competition from other businesses providing similar services within the area, the proximity to other businesses and the nature of such businesses, the size, appearance, and other physical characteristics of the site, and any other factors that the Franchisor may consider relevant to approving or disapproving a site. The Franchisor will review site approval submissions on a first-in basis. The Franchisor will approve or disapprove a proposed site within 7 business days of receipt by the Franchisor of all materials required. If the Franchisor does not approve the selected site, the Franchisee has 30 days thereafter to submit a new site within the Reserved Area for the Franchisor's approval. If a site, however, has not been approved within 75 days of the Agreement Date, the Franchisor may elect to terminate this Agreement and retain all payments previously made by Franchisee to Franchisor. Franchisee must sign a lease for the Premises and obtain a building permit to construct improvements at the Premises as soon as reasonably practical after approval of the site by Franchisor.
- b. *Purchase of the Site.* If the Franchisee intends to purchase the site, it must submit the purchase agreement to the Franchisor for its prior written approval. The Franchisee is solely responsible for securing any necessary acquisition, construction, permanent or other financing of the site and the Premises. Whether the Franchisee purchases or leases the site, it must complete construction within the time frames indicated below.
- c. *Lease of the Site*. Any lease or sublease of the Premises must be approved by the Franchisor. Unless its real-estate lease contains the provisions contained in the form attached as <u>Attachment "2"</u>, the Franchisee must enter an agreement substantially identical to that form with its landlord. Within 15 days of its execution, the Franchisee shall deliver a copy

of the signed lease or sublease to the Franchisor. Without the Franchisor's prior written approval, the Franchisee shall not execute or agree to any modification of the lease or sublease that would adversely affect the Franchisor's rights.

#### 4.2. Construction Plans and Permits.

- a. The Franchisee shall retain a qualified architect or engineer to prepare a site plan and plans and specifications adapting the Franchisor's standard plans and specifications to the Franchisee's approved location and to applicable laws and lease requirements and restrictions and market conditions. The Franchisee must work with Franchisor's design team in designing the Store and installing the equipment. The Franchisor may, but shall not be required to, recommend architects, engineers and/or contractors for the Franchisee to engage to provide such services. The architect or engineer selected by the Franchisee shall be especially mindful of all zoning, signage, seating capacity, parking requirements and alcoholic-beverage licensing and storage requirements. The architect must be approved in writing by the Franchisor. Any material modification to the standard plans and specifications must be approved by the Franchisor. Without the Franchisor's further prior written approval, the modified plans and approvals, once approved by the Franchisor, may not thereafter be materially changed or modified. If the Premises have unusual dimensions, Franchisor reserves the right to charge Franchisee a Design Fee of up to \$2,500 to assist in modifying the standard floor plans and décor package to accommodate the unusual dimensions.
- b. The Franchisee shall obtain professional supervision, satisfactory to the Franchisor, over preparing the site layout and plan and over construction of the Premises, and such evidence thereof as the Franchisor may reasonably require. All persons performing construction at the site must be properly licensed and insured.
- c. The Franchisee shall obtain all such permits and certifications as may be required for the lawful construction and operation of the Franchised Business. It must also obtain certifications from all governmental authorities having jurisdiction over the Premises and the Franchised Business that all necessary permits have been obtained and that all requirements for construction and operation have been met, including zoning, access, sign, fire, health, environmental and safety requirements.
- 4.3. *Construction Requirements*. Franchisee must commence constructing the Franchised Business as soon as reasonably practical after approval of the site. Within 10 days after commencement, the Franchisee shall provide the Franchisor with written notice of the date it began construction.

The Franchisee shall construct the Premises in accordance to the approved plans described in Section 4.2 and the Design Specifications. The Franchisee shall maintain continuous construction of the Premises. Within 150 days of the Agreement Date (exclusive of time lost by reason of strikes, lockouts, fire and other casualties and acts of God), at its sole expense, the Franchisee must complete construction, (including all exterior and interior carpentry, electrical, painting and finishing work, and installation of all approved fixtures, equipment and signs), in accordance with the site plans and Design Specifications. The Franchisor and its representatives may inspect the construction at all reasonable times. Within 20 days after completing construction, the Franchisee must obtain a Certificate of Occupancy. After obtaining the Franchisor's approval for opening, the Franchisee must open the Franchised Business within seven days thereafter. Franchisee must open the Franchised Business to the public within 180 days of the Agreement Date. With respect to constructing and opening the Franchised Business, time is of the essence.

- 4.4. *Décor Package*. Franchisee must install the décor package, if any, provided to Franchisee by Franchisor. In any event, all décor and finishes must be approved in writing by Franchisor.
- 4.5. *Conditions Precedent to Grand Opening.* The Franchisee shall not open the Franchised Business for business until:
  - a. all of its obligations pursuant to Sections 4.1 through 4.4 are fulfilled;
  - b. the Franchisor determines that the Franchised Business has been constructed, furnished, equipped, and decorated in accordance with approved plans and specifications;
  - c. the Trainees have completed training to the Franchisor's satisfaction;
  - d. the Initial Franchise Fee and all other amounts due to the Franchisor and its affiliates under this Agreement have been paid in full;
  - e. the Franchisor has been furnished with certificates of insurance and copies of all insurance policies or such other evidence of insurance coverage as the Franchisor reasonably requests;
  - f. The Franchisee has established a merchant account to process credit cards;
  - g. the Franchisee has received all permits and licenses necessary to operate the Franchised Business; and
  - h. the Franchisor's opening supervisor is available to assist and be present at the grand opening of the Franchised Business.

The Franchisor's final approval of the opening of the Franchised Business must be in writing. The Franchisor may grant or withhold such approval in its sole discretion. The Franchisee must satisfy all conditions pertaining to opening the Franchised Business and open for business within 180 days after the Agreement Date.

4.6. *Use of the Premises*. The Franchisee shall use the Premises solely for operating the Franchised Business. Except to the extent limited by local law, the Franchisee's lease, or the landlord's rules and regulations, the Franchisee shall keep the Franchised Business open for business and in normal operation for such minimum hours and days as the Franchisor may from time-to-time prescribe in the Manuals or otherwise in writing. Without obtaining the Franchisor's prior written consent, the Franchisee shall not use nor permit or suffer the use of the Premises for any other purpose or activity.

### 4.7. Maintenance and Repairs.

- The Franchisee shall maintain the Franchised Business in the highest and most uniform degree of sanitation, repair, appearance, condition and security in the manner set forth in the Manuals. It shall maintain that business as a modern, clean, adequately lighted and efficiently operated Franchised Business providing high quality products and services with efficient, courteous, and friendly customer service as the Franchisor may reasonably require. The Franchisee shall make such additions, alterations, repairs and replacements thereto (but no others without the Franchisor's prior written consent) as may be reasonably required for that purpose, including such periodic repainting, changes in appearance, repairs to impaired equipment, and replacement of obsolete signs as the Franchisor may reasonably direct. The Franchisee shall meet and maintain the highest safety and health standards and ratings applicable to the operation of the Franchised Business as the Franchisor may reasonably require. In particular, but not in limitation of the foregoing, Franchisee may be required every 5 years to purchase new or additional equipment, revise or update the décor, replace flooring, wall coverings, and ceiling, and purchase uniforms, signs and other items to meet the Franchisor's then-current standards. Franchisee must maintain a sufficient capital reserve for such improvements and modifications.
- b. Franchisor recommends (and may in the future require) the Franchisee to maintain contracts with reputable firms for maintaining the Premises and the machinery and equipment and, if determined by the Franchisor to be appropriate or necessary, for the landscaped areas of the Premises. Contracts for maintaining Premises and the machinery and equipment should provide for the performance of services, including preventative maintenance services. Such

contracts must be with reputable, financially responsible firms that: maintain adequate insurance and bonding; have personnel who are factory trained to service equipment of the type in the Premises; and maintain an adequate supply of parts for the machinery, equipment and tools. Upon the Franchisor's request, the Franchisee shall provide the Franchisor with a copy of any contract for maintenance that he or she enters with any outside maintenance firm. If the Franchisee fails to keep such contracts in full force and effect, the Franchisor may do so at the Franchisee's expense.

- 4.8. *Operational Requirements.* To ensure that the highest degree of quality and service is uniformly maintained, the Franchisee shall operate the Franchised Business in conformity with such uniform methods, standards and specifications as the Franchisor may from time-to-time prescribe in the Manuals or otherwise. Without limiting the foregoing, the Franchisee shall:
  - a. record all Gross Revenues on the approved P.O.S. System;
  - b. utilize a merchant processor approved by Franchisor to process credit cards;
  - c. comply with the procedures and systems instituted by the Franchisor both now and in the
    future, including those relating to sales, good business practices, advertising and other
    obligations and restrictions;
  - d. maintain in sufficient supply (as the Franchisor may prescribe in the Manuals or otherwise in writing), and use at all times, only such inventory, equipment, materials, advertising methods and formats, and supplies as conform with the Franchisor's standards and specifications, if any, therefor, at all times sufficient to meet the anticipated volume of business, and to refrain from deviating therefrom without the Franchisor's prior written consent;
  - adhere to the highest standards of honesty, integrity, fair dealing and ethical conduct in all dealings with customers, suppliers, employees, independent contractors, the Franchisor, and the public;
  - f. sell or offer for sale only such approved products and services as meet the Franchisor's uniform standards of quality and quantity, as have been expressly approved for sale in the Manuals or otherwise in writing by the Franchisor at retail to consumers from and through the Franchised Business and must not sell such items for redistribution or resale:
  - g. sell or offer for sale only products and services that are approved in writing by Franchisor; and without the Franchisor's prior written consent, shall not deviate from the Franchisor's

- standards and specifications for providing or selling such products and services; and shall discontinue selling and offering for sale any such items as the Franchisor may in its discretion, disapprove in writing at any time;
- purchase and install, at the Franchisee's expense, all fixtures, furnishings, signs and equipment as the Franchisor may reasonably specify from time-to-time; and must maintain such equipment in a condition that meets the operational standards and specifications described in the Manuals or otherwise communicated to Franchisee; and, as equipment becomes obsolete or inoperable, must replace the equipment with the types and kinds of equipment as are then approved for use in the Franchised Business. If the Franchisor reasonably determines that additional or replacement equipment is needed because of the addition of new products or methods of service, a change in technology, customer concerns or health or safety considerations, the Franchisee must install the additional equipment or replacement equipment within the reasonable time specified by the Franchisor. The Franchisee shall not install or permit to be installed on or about the Premises (unless submitted in writing to the Franchisor prior to purchase and installation and approved in writing by the Franchisor) any products, fixtures, furnishings, signs, cards, vending machines, pinball machines, electronic or video games, lottery ticket terminals, promotional literature, equipment or other items and service concepts not previously specifically approved;
- i. promptly pay, when due, all invoices from suppliers and other vendors. Franchisee acknowledges and agrees that Franchisor has the right to collect and retain all manufacturing allowances, marketing allowances, rebates, credits, monies, payments or benefits (collectively, "Allowances") offered by suppliers to Franchisee or Franchisor (or Franchisor's affiliates) based upon Franchisee's purchases of products or services from designated suppliers. These Allowances include those based on System-wide purchases of inventory, and other items. Franchisee assigns to Franchisor or its Designee all of Franchisee's right, title and interest in and to any and all such Allowances and authorize Franchisor (or Franchisor's Designee) to collect and retain any or all such Allowances without restriction. In the event any Allowances are forfeited or lost due to the failure of Franchisee to pay invoices from any suppliers or vendors in a timely manner, Franchisee shall, upon request of the Franchisor, pay to the Franchisor the amount so forfeited or lost; and

j. subject to applicable law, offer products and services for sale at prices suggested or imposed by Franchisor. Franchisor may recommend or set maximum prices for services and products offered by Franchisee, which may vary depending on geographic and other market conditions. Franchisee acknowledges that Franchisor has made no guarantee or warranty that offering services or products at any particular price will enhance Franchisee's sales or profits.

### 4.9. P.O.S. System; Software License.

- a. Before commencing to operate the Franchised Business, the Franchisee shall procure and install the P.O.S. System and the Computer System the Franchisor specifies in the Manuals or otherwise in writing. At the Franchisor's request, the Franchisee shall provide any assistance the Franchisor requires to bring the P.O.S. System and Computer System "online" with the Franchisor's computer at the Franchisor's headquarters. The Franchisee must continuously maintain an open internet connection with download speeds of a minimum of 50 mbps (megabytes per second), and upload speeds of a minimum of 10 mbps. The Franchisor thereafter has the free and unfettered right to retrieve such data and information from the Franchisee's P.O.S. System and Computer System as the Franchisor, in its sole discretion, deems necessary, desirable or appropriate. The Franchisee is exclusively responsible for the telephonic, cable, satellite, or other cost of such retrieval. All of the foregoing items specified to be installed or purchased, or acts specified to be undertaken by the Franchisee, and the delivery of all hardware and software, are at the Franchisee's sole expense. Franchisee shall at all times maintain an active e-mail account and shall check the account at least once each day.
- b. Computer systems are designed to accommodate a certain maximum amount of data and terminals. As such limits are achieved, and/or as technology and/or software is developed in the future, the Franchisor, at its sole discretion, may require that the Franchisee add memory, ports and other accessories and/or peripheral equipment and/or additional, new, or substitute software to the original P.O.S. System or Computer System purchased by the Franchisee. At a certain point in time it may become necessary for the Franchisee to replace or upgrade the entire P.O.S. System and/or Computer System with a larger system capable of assuming and discharging all the computer-related tasks and functions the Franchisor specifies. Computer designs and functions change periodically. Therefore, from time-to-time, the Franchisor may make substantial modifications to its computer specifications, and may request the Franchisee, at its expense, to comply with those modifications and/or to

install entirely different computer systems. To ensure full operational efficiency and communication capability between the Franchisor's computers and those of all Franchised Businesses, the Franchisee shall, at its expense, keep the P.O.S. System and Computer System in good maintenance and repair. At the Franchisee's expense, and following the Franchisor's testing and determination that same will prove economically or systematically beneficial to the Franchisee and the Franchisor, the Franchisee must also install such additions, changes, modifications, substitutions and/or replacements to its computer hardware, software, cable, telephone and power lines and other computer-related facilities as the Franchisor directs. It shall do so on those dates and within those times specified by the Franchisor in its sole and exclusive discretion, in the Manuals or otherwise. Upon the expiration or sooner termination of this Agreement, all software, disks, tapes and other magnetic storage media Franchisor provides to the Franchisee must be returned to the Franchisor in good condition (reasonable wear and tear excepted). The Franchisee shall delete all software and applications from all memory and storage on any computer it may retain after the termination or expiration of this Agreement. Franchisee acknowledges and understands that computer systems are vulnerable to computer viruses, bugs, power disruptions, communication line disruptions, Internet access failures, Internet content failures, date-related problems, and attacks by hackers and other unauthorized intruders. Franchisor does not guarantee that information or communication systems supplied by Franchisor or its suppliers will not be vulnerable to these problems. Franchisee acknowledges and agrees that Franchisee is solely responsible for protecting itself from these problems. Franchisee must also take reasonable steps to verify that Franchisee's 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.

System, whether or not uploaded to Franchisor's system from Franchisee's system, and/or downloaded from Franchisee's system to Franchisor's system, is and will be owned exclusively by Franchisor, and Franchisor will have the right to access, download, and use such data in any manner that Franchisor deems appropriate without compensation to Franchisee. All other data that Franchisee creates or collects in connection with the System, and in connection with Franchisee's operation of the Franchised Business (including but not limited to customer and transaction data), is and will be owned exclusively by Franchisor

during the term of, and following termination or expiration of, this Agreement. Franchisee agrees to transfer to us all data that Franchisor does not automatically collect upon Franchisor's request. Franchisor hereby licenses use of such data back to Franchisee, at no additional cost, solely for the term of this Agreement and solely for Franchisee's use in connection with operating the Franchised Business under the System. Franchisee acknowledges and agrees that except for the right to use the data under this clause, Franchisee will not develop or have any ownership rights in or to the data. Upon termination, expiration, and/or transfer of this Agreement and/or the Franchised Business, Franchisee agrees to provide Franchisor with all data (in the digital, machine-readable format that Franchisor specifies, and/or printed copies, and/or originals) promptly upon Franchisor's request.

- Franchisor may periodically specify in the Manual or otherwise in writing the information that Franchisee will collect and maintain on the Computer System installed at the Premises, and Franchisee will provide to Franchisor such reports as Franchisor may reasonably request from the data so collected and maintained. All data pertaining to or derived from the Franchised Business (including, without limitation, data pertaining to or otherwise about Franchised Business customers) is and shall be Franchisor's exclusive property, and Franchisor hereby grants a royalty-free non-exclusive license to Franchisee to use said data during the term of this Agreement. In connection with any use of data in the Franchised Business: (i) Franchisee agrees to comply with all applicable laws pertaining to the privacy of consumers, employees, and transactional information ("Privacy Laws"); (ii) Franchisee also agrees to comply with Franchisor's standards and policies pertaining to Privacy Laws. If there is a conflict between Franchisor's standards and policies pertaining to Privacy Laws and actual applicable law, Franchisee will: (a) comply with the requirements of applicable law; (b) immediately give Franchisor written notice of said conflict; and (c) promptly and fully cooperate with Franchisor and its counsel in determining the most effective way, if any, to meet Franchisor's standards and policies pertaining to Privacy Laws within the bounds of applicable law; (iii) Franchisee agrees not to publish, disseminate, implement, revise, or rescind a data privacy policy without Franchisor's prior written consent as to said policy.
- e. Franchisee acknowledges and agrees that exchanging information with Franchisor by e-mail is an important way to enable quick, effective, and efficient communication, and that Franchisor is entitled to rely upon Franchisee's use of e-mail for communicating as part of the economic bargain underlying this Agreement. To facilitate the use of e-mail to exchange

information, Franchisee authorizes the transmission of e-mail by Franchisor and its employees, vendors, and affiliates (on matters pertaining to the business contemplated under this Agreement) (together, "Official Senders") to Franchisee during the term of this Agreement. In order to implement the terms of this Section 4.9.e., Franchisor agrees that: (i) Official Senders are authorized to send e-mails to those of Franchisee's employees as Franchisee may occasionally designate for the purpose of communicating with Franchisor; (ii) Franchisee will cause its officers, directors, and employees (as a condition of their employment or position with Franchisee) to give their consent (in an e-mail, electronically, or in a pen-and-paper writing, as Franchisor may reasonably require) to Official Senders' transmission of e-mails to those persons, and that such persons shall not opt-out, or otherwise ask to no longer receive e-mails, from Official Senders during the time that such person works for or is affiliated with Franchisee; and (iii) Franchisee will not opt-out, or otherwise ask to no longer receive e-mails from Official Senders during the term of this Agreement.

4.10. *Hiring, Training and Payroll.* The Franchisee shall maintain a competent, conscientious staff and employ such minimum number of employees as are necessary to meet the anticipated volume of business and to achieve the goals of the System. All employees must wear uniforms designated by the Franchisor from time to time. The Franchisee is exclusively responsible for the terms of their employment and compensation and, except for training required under this Agreement, for the proper training of such employees in operating the Franchised Business. The Franchisee is solely responsible for all employment decisions and functions, including those related to hiring, firing, establishing wage and hour requirements, disciplining, supervising and record keeping. All employees of Franchisee must sign a non-disclosure agreement in a form approved in writing by Franchisor. The Franchised Business Certified Managers must also sign a covenant not to compete in a form approved in writing by Franchisor.

#### 4.11. Management of the Franchised Business.

- a. A Franchise Owner must devote a minimum of 25 hours per week to the management of the Franchised Business for the first three months the Franchised Business is open. Thereafter, the Franchise Agreement does not require a Franchise Owner to participate personally in the direct operation of the Franchised Business, although Franchisor encourages and recommends Franchise Owner's active participation.
- b. A Franchise Owner or Franchised Business Certified Manager shall devote, on a full-time basis, his or her best efforts to managing and operating the Franchised Business. At all times it is open for business, the Franchised Business requires the Franchised Business Certified

- Manager's day-to-day supervision. Unless the Franchisor agrees otherwise in writing, before the Manager, or any successor Manager, may manage the Franchised Business, he or she must complete Basic Management Training.
- c. If the Franchisor permits the Franchised Business Certified Manager to be an individual other than the Franchise Owner, and such Franchised Business Certified Manager fails to satisfy his or her obligations under Subsection 4.11.b. due to death, disability, termination of employment, or for any other reason, the Franchise Owner shall either satisfy such obligations itself, or retain the services of a Franchised Business Certified Manager of a Company-Owned Unit in accordance with Section 2.12.i, until the Franchisee designates a new Franchised Business Certified Manager of the Franchised Business acceptable to the Franchisor who has successfully completed Basic Management Training.

#### 4.12. Approved Specifications and Sources of Supply.

Authorized Specifications and Suppliers. The Franchisee shall purchase or lease equipment, supplies, inventory, advertising materials, and any other products and services used to operate the Franchised Business solely from manufacturers and suppliers the Franchisor authorizes in writing. The Franchisor may revoke such authorization at any time in writing. Such manufacturers and suppliers shall demonstrate, to the Franchisor's continuing satisfaction, that they possess: the ability to meet the Franchisor's reasonable standards and specifications for such items; and adequate quality controls and capacity to supply the Franchisee's needs promptly and reliably. When considering whether to approve suppliers for the System, the Franchisor may consider any other relevant factors, including, without limitation, any factors relating to the price and quality of the products or services and the reliability of the supplier. The Franchisor may approve a single supplier for any brand and may approve a supplier only as to a certain brand or brands. The Franchisor may concentrate purchases with one or more suppliers to obtain the lowest prices and/or the best advertising support and/or services for any group of Franchised Businesses or Company-Owned Units within the Chain. Approval of a supplier may be conditioned on requirements relating to the frequency of delivery, standards of service, including prompt attention to complaints, and concentration of purchases, as set forth above. Such approval may be provisional, pending the Franchisor's further evaluating such supplier. In the future, Franchisor may require that the Franchisee purchase all of its requirements for CBD, Kratom, Kava and related products from the Franchisor or its Designee.

- b. Approval of New Specifications and Suppliers. If the Franchisee proposes to purchase or lease any equipment, supplies, inventory or other products or services from an unapproved supplier, the Franchisee shall submit to the Franchisor a written request for such approval, or request the supplier itself to do so. As a condition of its approval, the Franchisor may require, that its representatives be permitted to inspect the supplier's facilities, and that samples from the supplier be delivered, at the Franchisor's option, either to the Franchisor or to an independent, certified laboratory the Franchisor designates for testing. The Franchisor is not liable for damage to any sample that may result from the testing process. The Franchisee shall pay a charge not to exceed the reasonable cost of the inspection and the actual cost of the testing, not to exceed \$2,000.00. The Franchisor may, at its option, reinspect any such approved supplier's facilities and products and continue to sample the products at the supplier's expense and to revoke approval upon the supplier's failure to continue to meet the Franchisor's standards and specifications. The Franchisor may also require as a condition to its approval, that the supplier present satisfactory evidence of insurance, such as product-liability insurance, protecting the Franchisor and its franchisees against any and all claims arising from the use of the supplied item(s) within the System.
- 4.13. *Proprietary Products*. The Franchisor may develop "Proprietary Products" and may continue to develop for use in the System certain additional Proprietary Products. Due to the importance of quality control and uniformity of these products and the significance of such Proprietary Products to the System, it is to the parties' mutual benefit that the Franchisor closely control the production and distribution of the Proprietary Products. Accordingly, the Franchisor may require the Franchisee to purchase from the Franchisor, or from an approved source designated and licensed by the Franchisor, all of the Franchisee's supplies of such Proprietary Products, all in accordance with the requirements of the Franchisor then in effect.
- 4.14. *Sales of Products and Services to the Franchisee's Affiliates.* With respect to sales of products and services to any of the Franchisee's affiliates, such sales shall be on terms regularly applicable to the Franchisee's nonaffiliated customers, which in all cases shall be arm's-length.
- 4.15. *Credit Cards and Other Methods of Payment.* At all times, so Franchisee may accept customers' credit and debit cards, checks, and other methods of payment, the Franchisee shall maintain credit-card relationships with VISA, MasterCard, American Express, and such other credit- and debit-card issuers or sponsors, check-verification services, financial-center services, and electronic-fund-transfer systems as the Franchisor may designate. The Franchisor may require the addition or deletion of credit-card relationships and other methods of payment. With

respect to Franchisee's acceptance and processing of customer payments by credit and debit cards, Franchisee agrees to do all of the following: (a) maintain, at all times, credit-card relationships with the credit- and debit-card issuers or sponsors, check or credit verification services, financial center services, merchant service providers, and electronic-fund-transfer systems (together, "Credit Card Vendors") that Franchisor may periodically designate as mandatory. The term "Credit Card Vendors" includes, among other things, companies that provide services for electronic payment, such as near field communication vendors (for example, "Apple Pay" and "Google Wallet"); (b) agree not to use any Credit Card Vendor for which Franchisor has not given prior written approval or as to which Franchisor has revoked its earlier approval; (c) agree to comply with Franchisor's requirements concerning data collection and protection, as specified in Section 4.9 above; (d) comply with the then-current Payment Card Industry Data Security Standards as those standards may be revised and modified by the PCI Security Standards Council, LLC (see www.pcisecuritystandards.org), or any successor organization or standards that Franchisor may reasonably specify. Among other things, Franchisee agrees to implement the enhancements, security requirements, and other standards that the PCI Security Standards Council (or its successor) requires of a merchant that accepts payment by credit and/or debit cards; and (e) comply with all the Franchisor's credit-card policies, including minimum-purchase requirements for a customer's use of a credit card as prescribed in the Manuals. In the future, the Franchisor may require the Franchisee to engage only in cash-less transactions with its customers.

#### 4.16. *Telephones and Answering Service*. The Franchisee shall:

- a. continuously maintain the number of operating telephone lines and telephone numbers to be used exclusively by the Franchisee for operating the Franchised Business that the Franchisor prescribes from time-to-time, as well as maintain, during normal business hours, sufficient staff to handle telephone calls in an efficient and courteous manner;
- b. maintain an answering service or automated voice attendant system after normal business hours, utilizing a standard greeting designated by Franchisor from time-to-time; and
- c. continuously maintain an internet connection that permits the Franchisor to monitor accounting and operational information via a modem, as well as to access the security system described below.
- 4.17. *Security System.* The Franchisee must install and maintain a security/surveillance system designated or approved by Franchisor with cameras in such locations as the Franchisor

- designates. The Franchisor must at all times have access to the video stream of all security cameras in and about the Premises via internet connection or other form of electronic "real time" transmission.
- 4.18. *Professional Affiliations*. The Franchisor recommends, but not does not require, the Franchisee to join the local Chamber of Commerce.
- 4.19. *Compliance with Laws, Rules and Regulations*. The Franchisee shall comply with all Federal, state, and local laws, rules and regulations. The Franchisee must timely obtain, maintain, and renew when required any and all permits, certificates, or franchises necessary for the full and proper conduct of the Franchised Business under this Agreement (including qualification-to-do-business; fictitious, trade, or assumed-name registration; building and construction permits; occupational licenses; sales-tax permits; health and sanitation certifications, permits and ratings; fire clearances and environmental permits). Within two days of the Franchisee's receipt of such items, the Franchisee must forward to the Franchisor copies of all inspection reports, warnings, certificates, and ratings issued by any governmental entity in connection with the conduct of the Franchised Business that indicate the Franchisee's material non-compliance with any applicable law, rule or regulation.
- 4.20. *Tax Payments; Contested Assessments.* The Franchisee must promptly pay when due all taxes levied or assessed by any Federal, state or local tax authority. Such taxes include unemployment taxes, withholding taxes, sales taxes, income taxes, tangible commercial personal-property taxes, real-estate taxes, intangible taxes and any and all other indebtedness incurred by the Franchisee in the conduct of the Franchised Business. The Franchisee must pay to the Franchisor an amount equal to any sales tax, goods and services taxes, gross-receipts tax, or similar tax imposed on the Franchisor with respect to any payments to the Franchisor required under this Agreement. It must do so unless the tax is measured by or related to the Franchisor's net income or its corporate status in a state. If Franchisor pays any such tax, the Franchisee must promptly reimburse it for the amount paid. In the event of any bona-fide dispute as to liability for taxes assessed or other indebtedness, the Franchisee may contest the validity or the amount of the tax or indebtedness in accordance with procedures of the taxing authority or applicable law. In no event, however, may the 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 Premises or any assets used in connection with the Franchised Business.
- 4.21. *Customer Surveys and Quality Control Programs*. The Franchisee shall present customers with such evaluation forms as the Franchisor may periodically prescribe. If the Franchisor

requests, the Franchisee must participate and/or request its customers to participate in any marketing surveys performed by or on behalf of the Franchisor. The Franchisee must promptly supply Franchisor with a copy of all customer surveys. Furthermore, if requested by Franchisor, Franchisee must place a container, a list, or a scanner on the counter for marketing or other promotional activities. For example, the Franchisee may be required to: (a) place a container on the counter for customers to place their business cards in to be eligible for discounts or promotions; (b) place a list on the counter for customers to record their mobile phone numbers and/or email addresses; or (c) place a scanner on the counter for customers to scan their mobile phone number or email address. All personal information of the customers of Franchisee are the property of Franchisor. Personal information includes a customer's name, address, telephone number, e-mail address, etc. The Franchisee is prohibited from selling, renting, or otherwise disclosing the personal information of its customers without the prior written consent of Franchisor. Franchisor may, from time to time, designate an independent evaluation service to conduct a "mystery shopper," or similar type, quality-control and evaluation program with respect to the Store. Franchisee must participate in such programs as Franchisor requires. If Franchisee receives an unsatisfactory or failing report in connection with any such program, Franchisee must immediately implement any remedial actions Franchisor requires and pay Franchisor all expenses it incurs to have the evaluation service re-evaluate the Franchised Business - as well as all expenses Franchisor may have incurred to inspect the Franchised Business thereafter - together with any costs or expenses incidental thereto that Franchisor incurs.

4.22. *Inspections*. The Franchisee shall permit the Franchisor and/or its representatives to enter the Premises, to conduct inspections at any time during normal business hours for announced and unannounced visits. The Franchisee shall cooperate fully with the Franchisor and/or its representatives in such inspections by rendering such assistance as they may reasonably request and by permitting them, at their option, to observe the manner in which the Franchisee is selling products and rendering services, to monitor sales volume, to conduct a physical inventory, to confer with the Franchisee's employees and customers and to remove samples of any products, supplies and materials in amounts reasonably necessary to return to the Franchisor's office for inspection and record-keeping. The Franchisor may also submit written questions to Franchisee's employees as part of the inspections. The inspections may be conducted, without prior notice, at any time when the Franchisee or one of its employees is at the Franchised Business. The inspections will be performed in a manner that minimizes interference with operating the Franchised Business. Upon notice from the Franchisor, and without limiting the Franchisor's other rights under this Agreement, the Franchisee shall take such steps as may be

necessary to immediately correct any deficiencies detected during such inspections. Such steps may include, without limitation, immediately desisting from the further use of any equipment, advertising, materials, products, supplies, or other items that do not conform to the Franchisor's then current requirements. If the Franchisee fails or refuses to correct such deficiencies, the Franchisor may, without any claim to the contrary by the Franchisee, enter the Premises, without being guilty of trespass or any other tort, to make or cause to be made the required corrections. All such corrections are at the Franchisee's expense and the Franchisee must pay them upon demand. The Franchisor may re-inspect the Premises and the Franchised Business to confirm that the Franchisee has made all necessary corrections. In such event, the Franchisee shall pay to the Franchisor a Re-Inspection Fee in an amount equal to the actual travel and related costs incurred in connection with such re-inspection, plus \$400.00 per day for the Franchisor's personnel. The Re-Inspection Fee shall be payable upon demand.

