

FRANCHISE DISCLOSURE DOCUMENT



Uni K Wax Franchising, LLC
A Delaware limited liability company
117 NW 9th Terrace, Bay#1
Hallandale Beach, Florida 33009
Phone: (305) 949-9294
Email: franchise@unikwaxgroup.com
Website: www.unikwax.com/franchises/

Uni K Wax Franchising, LLC grants franchises for the development and operation of a studio specializing in wax hair removal services utilizing proprietary products and techniques.

The total investment necessary to begin operation of a UNI K WAX® studio is \$329,985 to \$583,925. This includes \$78,600 to \$92,065 that must be paid to the franchisor and affiliate.

The total investment necessary to begin operation of 3 to 5 studios under an Area Development Agreement is \$389,985 to \$713,925. This includes \$138,600 to \$222,065 that must be paid to the franchisor and affiliate.

This Disclosure Document summarizes certain provisions of your franchise agreement, area development 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 government 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 the franchisor at 117 NW 9th Terrace, Bay#1, Hallandale Beach, Florida 33009 or by phone at (305) 949-9294.

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 accountant.

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

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

Issuance Date: April 21, 2025 ([amended October 2, 2025](#))

As a retail business, you must comply with various consumer protection laws, such as those prohibiting false or deceptive advertising or trade practices. Our Studios currently allow customers to purchase a “series” of multiple treatments at a discounted price paid in advance. Some states have consumer protection laws regulating the offer and sale of prepaid packages and/or the offer of financing for the purchase of these packages. Some of these laws could require Studios to be bonded in order to sell prepaid packages/series (we are currently not aware of any such laws).

The Payment Card Industry Data Security Standard (“PCI”) requires that all companies that process, store, or transmit credit or debit card information maintain a secure environment. PCI applies to all organizations or merchants, regardless of size or number of transactions, that accept, transmit or store any cardholder data. Your Studio will accept credit card payments and must comply with PCI standards.

You must also comply with all local, state and federal laws that apply to businesses generally, including laws governing discrimination and sexual harassment in the work place, minimum wage, smoking in public areas as well as EEOC and OSHA standards. The Americans with Disabilities Act of 1990 requires readily accessible accommodations for disabled people and may affect your building construction, site design, entrance ramps, doors, seating, bathrooms, drinking facilities, etc. Building codes and requirements vary in different jurisdictions and it is important for you and your architect to be aware of and comply with all local laws.

There may be other local, state and/or federal laws or regulations that apply to your Studio. We strongly suggest that you investigate these laws before buying this franchise.

ITEM 2 BUSINESS EXPERIENCE

Chief Executive Officer: Heather Harris

Heather Harris has held the following positions during the past 5 years:

Employer Name	Location	Title	Time Period
Uni K Wax Franchising, LLC	Hallandale Beach, FL	Chief Executive Officer	Jun 2024 to present
Intelligent Office	Cincinnati, OH	President	Oct 2022 to Feb 2024
Corporex	Covington, KY	Senior VP of Sales & Marketing	Feb 2021 to Oct 2022
		Chief Operating Officer	Aug 2019 to Oct 2022

Chief Financial Officer: Daniel Franzblau, C.P.A.

~~Daniel Franzblau~~ **VP of Finance and Technology: Herbert Zea**

Herbert Zea has held the following positions during the past 5 years:

Employer Name	Location	Title	Time Period
Uni K Wax Franchising, LLC	Hallandale Beach, FL	Chief Financial Officer <u>VP of Finance and Technology</u>	May 2023 <u>July 2025</u> to present
<u>Exaltare Capital Partners</u>	<u>Boston, MA/Virtual</u>	<u>Senior Associate</u>	<u>Oct 2021 to Jun 2025</u>
		<u>Intern</u>	<u>Oct 2020 to Mar 2021</u>
UKW FC <u>Harris Williams</u>	Hallandale Beach, FL <u>Richmond, VA</u>	Chief Financial Officer <u>Associate</u>	Apr 2021 to Aug 2018 to <u>Apr 2023</u> <u>2021</u>

ITEM 3 LITIGATION

No litigation is required to be disclosed in this Item.

ITEM 4 BANKRUPTCY

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

Management Training, Waxer Certification Training and Onsite Preopening Training. Prior to Bounce-Back Training, we evaluate your initial operations and develop a customized training agenda based on the areas where we believe additional training is warranted. Depending on the nature of this training, Bounce-Back Training may be conducted virtually or onsite at your Studio (or it may include some virtual training and some onsite training at your Studio). The subjects covered vary from Studio to Studio. Training typically lasts 3 days (24 hours). We do not charge any fees or require reimbursement of Travel Expenses for Bounce-Back Training unless more than 3 days of onsite training is required at your Studio.

Ongoing Training Programs

From time to time, we may require that your Managing Operator, Designated Managers, Regional Manager (if applicable), Waxers, Certified Waxer Instructor and/or other personnel attend system-wide refresher or supplemental training courses.

Any new Managing Operator, Designated Manager, Regional Manager, Certified Waxer Instructor or Customer Experience Coordinator you designate or hire must successfully complete our then-current initial training program applicable to the relevant position. For each new employee you hire, you must enter all information we designate into our Monday Board system so we can track their certifications and training credentials to ensure our brand standards are upheld.

Any new Waxer you hire must complete Waxer Training. Waxers must also complete periodic Waxer recertification training. If you have a Certified Waxer Instructor on staff, that individual may provide Waxer Training (and recertification training) for your Waxers. If you do not have a Certified Waxer Instructor on staff and there are no other Certified Waxer Instructors available to conduct the training, then we will provide this training and you must: (a) pay us additional training fees; and (b) reimburse our Travel Expenses if we conduct the training onsite at your Studio.