#### 4.23. Notices to the Franchisor.

- a. If any of the following events occurs in connection with the Franchised Business or may have an adverse effect on the Franchised Business, within five days of the occurrence thereof, the Franchisee shall notify the Franchisor in writing:
  - i. the commencement of any action, suit, countersuit, or other proceeding against the Franchisee or any of its employees;
  - ii. the receipt of any notice of noncompliance by the Franchisee or any of its employees with any law, rule or regulation; or
  - iii. the issuance of any order, writ, injunction, award, or decree of any court, agency, or other governmental instrumentality entered against the Franchisee or any of its employees.
- b. Within five days of request, the Franchisee shall provide the Franchisor with any information it requests about the progress and outcome of the foregoing events.
- 4.24. *Operating Suggestions*. The Franchisee is encouraged to submit suggestions in writing to the Franchisor for improving elements of the System (such as new products, services, equipment, service format, advertising and any other relevant matters). The Franchisor may consider such suggestions when adopting or modifying standards, specifications, and procedures for the System. Any suggestions the Franchisee makes become the Franchisor's exclusive property. The Franchisor, however, has no obligation to use such suggestions nor to compensate the

- Franchisee therefor. Without the Franchisor's prior written consent, the Franchisee may not implement any suggestions inconsistent with its obligations under this Agreement.
- 4.25. Charitable Efforts. Franchisee acknowledges and agrees that certain associations between Franchisee and/or the Franchised Business and/or the Proprietary Marks and/or the System, on the one hand, and certain political, religious, cultural or other types of groups, organizations, causes, or activities, on the other, however well-intentioned and/or legal, may create an unwelcome, unfair, or unpopular association with, and/or an adverse effect on, Franchisor's reputation and/or the good will associated with the Proprietary Marks. Accordingly, Franchisee agrees that it will not, without Franchisor's prior written consent, take any actions that are, or which may be perceived by the public to be, taken in the name of, in connection or association with Franchisee, the Proprietary Marks, the Franchised Business, Franchisor, and/or the System involving the donation of any money, products, services, goods, or other items to, any charitable, political or religious organization, group, or activity.
- 4.26. *Minimum Performance Levels*. Franchisee must achieve or exceed the following minimum Gross Revenues ("Minimum Performance Levels"): Commencing on the Opening Date to the first anniversary \$250,000 in Gross Revenues; from the first anniversary to the second anniversary \$300,000 in Gross Revenues; and from the third anniversary and thereafter \$350,000 in Gross Revenues. In the event Franchisee does not meet the Minimum Performance Levels in any year, at Franchisor's option, Franchisor has the right to any or all of the following remedies: (1) to suspend Franchisor's performance obligations under this Franchise Agreement; (2) to terminate the territorial protection granted under Section 1.3 above, in which event Franchisor will have the right to establish and operate, and license or franchise others to establish and operate, a Natural Life Businesses within the Territory; (3) to reduce the size of the Territory for which Franchisee is granted territorial protection under Section 1.3 above; (4) demand payment of 5% of the difference between the Minimum Performance Level and the actual Gross Revenues achieved by Franchisee in the applicable year, payable on demand; or (5) to terminate this Franchise Agreement upon thirty (30) days written notice.
- 4.27. *Miscellaneous Obligations*. When the Franchisor substantially satisfies its pre-opening obligations to the Franchisee, the Franchisee—within three days of the Franchisor's request—shall provide written certification thereof to the Franchisor. The certification must be in the form that the Franchisor reasonably requests. Pre-opening obligations means such of the Franchisor's obligations under this Agreement to the Franchisee that the Franchisor shall satisfy before the Opening Date for the Franchised Business.

4.28. *Guaranty*. If any Franchisee Principal is a married individual and the Principal's spouse has not executed this Agreement, such Principal shall cause his or her spouse to personally execute and bind himself or herself to the terms of a Guaranty, in the form attached as Attachment 6 hereof.

## ARTICLE 5. PROPRIETARY PROPERTY

- 5.1. *The Franchisor's Representations Concerning the Proprietary Marks.* With respect to the Proprietary Marks, the Franchisor represents to the Franchisee that:
  - a. To its knowledge, Franchisor or its affiliate owns all right, title, and interest in and to the Proprietary Marks subject to the rights of senior users, if any;
  - b. the Franchisor will take all actions it deems reasonably necessary or appropriate to preserve and protect the ownership and validity of such Proprietary Marks.
- 5.2. *Franchisee's Use of the Proprietary Property.* The Franchisee may use the Proprietary Property only in accordance with standards and specifications the Franchisor determines from time-to-time. Without limiting the foregoing:
  - a. the Franchisee must use the Proprietary Property only in connection with operating the Franchised Business at the Premises;
  - b. the Franchisee must use the Proprietary Marks as the sole service-mark/trademark identifications for the Franchised Business and prominently display the Proprietary Marks on and/or in connection with all materials the Franchisor designates, and only in the manner the Franchisor prescribes;
  - c. the Franchisee must not use the Proprietary Property as security for any obligation or indebtedness nor in any manner encumber it;
  - d. the Franchisee must not use the Proprietary Marks as part of its corporate, partnership or other legal name;
  - e. the Franchisee must comply with the Franchisor's instructions concerning filing and maintaining the requisite fictitious, trade, or assumed-name registrations for the Natural Life CBD/Kratom/Kava trade name, and execute any documents the Franchisor or its counsel deems reasonably necessary to obtain protection for the Proprietary Property and the Franchisor's interest therein:

- f. the Franchisee must maintain a suitable sign or graphics package approved by Franchisor at, or near the front of, the Premises, on any pylon sign, building directory or other area, identifying the Premises only as "Natural Life CBD/Kratom/Kava" Store; except to the extent prohibited by local legal restrictions or landlord regulations, such signage must conform in all respects to the Franchisor's requirements;
- g. all packaging materials used in connection with the System must bear the Franchisor's Proprietary Marks, as prescribed by the Franchisor; and
- h. the Franchisee must exercise caution when using the Franchisor's Proprietary Property to ensure that the Proprietary Property is not jeopardized in any manner.
- 5.3. *Infringement by the Franchisee*. Any use of the Proprietary Property not in strict accordance with, or outside the scope of, this Agreement, without the Franchisor's prior written consent, infringes the Franchisor's rights in the Proprietary Property. Both during and after the Term, the Franchisee must not, directly or indirectly, infringe or contest or aid in contesting the validity of, or right of the Franchisor to, the Proprietary Property, or take any other action in derogation of such rights.
- 5.4. Claims Against the Proprietary Property. In the event of any claim of infringement, unfair competition, or other challenge to the Franchisee's right to use any Proprietary Property, or in the event the Franchisee becomes aware of any use of, or claims to, any Proprietary Property by persons other than the Franchisor or its franchisees, the Franchisee must notify the Franchisor in writing no later than seven days thereafter. Except pursuant to judicial process, the Franchisee must not communicate with anyone except the Franchisor and its counsel in connection with any such infringement, challenge, or claim. The Franchisor has sole discretion as to whether it takes any action in connection with any such infringement, challenge or claim, and the right to exclusively control any litigation or other proceeding arising out of any infringement, challenge or claim relating to any Proprietary Property. Such discretion includes determining whether or not to settle such infringement, challenge, or claim, and on what terms. The Franchisee must sign all instruments and documents, render any assistance, and perform any acts that the Franchisor's attorneys deem necessary or advisable to protect and maintain the Franchisor's interest in any litigation or proceeding related to the Proprietary Property or otherwise to protect and maintain the Franchisor's interests in the Proprietary Property.
- 5.5. *The Franchisor's Right to Modify the Proprietary Marks.* If, at any time, in the Franchisor's sole and absolute discretion, it becomes advisable to modify or discontinue the use of any

Proprietary Mark and/or use one or more additional or substitute names or marks—for reasons including, but not limited to, the rejection of any pending registration or revocation of any existing registration of any of the Proprietary Marks, or the superior rights of senior users—the Franchisee shall do so at its sole expense within 30 days of the Franchisor's request.

- 5.6. *The Franchisor's Reservation of Rights.* The license of the Proprietary Marks granted to the Franchisee has limited exclusivity. In addition to the Franchisor's right to use and grant others the right to use the Proprietary Marks outside the Protected Territory, all rights not expressly granted in this Agreement to the Franchisee concerning the Proprietary Marks or other matters are reserved for the Franchisor, including the right to:
  - a. establish, develop, and license or franchise other systems, different from the System licensed by this Agreement, within or outside the Protected Territory, without offering or providing the Franchisee any rights in, to, or under such other systems; and
  - b. sell, within or outside the Protected Territory, through dissimilar channels of distribution such as through retail grocery stores, specialty grocery stores, or via the Internet, under any terms that the Franchisor deems appropriate, products and services similar or identical to those authorized for the Franchised Business, using the Proprietary Marks.

Furthermore, if the Franchisor acquires a Competitive Business or is acquired by a Competitive Business and units of such Competitive Business encroach upon the Franchisee's Protected Territory, the Franchisor will use commercially reasonable efforts to sell the encroaching units without being in default under this Agreement. If the Franchisor is not reasonably able to sell the encroaching units, the units of the Competitive Business shall continue to operate under their former name without Franchisor being in default under this Agreement.

5.7. Ownership; Inurement Solely to the Franchisor. Except as expressly granted in this Agreement, the Franchisee has no ownership or other rights in the Proprietary Property. The Franchisor is the owner or authorized licensee of the Proprietary Property. All good will associated with the Franchised Business inures directly and exclusively to the Franchisor's benefit. Such good will is the Franchisor's exclusive property, except to the extent it results from the profit received from the operation or possible permitted sale of the Franchised Business during the Term. If, in any jurisdiction, the Franchisee secures any rights whatsoever to any Proprietary Mark (or any other Proprietary Property) not expressly granted under this Agreement, the Franchisee shall immediately notify the Franchisor and assign all of the Franchisee's right,

title and interest to the Proprietary Marks (or any other Proprietary Property) not expressly granted under this Agreement to the Franchisor.

# ARTICLE 6. MANUALS AND OTHER CONFIDENTIAL INFORMATION

- 6.1. In General. To protect the reputation and good will of the Franchisor, and to maintain uniform standards of operation under the Proprietary Marks, the Franchisee shall conduct its Franchised Business in accordance with the Brand Standards Manuals (the "Manuals"). The Manuals are an integral part of this Agreement and have the same force and effect as if fully set forth herein. All right, title and interest in and to all materials, including but not limited to the Manuals and all artwork and designs, created by Franchisor, and used with the Proprietary Marks or in association with the Franchised Business ("Copyrighted Materials") are the property of Franchisor. Additionally, all Copyrighted Materials created by Franchisee or any other persons or entity retained or employed by Franchisee are works made for hire within the meaning of the United States Copyright Act and are the property of Franchisor, who shall be entitled to use and license others to use the Copyrighted Materials unencumbered by moral rights. To the extent the Copyrighted Materials are not works made for hire or rights in the Copyrighted Materials do not automatically accrue to Franchisor, Franchisee irrevocably assigns and agrees to assign to Franchisor, its successors and assigns, the entire right, title, and interest in perpetuity throughout the world in and to any and all rights, including all copyrights and related rights, in such Copyrighted Materials, which Franchisee and the author of such Copyrighted Materials warrant and represent as being created by and wholly original with the author. Where applicable, Franchisee agrees to obtain any other assignments of rights in the Copyrighted Materials from another person or entity necessary to ensure Franchisor's right in the Copyrighted Materials as required by this Section 6.1.
- 6.2. Confidential Use. At all times, the Franchisee shall treat and maintain the Confidential Information as confidential and trade secrets of the Franchisor. At all times, the Franchisee shall keep the Manuals, and software (which cannot be copied, scanned, or reproduced in whole or in part) password protected. The Franchisee shall strictly limit access to the Confidential Information to its employees, to the extent they have a "need to know" in order to perform their jobs. The Franchisee shall report the theft, loss, destruction, or improper access of the Manuals, or software, or any portion thereof, immediately to the Franchisor. Without the Franchisor's prior written consent, the Franchisee shall not, at any time, copy, record, or otherwise reproduce any of the Confidential Information, in whole or in part. All persons to whom the Franchisee grants access to the Manuals or any other Confidential Information, must first be required by the

Franchisee to sign the Franchisor's form of confidentiality agreement. The Franchisor's current form of Confidentiality Agreement is attached hereto as <u>Attachment "3"</u>. Without limiting the generality of the foregoing, all the Franchisee's owners and employees must sign such a confidentiality agreement prior to acquiring their ownership interest or beginning employment. Promptly after execution of all such confidentiality agreements the Franchisee shall deliver copies thereof to the Franchisor. A breach by Franchisee of the provisions of this Section 6.2 shall be deemed a material breach for which the Franchisor shall be permitted to terminate this Agreement immediately without any opportunity to cure.

- 6.3. Periodic Revisions. The Franchisor may periodically revise and change the contents of the Manuals. Beginning on the 30th day (or such longer time as specified by the Franchisor) after delivery of written notice from the Franchisor, the Franchisee shall comply with each new or changed provision. Revisions to the Manuals must be based on what the Franchisor, in its sole discretion, deems in the best interests of the System, including promoting quality, enhancing good will, increasing efficiency, decreasing administrative burdens, or improving profitability of the Franchisor or its franchisees. Because complete and detailed uniformity under many varying conditions may not be possible or practical, the Franchisor may, in its sole discretion and as it may deem in the best interests of all concerned in any specific instance, vary standards for any franchisee based upon the peculiarities of the particular site or circumstances, density of population, business potential, population of trade area, existing business practices, or any condition that the Franchisor deems important to the successful operation of such franchisee's franchised business. The Franchisee is not entitled to require the Franchisor to grant to the Franchisee a like or similar variation under this Agreement. The Franchisee shall at all times ensure that its copy of the Manuals contains all updates the Franchisor delivers. In the event of any dispute as to the contents of the Manuals, the terms contained in the Master Copy of each of the Manuals the Franchisor maintains at the Franchisor's home office are controlling.
- 6.4. *Prior Information.* All Confidential Information received before the Agreement Date was unknown to the Franchisee except through disclosure by the Franchisor in connection with the grant of a Franchise. The marketing practices and operating procedures developed by the Franchisor and franchised to the Franchisee for operating the Franchised Business are important for the success of the System. To the extent the Franchisee receives any Confidential Information after the execution of this Agreement, and, within 30 days thereafter, the Franchisee does not object in writing to the Franchisor that any or all of the information comprising the Confidential Information should not be considered Confidential Information, then the Franchisee is deemed

to have irrevocably waived its right to make any such objection. The Franchisee acknowledges that the foregoing representations and warranties in this Section are a material inducement to the Franchisor to enter into this Agreement, and any breach thereof is a material breach of this Agreement.

## ARTICLE 7. ADVERTISING

### 7.1. Local Advertising by the Franchisee.

- The Franchisee is responsible for the cost and placement of advertising to promote the Franchised Business. The Franchisee must spend a minimum of Two Thousand Dollars ( \$2,000) for the first six months after opening and then Seven Hundred and Fifty Dollars (\$750) per month on local advertising and marketing thereafter.. The Franchisee must submit all materials to be used for Local Advertising to the Franchisor for its prior approval, unless they have already been approved or consist solely of materials provided by the Franchisor. If, within 7 business days from the date the Franchisor receives such submitted materials, the Franchisee does not receive the Franchisor's written approval thereof, they are considered disapproved. All materials on which the Proprietary Marks are used shall include the applicable designation service mark SM, trademark TM, registered ®, copyright ©, or such other designation as the Franchisor may specify. If, in the Franchisor's judgment, such materials or advertising may injure or harm the System, the Franchisor may require the Franchisee to withdraw and/or discontinue the use of any promotional materials or advertising, even if previously approved. Any notice to withdraw and/or discontinue use of promotional materials or advertising must be in writing. Within five days after delivery of such notice, the Franchisee shall have withdrawn and discontinued use of the relevant promotional materials and advertising. Submitting advertising to the Franchisor for approval does not affect the Franchisee's right to determine the prices at which the Franchisee sells its products or services. Franchisor reserves the right to collect some or all of Franchisee's Local Advertising expenditure and implement Local Advertising on Franchisee's behalf.
- b. Subject to any legal restrictions, the Franchisor may require the Franchisee to include in all advertisements and promotions, as well as in a sign conspicuously placed within the Premises, a QR Code, and substantially the following statement: "Franchise Opportunities Available." All responses must be immediately referred to the Franchisor at 800-653-5897, or Dallas@NaturalLifeFranchise.com, or any other number or email address the

- Franchisor designates, and include the Franchisor's corporate address. The Franchisee has no authority to act on the Franchisor's behalf with respect to franchise sales.
- c. Subject to any legal restrictions, the Franchisee must honor all loyalty cards, gift cards and promotional offers that are implemented by the Franchisor for the System.
- 7.2. *Grand Opening Advertising, Marketing and Promotion.* Sometime during the 30 days before opening and the 30 days after the opening of the Franchised Business, the Franchisee must spend a minimum of \$13,000 on grand opening advertising, marketing, and promotions in a manner approved by Franchisor. We will collect this amount from you and you must submit your grand opening budget to us to approve. We will reimburse all of your approved Grand Opening expenses from this amount. We reserve the right to implement grand opening campaign activities on your behalf. You may not have a grand opening on the same day as another franchisee. We must approve of the grand opening day.

### 7.3. Marketing Fund.

- a. The Franchisor has created, or intends to create, a special fund called the "Natural Life Marketing Fund" (the "Marketing Fund"). The Marketing Fund is for the benefit of all franchisees and Company-Owned Units that contribute to the Marketing Fund. The Franchisor has the exclusive right to maintain, operate, and administer the Marketing Fund.
- b. The Franchisor will deposit the Marketing funds into the Marketing Fund. The Franchisor may use the Marketing funds to meet the costs of conducting regional and/or national advertising and promotional activities (including the cost of advertising campaigns, test marketing, marketing surveys, public-relations activities, and marketing materials) that the Franchisor considers beneficial to the System. The Franchisor may charge the Marketing Fund fees at reasonable market rates for advertising, marketing, and promotional services that the Franchisor itself actually provides in lieu of engaging third-party agencies to provide such services.
- c. In its sole discretion, the Franchisor may make, or refrain from making, any such expenditures for advertising and promotional activities. Without limiting the generality of the foregoing, in any calendar year, the Franchisor may spend more or less than that year's aggregate Marketing funds to the Marketing Fund. The Franchisor may have the Marketing Fund borrow from the Franchisor or other lenders to cover any Marketing Fund deficits. The Franchisor may have the Marketing Fund invest any surplus for the Marketing Fund's future use. Before the Marketing Fund's other assets may be expended, any interest earned on

- Marketing Fund Marketing funds shall be used to pay costs directly related to the Marketing Fund's advertising efforts.
- d. We will prepare an annual statement of the operations of the Fund that will be made available to you if you submit a written request for it. We are not required to have the Fund statements audited.
- 7.4. Content and Concepts. The Franchisor will consider suggestions from the Franchise Advisory Council with respect to marketing concepts and materials, and expenditures from the Marketing Fund. However, the Franchisor retains sole discretion over the concepts and materials and all other matters relating to advertising, public relations, marketing, market research, and promotional campaigns. The Franchisor, however, may spend the Marketing funds only for the purposes authorized in this Agreement. The Marketing funds are intended to maximize general public recognition and acceptance of the Proprietary Marks for the benefit of the System as a whole. In administering the Marketing Fund, the Franchisor need not make expenditures for the Franchisee that are equivalent or proportionate to its Marketing funds or to insure that any particular franchisee benefits directly or pro rata from advertising or promotion conducted in connection with the Marketing funds.
- 7.5. *Marketing funds Not an Asset.* The Marketing funds are not, and will never become, an asset of the Franchisor. Upon Franchisee's request, Franchisor will provide Franchisee with a report or spreadsheet showing the receipts and expenditures of the Marketing Fund during the prior year. With respect to the maintaining, operating, or administering the Marketing Fund, except as expressly provided in this ARTICLE, the Franchisor assumes no other direct or indirect liability or obligation to the Franchisee. The Marketing Fund and its earnings shall not otherwise inure to our benefit except that any resulting technology and intellectual property shall be deemed our property.
- 7.6. *Terminating Expenditures*. At any time, the Franchisor may stop collecting and disbursing Marketing funds and terminate the Marketing Fund. If it does so, the Franchisor shall disburse the remaining funds for the purposes authorized under this Agreement.
- 7.7. *The Franchisor's Marketing funds.* Company-Owned Units shall contribute to the Marketing Fund on the same basis as franchisees.
- 7.8. *Market Co-Op*. Franchisor reserves the right to designate any geographical area for purposes of establishing a cooperative market marketing fund ("Market Co-op Fund"). If a Market Co-op Fund for the geographic area in which the Franchised Business is located has been established

before the Opening Date, Franchisee will immediately become a member of such Market Co-op Fund. If a Market Co-op Fund for the geographic area in which the Franchised Business is located is established during the term of this Agreement, Franchisee will become a member of that Market Co-op Fund within thirty (30) days after the date on which the Market Co-op Fund commences operation. (However, Franchisee will not be required under any circumstances to be a member of more than one Market Co-op Fund.) The following provisions shall apply to each Market Co-op Fund:

- A. Each Market Co-op Fund shall be organized (including but not limited to bylaws and other organic documents) and governed in a form and manner, and shall commence operations on a date, which Franchisor must have approved in advance in writing. The activities carried on by each Market Co-op Fund shall be decided by a majority vote of its members. Any Franchised Business that Franchisor operates in the region shall have the same voting rights as Franchised Businesses owned by franchisees. Each Franchised Business owner shall be entitled to cast one (1) vote for each Franchised Business owned.
- **B.** Each Market Co-op Fund shall be organized for the exclusive purpose of administering regional marketing programs and developing, subject to Franchisor's approval, standardized promotional materials for use by the members in local marketing and promotion.
- **C.** No advertising, marketing, or promotional plans or materials may be used by a Market Coop Fund or furnished to its members without Franchisor's prior written approval.
- **D.** Franchisee agrees to make its required contribution to a Market Co-op Fund pursuant to the allocation that Franchisor specifies.
- **E.** Although each Market Co-op Fund is intended to be of perpetual duration, Franchisor maintains the right to terminate any Market Co-op Fund. A Market Co-op Fund shall not be terminated, however, until all monies in that Market Co-op Fund have been expended for marketing and/or promotional purposes.
- 7.9. *Internet Advertising Prohibition*. Without the Franchisor's prior written consent, Franchisee must not operate—or advertise, market, or otherwise promote—the Franchised Business on the Internet. Nor may the Franchisee register any domain name containing the words "Natural Life", "Natural Life CBD/Kratom/Kava" or any variation thereof, or establish, operate, or participate in a Web site on which such words appear. With respect to any aspect of the System, Chain, or Franchised Business (including, without limitation, the use of the Proprietary Marks),

Franchisor retains the sole right to advertise on the Internet, create or operate a Web site or sites, and use Natural Life or Natural Life CBD/Kratom/Kava as part of any domain name. Franchisor exclusively owns all rights in such domain names and such other domain names as Franchisor designates in the Manuals. Provided Franchisee is not in default hereunder or under any other obligation of Franchisee to Franchisor or its affiliates, Franchisor will list Franchisee's Franchised Business on the Franchisor's web site. Franchisor has the right, but not the obligation, to establish and maintain a Web Site (which may promote the Marks and/or the System, or serve as an intranet, extranet, or other means of electronic communication within the System). Franchisor will have the sole right to control all aspects of the Web Site, including its design, content, functionality, links to other websites, legal notices, and policies and terms of usage. Franchisor will also have the right to discontinue operation of the Web Site at any time without notice to Franchisee. Except as Franchisor otherwise approves in advance in writing, Franchisee must not establish or maintain a separate Web Site, or otherwise maintain a presence or advertise on the Internet or any other public computer network in connection with the Franchised Business. If Franchisor grants this approval, Franchisee must establish and operate the Web Site strictly in accordance with Franchisor's standards and policies provided to Franchisee in the Manuals or otherwise in writing.

7.10. *Social Media*. All social media platforms using the Natural Life brand name will be solely operated by Natural Life Corporation. Stores, company-owned or franchisee-owned will not be provided with this privilege. This is to protect the brand image as well as our investor's and franchisee's investment. This includes any sites using the Natural Life/Shop Natural Life name (Or any other iteration using the verbiage Natural Life) as part of a domain name associated with any social media platform. There will be provisions made for local store events and Grand Openings as determined by Natural Life Corporation. (Any modification to this must be approved by Natural Life Corporation).

## ARTICLE 8. ACCOUNTING AND RECORDS

- 8.1. **Books and Records.** The Franchisee shall maintain complete and accurate books and records for the Franchised Business's operations. Such books and records must not contain information not relating to the Franchise. They shall be preserved for at least six years (including the period after this Agreement expires or is sooner terminated) from the dates they were prepared.
- 8.2. **Reports and Statements.** By Wednesday of each week during the Term, the Franchisee shall submit to the Franchisor accurate records reflecting the entire Gross Revenues for the preceding

week (ending on Sunday night) and such other information as the Franchisor requires from timeto-time. Such records must be in the form the Franchisor prescribes. Within 30 days of the end of each calendar month during the Term, the Franchisee must also submit a balance sheet and income statement prepared in accordance with generally accepted accounting principles ("GAAP") consistently applied. Within 90 days of the end of its fiscal year, the Franchisee must also submit a balance sheet and income statement prepared in accordance with GAAP consistently applied. Each annual statement shall be signed by the Franchisee or by the Franchisee's treasurer or chief financial officer attesting that the financial statements are true and correct and fairly present the Franchisee's financial position as at and for the times indicated. When it files such returns with the appropriate tax authorities, the Franchisee shall also provide the Franchisor with copies of its monthly sales tax returns along with proof of payment, biweekly payroll returns with proof of payments, as well as Federal and state-income tax returns. The financial statements and/or other periodic reports described above shall segregate the Franchised Business's income and related expenses from those of any other business that the Franchisee may conduct. Franchisee hereby authorize Franchisor to disclose the financial statements, reports, and operating data to prospective franchisees, regulatory agencies, and others at Franchisor's discretion.

8.3. Review and Audit by the Franchisor. At all reasonable times and at the Franchisor's expense, the Franchisor and its representatives may examine and copy the Franchisee's books and records, as well as inspect all cash-control devices and systems and conduct a physical inventory. At any time, the Franchisor may access the Franchisee's P.O.S. System to determine, among other things, sales activity and Gross Revenues. At any time, the Franchisor may also have an independent audit made of the Franchisee's books and records. Franchisee must fully cooperate with Franchisor's representatives and independent accountants hired by Franchisors to conduct any such inspection or audit. In the event any such inspection or audit shall disclose an understatement of Gross Revenues, Franchisee shall pay to Franchisor, immediately after receipt of the inspection or audit report, any Royalty Fee, Marketing fund, or Technology Fee due on the amount of such understatement, plus interest at the rate of 18% per annum or the highest rate permitted by law, whichever is less from the date originally due until the date of payment. Further, in the event such inspection or audit is made necessary by Franchisee's failure to furnish reports, supporting records or other information, as required in this Agreement, or to furnish such reports, records or information on a timely basis, or if an understatement of Gross Revenues for the period of any audit (which shall not be for less than three (3) months) is determined by any such audit or inspection to be greater than two percent (2%), Franchisee shall reimburse

Franchisor for the cost of such audit or inspection, including, without limitation, the charges of any independent accountants and the travel expenses, room and board and compensation of Franchisor's employees. The foregoing remedies shall be in addition to all of Franchisor's other remedies and rights under this Agreement or applicable law.

## ARTICLE 9. INSURANCE

- 9.1. *Types and Amounts of Coverage.* Throughout the entire Term, the Franchisee must maintain such types of insurance in such amounts as the Franchisor may require. Such insurance is in addition to any other insurance that may be required by applicable law, the Franchisee's landlord, or otherwise. Such policies that the Franchisor requires must be written by an insurance company reasonably satisfactory to the Franchisor with a Best rating of "A-" or better. At a minimum, such policies include, the following:
  - a. commercial general liability insurance, product liability, advertising liability, completed-operations and independent-contractors coverage in the amount of \$1,000,000 per occurrence for bodily injury and property damage combined with a general aggregate of \$2,000,000, and naming the Franchisor as an additional named insured in each such policy or policies;
  - b. workers'-compensation coverage and employer's liability insurance in the minimum amount of \$1,000,000.00, or as otherwise legally required, as well as such other insurance as may be required by statute or rule of the state in which the Franchised Business is located;
  - c. property insurance on special form, plus flood (if in a special flood-hazard area), of not less than the full-replacement value of the supplies, furniture, fixtures, equipment, machinery and inventory having a deductible acceptable to Franchisor, as well as business interruption insurance in the minimum amount of \$100,000 to cover the ongoing revenue generated by the Store for a minimum of four months;
  - d. automobile liability insurance—including coverage of vehicles hired and not owned by the
    Franchisee, but used by employees or subcontractors in connection with the Franchised
    Business—with a combination of primary and excess limits of not less than \$1,000,000;
  - e. product liability insurance with limits of not less than \$1,000,000 per occurrence and \$1,000,000 in the aggregate. The product liability insurance may not contain a "health hazard exclusion", or a "vape exclusion";

- f. You must maintain minimum insurance coverage prior to occupying leased space (See Article 9 of Franchise Agreement). The cost of this insurance will vary based on many factors and may be paid in a lump sum annually, quarterly and sometimes monthly. We estimate the annual insurance premiums for standard units to be approximately \$3,000 to \$4,000 per store per year.
- g. Product withdraw coverage of \$250,000;
- h. Business Personal Property \$100,000
- i. Business Income /interruption insurance with coverage of \$100,000;
- j. commercial excess liability or umbrella to include commercial general liability, workers compensation, employer liability, automobile liability, with limits of not less than \$2 million; and
- k. such other insurance, in such amounts, as the Franchisor reasonably requires for its own and the Franchisee's protection.

At any time, the Franchisor may adjust the amounts of coverage required under such insurance policies and require different or additional kinds of insurance, including excess liability insurance. It may do so to reflect inflation, identification of new risks, changes in law or standards of liability, higher damage awards, or other relevant changes in circumstances. Franchisor, however, may make such changes to the required insurance only if they are effectuated throughout the entire System, including any Company-Owned Units.

- 9.2. **Evidence of Insurance.** No later than the earliest of the dates set forth below, an approved insurance company must issue a certificate of insurance showing compliance with the insurance requirements in this ARTICLE and the Franchisee must furnish the Franchisor with a paid receipt showing the certificate number:
  - a. 30 days before beginning construction of the Premises;
  - b. if the Premises are constructed and presently owned or leased by the Franchisee, 10 days from the Agreement Date; or
  - c. if the Premises are not presently owned or leased, 10 days after ownership of the Premises is conveyed to the Franchisee or a lease of the Premises is signed.

The certificate of insurance shall include a statement by the insurer that the policy or policies shall not be canceled, subject to non-renewal, or materially altered without at least 30 days' prior written notice to the Franchisor. Upon the Franchisor's request, the Franchisee shall supply it with copies of all insurance policies and proof of payment. Every year, the Franchisee shall send current certificates of insurance and copies of all insurance policies to the Franchisor. Franchisor must be named as an additional insured on all insurance policies referred to in this Section 9.

- 9.3. Requirements for Construction and Renovation. In connection with any construction, renovation, refurbishment, or remodeling of the Premises, the Franchisee shall cause the general contractor to maintain commercial general liability insurance (with comprehensive automobile liability coverage for both owned and non-owned vehicles, builder's risk, completed operations, and independent contractors coverage) with a reputable insurer. Such liability insurance must be in the amount of at least \$1,000,000, and must name the Franchisor and the Franchisee as an additional insured, as their interests may appear. The Franchisee shall also cause the general contractor to maintain workers' compensation and employer's liability insurance as may be required by law.
- 9.4. Waiver of Subrogation. To the extent this Section may be effective without invalidating, or making it impossible to secure, insurance coverage from responsible insurance companies doing business in the state in which the Franchised Business is located (even though an extra premium may result), with respect to any loss covered by insurance the Franchisor and Franchisee then carry, neither party's insurance companies have any right of subrogation against those of the other.
- 9.5. *Effect of the Franchisor's Insurance*. The insurance maintained by the Franchisor does not in any way limit or affect the Franchisee's obligation to obtain and maintain the foregoing policy or policies in the amounts specified in this Article. Nor does the Franchisor's performance of the Franchisee's obligations relieve the Franchisee of liability under the indemnity provisions set forth in this Agreement.
- 9.6. *The Franchisee's Failure to Maintain Insurance*. If, for any reason, the Franchisee fails to procure or maintain the insurance required by this Agreement (as revised from time-to-time by the Franchisor) within 3 days of written demand therefor by the Franchisor, the Franchisor has the right (but not the duty) to immediately procure such insurance. If it does so, the Franchisor may charge the cost of such insurance to the Franchisee, plus an administrative fee of 10% of the premium, plus interest at the maximum rate permitted by law. Upon demand, the Franchisee shall immediately pay the Franchisor such charges. Nothing herein shall obligate Franchisor to

obtain insurance on behalf of Franchisee, and the failure of Franchisee to obtain and maintain insurance as required herein shall be deemed a material default by Franchisee hereunder for which Franchisor reserves the right to terminate this Agreement.

# ARTICLE 10. THE FRANCHISE ADVISORY COUNCIL

- 10.1. *The Franchisor's Right to Create the Franchise Advisory Council.* In its sole discretion, at any time in the future, the Franchisor may create a Franchise Advisory Council and subcouncils (collectively, the "Advisory Council"). The Advisory Council, if any, will be established and operated according to rules and regulations the Franchisor periodically approves. Its purpose will be to serve as an advisory council to the Franchisor with respect to advertising, marketing, operations, new product and services suggestions, and other matters relating to the System.
- 10.2. The Franchisee's Membership in the Franchise Advisory Council. Upon the creation of the Advisory Council, as long as the Franchised Business remains operating in accordance with the terms of this Agreement, the Franchisee will be a member thereof. As such, the Franchisee enjoys full voting rights and privileges in the Advisory Council. The Franchisor and all other Company-Owned Units and franchisees of the System in good standing will also be members of the Advisory Council. Each member of the Advisory Council is entitled to one vote per Franchised Business or Company-Owned Unit it owns and operates on all matters on which members are authorized to vote under the Bylaws of the Advisory Council.

## ARTICLE 11. TRANSFER OF INTEREST

11.1. *Transfer by the Franchisor*. Without the Franchisee's consent, the Franchisor has the absolute right to transfer or delegate any or all of its rights or obligations under this Agreement to any person. If the Franchisor's transferee or delegatee assumes the Franchisor's obligations under this Agreement, within seven days of the Franchisor's delivery of written notice thereof, the Franchisee shall execute and deliver to the Franchisor a release of the Franchisor. Such release, however, may not release the Franchisor from any liabilities from which it may not be released under any applicable state law. Without the Franchisee's consent, the Franchisor may also transfer its stock, engage in public and private securities offerings, merge, consolidate, reorganize, acquire other businesses (including Competing Businesses, subject to Section 5.6), sell all or substantially all of its assets, borrow money (with or without providing collateral), and otherwise deal in its assets or operate its business.

#### 11.2. Transfer by the Franchisee.

- Personal Rights. The rights and duties set forth in this Agreement are personal to the Franchisee. The Franchisor grants the Franchise in reliance on the Franchisee's business and personal skill, reputation, aptitude, and financial capacity. Accordingly, unless otherwise expressly permitted by this Agreement, without the Franchisor's prior written consent, the Franchisee may not sell, assign, convey, or otherwise dispose of—voluntarily, involuntarily, directly or indirectly, by operation of law or otherwise—any direct or indirect interest in this Agreement. (For the purposes of this ARTICLE 11, the term "transfer" refers to any of the preceding actions.). The Franchisor will not unreasonably withhold its consent to any transfer provided Franchisee and its transferee comply with the provisions of this Section 11.2. The Franchisor's prior written consent is not required for:
  - i. a transfer of this Agreement by an individual Franchisee to its wholly-owned corporation or limited liability company—but the majority of all voting and ownership interests in that corporation or limited liability company must at all times be, and remain, owned by such individual Franchisee, and all owners will remain personally liable for all obligations of Franchisee hereunder no Transfer Fee is charged in such event;
  - ii. a transfer of less than a 5% interest in a publicly-held corporation; or
  - iii. a transfer of all or any part of any interest in the Franchisee to one of the other original shareholders or partners (or members if a limited liability company) of the Franchisee.

A transfer of 25% or more of the voting or ownership interests in a corporate or partnership (or limited liability company) Franchisee—individually or in the aggregate, directly or indirectly—is considered a transfer of an interest in this Agreement by the Franchisee. Any purported or attempted transfer by the Franchisee—by operation of law or otherwise in violation of this Agreement—is null and void, as well as a material breach of this Agreement.

- b. *No Encumbrance*. The Franchisee may not create, permit, or suffer a lien against, nor pledge, mortgage, hypothecate, grant a security interest in, or in any manner encumber this Agreement or 25% or more of its other assets or the voting or ownership interests in the Franchisee (or in any owner of the Franchisee).
- c. "For Sale" Restrictions. The Franchisee may not place a "Business For Sale," "For Sale" sign, or any sign of a similar nature or purpose upon the Premises. Nor may the Franchisee use the Proprietary Marks to advertise the sale of the Franchise or the sale or lease of the

- Premises. These prohibitions apply to any activities conducted under any listing agreement that the Franchisee may enter with a real estate or business broker.
- d. *Permitted Transfer*. Unless the Franchisee satisfies all the following conditions—any of which the Franchisor, in its sole discretion, may waive—the Franchisor need not consent to a transfer of any interest in this Agreement:
  - i. the Franchisor has not exercised its right of first refusal;
  - ii. all the Franchisee's accrued monetary obligations and all other outstanding obligations to the Franchisor and all of the Franchisee's trade creditors have been satisfied;
  - iii. the Franchisee has not defaulted under any provision of this Agreement or any other agreement between the Franchisee and the Franchisor or its affiliates;
  - iv. the Franchisee has executed a general release of all claims against the Franchisor, its affiliates, and their respective officers, directors, shareholders, representatives, agents and employees (in their corporate and individual capacities), substantially in the form of General Release attached hereto as <a href="Attachment">Attachment "4"</a>, except for liabilities from which the Franchisor may not be released under any applicable state law;
  - v. the transferee has executed the standard form of Franchise Agreement then offered to new franchisees and such other ancillary agreements as the Franchisor may require for the Franchised Business; the terms of such agreements may differ from those of this Agreement—such differing terms may include a smaller Protected Territory, higher Royalty Fee, and/or Marketing funds—the transferee, however, need only pay a Transfer Fee of \$10,000.00;
  - vi. the transferee has been interviewed at the Franchisor's principal office, without expense to the latter, and has demonstrated to the Franchisor's satisfaction that the transferee has the business and personal skills, reputation, and financial capacity the Franchisor requires;
  - vii. the transferee has satisfactorily completed the Franchisor's application procedures for new franchisees;
  - viii. the transferee, at its expense and within the time the Franchisor reasonably specifies, has renovated the Franchised Business to conform to the Trade Dress and operating and/or design concepts then used in the System;

- ix. the transferee has demonstrated to the Franchisor's sole satisfaction that he or she has properly assumed, and will be able to comply with, all of its obligations in connection with the Franchised Business—if the Premises are leased, the foregoing includes the transferee assuming the lease; notwithstanding such assumption, the Franchisee remains liable for all obligations to the Franchisor in connection with the Franchised Business arising before the effective date of the transfer; the Franchisee must execute all instruments the Franchisor reasonably requests to evidence such liabilities;
- x. at the transferee's expense, upon such terms and conditions as the Franchisor may reasonably require, the transferee or transferee's Franchised Business Certified Manager has completed the Basic Management Training program then in effect for new franchisees;
- xi. the Franchisor is reasonably satisfied that the proposed sale terms and other factors involved in the transfer do not materially impair the transferee's ability to assume and carry out its obligations effectively. The Franchisor, however, has no duty to consider such factors; and
- xii. the Franchisee timely satisfies any other conditions the Franchisor reasonably imposes.

The Franchisor's approval of a proposed transfer is not an expression of its opinion concerning the appropriateness or fairness of the terms of the transfer or the likelihood of the transferee's success. If the Franchisor disapproves of the transfer because all the transfer conditions contained in this Section or elsewhere in this Agreement have not been satisfied, it has no liability of any nature to the Franchisee or the transferee in connection therewith.

The Franchisor's consent to a transfer does not constitute a waiver of any claims it may have against the Franchisee. Nor does it constitute a waiver of the Franchisor's right to demand the transferee's exact compliance with all the terms of this Agreement. Without limiting the foregoing, even if the Franchisor approves the transfer, no transfer relieves the Franchisee of liability for its conduct prior to the transfer, including conduct in breach of this Agreement.

### 11.3. Death or Permanent Disability.

a. The grant of rights under this Agreement is personal to Franchisee, and on the death or permanent disability of Franchisee or any of Franchisee's Principals, the executor, administrator, conservator or other personal representative of Franchisee or Principal, as the case may be, shall be required to transfer Franchisee's or Principal's interest in this Agreement within six (6) months from the date of death or permanent disability to a third

party approved by Franchisor. Failure to transfer in accordance with the forgoing will constitute a material default and the Franchise granted by this Agreement will terminate. A transfer under this Section 11.3, including without limitation, transfer by devise or inheritance, is subject to the conditions for Transfers in this Article 11 and unless transferred by gift, devise, or inheritance, subject to the terms of Section 11.2 above. For purposes of this Agreement, the term "permanent disability" means a mental or physical disability, impairment or condition that is reasonably expected to prevent or actually does prevent such person from providing continuous and material supervision of the operation of Franchisee's Franchised Business during the six (6)-month period from its onset.

b. Immediately after the death or permanent disability of such person, or while the Franchise is owned by an executor, administrator, guardian, personal representative or trustee of that person, the Franchised Business shall be supervised by an interim successor manager satisfactory to Franchisor, or Franchisor, in its sole discretion, may provide an interim successor manager for the on-site special assistance fee equal to \$300 per day plus during Franchisor's operation thereof, plus any and all costs of travel, lodging, meals and other expenses reasonably incurred by Franchisor, pending transfer of the Franchise to the deceased or disabled individual's lawful heirs or successors.

### 11.4. The Franchisor's Right of First Refusal.

- a. If, at any time:
  - i. any person who owns at least a 10% ownership or voting interest in the Franchisee (or in any entity with an ownership interest in the Franchisee) receives an arm's-length written offer from an independent third party to purchase such person's interest, or any part thereof, (such interest, or the part thereof, subject to the offer referred to as the "Interest," and such offer referred to as the "Interest Offer"); or
  - ii. the Franchisee receives an arm's-length written offer from an independent third party to purchase the Franchisee's interests under this Agreement or, outside the ordinary course of business, a material part or all of the Franchised Business's operating assets, including the Premises if owned by the Franchisee or an affiliate (such interests and assets subject to the offer referred to as the "Assets," and such offer referred to as the "Asset Offer");

and such person receiving the Interest Offer, or the Franchisee receiving the Asset offer, as the case may be (in either case the person receiving such third-party's offer referred to as the "Offeror"), desires to accept such offer,

then such party must first offer to sell the Franchisor the Interest or the Assets for the consideration and on the terms set forth in such third party's written offer. The Offeror's offer (the "Offer") must be made by written notice to the Franchisor setting forth the name and address of the prospective purchaser and the price and terms of the Offer. The written notice shall also include a franchise application completed by the prospective purchaser, as well as any other information that the Franchisor reasonably requests to evaluate the Offer. Such information may include, among other things, any purchase and sale and related agreements executed, or proposed to be executed, by the Franchisee or the third party. The Franchisor has a first-priority option to purchase the Interest or the Assets. This option to purchase is superior to any third-party's right to purchase the Interest or Assets. The Franchisor may exercise such option by delivering written notice of acceptance of the Offer ("Notice of Exercise") to the Offeror within 30 days after receipt thereof (including, without limitation, all information the Franchisor requests pertaining thereto).

- b. If the Franchisor accepts the Offer, the Offeror must sell the Interest or the Assets to the Franchisor—and the Franchisor shall purchase the Interest or the Assets from the Offeror—for the consideration and upon the terms set forth in the Offer, less any broker's commission that would have been due if the Franchisor had not exercised its right of first refusal and the sale made instead to the proposed third-party purchaser. The Franchisor's creditworthiness shall be deemed at least equal to the proposed purchaser's creditworthiness. At the time of the sale to the Franchisor, if the Franchisor is a public company having registered shares traded on a national securities exchange and wishes to pay the Offeror therewith, the Offeror must accept such shares (the "Franchisor's Stock Consideration") in lieu of cash or Unique Consideration (defined below). The number of shares constituting the Franchisor's Stock Consideration is based on the then-current value of the Franchisor's registered shares.
- c. If an independent third party's written offer (and the Offeror's corresponding Offer to the Franchisor) provides for the purchaser's payment of a Unique Consideration, then the Franchisor may, in lieu thereof, substitute a cash consideration or Franchisor's Stock Consideration. If Franchisor elects to do so, it shall inform the Offeror of such election in its Notice of Exercise. Within 15 days after the Franchisor delivers its Notice of Exercise, the Offeror and the Franchisor shall agree on the amount of the cash or Franchisor's Stock

Consideration to be substituted for the Unique Consideration. If the parties cannot conclude an agreement within such time, an independent appraiser the Franchisor selects shall determine the amount of cash or Franchisor's Stock Consideration. "Unique Consideration" is any non-cash consideration that is of such a nature that the Franchisor cannot reasonably duplicate it.

- d. If the proposed sale includes assets of the Offeror not related to operating the Franchised Business, the Franchisor may, at its option, elect to purchase only the assets related to operating the Franchised Business. In such event, the Franchisor, exercising reasonable discretion, shall determine an equitable purchase price for such operating assets, which it shall allocate to each asset included in the proposed sale.
- Unless the Offeror and Franchisor agree otherwise, the closing of the purchase of the Interest or the Assets shall be held at the Franchisor's then principal office, or any other location the Franchisor designates, no later than the 30th day after it delivers its Notice of Exercise to the Franchisee. Notwithstanding the foregoing, the closing of any such purchase for which a cash or stock consideration is determined by an appraiser in accordance with Section 11.4.c shall be held on the 15th day after such cash or stock consideration is finally determined. At any such closing, the Offeror must deliver to the Franchisor an assignment and any other documents the Franchisor reasonably requests to evidence and document the transfer of ownership of the Interest or the Assets (such assignment and other documents, collectively, the "Transfer Documents."). The Transfer Documents must evidence and document that the transfer is free and clear of all liens, claims, pledges, security interests, options, restrictions, charges, and encumbrances. And they must be in proper form for transfer (if they are negotiable securities or documents or like instruments) and be accompanied by evidence of payment of all applicable transfer taxes by the Offeror. Simultaneously therewith, after setting off any amounts the Offeror owes the Franchisor against the amount due the Offeror, the Franchisor must pay the consideration due the Franchisee for the Interest or the Assets, as the case may be. If a cash consideration is paid, the Franchisor shall deliver a cashier's check or certified check drawn on a bank or thrift institution doing business in the County of its principal place of business. If Franchisor's Stock Consideration is paid, the Franchisor shall issue the appropriate amount of its registered shares. The remaining terms of such purchase and sale are those set forth in the Offer.
- f. If the Franchisor does not accept the Offer (or is deemed under this Agreement to have waived its right to do so because it did not timely deliver a Notice of Exercise) as provided

above, for a period of 60 days after the Franchisor elected not to exercise its option, the Offeror may sell the Interest or the Assets to the independent third party for the consideration and upon the terms specified in such third party's written offer. Such sale shall strictly comply with all terms of transfer required under this Agreement, including those set forth in Section 11.2. As a condition precedent to any sale of an Interest to an independent third party, such party shall deliver to the Franchisor a written acknowledgement that the Interest it is purchasing is subject to all the terms of this Agreement. Without limiting the foregoing, the written acknowledgment shall also contain the third party's agreement to be bound by all the terms of this ARTICLE with respect to the transfer of the Interest in the same manner as the Offeror. If, within the aforesaid 60-day period, the Offeror does not sell the Interest or the Assets as provided above, any transfer by him or her of the Interest or the Assets is again subject to the restrictions set forth in this Agreement.

g. If a proposed transferee is the spouse, son, or daughter of the Offeror, the Franchisor does not have any right of first refusal. All such transferees, however, are subject to all of the restrictions on transfer of ownership imposed on the Offeror under this Agreement.

## ARTICLE 12. DEFAULT AND TERMINATION

#### 12.1. Termination by the Franchisor—Without Notice.

- a. Subject to applicable law, upon the occurrence of any of following events, the Franchisor may immediately terminate this Agreement:
  - the Franchisee becomes insolvent or makes a general assignment for the benefit of creditors;
  - ii. a petition in bankruptcy is filed by the Franchisee or such a petition is filed against or consented to by the Franchisee and such petition is not dismissed within 45 days;
  - iii. the Franchisee is adjudicated as bankrupt;
  - a bill in equity or other proceeding for the appointment of a receiver of the Franchisee or other custodian for the Franchisee's business or assets is filed and consented to by the Franchisee;
  - v. a receiver or other custodian (permanent or temporary) of the Franchisee's business or assets is appointed by any court of competent jurisdiction;

- vi. proceedings for a composition with creditors under Federal or any state law is instituted by or against the Franchisee;
- vii. a final judgment in excess of \$5,000 remains unsatisfied or of record for 30 days or longer (unless a supersedeas bond is filed);
- viii. execution is levied against the Franchisee's operation or property, or suit to foreclose any lien or mortgage against the Premises or its other assets is instituted against the Franchisee and not dismissed within 45 days;
- ix. a substantial portion of the Franchisee's real or personal property used in the Franchised Business is sold after levy thereupon by any sheriff, marshal, or constable;
- x. Franchisee fails to secure a lease or open for business within the time frames indicated in Sections 4.1 and 4.3 above;
- xi. Franchisee intentionally or negligently discloses to any unauthorized person the contents of any part of the Manual, Copyrighted Materials, Confidential Information or trade secrets of Franchisor;
- xii. Franchisee receives five or more customer complaints regarding service or operations at the Franchised Business in any 12-month period, including negative postings on internet sites such as Trip Advisor and Yelp;
- xiii. Franchisee receives five or more complaints from its employees regarding the Franchisee's employment practices, non-compliance with the Franchise Agreement, or non-compliance with applicable law.
- xiv. Franchisee fails to report and pay when due rent for the Franchised Business, employee salaries, payroll taxes or sales taxes.
- xv. Franchisee or any of its officers, directors, owners or managerial employees is convicted of a felony, a crime of moral turpitude or any other crime or offense that the Franchisor believes is likely to have a material adverse effect on the System, the Proprietary Property, the good will associated with the Proprietary Marks, or the Franchisor's interest in any of the Proprietary Property unless the Franchisee immediately and legally terminates such individual as an officer, director, owner, or employee of the Franchisee;
- xvi. the Franchisee or any of its officers, directors, owners or managerial employees engages in conduct that is deleterious to, or reflects unfavorably on, the Franchisee, the

Franchisor, or the System; or the Franchisee's officers, directors, owners or managerial employees engage in conduct that exhibits a reckless disregard for the physical or mental well-being of employees, customers, the Franchisor's representatives, or the public at large—such conduct includes battery, assault, sexual harassment or discrimination, racial harassment or discrimination, alcohol or drug abuse, or other forms of threatening, outrageous, or unacceptable behavior;

- xvii. Franchisee voluntarily abandons the Franchised Business for a period of 5 consecutive days, or any shorter period that indicates an intent by Franchisee to discontinue operation of the Franchised Business, unless such abandonment is due to fire, flood, earthquake, hurricane, tornado or other similar causes beyond Franchisee's control and not related to the availability of funds to Franchisee.
- xviii. Franchisee or any of its principals purports to transfer any rights or obligations under this Agreement or any interest to third party in a manner contrary to the provisions of Section 11.2 above.
- xix. Franchisee or any of its principals fails to comply with the restrictive covenants of Section 14.1 below.
- xx. Franchisee or its principals disclose or divulge the contents of the Manual or other confidential information of Franchisor.
- xxi. Franchisee fails to achieve the Minimum Performance Levels described in Section 4.26 above.
- b. Each of the foregoing events in Section 12.1.a are material defaults under this Agreement.
- c. If the Franchisor elects to terminate this Agreement under this Section 12.1, it need not provide the Franchisee with any notice or opportunity to cure.
- d. Within three days of the occurrence of any of the events enumerated in Section 12.1.a, the Franchisee shall provide written notice thereof to the Franchisor.
- 12.2. *Termination by the Franchisor—After Notice*. Upon the occurrence of any of the following events, without providing the Franchisee with any opportunity to cure, the Franchisor may, by written notice, immediately terminate this Agreement:
  - a. within 5 days after the Franchisor delivers a Notice of Default, the Franchisee fails to pay the Franchisor or any affiliate any amount due under this Agreement or any other Agreement;

- b. the Franchisee loses the right to possess the Premises and does not timely satisfy the provisions of Section 1.4, if applicable; or the Franchisee otherwise forfeits the right to do or transact business in the jurisdiction where the Franchised Business is located;
- c. a serious or imminent threat or danger to public health or safety results from constructing, maintaining, or operating the Franchised Business and such threat or danger remains uncorrected for two days after the Franchisor or any governmental authority delivers written notice thereof—unless a cure cannot be reasonably completed in such time, in which event the Franchisee shall, within such time, begin to take all reasonable steps to cure, and shall complete the cure as soon as reasonably practical, but in no event later than 30 days after delivery of such written notice (or such shorter cure period as the governmental authority may permit);
- d. the Franchisee fails or refuses to comply with any mandatory specification, standard or operating procedure the Franchisor prescribes in this Agreement, in the Manuals, or otherwise in writing, relating to the cleanliness or sanitation of the Franchised Business or violates any health, safety, or sanitation law, ordinance, or regulation and does not correct such failure or refusal within three days after the Franchisor or any governmental authority delivers written notice thereof—unless a cure cannot be reasonably completed in such time, in which event the Franchisee shall, within such time, begin to take all reasonable steps to cure, and must complete the cure no later than 30 days after delivery of such written notice (or such shorter cure period as the governmental authority may permit);
- e. the Franchisee denies the Franchisor the right to inspect the Franchised Business or to audit the sales and accounting records of the Franchised Business;
- f. one or more of the Franchisee's employees engages in conduct that is deleterious to, or reflects unfavorably on, the Franchisee, the Franchisor, or the System; or one or more of the Franchisee's employee engages in conduct that exhibits a reckless disregard for the physical or mental well-being of employees, customers, the Franchisor's representatives, or the public at large—such conduct includes battery, assault, sexual harassment or discrimination, racial harassment or discrimination, alcohol or drug abuse, or other forms of threatening, outrageous, or unacceptable behavior;
- g. except as expressly permitted hereunder, any person attempts or purports to transfer any rights or obligations under this Agreement, without the Franchisor's prior written consent;
- h. any breach occurs under Sections 6.2 or 14.1;

- i. the Franchisee knowingly maintains false books or records, or knowingly submits any false reports to the Franchisor;
- j. the Franchisee misuses or makes any unauthorized use of the Proprietary Property or otherwise materially impairs the good will associated with the Proprietary Property or the Franchisor's rights in the Proprietary Property;
- k. Franchisee sells or offers for sale any unauthorized products or services, engages in any unauthorized business or practice or sells any unauthorized product or service under the Proprietary Marks or under a name or mark which is confusingly similar to the Proprietary Marks;
- during any 12-consecutive-month period, the Franchisee receives from the Franchisor two
  or more Notices of Default—whether for the same or different defaults—notwithstanding
  that such defaults might have been cured;
- m. any misrepresentation under Section 20.26 or any violation of the Anti-Terrorism Laws by Franchisee, its Manager, its owners, agents or employees;
- n. the Franchisee fails to timely pay its landlord or any of its trade creditors and such failure continues for a period of fifteen days after notice thereof is given to Franchisee; or
- o. the Franchisee or any of its affiliates defaults under any other agreement with the Franchisor or any of its affiliates (including, without limitation, any sublease or franchise agreement) and the Franchisor terminates such agreement on account thereof.
- 12.3. Termination by the Franchisor—After Notice and Right to Cure. Except as otherwise provided above, the Franchisee has 30 days after the Franchisor delivers a Notice of Default to cure any default described therein and provide evidence of cure satisfactory to the Franchisor. A Notice of Default shall be in writing and describe the nature of the default. If any default described in a Notice of Default is not cured within such 30-day period—or such longer period as applicable law may require—without any further notice to the Franchisee, the Franchisor may immediately terminate this Agreement. In addition to the defaults specified in Sections 12.1 and 12.2, the Franchisee is in default under this Agreement if it fails to comply with any other obligation or requirement imposed by this Agreement, as it may from time-to-time reasonably be revised or supplemented by the Manuals. The Franchisee is also in default hereunder it fails to carry out the terms of this Agreement in good faith. To the extent a cure is permitted under this Agreement, the Franchisee has the burden of proving it properly and timely cured any default.

# ARTICLE 13. OBLIGATIONS OF THE FRANCHISEE UPON TERMINATION OR EXPIRATION

Upon the expiration or sooner termination of this Agreement, all rights granted under this Agreement to the Franchisee terminate immediately, and the Sections of this ARTICLE apply to the rights and obligations of the parties. The provisions of this ARTICLE contemplate and are intended, among other things, to enable the Franchisor, if it so chooses, to immediately, without any interruption, take over and continue to operate the Franchised Business under its ownership upon the expiration or sooner termination of this Agreement.

- 13.1. *Cease Operations*. The Franchisee shall immediately cease operating the Franchised Business. Thereafter the Franchisee shall not, directly or indirectly, use any of the Proprietary Property. Nor may the Franchisee represent himself or herself as a present or former franchisee of the Franchisor or in any other way affiliate himself or herself with the System. The Franchisee shall immediately cease using all stationery, Signage, and any other materials containing the Proprietary Marks. The Franchisee shall also immediately cease using any telephone numbers for the Franchised Business used at any time before such expiration or termination. To ensure that the Franchisee has ceased using such telephone numbers, the Franchisee authorizes the Franchisor to take whatever actions are necessary to comply with the foregoing in accordance with the Limited Power of Attorney to Transfer Telephone Listing and Number, which the Franchisee is executing concurrently with this Agreement, in substantially the same form as Attachment "5".
- 13.2. *Payment of Outstanding Amounts*. Except for refunds expressly required hereunder, the Franchisor may retain all fees paid under this Agreement. In addition, within 10 days after the effective date of termination or expiration (or such later date(s) as it is determined that amounts are due to the Franchisor), the Franchisee shall pay the Franchisor all Royalty Fees, Marketing funds, Technology Fees, amounts owed for products or services the Franchisee purchased from the Franchisor or its affiliates, and all other unpaid amounts the Franchisee owes to the Franchisor, its affiliates, and the Franchisee's trade creditors.
- 13.3. Assignment of Lease of Premises. If the Premises are leased from a third party and if the Franchisor elects, the Franchisee shall immediately assign its interest in the lease to the Franchisor and immediately surrender possession of the Premises to the Franchisor. The Franchisee is and remains liable for all of its obligations accruing up to the effective date of any lease assignment.

#### 13.4. Distinguishing Operations.

- a. If the Franchisor does not exercise its rights under Section 13.3 and the Franchisee desires to operate a noncompetitive business at the Premises, the Franchisee shall make such modifications or alterations to the Premises that may be needed to distinguish the appearance of the Premises from that of other franchised units under the System. The Franchisee shall make all such modifications and alterations immediately upon termination or expiration of this Agreement. At such time, the Franchisee must also make such specific additional changes to the Premises as the Franchisor reasonably requests for that purpose—including, changing the use of the Premises. The Franchisee must not take any action that impairs the good will of its customers or potential customers toward the Franchisor, its franchisees, or any other aspect of the System.
- b. In the manner the Franchisor specifies, the Franchisee must immediately remove all identifying architectural superstructure and Signage on or about the Premises bearing the Franchisor's name or logos (or any name or logo similar thereto). Upon request, the Franchisee must hold for delivery to the Franchisor, at the latter's expense, all such property belonging to the Franchisor. Until the time of their removal, the Franchisee must completely cover any Signage that the Franchisee cannot remove within one Business Day of the expiration or termination of this Agreement. If the Franchisee fails or refuses to comply with this obligation, without being guilty of trespass or any other tort or criminal act, the Franchisor may enter upon the Premises for the purpose of removing such Signage and storing it at another location. The Franchisor does so at the Franchisee's reasonable expense. The Franchisee must pay such expense upon demand.
- c. Until all modifications and alterations required by this Section are completed, the Franchisee must: maintain a conspicuous sign, in the form the Franchisor specifies, at the Premises stating that the Franchisee's Store is no longer associated with the Franchisor's System; and advise all customers or prospective customers telephoning the Franchisee's Store that the Store is no longer associated with the Franchisor's System.
- d. If the Franchisee fails or refuses to comply with the requirements of this Section, the Franchisor may enter upon the Premises to make, or cause to be made, the required modifications, alterations, and changes. It does so at the Franchisee's sole risk and expense, without responsibility for any actual or consequential damages to the property of the Franchisee or others, and without liability for trespass or other tort or criminal act. The

Franchisee's failure to make such modifications, alterations, or changes will cause irreparable injury to the Franchisor.

- 13.5. Unfair Competition. If the Franchisee continues to operate, or subsequently begins to operate, any other business, he or she may not, in connection with such business or the promotion thereof, use any reproduction or colorable imitation of the Proprietary Marks or Trade Dress, imitate any methods of operation, packaging, packaging design, labels, or undertake any other conduct that is likely to cause confusion, mistake, or deception, or that is likely to dilute the Franchisor's rights in and to the Proprietary Marks or Trade Dress. In addition, the Franchisee shall not use any designation of origin or description or representation that falsely suggests or represents an association or connection with Natural Life CBD/Kratom/Kava, the Franchisor, or any of its affiliates. Any such action undertaken by the Franchisee is considered unfair competition. This Section does not, directly or indirectly, discharge the Franchisee's obligations under ARTICLE 14. Franchisee may not, directly or indirectly, use Franchisor's products, packaging, packaging design, advertising materials, advertising programs, or other aspects of the System in any other business or for any purpose other than as permitted by this Agreement, without the prior written consent of Franchisor.
- 13.6. *Return of Materials.* At its expense, the Franchisee shall immediately turn over to the Franchisor all tangible Proprietary Property (together with all copies and any other forms of reproductions of such materials) in the Franchisee's possession or control. All such Proprietary Property, copies and reproductions are the Franchisor's exclusive property.
- 13.7. The Franchisor's Purchase Rights. Upon the expiration or sooner termination of this Agreement, Franchisor has a first-priority option (but not the obligation) to purchase any or all items the Franchisee owns bearing the Proprietary Marks, such as advertising materials, supplies, inventory or other items, together with any of the Franchisee's other assets used to operate the Franchised Business. The Franchisor may purchase such items at a price equal to the Franchisee's cost or fair market value, whichever is less. The Franchisor may exercise such option by delivering a notice of intent to purchase to the Franchisee within 30 days after the expiration or sooner termination of this Agreement. If, within a reasonable time, the parties cannot agree on the fair market value of the items to be purchased, the Franchisor shall designate an independent appraiser to do so. The appraiser's determination is final and binding. The parties shall equally bear the costs of the appraiser. The fair market value of tangible assets shall be determined without reference to good will, going-concern value, or other intangible assets. If the Franchisor exercises its option to purchase, it may setoff all amounts due from the Franchisee under this

Agreement, and the cost of the appraisal, if any, against any payment due the Franchisee. As the owner of the Signage, Franchisor will not have to pay Franchisee any consideration to remove or take possession of the Signage. If the Franchisee fails or refuses to deliver any of the items purchased under this Section to the Franchisor or its nominee, fails to execute or deliver the necessary documents to transfer good title to the Franchisee's assets, or surrender possession of the Premises to the Franchisor or its nominee, or otherwise fails to comply with any of the provisions of this ARTICLE, the Franchisor may apply to any court of competent jurisdiction for an injunction to compel the Franchisee to comply therewith. If it does so, it need not post any bond nor demonstrate irreparable harm. The Franchisee must pay the Franchisor all costs and expenses relating to such injunction, including the Franchisor's reasonable attorneys' fees and costs. In lieu of such payment, the Franchisor may take a credit against the purchase price equal to the total amount of such related costs and expenses. In the event the Franchisee or any person or entity affiliated with the Franchisee owns the real estate on which the Franchised Business is located, upon termination of the Franchise Agreement, the Franchisor or its Designee shall have the right to purchase such real estate at its fair market value. The procedure for the purchase option with respect to the real estate shall be the same as the purchase option with respect to the items bearing the Proprietary Marks as described above.

13.8. *Liquidated Damages for Premature Termination*. If this Agreement terminates because of the Franchisee's default, the Franchisee must pay the Franchisor a lump-sum payment equal to the average of the Royalty Fees, Marketing funds, and Technology Fees paid by the Franchisee to the Franchisor during the last 12 months of operation multiplied by 24. If the Franchisee has not continuously operated the Franchised Business for the 12-month period prior to termination by Franchisor, the Franchisee shall pay to the Franchisor liquidated damages in an amount equal to the Franchisee's average weekly Royalty Fees, Marketing fund, and Technology Fees for the period in which Franchisee was operating the Franchised Business from the Agreement Date through the date of termination, multiplied by 104.

This payment constitutes liquidated damages for causing the premature termination of this Agreement and not a penalty. A precise calculation of the full extent of damages that the Franchisor will incur if this Agreement terminates because the Franchisee defaults cannot be reasonably determined. Nevertheless, the lump-sum payment provided under this Section is reasonable in light of the damages for premature termination that the Franchisor may reasonably be expected to incur in such event.

This sum is not a penalty and is intended by the parties only as a compensatory remedy for past breaches and not as a preventative remedy to deter future breaches. Nor does this sum represent a price for the privilege of not performing or its payment represent an alternative manner of performance. Accordingly, as a purely liquidated damage provision, this Section does not preclude, nor is inconsistent with, a court granting the Franchisor specific performance or any other equitable remedies, such as an injunction, to prevent future breaches. The Franchisor's rights to liquidated damages and specific performance or any other equitable relief are not mutually exclusive

# ARTICLE 14. INDEPENDENT COVENANTS OF THE FRANCHISEE

#### 14.1. Diversion of Business; Competition and Interference With the Franchisor.

- a. The Franchisor would be unable to protect the Confidential Information against unauthorized use or disclosure and would be unable to encourage a free exchange of ideas and information among the franchisees within the System if franchisees were permitted to hold interests in any Competitive Business. Accordingly, during the Term and for the 24-month period thereafter, the Franchisee (including the Franchisee's owners, officers, directors, and managers, as well as the owners, officers, directors and managers of any entity that is an owner of Franchisee) shall not, directly or indirectly:
  - i. solicit or otherwise attempt to induce (by combining or conspiring with, or attempting to do so), or influence in any other manner any of the Franchisor's customers, vendors, and others with whom the Franchisor does business, to terminate or modify his, her, or its business relationship with the Franchisor or to compete against the Franchisor;
  - ii. as owner, officer, director, employee, agent, lender, broker, consultant, franchisee, or in any other similar capacity whatsoever be connected in any manner with the ownership, management, operation or control, or conduct of a Competitive Business within the United States (this restriction, however, does not apply to a 5% or less beneficial interest in a publicly-held corporation). Franchisee acknowledges that Franchisor intends to operate, and to license third parties to operate, Natural Life CBD/Kratom/Kava Stores throughout the United States and that Franchisor has a legitimate business interest in protecting its trade secrets throughout the United States; and
  - iii. in any manner interfere with, disturb, disrupt, impair, diminish, or otherwise jeopardize the business of the Franchisor or any of its other franchisees.

- b. The Franchisee acknowledges and confirms that the scope of activities prohibited in this Section 14.1, as well as the length of the term and geographical restrictions contained therein, are necessary to protect the Franchisor's legitimate business interests and are fair and reasonable and not the result of overreaching, duress, or coercion of any kind. The Franchisee's full, uninhibited, and faithful observance of each of the covenants contained in this Section will not cause any undue hardship, financial or otherwise. Enforcement of each of the covenants contained in this Section 14.1 will not impair the Franchisee's ability to obtain employment commensurate with its abilities and on terms fully acceptable to him or her or otherwise to obtain income required for the comfortable support of himself or herself and its family, and the satisfaction of the needs of its creditors. The Franchisee's special knowledge of the business of a retail store offering CBD, Kratom, and Kava products (and anyone acquiring such knowledge through the Franchisee) is such as would cause the Franchisor and its franchisees serious injury and loss if he or she (or anyone acquiring such knowledge through the Franchisee) were to use such knowledge to the benefit of a competitor or were to compete with the Franchisor or any of its franchisees.
- c. If any court finally holds that the time or territory for or to which this Section 14.1 applies or the scope of activities prohibited thereunder—or that any provision stated in this Section—constitutes an unreasonable restriction upon the Franchisee, the provisions of this Agreement are not thereby rendered void, but apply as to time and territory or to such other extent as such court finally concludes or indicates is a reasonable restriction under the circumstances. The time periods set forth in this Section 14.1 are suspended during any period in which the Franchisee is breaching any of its terms or involved in a legal action or proceeding challenging the validity or enforceability thereof.
- d. Without the Franchisee's consent, the Franchisor, in its sole discretion, may reduce the scope of any covenants set forth in this ARTICLE. Any such reduction is effective immediately upon the Franchisee's receipt of written notice. The Franchisee must comply immediately with any covenant as so modified. Such modified covenant is fully enforceable to the extent permitted by applicable law.
- e. The foregoing covenants in this ARTICLE shall be construed as independent of any other covenant or provision of this Agreement. The existence of any claim the Franchisee may have against the Franchisor or any of its affiliates (regardless of whether arising from this Agreement) is not a defense to the enforcement of the foregoing covenants against the Franchisee.

# ARTICLE 15. INDEPENDENT LICENSEE AND INDEMNIFICATION

- 15.1. *Independent Status*. This Agreement does not create a fiduciary relationship between the parties to this Agreement. The Franchisee is an independent licensee. Unless expressly provided to the contrary, nothing in this Agreement is intended to constitute either party an agent, legal representative, subsidiary, joint venturer, partner, employee, affiliate or servant of the other party for any purpose whatsoever. Nothing in this Agreement authorizes the Franchisee to make any contract, agreement, warranty, or representation on the Franchisor's behalf. Nor may the Franchisee incur any debt or other obligation in the Franchisor's name. The Franchisee shall take such affirmative action as the Franchisor requests to disclose to the public that the Franchisee is an independent licensee. Such actions may include placing and maintaining a plaque in a conspicuous place within the Premises and a notice on all stationery, business cards, sales literature, contracts, and similar documents that states that the Franchised Business is independently owned and operated by the Franchisee. The content of such plaque and notice is subject to the prior written approval of the Franchisor.
- TO THE FULLEST EXTENT PERMITTED BY LAW, 15.2. Indemnification. FRANCHISEE AGREES TO EXONERATE AND INDEMNIFY AND HOLD HARMLESS NATURAL LIFE FRANCHISE CORP., NL FULFILLMENT CORP., AND ANY OF THESE COMPANIES' PARENT COMPANY, SUBSIDIARIES, DIVISIONS, AFFILIATES, SUCCESSORS, ASSIGNS AND DESIGNEES AS WELL AS THEIR DIRECTORS, OFFICERS, EMPLOYEES, AGENTS, SHAREHOLDERS, SUCCESSORS, DESIGNEES AND REPRESENTATIVES (COLLECTIVELY REFERRED TO AS THE "NATURAL LIFE CBD/KRATOM/KAVA INDEMNITEES"), FROM ALL CLAIMS BASED UPON, ARISING OUT OF, OR IN ANY WAY RELATED TO THE OPERATION, CONDITION, OR ANY PART OF FRANCHISEE'S NATURAL LIFE CBD/KRATOM/KAVA® FRANCHISE, THE FRANCHISED BUSINESS, THE PRODUCTS, THE PREMISES, OR ANY ASPECT OF THE REAL ESTATE CONNECTED TO FRANCHISEE'S FRANCHISED BUSINESS, WHETHER CAUSED BY FRANCHISEE, FRANCHISEE'S AGENTS OR EMPLOYEES, OR ARISING FROM FRANCHISEE'S ADVERTISING OR BUSINESS PRACTICES. FRANCHISEE AGREES TO PAY FOR ALL THE NATURAL LIFE CBD/KRATOM/KAVA INDEMNITEES' LOSSES, EXPENSES (INCLUDING, BUT NOT LIMITED TO ATTORNEYS' FEES) OR CONCURRENT

OR CONTRIBUTING LIABILITY INCURRED IN CONNECTION WITH ANY ACTION, SUIT, PROCEEDING, INOUIRY (REGARDLESS OF WHETHER THE SAME IS REDUCED TO JUDGMENT OR DETERMINATION), OR ANY SETTLEMENT THEREOF FOR THE INDEMNIFICATION GRANTED BY FRANCHISEE HEREUNDER. THE NATURAL LIFE CBD/KRATOM/KAVA INDEMNITEES SHALL HAVE THE RIGHT TO SELECT AND APPOINT INDEPENDENT COUNSEL TO REPRESENT ANY OF THE NATURAL LIFE CBD/KRATOM/KAVA INDEMNITEES IN ANY ACTION OR PROCEEDING COVERED BY THIS INDEMNITY. FRANCHISEE AGREES THAT TO HOLD THE NATURAL LIFE CBD/KRATOM/KAVA **INDEMNITEES** HARMLESS. FRANCHISEE WILL REIMBURSE THE NATURAL LIFE CBD/KRATOM/KAVA INDEMNITEES AS THE COSTS AND EXPENSES ARE INCURRED BY THE NATURAL LIFE CBD/KRATOM/KAVA INDEMNITEES.

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# ARTICLE 16. REPRESENTATIONS AND WARRANTIES

- 16.1. *No Reliance*. Except as expressly provided to the contrary in this Agreement, the Franchisor makes no representations, warranties, or guarantees upon which the Franchisee may rely. Nor does the Franchisor assume any liability or obligation to the Franchisee by providing any waiver, approval, consent, or suggestion to the Franchisee in connection with this Agreement; or by reason of any neglect, delay, or denial of any request therefor unless such conduct would otherwise constitute a breach of an express obligation of the Franchisor under this Agreement.
- 16.2. *Franchisor's Representations.* The Franchisor represents and warrants as follows:
  - a. *Organization*. The Franchisor is a corporation duly organized, validly existing, and in good standing under Florida law.
  - b. *Authorization*. The Franchisor has the corporate power to execute, deliver, and carry out the terms of the Agreement. The Franchisor has taken all necessary action with respect thereto. This Agreement has been duly authorized, executed, and delivered by the Franchisor and constitutes its valid, legal and binding agreement and obligation in accordance with the terms of this Agreement, except as may be limited by applicable bankruptcy, insolvency,

reorganization and other laws and equitable principles affecting creditors' rights generally from time-to-time in effect.

- c. *No Violation.* The Franchisor's performance of its obligations under the Agreement will not result in:
  - i. the breach of any term or condition of any contract, agreement, or other commitment to which the Franchisor is a party or by which it is bound, or constitute an event that, with notice, the lapse of time, or both, would result in such a breach; nor
  - ii. the Franchisor's violation of any statute, rule, regulation, ordinance, code, judgment, order, injunction, or decree.

The foregoing representations and warranties are true and correct on the date this Agreement is executed and will remain so throughout the Term.

#### 16.3. *The Franchisee's Representations.* The Franchisee represents and warrants as follows:

- a. *Organization*. If the Franchisee is a corporation, limited liability company, or a general or limited partnership, the Franchisee is duly organized, validly existing, and in good standing under the laws of its state of organization.
- b. *Authorization*. The Franchisee has the power to execute, deliver, and carry out the terms and conditions of the Agreement. The Franchisee has taken all necessary action with respect thereto. This Agreement has been duly authorized, executed, and delivered by the Franchisee and constitutes its valid, legal, and binding agreement and obligation in accordance with the terms of this Agreement, except as may be limited by applicable bankruptcy, insolvency, reorganization and other laws and equitable principles affecting creditors' rights generally from time-to-time in effect.
- c. *No Violation.* Performance by the Franchisee of his, her, or its obligations under this Agreement will not result in:
  - i. the breach of any term or condition of any contract, agreement, or other commitment to which the Franchisee is a party or by which he, she, or it is bound, or constitute an event that, with notice, the lapse of time or both, would result in such a breach; nor
  - ii. the violation by the Franchisee of any statute, rule, regulation, ordinance, code, judgment, order, injunction or decree.

The foregoing representations and warranties are true and correct on the date this Agreement is executed and will remain so throughout the Term.

- 16.4. *True Copies.* The Franchisee represents and warrants that copies of all documents it must furnish to the Franchisor in connection with obtaining the Franchise, and as required in the future, have been and will be true and complete copies of such documents (including all amendments or modifications thereof) and contain no misleading or incorrect statements or material omissions.
- 16.5. **Receipt of FDD.** The Franchisee acknowledges that he or she received from the Franchisor a Franchise Disclosure Document ("FDD") for the state where the Franchised Business will be located and, if different, the state where the Franchisee resides (with all exhibits and supplements thereto) at least 14 calendar days prior to:
  - a. executing this Agreement and every other agreement imposing a binding obligation on the Franchisee in connection with the sale of the Franchise; and
  - b. the Franchisee's paying any consideration in connection with the sale, or proposed sale, of the Franchise.
- 16.6. **Receipt of Completed Franchise Agreement.** The Franchisee acknowledges that he or she received from the Franchisor a completed copy of this Agreement and all related agreements, containing all material terms, with all blanks filled in (except for the date, signatures and any minor matters not material to the agreements) at least five Business Days prior to the execution of this Agreement.
- 16.7. Acknowledgement of Risk. The Franchisee acknowledges and agrees to the following:
  - a. THE FRANCHISEE'S SUCCESS IN OWNING AND OPERATING THE FRANCHISED BUSINESS IS SPECULATIVE AND WILL DEPEND ON MANY FACTORS. SUCH FACTORS INCLUDE, TO A LARGE EXTENT, THE FRANCHISEE'S INDEPENDENT BUSINESS ABILITY. EXCEPT AS SPECIFICALLY INCLUDED IN THIS AGREEMENT, NO REPRESENTATIONS OR PROMISES, EXPRESS OR IMPLIED, HAVE BEEN MADE BY THE FRANCHISOR OR ANY EMPLOYEE, BROKER, OR REPRESENTATIVE OF THE FRANCHISOR, TO INDUCE THE FRANCHISEE TO ENTER INTO THIS AGREEMENT. NO EMPLOYEE, OFFICER, DIRECTOR, BROKER OR REPRESENTATIVE IS AUTHORIZED TO DO OTHERWISE.
  - b. THE FRANCHISEE ACKNOWLEDGES THAT, IN ALL OF ITS DEALINGS WITH THE FRANCHISOR'S OWNERS, OFFICERS, DIRECTORS, EMPLOYEES, AND REPRESENTATIVES, SUCH INDIVIDUALS ACT ONLY IN THEIR REPRESENTATIVE CAPACITY AND NOT IN AN INDIVIDUAL CAPACITY. THE

FRANCHISEE FURTHER ACKNOWLEDGES THAT THIS AGREEMENT AND ALL BUSINESS DEALINGS BETWEEN THE FRANCHISEE AND SUCH INDIVIDUALS AS A RESULT OF THIS AGREEMENT ARE SOLELY BETWEEN THE FRANCHISEE AND THE FRANCHISOR. NOTWITHSTANDING THE FOREGOING, IF FRANCHISOR ENGAGES ANY BROKER, SUCH BROKER SHALL BE SOLELY LIABLE FOR ITS CONDUCT IN CONNECTION WITH THE FRANCHISEE EXCEPT THAT FRANCHISOR SHALL REMAIN LIABLE FOR THE BROKER'S CONDUCT SOLELY TO THE EXTENT OF FRANCHISOR'S OWN CRIMINAL, INTENTIONAL OR GROSSLY NEGLIGENT CONDUCT REGARDING ENGAGING SUCH BROKER

c. IN ADDITION, THE FRANCHISOR MAKES NO WARRANTY AS TO THE FRANCHISEE'S ABILITY TO OPERATE THE FRANCHISED BUSINESS IN THE JURISDICTION IN WHICH THE FRANCHISED BUSINESS IS TO BE OPERATED. THE FRANCHISEE ITSELF MUST SEEK OR OBTAIN ADVICE OF COUNSEL SPECIFICALLY WITH RESPECT TO THIS ISSUE. IF LEGISLATION ENACTED, OR REGULATION PROMULGATED, BY ANY GOVERNMENTAL BODY PREVENTS THE FRANCHISEE FROM OPERATING THE FRANCHISED BUSINESS, THE FRANCHISOR IS NOT LIABLE FOR DAMAGES NOR REQUIRED TO INDEMNIFY THE FRANCHISEE IN ANY MANNER WHATSOEVER OR TO RETURN ANY MONIES RECEIVED FROM THE FRANCHISEE. THIS RELEASE SHALL NOT APPLY TO ANY CLAIMS ARISING FROM REPRESENTATIONS MADE BY FRANCHISOR IN FRANCHISOR'S FRANCHISE DISCLOSURE DOCUMENT RECEIVED BY FRANCHISEE.

# ARTICLE 17. MEDIATION AND ARBITRATION; EQUITABLE RELIEF

#### 17.1. Mediation and Arbitration.

a. In connection with any dispute arising under this Agreement, before any arbitration proceeding takes place, either party may, at its option, submit the controversy or claim to nonbinding mediation before CPR Institute for Dispute Resolution ("CPR") in accordance with its National Franchise Mediation Program. If CPR is unable to conduct the mediation, the controversy or claim may be submitted to the American Arbitration Association or any other mutually agreeable mediator. In the event of any such mediation, both parties shall execute a confidentiality agreement reasonably satisfactory to the Franchisor. Once the controversy or claim is submitted to mediation, the obligation to attend mediation is binding

- on both parties. Each party bears its own costs with respect to the mediation. The fee for the mediation, however, will be split equally.
- b. Subject to Section 17.1.a and the provisions set forth in Section 17.2, any controversy or claim relating to this Agreement—including any claim that this Agreement, or any part thereof, is invalid, illegal, or otherwise voidable or void—shall be submitted to arbitration before the American Arbitration Association (or any other mutually agreeable arbitration association) in accordance with its commercial arbitration rules,.
- c. The provisions of this Section shall be construed as independent of any other covenant or provision of this Agreement. But if a court of competent jurisdiction determines that any such provisions are unlawful in any way, such court shall modify or interpret such provisions to the minimum extent necessary to have them comply with the law. Notwithstanding any provision of this Agreement relating to the state laws by and under which this Agreement shall be governed and construed, all issues relating to arbitrability or the enforcement of the agreement to arbitrate contained in this Agreement shall be governed by the United States Arbitration Act (9 U.S.C. § 1 et seq.) and the Federal common law of arbitration.
- d. Judgment upon an arbitration award may be entered in any court of competent jurisdiction. Such judgment is binding, final, and non-appealable. To the fullest extent permitted by law, the Franchisor and the Franchisee (and their respective owners) waive any right to, or claim for, any punitive or exemplary damages against the other. In the event of a dispute between the Franchisor and the Franchisee, each is limited to recovering the actual damages it sustains.
- e. Before any arbitration proceeding takes place, if it so elects, the Franchisor or the Franchisee may have the arbitrator conduct, in a separate proceeding before the actual arbitration, a preliminary hearing, at which testimony and other evidence may be presented and briefs may be submitted (including a brief setting forth the then-applicable statutory or common-law methods of measuring damages in respect of the controversy or claim being arbitrated).
- f. This arbitration provision is self-executing and remains in full force and effect after the expiration or sooner termination of this Agreement. If either party fails to appear at any properly noticed arbitration proceeding, notwithstanding such failure to appear, an award may be entered against such party by default or otherwise.
- g. Mediation and/or arbitration shall take place in Leon County, Florida, or at the mediator's or arbitrator's office closest to the Franchisor's home office.

h. Mediation or arbitration between the Franchisor and the Franchisee shall be of the Franchisor's and the Franchisee's individual claims. None of the Franchisee's claims may be mediated or arbitrated on a class-wide basis.

#### 17.2. Exceptions to Mediation and Arbitration; Equitable Relief.

- a. Notwithstanding anything in this Agreement to the contrary, the obligation to mediate or arbitrate is not binding upon the Franchisor, and the Franchisor need not mediate or arbitrate any of the following matters:
  - i. claims relating to the Proprietary Property;
  - ii. claims relating to any lease or sublease of real property between the parties or their related entities;
  - iii. claims relating to the Franchisee's obligations upon termination or expiration of this Agreement;
  - iv. claims relating to any transfer of an interest in the Franchisee, the Franchised Business or its assets, or this Agreement restricted under this Agreement;
  - v. claims relating to actions that may impair the good will associated with the Proprietary Marks;
  - vi. matters involving danger, health, or safety involving the Franchisee, its employees or customers, or the public; or
  - vii. requests for restraining orders, injunctions, or other procedures to obtain specific performance in a court of competent jurisdiction when such court considers the restraining order, injunction, or specific performance necessary to preserve the status quo or prevent irreparable injury pending resolution of the actual dispute between the parties by mediation or arbitration.
- b. The Franchised Business is intended to be one of a large number of businesses identified by the Proprietary Marks selling the public the products and services associated with the Proprietary Marks. Consequently, a single franchisee's failure to comply with the terms of its franchise agreement is likely to cause irreparable damage to the Franchisor, and damages at law would, therefore, be an inadequate remedy. Accordingly, in the event of a breach or threatened breach of any of the terms of the Agreement by the Franchisee concerning any matters referenced in Subsection 17.2.a, the Franchisor may seek an injunction restraining such breach and/or a decree of specific performance (together with recovery of reasonable

attorneys' fees and costs incurred in obtaining such equitable relief). It may do so without demonstrating or proving any actual damage. The foregoing equitable remedies are in addition to all other rights or remedies to which the Franchisor may otherwise be entitled because of any breach of this Agreement by the Franchisee. The Franchisor may seek such relief without posting any bond or security. But if a court of competent jurisdiction, nevertheless, requires a bond, a bond in the sum of \$100 is sufficient. Notwithstanding anything in this Agreement to the contrary, the Franchisor may seek injunctive relief in any jurisdiction that has jurisdiction over the Franchisee.

# ARTICLE 18. TERM

18.1. *Term.* Unless sooner terminated under ARTICLE 12, the Term of this Agreement runs for 10 years from the Agreement Date. The parties agree to reasonably amend the term of this Agreement to coincide with the term of the lease of the Premises.

#### 18.2. Option to Obtain Successor Franchise Agreement.

- a. The Franchisee is granted an option to obtain, upon the expiration of the Term, a Successor Franchise Agreement for a period of 10 years. The Franchisee may exercise its option to obtain a Successor Franchise Agreement only if he or she complies with the following conditions—unless another time is specified below, such conditions must be satisfied at the time the option is exercised and remain satisfied at all times thereafter:
  - not less than 12 months nor more than 18 months before the end of the Term, the
    Franchisee must give the Franchisor written notice of his or her intention to exercise
    the option to obtain a Successor Franchise Agreement by submitting his or her
    application for a Successor Franchise Agreement;
  - ii. at least 6 months prior to the expiration of the Term, the Franchisor may inspect the Franchised Business and give notice of all required maintenance, refurbishing, renovating, and upgrading; if it does so, the Franchisee shall, to the Franchisor's reasonable satisfaction, complete all such required maintenance, refurbishing, renovating, and upgrading no later than 60 days prior to expiration of the Term;
  - iii. if renovation or maintenance of the Franchised Business is not possible or feasible, prior to the beginning of the term of the Successor Franchise Agreement the Franchisee shall relocate the Franchised Business to a location the Franchisor approves in accordance with the procedures described in Section 1.4 above;

- iv. the Franchisee shall satisfy all its monetary obligations owed to the Franchisor, its affiliates, and all of the Franchisee's trade creditors, and must not be in default of any provision of this Agreement or any other agreement between the Franchisee and the Franchisor or its affiliates;
- v. the Franchisee shall comply with all other requirements the Franchisor imposes under the Successor Franchise Agreement upon its execution; except that in lieu of the initial franchise fee, the Franchisee shall pay a successor franchise fee of \$5,000.00;
- vi. not less than 90 days before the Term expires, the Franchisee shall execute, and deliver to the Franchisor, a Successor Franchise Agreement, the terms of which may significantly differ from the terms of this Agreement—such differing terms may include, without limitation, a smaller Protected Territory and a higher Royalty Fee and/or Marketing fund (but any higher Royalty Fee may not exceed the Royalty Fee included in the most recent Franchise Agreement executed by the Franchisor's newest franchisee);
- vii. the Franchisee must execute a general release of any and all claims against the Franchisor and its affiliates, and their respective officers, directors, shareholders, agents, and employees, substantially in the form of General Release attached hereto as <a href="Attachment">Attachment "4"</a>— such release, however, must exclude liabilities from which the Franchisor may not require a release under any applicable state law; and
- viii. the Franchisee is lawfully entitled to continue to occupy the Premises for the entire Succeeding Term; if the Franchisee is then leasing the Premises from the Franchisor or a third party, the Franchisee shall be entitled to renew the lease for a term at least as long as the entire Succeeding Term or must obtain the Franchisor's approval of a new location for the Franchised Business within the Protected Territory but not within the protected territory of a Company-Owned Unit or another franchisee or area developer within the Chain in accordance with the Franchisor's relocation procedures.
- b. If the Franchisee does not satisfy all the conditions set forth in Section 18.2.a, the Franchisor may elect not to enter into a Successor Franchise Agreement.
- c. Notwithstanding anything herein to the contrary, Franchisor reserves the right not to enter into a successor franchise agreement for this Franchise as a result of a decision to withdraw from a marketing area or the Territory in which Franchisee's Franchised Business is located.

18.3. *Reinstatements and Extensions*. If termination or expiration of the Term would violate any applicable law, the Franchisor may reinstate or extend the Term to comply with such laws. The Franchisor may do so by written notice to the Franchisee. Such reinstatement or extension is for the period set forth in the notice. Such reinstatement or extension does not waive any of the Franchisor's rights under this Agreement or otherwise modify it.

# ARTICLE 19. DEFINITIONS

- 19.1. *Definitions*. For the purposes of this Agreement, the Attachments attached to this Agreement, and any other document executed incidental to this Agreement, as well as any attachments to such documents, the following terms have the following meanings:
  - "Marketing funds" means the payments described in Section 3.1.c.
  - "Advisory Council" means a franchise advisory council created in accordance with ARTICLE 10.
  - "Affiliate" means, with respect to a corporation or other business entity, any person controlling, controlled by, or under common control with that corporation or business entity. With respect to an individual, affiliate means that individual's immediate family members, as well as such immediate family members' spouses, and the corporations or other business entities such individual and his or her family members, directly or indirectly, control.
  - "Agreement" means this Franchise Agreement, as it may be amended, supplemented, or otherwise modified in accordance with Section 20.2.
  - "Agreement Date" means the date this Agreement is signed by an authorized representative of the Franchisor.
  - "Assets" means the Franchisee's interest in this Agreement or its operating assets described in Section 11.4.a.ii.
  - "Asset Offer" means the offer to purchase the Assets described in Section 11.4.a.ii.
  - "Basic Management Training" means the training described in Section 2.7.a.
  - "Business Affiliate" means any of the Franchisor's employees, officers, directors, agents, consultants, representatives, contractors, suppliers, distributors, franchisees or other business contacts.
  - "Business Day" means a day other than Saturday, Sunday, or a U.S. national holiday.

"Chain" means the group of Company-Owned Units and franchised units each operating a Store under the System and the Proprietary Marks.

"Company-Owned Unit" means a retail Store operated under the System and the Marks and owned by the Franchisor or any of its affiliates.

"Competitive Business" means a business that is engaged wholly or partially, directly or indirectly, in the offer and sale of hemp based products including CBD, hemp flower and hemp flower derived products, Kratom extract and Kratom infused products, Kava extract and Kava infused products, and any similar or competitive products.

"Confidential Information" means any knowledge, know-how, technologies, processes, techniques, and any other information that the Franchisor designates as confidential, proprietary, or trade secrets or that is not readily available in the public domain. Confidential Information includes the Manuals, and software.

"Design Specifications" means the specifications described in Section 2.3.a.ii.

"Designee" means one or more of the Franchisor's representatives who are independent contractors and appointed by the Franchisor to perform certain of its duties under this Agreement as described in ARTICLE 2.

"Enforcement Costs" means the costs described in Section 20.9.

"FDD" means the Franchisor's current Franchise Disclosure Document and all exhibits and supplements thereto.

"Franchise" means the rights granted to the Franchisee under this Agreement.

"Franchise Owner" means: (a) if the Franchisee is an individual, such individual; (b) if the Franchisee is a corporation, the individuals who own 10% or more of the voting and ownership interests in such corporation; (c) if the Franchisee is a partnership, any individual who is—or owns 10% or more of the voting and ownership interests in an entity that is—a general partner of such partnership; or (d) if the Franchisee is a limited liability company, the individuals who own 10% or more of the voting and ownership interests in such limited liability company.

"Franchised Business" means the retail Store the Franchisee is authorized to establish and operate under this Agreement.

"Franchisee" means all persons signing the signature page of this Agreement as Franchisee, jointly and individually.

"Franchisor's Stock Consideration" means the Franchisor's publicly traded registered shares described in Section 11.4.b.

"Gross Revenues" means the entire amount of all the Franchisee's revenues arising out of the ownership or operation of the Franchised Business or any business at or about the Premises and any revenues received from the lease or sublease of a portion of the Premises. Such revenues may be evidenced by cash, credit, checks, purchased gift certificates, scrip, coupons and premiums (unless exempted by the Franchisor), services, property or other means of exchange. Such revenues exclude, however, the amount of any sales taxes that are collected and actually paid to the taxing authority. Gross Revenues are deemed received by the Franchisee at the time the goods, products, merchandise, or services from which they derive are delivered or rendered or at the time the relevant sale takes place, whichever occurs first. Gross Revenues consisting of property or services are valued at the prices applicable, at the time such Gross Revenues are received, to the products or services exchanged for such Gross Revenues. Franchisee may not deduct delivery charges or any other service charges from Gross Revenues before calculating royalties. Gross Revenues includes the proceeds from business interruption insurance. Royalty Fees are paid on the full retail price charged by Franchisee regardless of any credit or discount Franchisee may provide to the customer unless Franchisor pre-approved the credit or discount in writing.

"Initial Franchise Fee" means the fee described in Section 3.1.a.

"Interest" means the ownership or voting interest described in Section 11.4.a.i.

"Interest Offer" means the offer to purchase an Interest in the Franchise described in Section 11.4.a.i.

"Local Advertising" means advertising, marketing, public relations, and promotion undertaken by the Franchisee in media directed primarily at the Franchisee's local market area. It includes television, radio, newspapers, magazines, billboards, posters, handbills, direct mail, yellow pages, sports-program-booklet advertising, church bulletins, collateral promotional and novelty items (e.g., matchbooks, pens and pencils, bumper stickers, calendars) that prominently display the Franchisor's Proprietary Marks, advertising on public vehicles such as cabs and buses, the cost of producing materials necessary to participate in these media, agency commissions related to the production of such advertising, and amounts paid to an approved regional advertising cooperative or to a merchant's association for advertising of which the Franchisee is a member. Local Advertising does not include payments to the Marketing Fund nor payments in connection

with permanent on-premises signs, lighting, purchasing or maintaining vehicles, even though such vehicles display in some manner the Franchisor's Proprietary Marks, contributions, sponsorships (unless the Franchisor's Proprietary Marks are prominently displayed by the group or activity receiving the contribution or sponsorship), premium or similar offers such as discounts, price reductions, special offers, free offers and sweepstake offers (except that the media costs associated with promoting the premium offers are included); employee-incentive programs, and other similar payments that the Franchisor, in its sole discretion, determines should not be included in determining whether the Franchisee has met its obligation for Local Advertising.

"Franchised Business Certified Manager" means the Franchise Owner unless the Franchisor otherwise agrees in writing. The Franchised Business must at all times be under the direct, supervision of a Franchised Business Certified Manager who has satisfactorily completed our initial training program to our satisfaction and who devotes 25 hours per week or more using his/her full business time, energy and effort to the management and operation of your Natural Life CBD/Kratom/Kava Business.

"Manuals" means all manuals, and any revisions thereto, prepared for the internal use of the Franchised Business currently or subsequently produced by, or for the benefit of, the Franchisor and loaned to the Franchisee.

"Marketing Fund" means the fund described in Section 7.3 into which Marketing funds shall be deposited for use in regional and national marketing activities to promote the System.

"Notice of Default" means the notices described in Section 12.3.

"Notice of Exercise" means the Franchisor's written notice of acceptance of an Offer described in Section 11.4.a.

"Opening Date" means: (i) the date on which the Franchised Business is first opened for business to the general public after being newly constructed; (ii) the date on which the Franchised Business is first opened for business to the general public as the Franchised Business after being converted to the Franchised Business from another retail concept where the retail concept was suspended during the conversion period; or (iii) the Agreement Date where the existing retail operation is being converted to the Franchised Business without being suspended, whichever is applicable.

"Offer" means the offer extended to the Franchisor described in Section 11.4.a.

"Payment System" means the system the Franchisee creates to make payments to the Franchisor as described in Section 3.3.

"Person" means any individual, corporation, partnership, limited liability company, or other business entity or trust.

"P.O.S. System" means the computerized cash registers, software, printer and modem the Franchisee shall purchase in accordance with the Franchisor's specifications contained in the Manuals.

"*Premises*" means the entire real property—either owned or leased by the Franchisee—where the Franchised Business is located, as described in Attachment "1".

"Proprietary Marks" means the service mark and logo "Natural Life CBD/Kratom/Kava" and all other trademarks, service marks, trade names, logos and commercial symbols that the Franchisor authorizes as part of the System.

"Proprietary Products" means hemp based products including CBD, hemp flower and hemp flower derived products, Kratom extract and Kratom infused products, Kava extract and Kava infused products, and related products that contain formulas owned by Franchisor, or which are marketed under the Natural Life CBD/Kratom/Kava trademark and trade name.

"Proprietary Property" means the Proprietary Marks, Confidential Information, and copyrighted information of the Franchisor or its affiliates that the Franchisee may use under this Agreement.

"Protected Territory" means the area described on Attachment "1" to the Franchise Agreement within which the Franchisor will not operate nor license a third party to operate a Competitive Business under the Proprietary Marks. The Protected Territory is determined on a case-by-case basis and mutually agreed between Franchisor and Franchisee after a location for the Franchised Business has been approved by the Franchisor. The Protected Territory is also limited by Sections 1.3 ad 5.6.

"Reserved Area" means the area in which the Franchisee will conduct its site-selection process to identify and submit proposed sites for the Franchisor's approval in accordance with its site-approval process. The Reserved Area is described on <a href="Attachment">Attachment "1"</a>. But it does not include any protected territory pertaining to a Company-Owned Unit or another franchisee or area developer within the Chain who already has a Franchised Business in operation or to be operated in the Reserved Area.

"Royalty Fee" means the fee described in Section 3.1.b.

"Signage" means all signs bearing the Proprietary Marks and located at the Premises.

"Succeeding Term" means the term of the Successor Franchise Agreement.

"Successor Franchise Agreement" means a renewal Franchise Agreement which is the thencurrent form of franchise agreement for new Natural Life CBD/Kratom/Kava franchisees at the time the Franchisee elects to enter or enters into such agreement in accordance with Section 18.2.

"System" means the Franchisor's system for operating a Natural Life CBD/Kratom/Kava Store. The system includes specific standards and procedures and Proprietary Property—all of which may be improved, further developed, or otherwise modified as well as those features described in this Agreement.

"Term" means the term of the Agreement described in Section 18.1.

"Trade Dress" means the store design and image developed and owned by the Franchisor or its affiliates for Natural Life CBD/Kratom/Kava Stores as may, from time-to-time, be revised and further developed by the Franchisor.

"Trainees" means the persons the Franchisor approves to attend Basic Management Training.

"Transfer Fee" means the fee described in Section 11.2.d.v.

"Transfer Documents" means the assignment and other documents described in Section 11.4.e.

"Unique Consideration" means the consideration described in Section 11.4.c

#### 19.2. Other Definitional Provisions.

- a. Unless the context requires otherwise or unless specifically defined otherwise in such other documents, all the terms defined in this Agreement have the meanings ascribed herein when used in other documents issued under, or delivered in accordance with, this Agreement.
- b. The term "person" includes any corporation, partnership, limited liability company, estate, trust, association, branch, bureau, subdivision, venture, associated group, individual, government, institution, instrumentality, and other entity, enterprise, association, or endeavor of every nature and kind.

## ARTICLE 20. GENERAL PROVISIONS

20.1. *Release of Prior Claims*. By executing this Agreement, the Franchisee, and each of its successors under this Agreement, forever releases and discharges the Franchisor and its affiliates,

its Designees, franchise sales brokers, if any, and other agents, and their respective officers, directors, representatives, employees and agents, from any and all claims of any kind, in law or in equity, that may exist as of the Agreement Date relating to this Agreement or any other agreement between the parties, or relating in any other way to the conduct of the Franchisor, its affiliates, its Designees, franchise sales brokers, if any, or other agents, and their respective officers, directors, representatives, employees and agents before the Agreement Date, including any and all claims, whether presently known or unknown, suspected or unsuspected, arising under the franchise, business opportunity, securities, antitrust or other laws of the United States, any state or locality.

- 20.2. Amendments. The provisions of this Agreement may be amended, supplemented, waived or changed only by a written document signed by the party as to whom enforcement of any such amendment, supplement, waiver, or modification is sought and making specific reference to this Agreement. This Section is subject to the terms of Sections 20.3 and 20.7.
- 20.3. *Modification of the System.* FROM TIME-TO-TIME AFTER THE AGREEMENT DATE, THE FRANCHISOR MAY CHANGE OR MODIFY THE SYSTEM. THE FRANCHISEE MUST ACCEPT, AND IS BOUND BY, SUCH CHANGES TO AND MODIFICATIONS OF THE SYSTEM AS IF THEY WERE PART OF THIS AGREEMENT AT THE TIME IT WAS EXECUTED. THE FRANCHISEE MUST MAKE ALL SUCH EXPENDITURES AS THE FRANCHISOR MAY REASONABLY REQUIRE TO TIMELY AND EXPEDITIOUSLY IMPLEMENT AND COMPLY WITH SUCH CHANGES OR MODIFICATIONS.
- 20.4. Binding Effect. All of the terms and provisions of this Agreement, whether so expressed or not, are binding upon, inure to the benefit of, and are enforceable by the parties and their respective personal representatives, legal representatives, heirs, successors, and permitted assigns.
- 20.5. *Notices.* All notices, requests, demands, consents and other communications required or permitted under this Agreement shall be in writing (including fax and email) and shall be (as elected by the person giving such notice) hand delivered by messenger or courier service, faxed, emailed, or mailed (airmail if international) by registered or certified mail (postage prepaid), return receipt requested, addressed to the appropriate party at its address set forth above or to such other address as that party may designate by notice complying with the terms of this Section. Each such notice is deemed delivered:
  - a. on the date delivered if by personal delivery;

- b. on the date of transmission if by fax or email; or
- c. on the date upon which the return receipt is signed or delivery is refused or the notice is designated by the postal authorities or courier service as not deliverable, as the case may be, if mailed or couriered.
- 20.6. *Headings*. The headings and subheadings contained in this Agreement are for convenience of reference only. They shall not be considered a part of this Agreement. Nor do they limit or otherwise affect, in any way, the meaning or interpretation of this Agreement.

### 20.7. Severability.

- a. If any provision of this Agreement, or any other agreement entered into under this Agreement, is contrary to, prohibited by, or deemed invalid under applicable law or regulation, such provision is inapplicable and deemed omitted to the extent so contrary, prohibited, or invalid, but the remainder of this Agreement is not invalidated thereby and shall be given full force and effect so far as possible. If any provision of this Agreement may be construed in two or more ways, one of which would render the provision invalid or otherwise voidable or unenforceable and another of which would render the provision valid and enforceable, such provision has the meaning that renders it valid and enforceable.
- b. If any applicable law of any jurisdiction requires greater prior notice of termination, or nonrenewal, of this Agreement than is required hereunder, or the taking of some action not required under this Agreement, the greater prior notice and/or other action required by such law shall be substituted for its counterpart under this Agreement. If, under any applicable law of any jurisdiction, any provision of this Agreement or any requirement prescribed by the Franchisor is invalid or unenforceable, the Franchisor may, in its sole discretion, modify such invalid or unenforceable requirement to the extent required to be valid and enforceable. Unless the Franchisor elects to give them greater applicability, the foregoing substitutions and modifications to this Agreement are effective only in the jurisdiction in which they are required. In all other jurisdictions, this Agreement shall be enforced as originally made and entered.
- 20.8. *Waivers*. The failure or delay of any party at any time to require performance by another party of any provision of this Agreement, even if known, does not affect the right of such party to require performance of that provision or to exercise any right, power or remedy hereunder. A waiver by any party of any breach of any provision of this Agreement shall not be construed as a waiver of any continuing or succeeding breach of such provision, a waiver of the provision

itself, or a waiver of any right, power or remedy under this Agreement. No notice to or demand on any party in any case, of itself, entitles such party to any other or further notice or demand in similar or other circumstances.

- 20.9. Enforcement Costs. If any arbitration, legal action, or other proceeding is instituted for the enforcement of this Agreement, or because of an alleged dispute, default, or misrepresentation in connection with any provision of this Agreement, the successful or prevailing party or parties is entitled to recover reasonable pre-institution and post-institution attorneys' fees, arbitration costs, court costs and all expenses even if not taxable as arbitration or court costs (including all such fees, costs and expenses incident to arbitration, appellate, bankruptcy and post-judgment proceedings), incurred in connection with such action or proceeding, in addition to any other relief to which such party or parties may be entitled. Attorneys' fees include paralegal fees, administrative costs, investigative costs, costs of expert witnesses, court reporter fees, sales and use taxes, if any, and all other charges billed by the attorneys to the prevailing party. If the Franchisor is required to engage legal counsel in connection with any failure by the Franchisee to pay when due any monies owed under this Agreement or submit when due any reports, information or supporting records, or in connection with any failure otherwise to comply with this Agreement, the Franchisee must reimburse the Franchisor on demand for all of the abovelisted costs and expenses it incurs, whether or not arbitration, a legal action, or other proceeding is initiated.
- 20.10. *Jurisdiction and Venue*. A substantial portion of the negotiations, anticipated performance, and execution of this Agreement occurred or will occur in Leon County, Florida. Therefore, each of the parties irrevocably and unconditionally:
  - a. agrees that any suit, action or legal proceeding arising out of or relating to this Agreement
    must be brought only in the courts of record of the State of Florida in Leon County or the
    District Court of the United States, Northern District of Florida;
  - b. consents to the jurisdiction of each such court in any suit, action, or proceeding;
  - c. waives any objection that he, she or it may have to the laying of venue of any such suit, action, or proceeding in any of such courts; and
  - d. agrees that service of any court paper may be effected on such party by mail, as provided in this Agreement, or in such other manner as may be provided under applicable laws or court rules in the State of Florida.

- 20.11. **Remedies Cumulative.** Except as otherwise expressly provided in this Agreement, no remedy in this Agreement conferred upon any party is intended to be exclusive of any other remedy. Each and every such remedy is cumulative and is in addition to every other remedy given under this Agreement or now or later existing at law or in equity or by statute or otherwise. No single or partial exercise by any party of any right, power, or remedy under this Agreement precludes any other or further exercise of such right, power, or remedy.
- 20.12. *Effectiveness; Counterparts*. This Agreement is not effective or binding or enforceable against the Franchisor until it is accepted by the Franchisor and executed by an authorized officer of the Franchisor. The Franchisee is advised not to incur any expenses with respect to opening the Franchised Business until the Franchisee has received a final executed copy of this Agreement from the Franchisor's home office. This Agreement may be executed in one or more counterparts, each of which is an original, but all of which together constitute one and the same instrument. Confirmation of execution by telex or by telecopy or telefax of a facsimile signature page is binding upon any party to such confirmation.
- 20.13. *Consents, Approvals and Satisfaction.* Whenever the Franchisor's consent or approval is required under this Agreement, unless specifically stated in this Agreement to the contrary, such consent or approval shall not be unreasonably withheld or delayed. Unless such consent or approval is in writing and signed by an authorized representative of the Franchisor, no consent or approval required of the Franchisor is binding upon the Franchisor. No other officer, employee, or agent of the Franchisor has authority to execute any consent or approval on behalf of the Franchisor. The Franchisor's consent or approval, whenever required, may be withheld if any default by the Franchisee exists under this Agreement. Unless the Agreement expressly states otherwise, anytime the Franchisor's satisfaction is required under this Agreement, such satisfaction is determined on the basis of the Franchisor's sole and absolute judgment.
- 20.14. *Governing Law.* Except to the extent governed by the United States Trademark Act of 1946 (Lanham Act, 15 U.S.C. §§ 1051 *et seq.*) or the United States Arbitration Act (9 U.S.C. §§ 1 *et seq.*), this Agreement and any other agreement relating thereto, and all transactions contemplated thereby, are governed by, and shall be construed and enforced in accordance with, the internal laws of Florida, without regard to its conflict-of-laws principles. NOTWITHSTANDING THE FOREGOING, ANY LAWS REGULATING THE OFFER OR SALE OF FRANCHISES, BUSINESS OPPORTUNITIES, OR SIMILAR INTERESTS OR GOVERNING THE RELATIONSHIP BETWEEN THE PARTIES TO THIS AGREEMENT, OR BETWEEN THE FRANCHISOR AND THE FRANCHISEE'S GUARANTORS AND OWNERS, IF ANY, DO

NOT APPLY UNLESS THEIR RESPECTIVE JURISDICTIONAL REQUIREMENTS ARE MET INDEPENDENTLY WITHOUT REFERENCE TO THIS SECTION.

- 20.15. *Interpretation*. Each of the parties has been or has had the opportunity to have been represented by their own counsel throughout the negotiations, as well as at the execution of this Agreement and all the other documents executed incidental to this Agreement. Therefore, either while this Agreement is effective or after its expiration or sooner termination, none of the parties may claim or assert that any provision of this Agreement or of the other documents should be construed against the drafter thereof.
- 20.16. *Entire Agreement*. This Agreement (together with its Attachment s, and all other written agreements related to this Agreement that are expressly referenced herein) represents the entire understanding and agreement between the parties with respect to the subject matter of this Agreement, and supersedes all other negotiations, understandings, and representations, if any, made by and between the parties. No representation, inducement, promise, or agreement, oral or otherwise, if any, not embodied in this Agreement, its Attachments, or any other written agreement related to this Agreement and expressly referenced herein is of any force and effect. Notwithstanding the foregoing, nothing in this Agreement or in any related agreement is intended to disclaim the representations made by Franchisor in its Franchise Disclosure Document.
- 20.17. *Survival*. All the Franchisor's and Franchisee's respective obligations that expressly or by their nature survive the expiration or sooner termination of this Agreement continue in full force and effect subsequent to and notwithstanding its expiration or termination. Such obligations continue in full force and effect until they are satisfied or by their nature expire.
- 20.18. *Force Majeure.* Neither the Franchisor nor the Franchisee is liable for loss or damage or deemed in breach of this Agreement if its failure to perform its obligations results solely from the following causes beyond its reasonable control:
  - a. transportation shortages or inadequate supply of equipment, merchandise, supplies, labor, material, or energy;
  - b. compliance with any applicable law; or
  - c. war, strikes, natural disaster, or acts of God.

Any delay in the Franchisor's or the Franchisee's performance resulting from any of said causes extends the time for performance accordingly or excuse performance, in whole or in part, as may

- be reasonable. Notwithstanding the foregoing, said causes do not excuse late payments of amounts owed to the Franchisor for any reason.
- 20.19. *Liability of Multiple Franchisees*. If the Franchisee consists of more than one person, all such persons are jointly and severally liable for the Franchisee's liabilities and obligations under this Agreement.
- 20.20. *Third Parties*. Except as provided in this Agreement to the contrary with respect to any affiliates of the Franchisor, nothing in this Agreement, whether express or implied, confers any rights or remedies under or by reason of this Agreement on any persons (including other **Natural Life CBD/Kratom/Kava** franchisees) other than the parties and their respective personal or legal representatives, heirs, successors, and permitted assigns. Further, except as provided in this Agreement to the contrary with respect to any Designee of the Franchisor, nothing in this Agreement relieves or discharges the obligation or liability of any third persons to any party to this Agreement. Nor does any provision give any third persons any right of subrogation or action over or against any party to this Agreement.
- 20.21. *Equitable Relief.* The Franchisee recognizes that notwithstanding anything this Agreement to the contrary, the Franchised Business is intended to be one of a large number of businesses identified by the Proprietary Marks that sell the public the products and services associated with the Proprietary Marks. Therefore, a single franchisee's failure to comply with the terms of its franchise agreement is likely to cause irreparable damage to the Franchisor. And, thus, damages at law would be an inadequate remedy. Consequently, if the Franchisee breaches or threatens to breach any of the terms of the Agreement, the Franchisor is entitled to an injunction restraining such breach and/or to a decree of specific performance (together with recovery of reasonable attorneys' fees and costs incurred in obtaining said equitable relief). If it seeks such an injunction or decree, it need not demonstrate or prove any actual damage. The foregoing equitable remedies are in addition to any other remedies or rights to which the Franchisor may be entitled because of any breach of this Agreement by the Franchisee. The Franchisor is entitled to seek such an injunction or decree without posting any bond or security. But if a court, nevertheless, requires a bond, a bond in the sum of \$100 is sufficient.
- 20.22. *Currency*. Unless otherwise agreed in writing by both parties, all references in this Agreement, and all other agreements between the parties, to monetary amounts refer to U.S. currency.
- 20.23. *Right of Parties.* If the Franchisee defaults in performing any of its obligations under this Agreement, the Franchisor has the right (but not the duty) to perform the Franchisee's obligations.

- If it does, the Franchisee must immediately reimburse the Franchisor for the costs of so performing, including an administrative fee of 10% of such costs (together with accrued interest permitted under this Agreement on overdue amounts).
- 20.24. Waiver of Punitive Damages Claims. TO THE FULLEST EXTENT PERMITTED BY LAW, THE PARTIES MUTUALLY AND WILLINGLY WAIVE ANY RIGHT TO, OR CLAIM FOR, ANY PUNITIVE OR EXEMPLARY DAMAGES AGAINST THE OTHER. IN THE EVENT OF A DISPUTE BETWEEN THE PARTIES, EACH IS LIMITED TO RECOVERING ONLY THE ACTUAL DAMAGES IT SUSTAINS.
- 20.25. Waiver of Jury Trial. THE PARTIES MUTUALLY AND WILLINGLY WAIVE THE RIGHT TO A TRIAL BY JURY OF ANY AND ALL CLAIMS MADE BETWEEN THEM WHETHER NOW EXISTING OR ARISING IN THE FUTURE—INCLUDING ANY AND ALL CLAIMS, DEFENSES, COUNTERCLAIMS, CROSS CLAIMS, THIRD-PARTY CLAIMS AND INTERVENOR'S CLAIMS—WHETHER ARISING FROM OR RELATED TO THE SALE, NEGOTIATION, EXECUTION, OR PERFORMANCE OF THE TRANSACTIONS TO WHICH THIS AGREEMENT RELATES.
- 20.26. Anti-Terrorism Laws. Franchisee and its owners agree to comply with and/or to assist Franchisor to the fullest extent possible in Franchisor's efforts to comply with Anti-Terrorism Laws (as defined below). In connection with such compliance, Franchisee and its owners certify, represent, and warrant that none of their property or interests is subject to being "blocked" under any of the Anti-Terrorism Laws and that Franchisee and its owners are not otherwise in violation of any of the Anti-Terrorism Laws.
  - a. Franchisee and its owners certify that none of them, their respective employees, or anyone associated with Franchisee is listed in the Annex to Executive Order 13224 (which can be accessed at <a href="http://www.treasury.gov/offices/enforcement/ofac/sanctions/terrorism.html">http://www.treasury.gov/offices/enforcement/ofac/sanctions/terrorism.html</a>). Franchisee agrees not to hire (or, if already employed, retain the employment of) any individual who is listed in the Annex.
  - b. Franchisee certifies that it has no knowledge or information that, if generally known, would result in Franchisee, its owners, their employees, or anyone associated with Franchisee to be listed in the Annex to Executive Order 13224.
  - c. Franchisee is solely responsible for ascertaining what actions it must take to comply with the Anti-Terrorism Laws, and Franchisee specifically acknowledges and agrees that its

- indemnification responsibilities set forth in this Agreement pertain to its obligations under this Section 20.26.
- d. Any misrepresentation under this Section or any violation of the Anti-Terrorism Laws by Franchisee, its owners, agents, its employees shall constitute grounds for immediate termination of this Agreement and any other agreement Franchisee has entered with Franchisor or its affiliates.
- e. "Anti-Terrorism Laws" means Executive Order 13224 issued by the President of the United States, the Terrorism Sanctions Regulations (Title 31, Part 595 of the U.S. Code of Federal Regulations), the Foreign Terrorist Organizations Sanctions Regulations (Title 31, Part 597 of the U.S. Code of Federal Regulations), the Cuban Assets Control Regulations (Title 31, Part 515 of the U.S. Code of Federal Regulations), the USA PATRIOT Act, and all other present and future federal, state and local laws, ordinances, regulations, policies, lists and any other requirement of any governmental authority (including, without limitation, the United States Department of Treasury Office of Foreign Assets Control and any government agency outside the U.S.) addressing or in any way relating to terrorist acts and/or acts of war.
- 20.27. **Consent to do Business Electronically**. The parties to the Franchise Agreement hereby consent to do business electronically. Pursuant to the Uniform Electronic Transactions Act as adopted by the State of Florida, the parties hereby affirm to each other that they agree with the terms of the Franchise Agreement and its Addenda, and by attaching their signature electronically to the Franchise Agreement, they are executing the document and intending to attach their electronic signature to it. Furthermore, the parties acknowledge that the other parties to the Franchise Agreement can rely on an electronic signature as the respective party's signature.
- 20.28. *Your Acknowledgements*. You acknowledge the truthfulness of the statements contained in Attachment 7 hereto. Your acknowledgments are an inducement for us to enter into this Agreement. You shall immediately notify us, prior to acknowledgment, if any statement in Attachment 7 is incomplete or incorrect.

**IN WITNESS WHEREOF**, the parties have duly executed and delivered this Agreement.

THE FRANCHISOR: Natural Life Franchise Corp.		THE FRANCHISEE:
By:		By:
Its: Founder and CEO		Its:
LIM	ITED J	JOINDER
The parties signing below constitute all of the	e Franc	chisee's beneficial and legal owners. Each of such
parties agrees that he or she is jointly and seve	rally lia	able with the each other and the Franchisee for all of
the Franchisee's obligations under this Agreem	ent, inc	cluding but not limited to the confidentiality and non-
competition covenants, and is bound by all the	terms t	hereof as if he or she were the Franchisee hereunder.
Print Name:		
Ownership Percentage:	%	Ownership Percentage:%
Print Name:		Print Name:
Ownership Percentage:	%	Ownership Percentage: %

## **ATTACHMENT 1**

## **DESCRIPTION OF PREMISES/RESERVED AREA**

The location for the Franchised Business shall be: \*\*ACCEPTED LOCATION AND ADDRESS TO BE DETERMINED AND INSERTED AFTER PREMISES IS IDENTIFIED BY FRANCHISEE AND APPROVED BY FRANCHISOR FOR THE NATURAL LIFE CBD/KRATOM/KAVA STORE, IN ACCORDANCE WITH SECTION 1 OF THE FRANCHISE AGREEMENT, IN THE SITE SEARCH AREA OF

AREA OF	
The Reserved Area within which the Franchisee is permitted to select a location for the Franchised Business shall be:	
The Protected Territory is:	_· 

## **ATTACHMENT 2**

## AGREEMENT WITH LANDLORD

S AGREEMENT dated this day of,, among Natural Life
achise Corp. (the "Franchisor"), a Florida corporation, with principal offices located at 1704 Capital
le NE, Unit 103, Tallahassee, Florida 32308, (the "Landlord") a
, with principal offices located at
, (the "Tenant/Franchisee"), a, with principal
es located at
Introduction:
On, the Tenant/Franchisee and the Franchisor entered a Franchise Agreement (the
'Franchise Agreement"). Under the Franchise Agreement, the Franchisor granted the
Γenant/Franchisee the right—and the Tenant/Franchisee undertook the duty—to operate a <b>Natural Life</b>
CBD/Kratom/Kava Store business (the "Franchised Business") at the Premises (defined below).
Simultaneously with entering this Agreement, the Landlord and the Tenant/Franchisee are entering a
ease agreement (the "Lease"). Under the Lease, the Tenant/Franchisee leases the premises described
n Exhibit "A" (the "Premises").
To ensure that a Natural Life CBD/Kratom/Kava business continues to operate at the Premises and
o protect the Franchisor's rights and interests under the Franchise Agreement, the Landlord grants
certain rights to the Franchisor under the Lease as set forth below.

#### **Agreement:**

The parties, therefore, agree as follows:

- 1. *Use of Premises*. During the term of the Franchise Agreement, the Tenant/Franchisee must use the Premises to operate the Franchised Business. It may not use the Premises for any other purpose.
- 2. *Proprietary Marks*. The Landlord permits the Tenant/Franchisee to use and display all proprietary marks, signs, décor items, color schemes, graphic packages, trade dress, and related components of the Franchisor's system that the Franchisor may from time-to-time prescribe for the Franchised Business. Furthermore, Landlord agrees that Tenant/Franchisee shall have the right to remodel, equip, paint and decorate the interior of the Premises as Tenant/Franchisee is reasonably

- required to do pursuant to the Franchise Agreement and any successor Franchise Agreement under which Tenant/Franchisee may operate a Franchised Business at the Premises.
- 3. Notices. At the same time such notices are sent to the Tenant/Franchisee, the Landlord must provide the Franchisor with copies of all written notices it sends to the Tenant/Franchisee (including, without limitation, all notices of default). The Landlord must send such copies by first-class mail, postage prepaid, to the Franchisor at its address set forth above or such other address as the Franchisor may notify the Landlord in writing.
- 4. *Right to Cure*. If the Tenant/Franchisee defaults under the Lease, the Franchisor has the right (but not the duty) to cure such default within 30 days after it receives written notice thereof from the Landlord (or such longer period of time if the default cannot reasonably be cured within 30 days and the Franchisor diligently proceeds to cure the default). Furthermore, in such event, without the Landlord's or the Tenant/Franchisee's consent, the Franchisor may immediately commence occupancy of the Premises as the tenant under the Lease. The Franchisor may thereafter assign the Lease to another Natural Life CBD/Kratom/Kava franchisee or company-owned unit. If it does, the Franchisor must first obtain the Landlord's written approval of the assignee. The Landlord, however, must neither unreasonably withhold nor delay its approval thereof. No assignment permitted under this Section is subject to any assignment or similar fee. Nor will such an assignment cause any rental acceleration.
- 5. Right to Assign. At any time (including, without limitation, upon the expiration or sooner termination of the Franchise Agreement) without the Landlord's prior consent, the Tenant/Franchisee may assign the Lease to the Franchisor. In such event, the Franchisor may thereafter assign the Lease to another Natural Life CBD/Kratom/Kava franchisee or companyowned unit without obtaining the Landlord's written approval of the assignee. No assignment permitted under this Section is subject to any assignment or similar fee. Nor will such an assignment cause any rental acceleration. Nothing contained herein or in any other document (i) shall constitute acceptance of such assignment by Franchisor or its successor or designated affiliate, (ii) shall be deemed to render Franchisor or its successor or designated affiliate a party to the Lease, or guarantor thereof, or (iii) shall create any liability or obligation of Franchisor or its successor or designated affiliate, unless and until the Lease is assigned to, and accepted in writing by, Franchisor or its successor or designated affiliate.
- 6. Acknowledgement of Rights. The Landlord acknowledges the Franchisor's rights under the Franchise Agreement to enter the Premises to take such actions as needed to protect its rights and interests under the Franchise Agreement. Such actions include, without limitation, altering the

Premises, removing any signs and other items displaying the Franchisor's proprietary marks, and curing defaults under the Franchise Agreement and the Lease. Upon the expiration or termination of either the Lease or the Franchise Agreement, Landlord will cooperate with and assist Franchisor in securing possession of the Premises and if Franchisor does not elect to take an assignment of the Tenant's/Franchisee's interest under the Lease, Landlord will allow Franchisor to enter the Premises, without being guilty of trespass and without incurring any liability to Landlord, to remove all signs, awnings, and all other items identifying the Premises as a **Natural Life CBD/Kratom/Kava** Franchised Business and to make such other modifications (such as repainting) as are reasonably necessary to protect the Proprietary Marks and system, and to distinguish the Premises from a Franchised Business. In the event Franchisor exercises its option under the Franchise Agreement to purchase the assets of Tenant/Franchisee, then Landlord shall permit Franchisor to remove all such assets being purchased by Franchisor. Franchisor will repair any damage to the Premises caused by Franchisor in removing the signs, awnings and other items identifying the Premises as a **Natural Life CBD/Kratom/Kava** Franchised Business within 30 days of Franchisor's removal.

- 7. *Subordination of Lien Rights*. The Landlord hereby subordinates its statutory lien rights, if any, to the security interest of Franchisor in the furniture, fixtures, equipment, and other assets of Tenant/Franchisee.
- 8. *Modification of Lease*. Without the Franchisor's prior written consent, the Landlord and the Tenant/Franchisee may not modify, supplement, terminate, renew or extend the Lease. Nor, except as expressly provided otherwise in this Agreement, without the Franchisor's prior written consent, may the Landlord consent to any transfer of the Lease by the Tenant/Franchisee.

#### 9. Miscellaneous.

- a. In the event of any inconsistency between the terms of this Agreement and the terms of the Lease, the terms of this Agreement control.
- b. All of the terms of this Agreement, whether so expressed or not, are binding upon, inure to the benefit of, and are enforceable by the parties and their respective personal and legal representatives, heirs, successors and permitted assigns.
- c. The provisions of this Agreement may be amended, supplemented, waived or changed only by a written document signed by all the parties to this Agreement and making specific reference to this Agreement.

d. This Agreement may be executed in one or more counterparts, each of which is an original, but all of which together constitute one and the same instrument. Confirmation of execution by telex or by telecopy facsimile signature page is binding upon any party so confirming or telecopying.

IN WITNESS WHEREOF, this Agreement has been executed the date and year first above written.

Natural Life Franchise Corp.	LANDLORD:
By:	By:
Print Name:	Print Name:
Its:	Its:
	TENANT/FRANCHISEE:
	Ву:
	Print Name:
	Its:

## **Exhibit A to Agreement with Landlord**

Description of Premises

#### **ATTACHMENT 3**

#### **CONFIDENTIALITY AGREEMENT**

#### CONFIDENTIALITY AND NONCOMPETITION AGREEMENT

THIS C	ONFIDENTIALI	TY AND NONCOMPETITION AGREEMENT (the "Agreement") is entered
by		(the "COMPANY"), and the RECIPIENT identified below ("RECIPIENT") as
of	, 2	

#### **Introduction:**

- A. COMPANY entered into a Franchise Agreement with **Natural Life Franchise Corp**. ("Franchisor"), pursuant to which COMPANY was granted the right to operate a **Natural Life CBD/Kratom/Kava** retail store (the "Franchise").
- B. RECIPIENT is or may become a franchise owner, a manager, or an employee of COMPANY, or a supplier, consultant, or any person with access to Confidential Information (hereinafter defined).
- C. RECIPIENT may have access to or may receive from COMPANY or Franchisor confidential business information owned by COMPANY or Franchisor.
- D. COMPANY has agreed to provide or make available such information only if RECIPIENT strictly maintains its confidentiality in accordance with this Agreement.

The parties therefore agree as follows:

#### **Agreement:**

1. Any information and material not readily available to the general public—or that the COMPANY or Franchisor designates as confidential—that the COMPANY or Franchisor, their respective agents or representatives discloses or makes available to RECIPIENT, its agents or representatives, is confidential and proprietary property of the COMPANY or Franchisor (collectively, "Confidential Information"). Confidential Information includes, but is not limited to, any non-public information (whether or not in written form and whether or not expressly designated as confidential) relating directly or indirectly to COMPANY or Franchisor's business operations, financial affairs, performance, assets, investments, technology, processes, positioning, customers, products, product design, formulae, contracts, licensees, sublicensees, suppliers, standards, operations procedures, personnel, plans or prospects of the COMPANY or Franchisor, or any of their respective subsidiaries or affiliates, including

such information consisting of or otherwise relating directly or indirectly to trade secrets, know how, technology, designs, drawings, processes, license or sublicense arrangements, formulae, proposals, customer lists or preference, pricing lists, referral sources, marketing or sales techniques or plans, operation manuals, service manuals, financial information, projections, lists of suppliers or distributors or sources of supply. Information is considered disclosed by the COMPANY or Franchisor to the extent it is learned or derived by RECIPIENT (including its agents and representatives):

- a. from any inspection, examination or other review of the COMPANY's or Franchisor' books, records, contracts or operations;
- b. from communications with the COMPANY's or Franchisor's employees, agents, attorneys, independent contractors, or representatives; or
- c. during visits to COMPANY's or Franchisor's premises.
- 2. Pursuant to the Franchise Agreement between COMPANY and Franchisor, the Franchisor has granted to COMPANY a nonexclusive license to utilize the Confidential Information only in connection with the operation of a Franchised Business (as that term is defined in the Franchise Agreement). During and after the term of the Franchise Agreement, the RECIPIENT must maintain the strict confidentiality of all Confidential Information. Without the COMPANY's and Franchisor's prior written consent, RECIPIENT must not:
  - a. disclose or distribute any Confidential Information to any third party; nor
  - b. use any such information for its own purposes or in any manner not authorized under this Agreement or the Franchise Agreement.
- 3. Confidential Information does not include any information which RECIPIENT demonstrates:
  - a. is generally known in the public domain;
  - b. was available to or known by RECIPIENT on a non-confidential basis prior to disclosure by the COMPANY or Franchisor;
  - c. was independently developed by RECIPIENT or by persons who were not given access, directly or indirectly, to the information disclosed to RECIPIENT by the COMPANY or Franchisor; or
  - d. becomes generally known in the public domain after the date of this Agreement through no breach of duty by the RECIPIENT. If RECIPIENT is requested or required as part of a legal process (by oral questions, interrogatories, requests for information or documents, subpoena, civil investigation, demand, or similar process) to disclose any Confidential Information, RECIPIENT

must promptly provide the COMPANY and Franchisor written notice of such request so an appropriate protective order may be sought. RECIPIENT may disclose Confidential Information to a court, administrative agency, or governmental authority without liability under this Agreement if: (i) RECIPIENT is, in the reasonable opinion of his or her legal counsel, compelled under law to disclose such information to the court, administrative agency, or governmental authority or else be subject to contempt, censure, or other penalty; and (ii) RECIPIENT has provided the COMPANY and Franchisor with notice of the request or requirement to disclose in accordance with Section 3.d. above.

- 4. RECIPIENT must ensure that all its employees, agents, representatives, and affiliates abide by the terms of this Agreement. RECIPIENT may disclose Confidential Information to such of the parties mentioned in the preceding sentence only on a need-to-know basis and after each such person has been advised of the confidential nature of the Confidential Information. If any of the parties referred to in this paragraph breach any of the terms of this Agreement, RECIPIENT is considered to have committed such breach.
- 5. If the COMPANY or Franchisor requests, the RECIPIENT must immediately return to the COMPANY or Franchisor, as the case may be, all Confidential Information—including copies, notes, memoranda, writings and other documents regarding the Confidential Information.
- 6. Upon termination or expiration of RECIPIENT'S ownership in Franchisee, or employment by Franchisee, RECIPIENT must surrender to COMPANY all materials considered proprietary by COMPANY or Franchisor, technical or non-technical, whether or not copyrighted, that relate to Confidential Information.
- 7. During the term of RECIPIENT'S relationship with COMPANY, and for a period of two (2) years after the termination thereof, RECIPIENT agrees that he or she will not, directly or indirectly or by action in concert with others, solicit, induce or influence or seek to solicit, induce or influence any customer, prospective customer, supplier, franchisee, area developer or other third party doing business with COMPANY or Franchisor to cease doing business with COMPANY or Franchisor.
- 8. During the term of RECIPIENT'S relationship with COMPANY, and for a period of two (2) years after the termination thereof, RECIPIENT agrees that he or she will not, directly or indirectly, engage in, own an interest in, or serve as on officer, director, employee, agent, independent contractor, partner, shareholder, manager, member or principal, in any company or business that owns, manages, or operates a business that sells or offers for sale hemp based products including CBD, hemp flower and

- hemp flower derived products, Kratom extract and Kratom infused products, Kava extract and Kava infused products, and related or competitive products.
- 9. The parties may modify this Agreement only by a written agreement signed by both of them. This Agreement is the entire agreement between the parties regarding the subject matter hereof.
- 10. Except as provided below, if any dispute arises out of this Agreement, such dispute must be resolved exclusively in the state and federal courts in Leon County, Florida, which have jurisdiction over the parties. The parties waive any right to object to jurisdiction and venue in these courts. Florida law governs this Agreement without regard to its principles of conflicts of law.
- 11. The obligations in this Agreement are severable. If any obligation is not fully enforceable, the parties may seek its enforcement to the fullest extent permitted by law. A waiver of any breach of this Agreement is not considered a waiver of any subsequent breaches. A waiver is only effective if in writing by the party waiving the breach and may not be effected orally or by conduct of the parties.
- 12. The COMPANY or Franchisor may seek and obtain injunctive relief against threatened or actual conduct that is or will be a breach of this Agreement and need not establish any actual or irreparable damage nor post any bond or other security. If the COMPANY or Franchisor incurs any costs to enforce its rights under this Agreement, including reasonable attorney fees, RECIPIENT must promptly reimburse the COMPANY or Franchisor for such costs. Franchisor is a third party beneficiary of this Agreement with the independent right to enforce the terms hereof.
- 13. If any court finally holds that the time or territory or any other provision contained in this Agreement constitutes an unreasonable restriction on RECIPIENT, the provisions of this Agreement are not thereby rendered void but apply as to time and territory or to such other extent as that court determines to be a reasonable restriction under the circumstances. In its sole discretion, the COMPANY or Franchisor may reduce the scope of any covenant in this Agreement without RECIPIENT's consent, effective immediately upon RECIPIENT's receipt of written notice. RECIPIENT must immediately comply with any covenant as so modified, which is fully enforceable to the extent permitted by applicable law.
- 14. The parties may sign this Agreement in counterparts, each of which is considered an original, but all of which together are considered one and the same instrument. Each RECIPIENT below signs and is bound in his or her personal capacity, as well as in a representative capacity on behalf of any company designated below as a RECIPIENT. Nothing in this Agreement, whether express or implied, is intended to confer any rights or remedies under or by reason of this Agreement on any persons other than the parties hereto and their respective personal representatives, other legal representatives, heirs,

successors, and permitted assigns. Nothing in this Agreement is intended to relieve or discharge the obligations or liability of any third person to any party to this Agreement, nor does any provision give any third person any right of subrogation or action over or against any party to this Agreement.

THE COMPANY:	RECIPIENT:
Ву:	By:
Print Name:	Print Name:
Its:	Its:

### **ATTACHMENT** 4

#### **GENERAL RELEASE**

("Releasor") in favor of N		 		/			
WHEREAS, Releas	or and Franchisor ranchise Agreement	to a	Franchise	Agreement	dated	as	of

WHEREAS, Releasor desires to enter into a successor Franchise Agreement, or Releasor desires to transfer its interest in the Franchisee, the Franchised Business, or the Franchise Agreement; and

WHEREAS, Franchisor has agreed to enter into a Successor Franchise Agreement with Releasor, or to permit Releasor to transfer its interest in the Franchisee, the Franchised Business, or the Franchise Agreement on condition that the Releasor sign a release of claims in favor of Franchisor as hereinafter provided.

NOW, THEREFORE, in consideration of the foregoing, and other good and valuable considerations, the Releasor agrees as follows:

Releasor hereby for himself or herself, their respective heirs, successors, assigns, agents and representatives, fully and forever unconditionally releases and discharges Franchisor, its owners, managers, officers, directors, employees and agents, from any and all claims, demands, obligations, losses, expenses, actions, liabilities and damages of every kind and nature whatsoever, in law or in equity, whether known or unknown to them, or which they may now have against Franchisor, its owners, managers, officers, directors, employees and agents, or which may hereafter be discovered, in connection with, as a result of, or in any way arising from, any relationship or transaction with the Franchisor, however characterized or described, which relates in any way to the Franchise Agreement or the former franchise relationship, from the beginning of time until the date of this Agreement. This Release shall not apply to those claims, if any, which may not be waived in advance under applicable law.

This Release extends to and includes any and all claims, demands, obligations, losses, expenses, actions, liabilities, and damages that the parties do not presently anticipate, know or suspect to exist, but that may develop, accrue, or be discovered in the future. RELEASOR EXPRESSLY WAIVES ALL RIGHTS UNDER CALIFORNIA CIVIL CODE SECTION 1542, WHICH PROVIDES: "A general release does not extend to claims which the creditor does not know or suspect to exist in his favor at the time of signing the release, which if known by him must have materially affected his settlement with the debtor". Releasor represents and warrants that Releasor has considered the possibility that claims, demands, obligations, losses, expenses, actions, liabilities, and damages that Releasor does not presently know or suspect to exist in Releasor's favor may develop, accrue, or be discovered in the future, and that Releasor voluntarily assumes that risk as part of the consideration received for this Release.

Claims arising from the Franchise Investment Protection Act of Washington, chapter 19.100 RCW, and any rule or order adopted thereunder, are not waived in accordance with RCW 19.100.220.

IN WITNESS WHEREOF, Releasor has voluntarily executed this General Release with full knowledge of its contents as of the date indicated below its signature.

## (signatures on following page)

By:	By:
Print Name:	Print Name:
Date:	Date:

#### **ATTACHMENT 5**

## INTERNET ADVERTISING, SOCIAL MEDIA, SOFTWARE, AND TELEPHONE ACCOUNT AGREEMENT

THIS INTERNI	CT ADVERTISING, SO	OCIAL MEDIA,	SOFTWARE, AN	ND TELEPHONE
ACCOUNT AGREE	MENT (the "Agreement")	) is made and ente	red into this day of	
(the "Effective Date")	by and between Natural Li	ife Franchise Corp	. a Florida corporati	on with its principal
place of business at 17	04 Capital Circle NE, Uni	t 103, Tallahassee	, Florida 32308 (the	"Franchisor"), and
, a(n)	, with its p	rincipal place of b	usiness located at	
and	's principal(s)	, an indivi	idual residing at	
and, a	n individual residing at	(	("Principal(s)").	and
Principal(s) shall be co	llectively referred to in this	Agreement as the	"Franchisee".	

WHEREAS, Franchisee desires to enter into a franchise agreement with Franchisor for a Natural Life CBD/Kratom/Kava business ("Franchise Agreement") which will allow Franchisee to conduct internet-based advertising, maintain social media and software accounts, and use telephone listings linked to the Natural Life CBD/Kratom/Kava brand.

**WHEREAS**, Franchisor would not enter into the Franchise Agreement without Franchisee's agreement to enter into, comply with, and be bound by all the terms and provisions of this Agreement;

**NOW, THEREFORE**, for and in consideration of the foregoing and the mutual promises and covenants contained herein, and in further consideration of the Franchise Agreement and the mutual promises and covenants contained therein, and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties hereto agree as follows:

#### 1. **Definitions**

All terms used but not otherwise defined in this Agreement shall have the meanings set forth in the Franchise Agreement. "Termination" of the Franchise Agreement shall include, but shall not be limited to, the voluntary termination, involuntary termination, or natural expiration thereof.

#### 2. Internet Advertising and Telephone Accounts

- 2.1 <u>Interest in Websites, Social Media and Software Accounts and Other Electronic Listings.</u> Franchisee may acquire (whether in accordance with or in violation of the Franchise Agreement) during the term of Franchise Agreement, certain right, title, or interest in and to certain domain names, social media accounts, software accounts, hypertext markup language, uniform resource locator addresses, access to corresponding internet websites, and the right to hyperlink to certain websites and listings on various internet search engines (collectively, "Electronic Advertising") related to the Franchised Business or the Marks.
- 2.2 <u>Interest in Telephone Numbers and Listings</u>. Franchisee has or will acquire during the term of the Franchise Agreement, certain right, title, and interest in and to those certain telephone numbers and regular, classified, internet page, and other telephone directory listings (collectively, the "Telephone Listings") related to the Franchised Business or the Marks.

- 2.3 <u>Transfer</u>. On Termination of the Franchise Agreement, or on periodic request of Franchisor, Franchisee will immediately:
- 2.3.1 direct all internet service providers, domain name registries, internet search engines, social media and software companies, and other listing agencies (collectively, the "Internet Companies") with which Franchisee has Electronic Advertising: (i) to transfer all of Franchisee's interest in such Electronic Advertising to Franchisor; and (ii) to execute such documents and take such actions as may be necessary to effectuate such transfer. In the event Franchisor does not desire to accept any or all such Electronic Advertising, Franchisee will immediately direct the Internet Companies to terminate such Electronic Advertising or will take such other actions with respect to the Electronic Advertising as Franchisor directs: and
- 2.3.2 direct all telephone companies, telephone directory publishers, and telephone directory listing agencies (collectively, the "Telephone Companies") with which Franchisee has Telephone Listings: (i) to transfer all Franchisee's interest in such Telephone Listings to Franchisor; and (ii) to execute such documents and take such actions as may be necessary to effectuate such transfer. In the event Franchisor does not desire to accept any or all such Telephone Listings, Franchisee will immediately direct the Telephone Companies to terminate such Telephone Listings or will take such other actions with respect to the Telephone Listings as Franchisor directs.
- 2.4 Appointment; Power of Attorney. Franchisee hereby constitutes and appoints Franchisor and any officer or agent of Franchisor, for Franchisor's benefit under the Franchise Agreement and this Agreement or otherwise, with full power of substitution, as Franchisee's true and lawful attorney-in-fact with full power and authority in Franchisee's place and stead, and in Franchisee's name or the name of any affiliated person or affiliated company of Franchisee, to take any and all appropriate action and to execute and deliver any and all documents that may be necessary or desirable to accomplish the purposes of this Agreement. Franchisee further agrees that this appointment constitutes a power coupled with an interest and is irrevocable until Franchisee has satisfied all of its obligations under the Franchise Agreement and any and all other agreements to which Franchisee and any of its affiliates on the one hand, and Franchisor and any of its affiliates on the other, are parties, including without limitation this Agreement. Without limiting the generality of the foregoing, Franchisee hereby grants to Franchisor the power and right to do the following:
- 2.4.1 Direct the Internet Companies to transfer all Franchisee's interest in and to the Electronic Advertising to Franchisor, or alternatively, to direct the Internet Companies to terminate any or all of the Electronic Advertising;
- 2.4.2 Direct the Telephone Companies to transfer all Franchisee's interest in and to the Telephone Listings to Franchisor, or alternatively, to direct the Telephone Companies to terminate any or all of the Telephone Listings; and
- 2.4.3 Execute such standard assignment forms or other documents as the Internet Companies and/or Telephone Companies may require in order to affect such transfers or terminations of Franchisee's interest.
- 2.5 <u>Certification of Termination</u>. Franchisee hereby directs the Internet Companies and Telephone Companies to accept, as conclusive proof of Termination of the Franchise Agreement, Franchisor's written statement, signed by an officer or agent of Franchisor, that the Franchise Agreement has terminated.
- 2.6 <u>Cessation of Obligations</u>. After the Internet Companies and the Telephone Companies have duly transferred all Franchisee's interests as described in paragraph 2.3 above to Franchisor, as between

Franchisee and Franchisor, Franchisee will have no further interest in, or obligations with respect to the particular Electronic Advertising and/or Telephone Listing. Notwithstanding the foregoing, Franchisee will remain liable to each and all of the Internet Companies and Telephone Companies for the respective sums Franchisee is obligated to pay to them for obligations Franchisee incurred before the date Franchisor duly accepted the transfer of such interests, or for any other obligations not subject to the Franchise Agreement or this Agreement.

#### 3. Miscellaneous

- 3.1 Release. Franchisee hereby releases, remises, acquits, and forever discharges each and all of the Internet Companies and/or Telephone Companies and each and all of their parent corporations, subsidiaries, affiliates, directors, officers, stockholders, employees, and agents, and the successors and assigns of any of them, from any and all rights, demands, claims, damage, losses, costs, expenses, actions, and causes of action whatsoever, whether in tort or in contract, at law or in equity, known or unknown, contingent or fixed, suspected or unsuspected, arising out of, asserted in, assertible in, or in any way related to this Agreement.
- 3.2 <u>Indemnification</u>. Franchisee is solely responsible for all costs and expenses related to its performance, its nonperformance, and Franchisor's enforcement of this Agreement, which costs and expenses Franchisee will pay Franchisor in full, without defense or setoff, on demand. Franchisee agrees that it will indemnify, defend, and hold harmless Franchisor and its affiliates, and its and their directors, officers, shareholders, partners, members, employees, agents, and attorneys, and the successors and assigns of any and all of them, from and against, and will reimburse Franchisor and any and all of them for, any and all loss, losses, damage, damages, claims, debts, claims, demands, or obligations that are related to or are based on this Agreement.
- 3.3 No Duty. The powers conferred on Franchisor hereunder are solely to protect Franchisor's interests and shall not impose any duty on Franchisor to exercise any such powers. Franchisee expressly agrees that in no event shall Franchisor be obligated to accept the transfer of any or all of Franchisee's interest in any matter hereunder.
- 3.4 <u>Further Assurances</u>. Franchisee agrees that at any time after the date of this Agreement, Franchisee will perform such acts and execute and deliver such documents as may be necessary to assist in or accomplish the purposes of this Agreement.
- 3.5 <u>Successors, Assigns, and Affiliates</u>. All Franchisor's rights and powers, and all Franchisee's obligations, under this Agreement shall be binding on Franchisee's successors, assigns, and affiliated persons or entities as if they had duly executed this Agreement.
- 3.6 <u>Effect on Other Agreements</u>. Except as otherwise provided in this Agreement, all provisions of the Franchise Agreement and attachments and schedules thereto shall remain in effect as set forth therein.
  - 3.7 <u>Survival</u>. This Agreement shall survive the Termination of the Franchise Agreement.
- 3.8 <u>Governing Law</u>. This Agreement shall be governed by and construed under the laws of the State of Florida, without regard to the application of Florida conflict of law rules.

## -Remainder of Page Intentionally Blank-

The undersigned have executed or caused their duly authorized representatives to execute this Agreement as of the Effective Date.

## FRANCHISOR:

	Natural Life Franchise Corp.  By:
	<i>D</i> y
	(Print Name, Title)
	FRANCHISEE:
	By:
	(Print Name, Title)
	PRINCIPAL:
(Print l	Name)
	PRINCIPAL:
(Print 1	Name)

#### ATTACHMENT 6

#### **GUARANTY**

This Guaranty and Covenant (this	"Guaranty") is given by	the undersigned ("Guarantor") or
to Natural Life France	chise Corp. a Florida cor	rporation ("Franchisor"), in order to
induce Franchisor to enter into that	certain Franchise Agreem	nent dated of even date herewith (the
"Franchisee Agreement") with		a(n)
	and	(collectively
"Franchisee").		

Guarantor acknowledges that Guarantor is the spouse of Franchisee's Principal, as that term is used in the Franchise Agreement.

Guarantor acknowledges that Guarantor has read the terms and conditions of the Franchise Agreement and acknowledges that the execution of this Guaranty are in partial consideration for, and a condition to the granting of, the rights granted in the Franchise Agreement to Franchisee, and that Franchisor would not have granted these rights without the execution of this Guaranty by Guarantor.

Guarantor hereby individually makes, agrees to be bound by, and agrees to perform, all of the monetary obligations and non-competition covenants and agreements of the Franchisee as set forth in the Franchise Agreement, including but not limited to, the covenants set forth in Sections 13.5 and 14.1 of the Franchise Agreement ("Guaranteed Obligations"). Guarantor shall perform and/or make punctual payment to Franchisor of the Guaranteed Obligations in accordance with the terms of the Franchise Agreement or other applicable document forthwith upon demand by Franchisor.

This Guaranty is an absolute and unconditional continuing guaranty of payment and performance of the Guaranteed Obligations. This Guaranty shall not be discharged by renewal of any claims guaranteed by this instrument, change in ownership or control of the Franchisee entity, transfer of the Franchise Agreement, the suffering of any indulgence to any debtor, extension of time of payment thereof, nor the discharge of Franchisee by bankruptcy, operation of law or otherwise. Presentment, demand, protest, notice of protest and dishonor, notice of default or nonpayment and diligence in collecting any obligation under any agreement between Franchisee and Franchisor are each and all waived by Guarantor and/or acknowledged as inapplicable. Guarantor waives notice of amendment of any agreement between Franchisee and Franchisor and notice of demand for payment by Franchisee. Guarantor further agrees to be bound by any and all amendments and changes to any agreement between Franchisee and Franchisor.

Franchisor may pursue its rights against Guarantor without first exhausting its remedies against Franchisee and without joining any other guarantor hereto and no delay on the part of Franchisor in the exercise of any right or remedy shall operate as a waiver of such right or remedy, and no single or partial exercise by Franchisor of any right or remedy shall preclude the further exercise of such right or remedy.

If other guaranters have guaranteed any and or all of the Guaranteed Obligations, their liability shall be joint and several to that of Guarantor.

Until all of the Guaranteed Obligations have been paid in full and/or performed in full, Guarantor shall not have any right of subrogation, unless expressly given to Guarantor in writing by Franchisor.

All Franchisor's rights, powers and remedies hereunder and under any other agreement now or at any time hereafter in force between Franchisor and Guarantor shall be cumulative and not alternative and shall be in addition to all rights, powers and remedies given to Franchisor by law.

Should any one or more provisions of this Guaranty be determined to be illegal or unenforceable, all other provisions nevertheless shall remain effective.

This Guaranty shall extend to and inure to the benefit of Franchisor and its successors and assigns and shall be binding on Guarantor and its successors and assigns.

Guarantor has signed this Guaranty as of the date set forth above.

GUARANTOR - SPOUSE OF FRANCHISEE'S PRINCIPAL:	
Print Name:	

#### ATTACHMENT 7

#### FRANCHISEE ACKNOWLEDGMENT STATEMENT

Franchisee hereby acknowledges the following:

1.	Franchisee has conducted an independent investigation of all aspects relating to the financial,
	operational and other aspects of the business of operating the Franchised Business. Franchisee
	further acknowledges that, except as may be set forth in our Disclosure Document, no
	representations of performance (financial or otherwise) for the Franchised Business provided for
	in this Agreement has been made to Franchisee by us and Franchisee and any and all Principals
	hereby waive any claim against us for any business failure Franchisee may experience as a
	franchisee under this Agreement.

Initial

2. Franchisee has conducted an independent investigation of the business contemplated by this Agreement and understands and acknowledges that the business contemplated by this Agreement involves business risks making the success of the venture largely dependent upon the business abilities and participation of Franchisee and its efforts as an independent business operation.

Initial

3. Franchisee agrees that no claims of success or failure have been made to it or him or her prior to signing the Franchise Agreement and that it/she/he understands all the terms and conditions of the Franchise Agreement. Franchisee further acknowledges that the Franchise Agreement contains all oral and written agreements, representations and arrangements between the parties hereto, and any rights which the respective parties hereto may have had under any other previous contracts are hereby cancelled and terminated, and that this Agreement cannot be changed or terminated orally.

Initial

4. Franchisee has no knowledge of any representations by us or our officers, directors, shareholders, employees, sales representatives, agents or servants, about the business contemplated by the Franchise Agreement that are contrary to the terms of the Franchise Agreement or the documents incorporated herein. Franchisee acknowledges that no representations or warranties are made or implied, except as specifically set forth in the Franchise Agreement. Franchisee represents, as an inducement to our entry into this Agreement, that it has made no misrepresentations in obtaining the Franchise Agreement.

Initial

5.	We expressly disclaim the making of, and Franchisee acknowledges that it has not received or relied upon, any warranty or guarantee, express or implied, as to the potential volume, profits or success of the business venture contemplated by the Franchise Agreement.
	Initial
6.	Franchisee acknowledges that our approval or acceptance of Franchisee's outlet location does not constitute a warranty, recommendation or endorsement of the location for the Franchised Business, nor any assurance by us that the operation of the Franchised Business at the premises will be successful or profitable.
	Initial
7.	Franchisee acknowledges that it has received the Natural Life Franchise Corp. Franchise Disclosure Document with a complete copy of the Franchise Agreement and all related Attachments and agreements at least fourteen (14) calendar days prior to the date on which the Franchise Agreement was executed. Franchisee further acknowledges that he/she/it has read such Franchise Disclosure Document and understands its contents.
	Initial
8.	Franchisee acknowledges that it has had ample opportunity to consult with its own attorneys, accountants and other advisors and that our attorneys have not advised or represented Franchisee with respect to the Franchise Agreement or the relationship thereby created.
	Initial
9.	Franchisee, together with Franchisee's advisers, has sufficient knowledge and experience in financial and business matters to make an informed investment decision with respect to the Franchise granted by the Franchise Agreement.
	Initial
10.	Franchisee is aware of the fact that other present or future franchisees of us may operate under different forms of agreement(s), and consequently that our obligations and rights with respect to its various franchisees may differ materially in certain circumstances.

11.	It is recognized by the parties that we are also (or may become) a manufacturer or distributor of
	certain products under the Marks licensed herein; and it is understood that we do not warrant that
	such products will not be sold within the Franchisee's Designated Territory by others who may
	have purchased such products from us.

Initial

12. BY EXECUTING THE FRANCHISE AGREEMENT, FRANCHISEE AND ANY PRINCIPAL, INDIVIDUALLY AND ON BEHALF OF FRANCHISEE'S AND SUCH PRINCIPAL'S HEIRS, LEGAL REPRESENTATIVES, SUCCESSORS AND ASSIGNS, HEREBY FOREVER RELEASE AND DISCHARGE NATURAL LIFE FRANCHISE CORP., NL FULFILLMENT CORP., AND ANY OF THE ABOVE'S PARENT COMPANY, SUBSIDIARIES, DIVISIONS, AFFILIATES, SUCCESSORS, ASSIGNS AND DESIGNEES, AND THE FOREGOING ENTITIES' DIRECTORS, OFFICERS, EMPLOYEES, AGENTS, SHAREHOLDERS, SUCCESSORS, DESIGNEES AND REPRESENTATIVES FROM ANY AND ALL CLAIMS, DEMANDS AND JUDGMENTS RELATING TO OR ARISING UNDER THE STATEMENTS, CONDUCT, CLAIMS OR ANY OTHER AGREEMENT BETWEEN THE PARTIES EXECUTED PRIOR TO THE DATE OF THE FRANCHISE AGREEMENT, INCLUDING, BUT NOT LIMITED TO, ANY AND ALL CLAIMS, WHETHER PRESENTLY KNOWN OR UNKNOWN, SUSPECTED OR UNSUSPECTED, ARISING UNDER THE FRANCHISE, SECURITIES, TAX OR ANTITRUST LAWS OF THE UNITED STATES OR OF ANY STATE OR TERRITORY THEREOF. THIS RELEASE SHALL NOT APPLY TO ANY CLAIMS ARISING FROM REPRESENTATIONS MADE BY FRANCHISOR IN FRANCHISOR'S FRANCHISE DISCLOSURE DOCUMENT RECEIVED FRANCHISEE.

		Initial
Acknowledged this day of		
PRINCIPAL:	FRANCHISEE:	
Signature Name:	By: Name: Title:	

## Exhibit D

## **Multi-Unit Development Agreement**

#### MULTI-UNIT DEVELOPMENT AGREEMENT

This Multi-Unit Development Agreement ("Agre	ement") is entered into as of the day
(the "Effective Date"), among <b>Natur</b>	<i>'</i>
corporation, with its principal business address at 1704 Capital Circle NE, Un	it 103,
Tallahassee, Florida 32308 (hereafter "Franchisor"), and	
whose address is	(hereinafter "Developer").
	<b>-</b> (

#### **Background**

- A. By expending time, skill, effort, and money, Franchisor and its affiliates have developed and own a special system for the operation of retail stores offering CBD, Kratom, Kava, and related items approved by the franchisor, under the **Natural Life CBD/Kratom/Kava** trademark and system of operating procedures (the "System").
- B. The distinguishing characteristics of the System include, but are not limited to, proprietary products; uniform standards and procedures for business operations; appealing and efficient layout and decor; training in the operation, management, and promotion of the Franchised Business; advertising and promotional programs; customer development and service techniques; and other technical assistance, all of which may be changed, improved or further developed by the Franchisor.
- C. The stores operate under the principal service mark **Natural Life CBD/Kratom/Kava** (collectively, with the related marks, logos, insignias, slogans, emblems, symbols and designs Franchisor authorizes for use under the System, the "**Marks**").
- D. Developer desires to be granted the opportunity, subject to the terms and conditions of this Agreement, to open and operate multiple **Natural Life CBD/Kratom/Kava** stores ("**Franchised Businesses**") within a certain geographic area described in Attachment 1 attached (the "**Development Area**").
- E. Developer understands and acknowledges the importance of Franchisor's high standards of quality, operations and service and the necessity of developing and operating Franchised Businesses in strict conformity with this Agreement, the applicable franchise agreement, and Franchisor's confidential Brand Standards Manuals (collectively, the "Manual").
- F. Franchisor is willing to grant Developer the opportunity to open and operate multiple Franchised Businesses in the Development Area, subject to the terms and conditions of this Agreement.

1

**NOW, THEREFORE**, for valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

- 1. Development Area. Franchisor grants Developer the right, and Developer undertakes the obligation, to develop and establish \_\_\_\_\_ Franchised Businesses within the Development Area defined in Attachment 1 hereto, provided Developer opens and commences operations of such Franchised Businesses in strict accordance with the mandatory development schedule also set forth in Attachment 1 (the "Development Schedule") and otherwise subject to the terms and conditions set forth herein. During the term of this Agreement and, except as provided herein, Franchisor will not open or operate, or license any third party the right to open or operate, any Natural Life CBD/Kratom/Kava stores within the Development Area.
- **3. Initial Franchise Agreement**. Contemporaneous with the execution of this Agreement, Developer must enter into Franchisor's current form of Franchise Agreement for the first Franchised Business that Developer is required to open within the Development Area. In the event Developer is a business entity of any kind, then Developer's principals/owners must each execute the form of personal guaranty attached to the foregoing Franchise Agreement, as well as any additional Franchise Agreements described in Section 4 of this Agreement.
- **4.** Additional Franchise Agreements. Developer agrees and acknowledges that it must: (i) enter into Franchisor's then-current form of Franchise Agreement for each additional Franchised Business that Developer is required to open under this Agreement and comply with the same; and (ii) enter into such Franchise Agreements at such times that are required for Developer to timely meet, and strictly adhere to, its obligations under the agreed upon Development Schedule. Developer may not enter into a new Franchise Agreement if it is in default under any other franchise agreement between Developer or its affiliates and Franchisor. The location and lease for each successive franchise agreement is subject to the approval of Franchisor.
- 5. Development Obligations. Developer must open and commence operations of each new Franchised Business within the time frames indicated on the Development Schedule and must maintain the minimum cumulative number of Franchised Businesses open and operating as described on the Development Schedule. The parties agree and acknowledge that time is of the essence with respect to the foregoing development obligations, and that Developer's failure to comply with the Development Schedule is grounds for immediate termination of this Agreement (and any future development rights granted hereunder).
  - 6. Term and Termination.

A. This Agreement will commence as of the Effective Date it is fully

- executed and, unless earlier terminated by Franchisor, will end on the last day of the calendar month that the final Franchised Business is required to be opened and operating under the Development Schedule. Upon expiration or termination of this Agreement for any reason, Developer will not have any rights within the Development Area other than the territorial rights granted in connection with any Franchised Businesses that Developer has opened and commenced operating as of the date this Agreement is terminated or expires (under the respective Franchise Agreement(s) that Developer entered into for such Franchised Business(es)).
- B. Franchisor will have the right, at its option, to terminate this Agreement and all rights granted to Developer hereunder, without affording Developer any opportunity to cure such default, effective upon written notice to Developer, upon the occurrence of any of the following events: (i) if Developer becomes insolvent or is adjudicated bankrupt, or if any action is taken by Developer, or by others against the Developer, under any insolvency, bankruptcy or reorganization act, or if Developer makes an assignment for the benefit or creditors or a receiver is appointed by the Developer; (ii) if Developer fails to meet its development obligations under the Development Schedule, and fails to cure such default within 30 days of receiving notice thereof; and (iii) if any Franchise Agreement that is entered into in order to fulfill Developer's development obligations under this Agreement is terminated or subject to termination by Franchisor, pursuant to the terms of that Franchise Agreement.
- **7. Reservation of Rights**. Except as provided in Section 1 of this Agreement, the parties agree and acknowledge that the rights granted in this Agreement are nonexclusive and that Franchisor and its affiliates reserve all other rights not expressly granted to Developer herein.
- **8. Sale or Assignment**. Developer's rights under this Agreement are personal and Developer may not sell, transfer, or assign any right granted herein without Franchisor's prior written consent, which may be withheld in its sole discretion. Notwithstanding, if Developer is an individual or a partnership, Developer has the right to assign its rights under this Agreement to a corporation or limited liability company that is wholly owned by Developer according to the same terms and conditions as provided in Developer's initial Franchise Agreement. Franchisor has the right to assign this Agreement in whole or in part in its sole discretion.
- **9. Acknowledgment**. Developer acknowledges that this Agreement is not a Franchise Agreement and does not confer upon Developer any rights to use the Franchisor's Marks or System.
- **10. Notices**. All notices, requests, demands, consents and other communications required or permitted under this Agreement shall be in writing (including facsimile and electronic communication) and shall be (as elected by the person giving such notice) hand delivered by messenger or courier service, faxed, e-mailed, or mailed (airmail if international) by registered or certified mail (postage prepaid), return receipt requested, addressed to the appropriate party at its address set forth above or to such other address as that party may designate by notice complying with the terms of this Section. Each such notice is deemed delivered: (a) on the date delivered if by personal delivery; (b) on the date

of transmission, if by facsimile or e-mail; or (c) on the date upon which the return receipt is signed or delivery is refused or the notice is designated by the postal authorities or courier service as not deliverable, as the case may be, if mailed or couriered.

- 11. Choice of Law. This Agreement will be governed by the laws of the State of Florida (without reference to its conflict of laws principals). The parties agree and acknowledge that Franchisor awarded the development rights hereunder only after timely disclosing Developer with its then-current form of Franchise Disclosure Document ("FDD") effective for use in the state(s), if any, where required.
- 12. Mediation and Arbitration. In connection with any dispute arising under this Agreement, before any arbitration proceeding takes place, either party may, at its option, submit the controversy or claim to nonbinding mediation before CPR Institute for Dispute Resolution ("CPR") in accordance with its National Franchise Mediation Program. If CPR is unable to conduct the mediation, the controversy or claim may be submitted to the American Arbitration Association or any other mutually agreeable mediator. In the event of any such mediation, both parties shall execute a confidentiality agreement reasonably satisfactory to the Franchisor. Once the controversy or claim is submitted to mediation, the obligation to attend mediation is binding on both parties. Each party bears its own costs with respect to the mediation. The fee for the mediation, however, will be split equally. Except as provided in Section F.12 below, any controversy or claim relating to this Agreement including any claim that this Agreement, or any part thereof, is invalid, illegal, or otherwise voidable or void shall be submitted to arbitration before the American Arbitration Association (or any other mutually agreeable arbitration association) in accordance with its commercial arbitration rules,. The provisions of this Section shall be construed as independent of any other covenant or provision of this Agreement. But if a court of competent jurisdiction determines that any such provisions are unlawful in any way, such court shall modify or interpret such provisions to the minimum extent necessary to have them comply with the law. Notwithstanding any provision of this Agreement relating to the state laws by and under which this Agreement shall be governed and construed, all issues relating to arbitrability or the enforcement of the agreement to arbitrate contained in this Agreement shall be governed by the United States Arbitration Act (9 U.S.C. § 1 et seq.) and the Federal common law of arbitration. Judgment upon an arbitration award may be entered in any court of competent jurisdiction. Such judgment is binding, final, and non-appealable. To the fullest extent permitted by law, the Franchisor and the Developer (and their respective owners) waive any right to, or claim for, any punitive or exemplary damages against the other. In the event of a dispute between the Franchisor and Developer, each is limited to recovering the actual damages it sustains. This arbitration provision is self-executing and remains in full force and effect after the expiration or sooner termination of this Agreement. If either party fails to appear at any properly noticed arbitration proceeding, notwithstanding such failure to appear, an award may be entered against such party by default or otherwise. Mediation and/or arbitration shall take place in Leon County, Florida, or at the mediator's or arbitrator's office closest to the Franchisor's home office. Mediation or arbitration between the Franchisor and Developer shall be of the Franchisor's and Developer's individual claims. None of Developer's claims may be mediated or arbitrated on a class-wide basis.
- **13. Equitable Relief.** Notwithstanding anything in this Agreement to the contrary, the obligation to mediate or arbitrate is not binding upon the Franchisor, and Developer need not mediate or arbitrate any of the following matters: (a) claims relating to the Marks; (b) claims relating to any lease or sublease of real property between the parties or their related

- entities; (c) claims relating to Developer's obligations upon termination or expiration of this Agreement; (d) claims relating to any transfer of an interest in the Developer in any Franchised Business or its assets, or this Agreement; (e) claims relating to actions that may impair the good will associated with the Marks; (f) matters involving danger, health, or safety involving a Franchised Business owned by Developer, Developer, its employees or customers, or the public; or (g) requests for restraining orders, injunctions, or other procedures to obtain specific performance in a court of competent jurisdiction when such court considers the restraining order, injunction, or specific performance necessary to preserve the status quo or prevent irreparable injury pending resolution of the actual dispute between the parties by mediation or arbitration.
- **14. Jurisdiction and Venue**. A substantial portion of the negotiations, anticipated performance, and execution of this Agreement occurred or will occur in Leon County, Florida. Therefore, each of the parties irrevocably and unconditionally: (a) agrees that any suit, action or legal proceeding arising out of or relating to this Agreement must be brought only in the courts of record of the State of Florida in Leon County or the District Court of the United States, Northern District of Florida; (b) consents to the jurisdiction of each such court in any suit, action, or proceeding; (c) waives any objection that he, she or it may have to the laying of venue of any such suit, action, or proceeding in any of such courts; and (d) agrees that service of any court paper may be effected on such party by mail, as provided in this Agreement, or in such other manner as may be provided under applicable laws or court rules in the State of Florida.
- **15. Third Party Beneficiaries**. Franchisor's officers, directors, shareholders, agents and/or employees are express third party beneficiaries of this Agreement and the dispute resolution procedures contained herein, each having authority to specifically enforce the right to mediate claims asserted against such person(s) by Developer.
- **16. Jury Trial Waiver**. With respect to any proceeding not subject to mediation, the parties hereby agree to waive trial by jury in any action, proceeding or counterclaim, whether at law or equity, regardless of which party brings suit. This waiver will apply to any matter whatsoever between the parties hereto which arises out of or is related in any way to this Agreement, the performance of either party, and/or Developer's purchase from Franchisor of the development rights described herein.
- 17. Waiver of Punitive Damages. Developer waives to the fullest extent permitted by law, any right to or claim for any punitive, exemplary, incidental, indirect, special or consequential damages (including, without limitation, lost profits) which Developer may have against Franchisor arising out of any cause whatsoever (whether such cause be based in contract, negligence, strict liability, other tort or otherwise) and agree that in the event of a dispute, Developer's recovery will be limited to actual damages. If any other term of this Agreement is found or determined to be unconscionable or unenforceable for any reason, the foregoing provisions will continue in full force and effect, including, without limitation, the waiver of any right to claim any consequential damages.
- **18. Enforcement Costs.** If any arbitration, legal action, or other proceeding is instituted for the enforcement of this Agreement, or because of an alleged dispute, default, or misrepresentation in connection with any provision of this Agreement, the successful or prevailing party or parties is entitled to recover reasonable preinstitution and post-institution attorneys' fees, arbitration costs, court costs and all expenses even if not taxable as arbitration or court costs (including all such fees, costs and expenses incident to arbitration, appellate, bankruptcy and post-judgment proceedings), incurred in connection with such

action or proceeding, in addition to any other relief to which such party or parties may be entitled. Attorneys' fees include paralegal fees, administrative costs, investigative costs, costs of expert witnesses, court reporter fees, sales and use taxes, if any, and all other charges billed by the attorneys to the prevailing party. If the Franchisor is required to engage legal counsel in connection with any failure by Developer to pay when due any monies owed under this Agreement or submit when due any reports, information or supporting records, or in connection with any failure otherwise to comply with this Agreement, the Developer must reimburse the Franchisor on demand for all of the above-listed costs and expenses it incurs, whether or not arbitration, a legal action, or other proceeding is initiated.

- **19. Non-Waiver**. Franchisor's failure to insist upon strict compliance with any provision of this Agreement will not be a waiver of Franchisor's right to do so, any law, custom, usage or rule to the contrary notwithstanding. Delay or omission by Franchisor respecting any breach or default will not affect Franchisor's rights respecting any subsequent breaches or defaults. All rights and remedies granted in this Agreement will be cumulative. Franchisor's election to exercise any remedy available by law or contract will not be deemed a waiver or preclude exercise of any other remedy.
- **20. Severability.** The parties agree that if any provisions of this Agreement may be construed in two ways, one of which would render the provision illegal or otherwise voidable or unenforceable and the other which would render it valid and enforceable, such provision will have the meaning, which renders it valid and enforceable. The provisions of this Agreement are severable, and this Agreement will be interpreted and enforced as if all completely invalid or unenforceable provisions were not contained herein, and partially valid and enforceable provisions will be enforced to the extent that they are valid and enforceable. If any material provision of this Agreement will be stricken or declared invalid, the parties agree to negotiate mutually acceptable substitute provisions. In the event that the parties are unable to agree upon such provisions, Franchisor reserves the right to terminate this Agreement.
- **21.** Construction of Language. The language of this Agreement will be construed according to its fair meaning, and not strictly for or against either party. All words in this Agreement refer to whatever number or gender the context requires. If more than one party or person is referred to as Developer, their obligations and liabilities must be joint and several. Headings are for reference purposes and do not control interpretation.
- **22. Successors**. References to "Franchisor" or "Developer" include the respective parties' successors, assigns or transferees, subject to the limitations of Section 8 of this Agreement.
- **23.** Cooperation. Each party agrees to execute such further documents and take such further action as the other party may reasonably request in order to effectuate the intent and purposes of this Agreement.
- **24. No Right to Offset**. Developer may not withhold all or any part of any payment to Franchisor or any of its affiliates on the grounds of the alleged nonperformance of Franchisor or any of its affiliates or as an offset against any amount Franchisor or any of its affiliates may owe or allegedly owe Developer under this Agreement or any related agreements.
- **25. Entire Agreement**. This Agreement (together with its Attachments, and all other written agreements related to this Agreement that are expressly referenced herein) represents the entire understanding and agreement between the parties with respect to the subject matter of this Agreement, and supersedes all other negotiations, understandings,

and representations, if any, made by and between the parties. No representation, inducement, promise, or agreement, oral or otherwise, if any, not embodied in this Agreement, its Attachments, or any other written agreement related to this Agreement and expressly referenced herein is of any force and effect. Franchisor reserves the right to change Franchisor's policies, procedures, standards, specifications or manuals at Franchisor's discretion. In the event of a conflict between this Agreement and any Franchise Agreement(s), the terms, conditions and intent of this Agreement will control. Notwithstanding the foregoing, nothing in this Agreement or in any related agreement is intended to disclaim the representations made by Franchisor in its Franchise Disclosure Document.

IN WITNESS WHEREOF, AND INTENDING TO BE LEGALLY BOUND HEREBY, THE PARTIES HERETO HAVE CAUSED THIS AGREEMENT TO BE EXECUTED EFFECTIVE THE DATE FIRST SET FORTH ABOVE.

**DEVELOPER** 

FRANCHISOR

NATURAL LIFE FRANCHISE CORP.	,,
By: Gabriel Suarez, President	By: (Signature Above)  Print Name:
Date:	Spouse Signature:
	_ Spouse Name:
	IF A PARTNERSHIP, CORPORATION, OR OTHER ENTITY:
	By:
	Print Name:
	Date:

# ATTACHMENT 1 TO DEVELOPMENT AGREEMENT DEVELOPMENT AREA AND DEVELOPMENT SCHEDULE

**1. Development Area.** The Development Area, as referred to in Section 1 of the Development Agreement, is described below (or an attached map) by geographic boundaries and will consist of the following area or areas:

**2. Development Schedule.** The Development Schedule referred to in Section 1 of the Development Agreement is as follows:

Development Period	Expiration Date	Number of New Franchised Businesses Developer Must Open in Development Area	Cumulative Number of Franchised Businesses Developer Must Have Open Within Development Area
First	6 Months from Effective Date		
Second	16 Months from Effective Date		
Third	26 Months from Effective Date		
Fourth	36 Months from Effective		
Fifth	46 Months from Effective Date		

## Exhibit E

## **Financial Statements**

## NATURAL LIFE FRANCHISE CORP

Financial Statements
December 31, 2022
(With independent auditors' report)

## NATURAL LIFE FRANCHISE CORP Table of Contents December 31, 2022

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CERTIFIED PUBLIC ACCOUNTANTS - BUSINESS ADVISORS

1760 N. Jog Road, Suite 150 West Palm Beach, FL 33411 Phone: (561) 659-1177 Fax: (561) 659-1197

www.d-acpa.com

#### **Independent Auditors' Report**

To the Board of Directors Natural Life Franchise Corp

#### Opinion

We have audited the financial statements of Natural Life Franchise Corp (the "Company"), which comprise the balance sheets as of December 31, 2022 and December 31, 2021 and the related statements of income and changes in retained earnings and cash flows for the years then ended. In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company 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.

#### Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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 the Company's ability to continue as a going concern as of December 31, 2022.

#### 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 GAAS 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 are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users made on the basis of these financial statements.

In performing an audit in accordance with GAAS, 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 the Company'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 the Company'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 that we identified during the audit.  $\$ 

DiSalvo & Associates, PLLC

West Palm Beach, FL February 28, 2023

## Natural Life Franchise Corp Balance Sheets As of December 31,

		2022		2021
Assets Current assets:				
Cash and cash equivalents	•	00.740	•	0.074
Accounts receivable	\$	88,716	\$	9,674
Advances to affiliates		32,500		16,010
Advances to anniates		8,901		7,869
Total current assets		130,118		33,553
Fixed assets-net		3,114		3,648
Intangible assets-net		27,976		30,500
Total other assets		31,090		34,147
Total assets	\$	161,207	\$	67,701
Liabilities and Stockholders' Equity				
Current liabilities:				
Accounts payable	\$	3,061	\$	678
Credit card payable		32,354		53,392
Accrued expense		45,229		_
Due to affiliates		88,686		19,012
Unearned income		248,161		63,700
Total current liabilities		417,491		136,782
Long-term liabilities:				
Loan advances payable		200,000		_
Total long-term liabilities		200,000		-
Total Liabilities		617,491		136,782
Stockholders' equity:				
Common Stock 30.000 shares authorized, 13,310 and				
11,136 issued and outstanding repectively par value \$0.001				
per share		13		11
Preferred Stock 10.000 shares authorized 0 issued and				
outstanding par value \$0.001 per share				
Paid in capital in excess of par		598,323		381,325
Retained Earnings (Deficit)	_	(1,054,620)		(450,417)
Total stockholders' equity		(456,284)		(69,081)
Total liabilities and stockholders' equity	\$	161,207	\$	67,701

## Natural Life Franchise Corp Statements of Income and Changes in Retained Earnings For the years ended December 31,

	2022	2021
Revenue:		
Franchise fee revenue	\$ 85,539	\$ 131,500
Marketing royalty income	45,451	44,197
POS system fee	15,786	<u>.</u>
Sales royalty income	138,934	69,411
Total Revenue	285,710	245,108
Expenses:		
Dues and subscriptions	47,681	2,017
Franchise brokerage fee	113,700	41,750
Payroll expenses	421,491	104,189
Other general and administrative expenses	307,041	195,584
Total general and administrative expenses	889,912	343,540
Net income (loss) from operations	(604,203)	(98,432)
Other income - Payroll Protection Program	<u> </u>	14,700
Net income (loss)	(604,203)	(83,732)
Beginning Retained Earnings	(450,417)	(366,685)
Ending Retained Earnings	\$ (1,054,620)	\$ (450,417)

## Natural Life Franchise Corp Other General and Administrative Expenses For the years ended December 31,

	2022		2021	
Other general and administrative expenses:				
Accounting	\$ 32,779	\$	14,950	
Amortization	2,524		2,524	
Advertising and marketing	34,986		28,567	
Bad debt expense	13,381		-	
Bank charges and fees	2,481		860	
Broker subscriptions	42,037		-	
Car and truck	12,422		172	
Contractors	42,572		523	
Commissions	-		2,500	
Consulting expense	5,000		-	
Depreciation expense	534		89	
Employee leasing	-		33,973	
Insurance	-		368	
Interest	3,219		1,000	
Legal and professional Services	66,965		71,921	
Meals and entertainment	6,621		7,261	
Office supplies and software	11,802		14,626	
Postage & shipping	141		-	
Rent	481		658	
Repairs and maintenance	964		1,704	
Reimbursements	-		1,458	
Taxes and licenses	2,741		2,225	
Telecommunications	1,018		-	
Trade shows	4,619		-	
Travel expenses	19,395		9,385	
Uniforms	358		643	
Utilities	 _		175	
Total other general and administrative expenses	\$ 307,041	\$	195,584	

## Natural Life Franchise Corp

#### Statements of Changes in Stock and Paid in Capital

For the years ended December 31,

	2021			Additions		Reductions			2022			
	\$		#		\$	#		\$	#		\$	#
\$	11.14		11,136		2.17	2,174		-	-	\$	13.31	13,310
\$	11.14		11,136	\$	2.17	2,174	\$	-	-		13.31	13,310
\$	381,325		-	\$	216,998	_		_	-	\$	598,323	-
	381,325		-		216,998	-	\$	-	-		598,323	-
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## Natural Life Franchise Corp Statements of Cash Flows For the year ended December 31,

	 2022	2021
Cash flows from operating activities:		
Net loss	\$ (604,203) \$	(83,732)
Adjustments to reconcile net income to net cash		
provided (used) by operating activities		
Depreciation and amortization	3,058	2,613
(Increase) decrease in:		
Accounts receivable	(16,489)	(15,953)
Loans receivable	(1,032)	(7,869)
Increase (decrease) in:		
Accounts payable	2,383	40,130
Credit card payable	(21,038)	
Accrued expense	45,229	
Unearned income	184,461	-
Net cash provided (used) by operating activities	 (407,631)	(64,812)
Cash flows from investing activities:		
Purchase of fixed assets	-	(3,737)
Net cash provided (used) by investing activities		(3,737)
Cash flows from financing activities:		
Loan advances payable	200,000	-
Due to affiliates	69,673	(54,954)
Common stock par value of \$0.001 per share	2	11
Additional paid-in-capital	216,998	130,589
Net cash provided (used) by financing activities	486,673	75,646
Net increase (decrease) in cash	79,042	7,098
Cash, Beginning of year	 9,674	2,576
Cash, End of year	\$ 88,716 \$	9,674

#### NOTE A - Organization

Natural Life Franchise Corp (The "Company") was organized on May 10, 2019, under the laws of the State of Florida. The company sells franchises for the operation of a retail business offering CBD, Kratom, Kava, and related products under the name "Natural Life CBD/Kratom/Kava" trademark. The Company has sold 21 franchises as of December 31, 2022 in 8 states.

#### Note B - Summary of significant accounting policies

#### Basis of presentation

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles.

#### Revenue recognition

Franchisees pay an initial franchise fee for a license to operate a Natural Life CBD/Kratom/Kava franchise at a specific site within a protected geographic territory. Payment must be made in a lump sum at the time of signing the deposit receipt, the franchise fee is fully refundable for a period of 30 calendar days from the date of the deposit receipt, if the company and the franchisee do not enter into a franchise agreement acceptable to both parties within such 30-day period is considered earned and nonrefundable at that time. The initial term of the franchise is for ten years with an additional renewable term of ten years if the franchisee is in good standing.

Pursuant to the various franchise agreements, franchisees are required to pay the Company royalties, advertising and marketing fee and a technology fee.

Royalties are based on a percentage of sales ranging from the greater of 5% of Gross Revenues or \$200 per week for the first year; the greater of 5% of Gross Revenues or \$300 per week for the second year; and the greater of 5% of Gross Revenues or \$400 per week thereafter.

Advertising and Marketing Contribution of 2% of Gross Revenues.

Technology Fee of \$40.00 per week.

Royalties, advertising and marketing fees are based on a percentage of each franchisee's gross revenue. These are recognized directly as revenue, on a monthly basis.

Franchise fees are recorded as income upon completion of the significant obligations of the Company under the franchise license agreement. These obligations consist of assistance in the leasing process and issuance of licenses and permits required for the opening, advice with the construction, remodeling and decoration of the physical location, provision of a classroom for training and support and guidance of a representative in the first two days of opening.

#### Cash and cash equivalents

For purposes of the statement of cash flows, the Company defines cash and cash equivalents as cash and all short-term investments with an original maturity of three months or less to be cash equivalents.

#### **Fixed Assets**

The company recorded fixed and intangible assets at cost. Depreciation and amortization are provided over the estimated useful lives of the assets using the straight-line method. As of December 31, 2022 and 2021 net fixed assets were \$31,090 and \$34,147 respectively.

#### Income taxes

The Company is organized as a Corporation and has elected to be taxed as a S Corporation starting January 1, 2020 under the provisions of the Internal Revenue Code section whereby the members report their proportionate share of the Company's income, losses and tax credits on their individual tax returns. The Company revoked the S Corp election in August of 2022 and is now treated as a C Corporation for the balance of 2022 and future years. The Company will file its final return for the period ended August 28, 2022 as a S Corporation for the short period.

The Company's income tax returns are subject to examination by the Internal Revenue Service for a period of three years from the date they are required to be filed. The Company's tax returns for the years ended December 31, 2019 through 2022 remain subject to examination by major tax jurisdictions.

#### Pervasiveness of estimates

The preparation of financial statements in conformity with generally accepted accounting principles 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. Actual results could differ from those estimates.

#### Advertising and marketing

Advertising costs are expensed when incurred. Advertising costs were \$34,986 and \$28,267 for the years ended December 31, 2022 and 2021 respectively.

#### Interest

Interest is expensed as incurred. Interest expense was \$3,219 and \$1,000 for the years ended December 31, 2022 and 2021 respectively.

#### NOTE C - Restatement of 2021 Financial Statements

The 2021 financial statements in this report have been restated to correct an error that was discovered after the original audit report was issued. The error was related to the amount of revenue recognized for franchise fee income. The correction resulted in reducing

retained earnings by \$63,700 and increasing unearned income due to certain obligations of the franchisor that still needed to be provided by the franchisor to the franchisees under signed franchise agreements as of December 31, 2021.

#### NOTE D - Accounts receivable

Accounts receivable consist of balances due from franchise fees and are reflected at their net realizable value. Management closely monitors outstanding accounts receivable and charges off to expense any balances that are determined to be uncollectible. Management determines the allowance for doubtful accounts by evaluating individual customer accounts by considering the customer's financial condition, credit history and the current economic conditions. At December 31, 2021 and December 31, 2022, the allowance for doubtful accounts was \$0. For the year ended December 31, 2022 and 2021 accounts receivable were \$32,500 and \$16,010 respectively. Bad debt expense for 2022 and 2021 were \$13,381 and \$0 respectively.

#### NOTE E - Fixed Assets

The fixed assets are summarized by major classifications as follows:

2022		2021
3,737		3,737
(623)		(89)
3,114		3,648
30,361		30,361
7,500		7,500
(9,885)		(7,361)
27,976	-	30,500
\$ 31,090	\$	34,147
	30,361 7,500 (9,885) 27,976	3,737 (623) 3,114 30,361 7,500 (9,885) 27,976

#### NOTE F - Loans receivable - affiliate

The Company makes advances from time to time to its various affiliates. The advances are used to fund working capital needs of the affiliate and are unsecured and non-interest bearing with no predetermined maturity dates.

#### **NOTE G - Franchises**

The Company's activity regarding its franchises for the year ended December 31, 2022 is as follows:

Franchises at December 31, 2021	14
New Franchises sold in 2022	8
Franchises closed	(1)
Franchises sold at December 31, 2022	21

#### **NOTE H - Income Taxes**

As noted above the company became a C Corporation for income tax reporting purposes in August 2022 and is subject to federal and state income taxes on its income. Since the Company incurred a net operating loss for the period after the S Corp election was revoked there is no provision made for federal and state income taxes for the year. Further since the likelihood of future profitability cannot be determined at this time there is no income tax benefit recorded for the potential future tax benefit for the net operating loss carry forward.

#### NOTE I - Loan Advances Payable

The Company received advances in the amount of \$200,000 as of December 31, 2022. The advances were from third parties as part of negotiations for a more long term credit relationship. The advances do not bear interest and have no definite due date. The understanding with the potential creditors is that the advances will be repaid once the longer term credit facility is finalized. See subsequent Events footnote for further details.

#### **NOTE J - Related Parties**

During the years ended December 31, 2022 and 2021, the Company had transactions with entities related through common ownership and also with its members. Following is a summary of transactions with these related entities:

- 1. Multiple franchises were owned by related parties and its members. Royalties earned from these entities were \$103,356 in 2022 and \$48,419 in 2021.
- 2. The Company charges weekly advertising and marketing contribution of 2% of gross revenue to related parties totaling \$36,817 for 2022, and \$43,129 for 2021.
- 3. The Company has made non-interest-bearing loans to related parties. The balances due of the loans receivable from affiliates at December 31, 2022 were \$8,901 and \$7,869 at December 31, 2021.
- 4. The Company has received non-interest-bearing loans from related parties. The balances due of the loans payable to affiliates at December 31, 2022 were \$24,714 and \$4,137 at December 31, 2021.
- 5. The Company uses facilities owned by related parties for meetings or training, the company is not charged for the use of this space.

#### **NOTE K - Commitments and Contingencies**

One of the Company's affiliates provides products for resale to the Company's franchisees. Should the affiliate not be able to supply these products to franchisees due to non-availability of the products, the Company's franchisees would need to source these products from alternate sources. If the franchisees are not able to source these products from another source, or at prices similar to those offered by the Company's affiliate, the revenues of the Company's future revenue may be negatively impacted.

#### NOTE L - Subsequent Events

The company has evaluated events and transactions for potential recognition and disclosures through February 24, 2022, the date the audit report was available to be issued. Following are subsequent events management believes need to be disclosed:

- 1. Debt issuance: On January 1, 2023 the company obtained funding on promissory notes in the aggregate amount of \$325,000 at an annual interest rate of 15% maturing in 2026. The promissory notes require payments of interest only on a monthly basis. The funds will be used for working capital needed to fund the Company's expansion plans.
- 2. Warrants issued: On January 1, 2023 the Company entered into warrant agreements with three parties for the issuance equity interests in the Company equal to 13% of the outstanding shares the Company at the time of the exercise of the warrants. The warrants may be exercised at the option of the warrant holder for an indefinite period of time.

Financial Statement

Year Ended December 31, 2020

## NATURAL LIFE FRANCHISE CORP Table of Contents December 31, 2020

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CFO Associates LLC Certified Public Accountants 1646 W. Snow Avenue #18 Tampa, Florida 33606 (813) 467-9992 Fax (813) 433-2593 www.thecfoassociates.com

#### INDEPENDENT ACCOUNTANTS' AUDIT REPORT

To the Board of Directors of Natural Life Franchise Corp,

We have audited the accompanying financial statement of Natural Life Franchise Corp (an S-Corporation), which comprise the balance sheet as of December 31, 2020, and the related statement of income and expenses and statements of changes in stockholder's equity and cash flows for the year then ended, and the related notes to the financial statement..

Management's Responsibility for the Financial Statement

Management is responsible for the preparation and fair presentation of these financial statement 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 statement that is free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on the financial statement based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statement. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statement 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 the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statement.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statement referred to above presents fairly, in all material respects, the financial position of Natural Life Franchise Corp as of December 31, 2020, and the changes in its retained earnings and cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

CFO Associates, LLC

Tampa, Florida April 26, 2021

## Balance Sheet December 31, 2020

٨	CCI	$\Box$	ΓC
4			

ASSEIS		
	2020	2019
Current assets:		
Cash and cash equivalents	\$ 2,576	\$ 2,099
Due from others	\$ 0	\$ 285
Total current assets	\$ 2,576	\$ 2,384
		_
Fixed assets, at cost less accumulated depreciation		
of \$ - in 2020	<b>-</b>	-
Intangibles, at cost less accumulated amortization	\$ 33,024	\$ 35,548
of \$2,524 in 2020		
Total assets	\$ 35,600	\$ 37,931
LIABILITIES AND STOCKHOLDERS'	EQUITY	
Current liabilities:		
Accounts payable	\$	\$ 1,481
Due to others	\$ 73,966	\$ 764
Total current liabilities	\$ 73,966	\$ 2,245
Torre Army 19-1-1941		
Long-term liabilities:		
Notes payable, net of current portion	-	-
Total long-term liabilities	_	_
Total long term hadmaes		
Total liabilities	\$ 73,966	\$ 2,245
Stockholders' equity	(\$ 38,366)	\$ 35,686
Stockholders equity	(\$ 50,500)	φ 33,000
Total liabilities and stockholders' equity	\$ 35,600	\$ 37,931
1		1 - 7

## Statement of Income and Expenses Year Ended December 31, 2020

	 2020		2019
Revenues	\$ 58,249		_
Cost of revenues earned	\$ 2,073		-
Gross profit	\$ 56,176		-
Amortization	\$ 2,524	\$	2,313
Operating expenses	\$ 243,518		\$ 32,001
Payroll Expenses	 \$	\$	5,000
Loss from operations	 \$(250,534)		\$(39,314)
Other income:			
Interest and dividends	\$ -		-
Realized gain on sale of fixed assets	\$ -		_
Total other income	\$ -		-
Total loss	 \$(250,534)	_	\$(39,314)
Net loss	 <u>\$(250,534)</u>		\$(39,314)

## Statement of Changes in Stockholders Equity Year Ended December 31, 2020

	2020	2019
Common stock	-	-
Additional paid-in-capital	250,000	75,000
Retained earnings: Balance at the beginning of the year Retained Earnings Adjustment	\$39,314 (414)	-
Net loss	(250,534)	(39,314)
Balance at the end of the year	(38,366)	(39,314)
Total stockholders' equity	(\$38,366)	<u>\$35,686</u>

## See accompanying notes and independent accountants' audit report. NATURAL LIFE FRANCHISE CORP

## Statement of Cash Flows Year Ended December 31, 2020

		2020		2019
CASH FLOWS FROM OPERATING ACTIVITIES: Net loss	\$	6(250,534)		\$(39,314)
Adjustments to reconcile net income to net cash used by operating activities:				
Realized gain on sale of fixed assets		2 524		-
Amortization		2,524		2,313
Changes in: Accounts receivable				
Loans receivable		-		(285)
Accounts payable		_		1,481
Loans payable		73,487		764
Net cash used by operating activities		\$ 174,523		\$(35,041)
CASH FLOWS FROM INVESTING ACTIVITIES: Purchase of Intangibles Proceeds from sale of fixed assets		- -		(37,861)
Net cash used by investing activities		\$ -		\$(37,861)
CASH FLOWS FROM FINANCING ACTIVITIES: Additional paid-in-capital		175,000		75,000
Net cash provided by financing activities		\$ 175,000		\$ 75,000
NET INCREASE IN CASH AND CASH EQUIVALENTS		\$477	\$	2,099
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR	\$	2,099	_	\$-
CASH AND CASH EQUIVALENTS AT THE END OF YEAR	<u>\$</u>	2,576		\$ 2,099

#### See accompanying notes and independent accountants' audit report.

#### NATURAL LIFE FRANCHISE CORP

Notes to the Financial Statement Year Ended December 31, 2020

#### (1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### (A) CORPORATION AND PURPOSE

Natural Life Franchise Corp (the Company) was incorporated and commenced operations on May 10, 2019. The Company operates as franchisor of retail stores selling CBD products and education.

#### (B) BASIS OF ACCOUNTING

The accounting method used by the Company is the accrual basis of accounting.

#### (C) CASH AND CASH EQUIVALENTS

For the purpose of the statements of cash flows, the Company considers currency on hand, demand deposits and money market funds as cash. Cash equivalents would consist of highly liquid debt instruments purchased with maturities of three months or less.

#### (D) FIXED ASSETS

The fixed assets are summarized by major classifications as follows:

		2020
Machinery and equipment	\$	_
Furniture and fixtures		-
Vehicles		-
Leasehold Improvements		
		-
Less accumulated depreciation	\$	
	<u>\$</u> \$	
Total Fixed Assets	\$	
Start up costs		\$ 30,361
Website		7,500
		\$ 37,861
Less accumulated amortization		4,837
		33,024
Total Intangible Assets		\$ 33,024

Intangible assets are recorded at cost. Amortization is computed primarily for financial reporting purposes at rates based on estimated useful lives. Amortization expense was \$2,524 for the year ended December 31, 2020. Additions and major replacements or betterments are added to the asset cost when applicable. Maintenance and repair cost and minor replacements are charged to expense as incurred.

#### (E) ADVERTISING

Advertising costs are expensed when incurred. Advertising costs were \$43,303 for the year ended December 31, 2020.

#### (F) INTEREST

## Interest is expensed as incurred. Interest expense was \$0 for the year ended December 31, 2020.

#### NATURAL LIFE FRANCHISE CORP

Notes to the Financial Statement (Continued) Year Ended December 31, 2020

#### (G) USE OF ESTIMATES

The preparation of financial statements requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

#### (2) ACCOUNTS RECEIVABLE

The accounts receivable are considered current and fully collectible by the management of the Company and accordingly, an allowance for doubtful accounts has not been recorded. There are no accounts receivable as of December 31, 2020.

#### (3) INCOME TAXES

The Company believes that its income tax filing positions will be sustained upon examination and does not anticipate any adjustments that would result in a material adverse effect on the Company's financial condition, results of operations or cash flows. Accordingly, the Company has not recorded any reserves, or related accrual for interest and penalties for uncertain income tax positions at December 31, 2020.

#### **Uncertain Tax Positions**

The Company accounts for uncertain tax positions, if any, in accordance with FASB Accounting Standards Codification Section 740. In accordance with these professional standards, the Company recognizes tax positions only to the extent that Management believes it is "more likely than not" that its tax positions will be sustained upon IRS examination. Management believes that it has no uncertain tax positions that qualify for either recognition or disclosure in the financial statements for the year ended December 31, 2020.

The Company, with the consent of its stockholder, has elected under the Internal Revenue Code to be an S corporation. In lieu of corporation income taxes, the stockholders of an S corporation are taxed on their proportionate share of the Company's taxable income. Therefore, no provision or liability for federal income taxes has been included in this financial statement.

#### (4) COMMITMENTS AND CONTINGENCIES

The Company primarily provides its services and products to franchisees across the United States. Should the company be unable to obtain CBD product, its ability to continue would be impaired.

#### (5) FASB 606 REVENUE FROM CONTRACTS WITH FRANCHISEES

The Company primarily provides franchisee services and products through its franchise business model. Franchise fees received by the Franchisor are not always received in the period services are rendered. No such Franchise Fees were recognized in 2020, however, in future years the company will have to recognize revenues based on the periods the Franchise Fees relate to.

#### (6) SUBSEQUENT EVENTS

In preparing this financial statement, the company has evaluated events and transactions for potential recognition and disclosures through April 26, 2021, the date the financial statement was available to be issued. No subsequent events have occurred that have caused the financial statements to be

restated.

## Exhibit F

## **List of Current Franchisees**

(as of December 31, 2022)

## Florida:

Mrs. Noorusaba Charania 4235 SW 45th Court Ocala, FL 34474 (409) 550-4218 Franchise Agreement signed 3/28/20; store opened 8/22/20	Mrs. Noorusaba Charania 5400 SW College Rd #110 Ocala, FL, 34474 Phone: (409) 550-4218 Store opened 2021
Mr. Gerald Favis NL Orlando LLC 505 Fillmore Ave, #12 Cape Canaveral, FL 32920 (407) 451-9495 Franchise Agreement signed 11/18/20; store opened 6/04/21	Thomas NL 1006 - Atlantic Beach FL 763 Atlantic Blvd Atlantic Beach, FL, 32233 Phone: (904) 853-5990 Opened 2/1/21
Thomas NL 1016 - Orange Park FL 26 Blanding Blvd. Orange Park, FL 32073 Phone: 904-375-8156 Opened 2/1/21 Gerald Favis	Thomas NL 1002 - Jacksonville FL 3503 Kernan Blvd S Jacksonville, FL, 32224 Phone: (904) 367-2138 Opened 2/1/19
NL 1014 - UCF 12226 Corporate Blvd, # 136 Orlando, FL 32817 Phone: (407) 286-1095 Opened 3/10/22	

## Missouri:

Harper's NL of St Louis Inc	
Kenneth K Keys	
2660 N Hwy 67, Florissant, MO 63033	
314-630-8643	
311 030 0013	
Franchise Agreement signed 6/07/21; store	
opened 11/01/21	
Nevada:	
	,
Anja Wenzel	
NL1019	
10624 Eastern Ave, Suite O	
Las Vegas, Nevada, 89052	
702-205-9021	
Opened 5/8/22	
Ohio:	
Kelley Ebert	
Kelley Ebert NL1017	
Kelley Ebert NL1017 1376 Polaris Pkwy	
Kelley Ebert NL1017 1376 Polaris Pkwy Columbus, Ohio, 43240	
Kelley Ebert NL1017 1376 Polaris Pkwy Columbus, Ohio, 43240 (614) 578-5634	
Kelley Ebert NL1017 1376 Polaris Pkwy Columbus, Ohio, 43240	
Kelley Ebert NL1017 1376 Polaris Pkwy Columbus, Ohio, 43240 (614) 578-5634	
Kelley Ebert NL1017 1376 Polaris Pkwy Columbus, Ohio, 43240 (614) 578-5634	
Kelley Ebert NL1017 1376 Polaris Pkwy Columbus, Ohio, 43240 (614) 578-5634 Opened 10/22/22	2022)
Kelley Ebert NL1017 1376 Polaris Pkwy Columbus, Ohio, 43240 (614) 578-5634	, 2022)
Kelley Ebert NL1017 1376 Polaris Pkwy Columbus, Ohio, 43240 (614) 578-5634 Opened 10/22/22	, 2022)
Kelley Ebert NL1017 1376 Polaris Pkwy Columbus, Ohio, 43240 (614) 578-5634 Opened 10/22/22  Signed, Not Opened (as of December 31)	., 2022)
Kelley Ebert NL1017 1376 Polaris Pkwy Columbus, Ohio, 43240 (614) 578-5634 Opened 10/22/22  Signed, Not Opened (as of December 31)  Arizona: NL 1023	, 2022)
Kelley Ebert NL1017 1376 Polaris Pkwy Columbus, Ohio, 43240 (614) 578-5634 Opened 10/22/22  Signed, Not Opened (as of December 3) Arizona:	, 2022)
Kelley Ebert NL1017 1376 Polaris Pkwy Columbus, Ohio, 43240 (614) 578-5634 Opened 10/22/22  Signed, Not Opened (as of December 31)  Arizona:  NL 1023 Megan Joseph	., 2022)

## Florida:

NL 1028 – Live Wright Life Inc.	
Brie Baker	
1268 Boyette Rd,	
Riverview, FL 33569	
(813)-647-0907	

## Massachusetts:

NL 1021	NL 1029
Noel Samu (West Boston Territory)	Bill Schloth (East Boston Territory)
276 north avenue	80 Mountain Laurel Rd
Weston MA 02493	Fairfield Connecticut 06824
(617)-599-4435	(203) 851-3551

## Ohio:

NL CBUS LIMITED	
Kelley Lewis	
684 S Cassingham Rd	
Bexley Ohio 43209	

## Georgia:

NL 1020- Danalla Enterprise LLC	NL 1022
Lisa Hernet	Dave Alford
4620 Kimball Bridge Rd	800 Glenwood Avenue
Alpharetta, GA 30005	(404)-931-1918
(678)-463-5260	Atlanta, GA 30316

NL 1024 - Highly Conscious LLC	
Chris Pilato	
5006 Thoroughbred Ln	
Brentwood, TN 37027	
(954)-573-0433	

## **Texas:**

NL 1025 – Tofy Natural LLC	
Arthur Solomon	
108 Paradise Way	
Red Oak, TX	
(757)-358-1907	

### List of Former Franchisees (as of December 31, 2022)

## Illinois:

NL1012 – NL Joliet LLC	
Jamal Thompson	
2410 W Jefferson St,	
Joliet, IL 60435	
815-557-8812	

If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.

## Exhibit G

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## State Specific Addenda

## NATURAL LIFE FRANCHISE CORP. ADDENDUM TO FRANCHISE DISCLOSURE DOCUMENT STATE OF CALIFORNIA

- 1. California Business and Professions Code 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.
- 2. 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.).
- 3. 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.
- 4. The franchise agreement requires application of the laws of Florida. This provision may not be enforceable under California law.
- 5. Neither the Franchisor nor any person or franchise broker identified in Item 2 of the Disclosure Document is 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 person from membership in such association or exchange.
- 6. Section 31125 of the California Corporations 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.
- 7. THE CALIFORNIA FRANCHISE INVESTMENT LAW REQUIRES A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE SALE OF THE FRANCHISE BE DELIVERED TOGETHER WITH THE FRANCHISE DISCLOSURE DOCUMENT.
- 8. 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 31000 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).
- 9. The Franchise Agreement requires binding arbitration. The arbitration will occur in Florida or such other place designated by the Franchisor, with the costs being borne by the party instituting the arbitration procedure, and each party being responsible for their own attorney fees; however, the arbitrator has the discretion to award costs of the arbitration, including reasonable attorney fees against either or both parties in such proportion as the arbitrators determine. 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 the franchise agreement restricting venue to a forum outside the State of California.
- 10. OUR WEBSITE HAS NOT BEEN REVIEWED OR APPROVED BY THE CALIFORNIA DEPARTMENT OF BUSINESS OVERSIGHT. 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

- 11. The Franchise Agreement contains a waiver of punitive damages and a waiver of jury trial. These provisions may not be enforceable under California law.
- 12. The highest interest rate allowed by law in California is 10% per year.
- 13. Item 5 of the FDD is amended to state: "The Department has determined that we, the franchisor, have not demonstrated we are adequately capitalized and/or that we must rely on franchise fees to fund our operations. The Commissioner has imposed a fee deferral condition, which requires that we defer the collection of all initial fees from California franchisees until we have completed all of our pre-opening obligations and you are open for business. For California franchisees who sign a development agreement, the payment of the development and initial fees attributable to a specific unit in your development schedule is deferred until that unit is open."

## ADDENDUM TO THE FRANCHISE AGREEMENT AND MULTI-UNIT DEVELOPMENT AGREEMENT REQUIRED BY THE STATE OF ILLINOIS

Illinois law governs the agreements between the parties to this franchise.

In conformance with Section 4 of the Illinois Franchise Disclosure Act, any provision in the franchise agreement and multi-unit development agreement which designates jurisdiction or venue outside of the State of Illinois is void. However, a franchise agreement and multi-unit development may provide for arbitration outside of Illinois.

Your right upon Termination and Non-Renewal are set forth in sections 19 and 20 of the Illinois Franchise Disclosure Act.

In conformance with section 41 of the Illinois Franchise Disclosure Act, 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 aw of Illinois is void.

Payment of the Initial Franchise / Development Fees will be deferred until the Franchisor has met it initial obligations to franchisee, and the franchisee has commenced doing business. This financial assurance requirement was imposed by the Office of the Illinois Attorney General due to Franchisor's financial condition.

HE PARTIES hereto have duly executed, sealed and delivered this Addendum on		
THE FRANCHISOR: Natural Life Franchise Corp.	THE FRANCHISEE:	
By: Print Name: Gabriel Suarez Its: Founder and CEO	By: By:	

### ADDENDUM TO THE NATURAL LIFE FRANCHISE DISCLOSURE DOCUMENT FOR PROSPECTIVE FRANCHISEES REQUIRED BY THE STATE OF INDIANA

In recognition of the requirements of the Indiana Franchise Disclosure Law, Indiana Code § \$ 232-2.5-1 to 23-2-2.5-51, and the Indiana Deceptive Franchise Practices Act, Indiana Code § \$ 23-22.7-1 to 23-2-2.7-10, the Franchise Disclosure Document of **Natural Life Franchise Corp.** for use in the State of Indiana shall be amended as follows:

- 1. Item 12, under the heading entitled "Territory," shall be supplemented by the addition of the following language: "We are required by the Franchise Agreement not to compete unfairly with you within the Territory."
- 2. Item 17(f), under the heading, "Termination by us with cause," shall be amended by the addition of the following language: "The conditions under which your Franchise can be terminated may be affected by the Indiana Franchise Disclosure Law or the Indiana Deceptive Franchise Practices Act."
- 3. Items 17(q) and (r), under the headings "Non-competition covenants during the term of Franchise," and "Non-Competition covenants after the Franchise is terminated or expires," respectively, shall be amended by the addition of the following language at the end of each Item: "Notwithstanding the above, your rights will not in any way be abrogated or reduced pursuant to Indiana Code § 23-2-2.7-1(9), which limits the scope of non-competition covenants to the exclusive area granted in the Franchise Agreement."
- 4 Item 17(v), under the heading "Choice of forum," shall be supplemented with the following language: "However, to the extent required by either the Indiana Franchise Disclosure Law or Indiana Deceptive Franchise Practices Act, a Franchise that operates a Franchised office in Indiana may require, at the Franchisee's option, that litigation concerning such Franchise take place in Indiana."
- 5 Item 17(w), under the heading "Choice of law," shall be supplemented with the following language: "This provision may not be enforceable under Indiana Law."
- 6 Each provision of this Addendum to the Franchise Disclosure Document shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Indiana Franchise Disclosure Law, Indiana Code § § 23-2-2.5-1 to 23-2-2.5-51, and the Indiana Deceptive Franchise Practices Act, Indiana Code § § 23-2-2.7-1 to 23-2-2.7-10, are met independently without reference to this Addendum to the Franchise Disclosure Document.

# ADDENDUM TO THE NATURAL LIFE FRANCHISE DISCLOSURE DOCUMENT REQUIRED BY THE STATE OF MARYLAND

In recognition of the requirements of the Maryland Franchise Registration and Disclosure Law, the Franchise Disclosure Document of **Natural Life Franchise Corp.** for use in the State of Maryland shall be amended as follows:

1. Items 17(c) and 17(m), under the headings, "Requirements for you to renew or extend" and "Conditions for our approval of transfer," shall be supplemented by adding the following language at the end of each Item: "However, pursuant to COMAR 02.02.08.16L, the general release required

- as a condition of renewal, sale, and/or assignment/transfer shall not apply to any liability under the Maryland Franchise Registration and Disclosure Law."
- 2. Item 17(v), under the heading "Choice of forum" shall be supplemented by adding the following language at end of such Item: "except that you may sue us in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law. Any claims arising under the Maryland Franchise Registration and Disclosure must be brought within 3 years after the grant of the franchise under the Franchise Agreement."
- 3. Item 5 is hereby amended to add the following: "Based on the Franchisor's financial information submitted, the Securities Commissioner of the State of Maryland has determined that all fees paid to the Franchisor by the Franchisee, including payment for goods and services received from the Franchisor before the business opens, shall be deferred pending satisfaction of all of the Franchisor's pre-opening obligations to the Franchisee".
- 4. The Franchisee Agreement, Attachment 1 and the Franchise Disclosure Document, Acknowledgment Statements are amended to state: "All representations requiring prospective franchisees to assent to a release, estoppel or waiver of liability 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."

#### AMENDMENT TO THE NATURAL LIFE MULTI-UNIT DEVELOPMENT AGREEMENT REQUIRED BY THE STATE OF MARYLAND

In recognition of the requirements of the Maryland Franchise Registration and Disclosure Law, MD. CODE ANN., BUS. REG. Sections 14-201 to 14-233 (2004 Repl. Vol. and Supp. 2006), the parties to the attached **Natural Life** Multi-Unit Development Agreement ("Development Agreement") agree as follows:

- 1. Notwithstanding the provisions of Section 2 of the Development Agreement, all development fees and initial payments by Developer shall be deferred until the first franchise under the Development Agreement opens.
- 2. Section 14 of the Development Agreement, entitled "Jurisdiction and Venue" is hereby amended by adding the following language at the end of the Section: "provided, however, that Maryland franchisees are permitted to bring a lawsuit in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law."
- 3. All representations requiring prospective franchisees to assent to a release, estoppel or waiver of liability 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.
- 4. The Development Agreement provides that disputes are resolved through arbitration. A Maryland franchise regulation states that it is an unfair or deceptive practice to require a franchisee to waive its right to file a lawsuit in Maryland claiming a violation of the Maryland Franchise Law. In light of the Federal Arbitration Act, there is some dispute as to whether or not this forum selection requirement is legally enforceable.
- 5. Each provision of this Amendment shall be effective only to the extent that the jurisdictional requirements of the Maryland Franchise Registration and Disclosure Law, with respect to each such provision, are met independent of the Amendment. This Amendment shall have no force or effect if such jurisdictional requirements are not met.

IN WITNESS WHEREOF, the parties hereto have duly executed this Maryland Amendment to the Development Agreement on the same date as that on which the Development Agreement was executed.

Natural Life Franchise Corp.

**Developer:** 

By:
·
Title:
Date:

#### AMENDMENT TO THE NATURAL LIFE FRANCHISE AGREEMENT REQUIRED BY THE STATE OF MARYLAND

In recognition of the requirements of the Maryland Franchise Registration and Disclosure Law, MD. CODE ANN., BUS. REG. Sections 14-201 to 14-233 (2004 Repl. Vol. and Supp. 2006), the parties to the attached Natural Life Franchise Agreement ("Franchise Agreement") agree as follows:

- 1. Notwithstanding the provisions of Section 3 of the Franchise Agreement, all fees and initial payments by Franchisee shall be deferred until the franchise under the Franchise Agreement opens.
- 2. Section 17 and 20.10 of the Franchise Agreement, entitled "Jurisdiction and Venue" is hereby amended by adding the following language at the end of the Section: "provided, however, that Maryland franchisees are permitted to bring a lawsuit in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law."
- 3. The Franchisee Agreement, Attachment 7 Acknowledgment Statements are amended to state: "All representations requiring prospective franchisees to assent to a release, estoppel or waiver of liability 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."
- 4. The Franchise Agreement provides that disputes are resolved through arbitration. A Maryland franchise regulation states that it is an unfair or deceptive practice to require a franchisee to waive its right to file a lawsuit in Maryland claiming a violation of the Maryland Franchise Law. In light of the Federal Arbitration Act, there is some dispute as to whether or not this forum selection requirement is legally enforceable.
- 5. Section 11, Section 18, and Attachment 4 to the Franchise Agreement, shall be amended to state that the general release required as a condition of renewal, sale, and/or assignment/transfer shall not apply to any liability under the Maryland Franchise Registration and Disclosure Law. The appropriate sections of the Franchise Agreement are hereby amended accordingly.
- 6. Franchise Agreement, Article 20 are amended to state:

"The integration clause/entire agreement to clarify that nothing in the Agreement or in any related agreement is intended to disclaim the representations we made in the franchise disclosure document."

- 7. The provision contained in the termination sections of the Franchise Agreement may not be enforceable under federal bankruptcy law (11 U.S.C. Section 101 et seq.).
- 8. The appropriate sections of the Franchise Agreement are amended to state that any claims arising under the Maryland Franchise Registration and Disclosure Law must be brought within 3 years after the grant of the franchise.

9. Each provision of this Amendment shall be effective only to the extent that the jurisdictional requirements of the Maryland Franchise Registration and Disclosure Law, with respect to each such provision, are met independent of the Amendment. This Amendment shall have no force or effect if such jurisdictional requirements are not met.

IN WITNESS WHEREOF, the parties hereto have duly executed this Maryland Amendment to the Development Agreement on the same date as that on which the Development Agreement was executed.

Natural Life Franchise Corp.	Franchisee:
By:	By:
Title:	Title:
Date:	Date:

#### NOTICE REQUIRED BY THE STATE OF MICHIGAN

The state of Michigan prohibits certain unfair provisions that are sometimes in franchise documents. If any of the following provisions are in the franchise documents, the provision are void and cannot be enforced against you.

Each of the following provisions is void and unenforceable if contained in any document relating to a Franchise:

- (a) A prohibition on 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 agreement 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 Franchised business are not subject to compensation. This subsection applies only if: (i) The term of the Franchise is less than 5 years and (ii) 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.
- (h) 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: (i) The failure of the proposed transferee to meet the Franchisor's then current reasonable qualifications or standards; (ii) The fact that the proposed transferee is a competitor of the Franchisor or subfranchisor; (iii) The unwillingness of the proposed transferee to agree in writing to comply with all lawful obligations; and (iv) 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. 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 bona 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).
- (g) A provision which permits the Franchisor to directly or indirectly convey, assign, or otherwise transfer its obligation 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 the Michigan Department of Attorney General, 670 Law Building, Lansing, Michigan 48913, (517) 373-7117.

#### ADDENDUM REQUIRED BY THE STATE OF MINNESOTA

The following is added to Item 1: "Minnesota Statutes § 151.72 permits the sale of CBD products derived from hemp for human consumption, and marketed for health and wellness, subject to labeling, testing, and other requirements. However, federal law still prohibits such sales. Therefore, potential franchisees should be aware that these conflicts of law may create risks and uncertainty that could have detrimental effects on the franchise."

The Commissioner of Commerce for the State of Minnesota requires that certain provisions contained in franchise documents be amended to be consistent with Minnesota Franchise Act, Minn. Stat. Section 80.01 et seq., and of the Rules and Regulations promulgated under the Act (collectively the "Franchise Act"). To the extent that the Agreement contains provisions that are inconsistent with the following, such provisions are hereby amended:

1. Item 6, Non-Sufficient Funds Fee, is amended to state:

Pursuant to Minn. Stat. § 604.113, the Non-Sufficient Funds Fee is \$30.00 per occurrence.

#### 2. Item 17 is amended to state:

- (a) Minn. Stat. § 80C.21 and Minnesota Rules § 2860.4400(J) prohibit us from requiring litigation to be conducted outside Minnesota, requiring waiver of a jury trial, or requiring you to consent to liquidated damages, termination penalties or judgment notes. In addition, nothing in this Franchise Disclosure Document or agreement(s) shall abrogate or reduce (1) any of your rights as provided for in Minn. Stat. Chapter 80C or (2) your rights to any procedure, forum, or remedies provided for by the laws of the jurisdiction.
- (b) In accordance with Minn. Stat. § 80C.14 subd. 3-5, except in certain specified cases, we will give you 90 days notice of termination (with 60 days to cure) and 180 days notice for non-renewal of the Franchise Agreement. Additionally, we will not unreasonably withhold our consent to a transfer of your Natural Life outlet.
- (c) In accordance with Minnesota Rules 2860.4400(D), we cannot require you to assent to a general release.
- (d) In accordance with Minnesota Rules 2860.4400(J), we cannot require you to consent to liquidated damages.
- (e) Minn. Stat. § 80C.17 subd. 5 requires that an action be commenced pursuant to the Franchise Act within three (3) years after the cause of action accrues.
- (f) You cannot consent to us obtaining injunctive relief. We may seek injunctive relief. See Minnesota Rules 2860.4400(J), also, a court will determine if a bond is required.
- (g) Items 5 and 7 of the FDD are amended to state:

There is a deferral of payment of initial franchise fees until the franchised business opens.

(h) Minnesota considers it unfair to not protect the franchisee's right to use the trademarks. Refer to Minnesota Statute 80C.12 Subd. 1(G). The franchiser will protect the franchisee's rights to use the trademarks, service marks, trade names, logotypes, or other commercial symbols or indemnify the franchisee from any loss, costs, or expenses arising out of any claim, suit, or demand regarding the use of the name.

## AMENDMENT TO THE NATURAL LIFE FRANCHISE CORP. FRANCHISE AGREEMENT REQUIRED BY THE STATE OF MINNESOTA

In recognition of the requirements of the Minnesota Statutes Chapter 80C, the parties to the attached Natural Life Franchise Corp. Franchise Agreement (the "Franchise Agreement") agree as follows:

1. Minn. Stat. § 80C.21 and Minnesota Rules § 2860.4400(J) prohibit us from requiring litigation to be conducted outside Minnesota, requiring waiver of a jury trial, or requiring you to consent to liquidated damages, termination penalties or judgment notes. In addition, nothing in this

Franchise Disclosure Document or agreement(s) shall abrogate or reduce (1) any of your rights as provided for in Minn. Stat. Chapter 80C or (2) your rights to any procedure, forum, or remedies provided for by the laws of the jurisdiction.

- 2. Minnesota Rules 2860.4400(D) prohibits a franchisor from requiring a franchisee's assent to a release other than as part of a voluntary settlement of disputes. To the extent of any inconsistencies with the Minnesota Rules requirement contained in Sections 5.2.5 or 16.3.6 of the Franchise Agreement, such inconsistent provisions are hereby deleted.
- 3. To the extent of any inconsistencies, Article 13 of the Franchise Agreement is hereby amended to state:

"Except in certain specified cases as set forth in Minn. Stat. § 80C.14 subd. 4, Franchisor will give Franchisee 180 days' notice for non-renewal of the Franchise Agreement."

- 4. To the extent of any inconsistencies, Section 3.4 of the Franchise Agreement is hereby amended to state that the non-sufficient funds fee, "Late Reporting Charge" is Thirty Dollars (\$30.00) per occurrence.
- 5. With respect to franchises governed by Minnesota law, the franchiser will comply with Minnesota Statute 80C.14 Subd. 3-5, which require (except in certain specified cases) To the extent of any inconsistencies, Sections 12.2 through 12.3 of the Franchise Agreement are hereby amended to state:

"Except in certain specified cases as set forth in Minn. Stat. § 80C.14 subd. 3, Franchisor will give Franchisee 90 days notice of termination (with 60 days to cure)".

- 6. In accordance with Minnesota Rules 2860.4400(D), we cannot require you to assent to a general release.
- 7. In accordance with Minnesota Rules 2860.4400(J), we cannot require you to consent to liquidated damages.
- 8. Minn. Stat. § 80C.17 subd. 5 requires that an action be commenced pursuant to the Franchise Act within three (3) years after the cause of action accrues.
- 9. To the extent of any inconsistencies, Article 17, Dispute Resolution, of the Franchise Agreement is hereby amended to state:

"Franchisor cannot require Franchisee to: (i) conduct litigation outside Minnesota, (ii) waive a jury trial, or (iii) consent to liquidated damages, termination penalties or judgment notes. Nothing in this Franchise Agreement shall abrogate or reduce (1) any of Franchisee's rights as provided for in Minn. Stat. Chapter 80C or (2) Franchisee's rights to any procedure, forum, or remedies provided for by the laws of the jurisdiction. Franchisee cannot consent to Franchisor obtaining injunctive relief. Franchisor may seek injunctive relief."

- 10. To the extent of any inconsistencies, Section 3.1 (a) and 4.5 (d), Initial Franchise Fee and Conditions Precedent to Grand Opening, of the Franchise Agreement are hereby amended to state: There is a deferral of payment of initial franchise fees until the franchised business opens.
- 11. Minnesota considers it unfair to not protect the franchisee's right to use the trademarks. Refer to Minnesota Statute 80C.12 Subd. 1(G). The franchiser will protect the franchisee's rights to use the trademarks, service marks, trade names, logotypes, or other commercial symbols or indemnify the franchisee from any loss, costs, or expenses arising out of any claim, suit, or demand regarding the use of the name.
- 12. Each provision of this Amendment shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Minnesota Statutes Chapter 80C are met independently without reference to this Amendment.

The parties hereto have duly executed this Minnesota Amendment to the Franchise Agreement on the same date as that on which the Franchise Agreement was executed.

FRANCHISOR:
NATURAL LIFE FRANCHISE CORP.
By:
Gabriel Suarez, president (Print Name, Title)
FRANCHISEE:
By:
(Print Name, Title)
PRINCIPAL:
(Print Name)
PRINCIPAL:

(Print Name)	

### NEW YORK ADDENDUM TO NATURAL LIFE FRANCHISE CORP. FRANCHISE DISCLOSURE DOCUMENT FOR PROSPECTIVE FRANCHISEES

In recognition of the requirements of the New York General Business Law, Article 33, Section 680 through 695, and of the Codes, Rules, and Regulations of the State of New York, Title 13, Chapter VII, Section 200.1 through 201.16 the Franchise Disclosure Document for **Natural Life Franchise Corp.** ("Natural Life") for use in the State of New York shall be amended as follows:

1. The following information is added to the cover page of the Franchise Disclosure Document:

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, INVESTOR PROTECTION BUREAU, 28 LIBERTY STREET, 21ST FLOOR, NEW YORK, NY 1005. 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.

2. The following is added to the end of Item 3:

Except as provided above, 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 any 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 trade 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 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 any 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.

### **3**. The following is added to the end of Item 4:

Neither the franchisor, its affiliate, its predecessor, officers or general partner during the 10 year period immediately before the date of the offering circular: (a) filed as debtor (or had filed against it) a petition to start an action under the U.S. Bankruptcy Code; (b) obtained a discharge of its debts under the bankruptcy code; or (c) 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 for its debts under the U.S. Bankruptcy Code during or within 1 year after the officer or general partner of the franchisor held this position in the company or partnership.

4. The following is added to the end of Item 5:

The initial franchise fee constitutes part of our general operating funds and will be used as such in our discretion.

5. Item 17b., under the heading entitled "Renewal or extension of the term", shall be supplemented with the following:

All rights enjoyed by you and any causes of action arising in your favor from the provisions of the New York General Business Law Sections 680-695 and its regulations will remain in force.

6. The following is added to the end of the "Summary" sections of Item 17(c), titled "Requirements for franchisee to renew or extend," and Item 17(m), entitled "Conditions for franchisor approval of transfer":

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 provision that the non-waiver provisions of General Business Law Sections 687.4 and 687.5 be satisfied.

7. the following language replaces the "Summary" section of Item 17(d), titled "**Termination by franchisee**":

You may terminate the Franchise Agreement upon any grounds available by law.

8. The following is added to the end of the "Summary" section of Item 17(j), titled "Assignment of contract by franchisor":

However, no assignment shall 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.

9. 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":

However, 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.

**10.** Each provision of this Addendum to the Franchise Disclosure Document shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of New York General Business Law, Article 33, Section 680 through 695, and of the Codes, Rules, and Regulations of the State of New York, Title 13, Chapter VII, Section 200.1 through 201.16 are met independently without reference to this Addendum to the Disclosure Document.

## ADDENDUM TO THE NATURAL LIFE FRANCHISE CORP. FRANCHISE DISCLOSURE DOCUMENT REQUIRED BY THE STATE OF RHODE ISLAND

In recognition of the requirements of the Rhode Island Franchise Investment Act, the Franchise Disclosure Document of **Natural Life Franchise Corp.** for use in the State of Rhode Island shall be amended to include the following:

1. Items 17v. and 17w. for each chart shall be supplemented with the following language:

However, you may sue Natural Life Franchise Corp. in Rhode Island for claims arising under the Rhode Island Franchise Investment Act.

2. Item 17 shall be supplemented by the addition of the following language at the end of Item 17:

Section 19-28.1-14 of the Rhode Island Franchise Investment Act provides that "A provision in a franchise agreement restricting jurisdiction or venue to a forum outside this state or requiring the application of the laws of another state is void with respect to a claim otherwise enforceable under this Act."

3. Each provision of this Addendum to the Disclosure Document shall be effective only to the extent, with respect to such provision, that the jurisdictional requirements of the Rhode Island Franchise Investment Act are met independently without reference to this Addendum to the Disclosure Document.

## ADDENDUM TO THE NATURAL LIFE FRANCHISE CORP. FRANCHISE DISCLOSURE DOCUMENT REQUIRED BY THE COMMONWEALTH OF VIRGINIA

In recognition of the restrictions contained in Section 13.1-564 of the Virginia Retail Franchising Act, the Franchise Disclosure Document of **Natural Life Franchise Corp.** for use in the Commonwealth of Virginia shall be amended as follows:

The following statements are added to Item 17h:

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.

**Estimated Initial Investment**. The franchise will be required to make an estimated initial investment ranging from \$191,930.00 - \$306,500.00. This amount exceeds the franchisor's stockholders' equity as of December 31, 2022, which is \$ (456,284.)

The Virginia State Corporation Commission's Division of Securities and Retail Franchising requires us to defer payment of the initial franchise fee and other initial payments owed by franchisees to the franchisor until the franchisor has completed its pre-opening obligations under the franchise agreement.

# NATURAL LIFE FRANCHISE CORP. ADDENDUM TO FRANCHISE DISCLOSURE DOCUMENT, FRACHISE AGREEMENT, AND MUTLI-UNIT DEVELOPMENT AGREEEMENT

### WASHINGTON STATE

The state of Washington has a statute, RCW 19.100.180, which 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 involving a franchise purchased in Washington, the arbitration site shall be either in the state of Washington, or in a place mutually agreed upon at the time of the arbitration, or as determined by the arbitrator.

In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW, shall prevail.

A release or waiver of rights executed by a franchisee shall not include rights under the Washington Franchise Investment Protection Act 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, 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.

Article 14.1 (ii) of the Franchise Agreement is amended to state:

"as owner, officer, director, employee, agent, lender, broker, consultant, franchisee, or in any other similar capacity whatsoever be connected in any manner with the ownership, management, operation or control, or conduct of a Competitive Business within a 25-mile radius around the franchisee's former business and any other outlets of the franchise system. (this restriction, however, does not apply to a 5% or less beneficial interest in a publicly-held corporation). "

Section 21 of the Mulit-Unit Development Agreement does not apply to Washington residents.

Item 12, the last sentence of the fourth paragraph of the Franchise Disclosure Document and last sentence of Section 4.26 of the Franchise Agreement are replaced with, "In the event that you do not meet the Minimum Performance Levels in any year, we may, at our option, have the right to terminate the Franchise Agreement upon thirty (30) days written notice."

Section 13.7 of the Franchise Agreement is amended to state that the franchisor's purchase of the franchisee's inventory and supplies shall be governed by RCW 19.100.180.

### **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:

State	Effective Date
California	PENDING
Hawaii	PENDING
Illinois	PENDING
Indiana	PENDING
Maryland	PENDING
Michigan	PENDING
Minnesota	PENDING
New York	PENDING
North Dakota	PENDING
Rhode Island	PENDING
South Dakota	PENDING
Virginia	PENDING
Washington	PENDING
Wisconsin	PENDING

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.

### **RECEIPT**

This Franchise Disclosure Document summarizes certain provisions of the Franchise Agreement and other information in plain language. Read this Franchise Disclosure Document and all exhibits carefully.

If Natural Life Franchise Corp. 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.

New York requires you to receive this Franchise Disclosure Document at the earlier of the first personal meeting or 10 business days before the execution of the franchise or other agreement or the payment of any consideration that relates to the franchise relationship.

If Natural Life Franchise Corp. 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, DC 20580 and to your state authority listed on Exhibit A.

The name and principal business address and telephone number of each franchise seller offering the franchise is:

Tony Bello	Gabriel Suarez
1704 Capital Circle NE, Unit 103	1704 Capital Circle NE, Unit 103
Tallahassee, Florida 32308	Tallahassee, Florida 32308
800-851-6839	407-430-3968

Issuance Date: February 28, 2023 as amended May 30, 2023

I received a Disclosure Document dated \_\_\_\_\_\_, that included the following Exhibits:

- A. Table of State Administrators/Agents for Service of Process
- B. Deposit Receipt
- C. Franchise Agreement
- D. Multi-Unit Development Agreement
- E. Financial Statements
- F. Outlets As Of The Date of This Disclosure Document
- G. Table of Contents of Confidential Manual
- H. Franchisee Disclosure Questionnaire
- I. State Specific Addenda

Date Received:(If other than date signed)	DATE:	
,	(Signature of recipient)	
	(Printed name of recipient)	
	Legal residence address	

Please return signed receipt to: **Natural Life Franchise Corp.**, 1704 Capital Circle NE, Unit 103, Tallahassee, Florida 32308

#### RECEIPT

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DATE:	
(Signature of recipient)	)
(Printed name of recipient)	
	(Signature of recipient)

KEEP FOR YOUR RECORDS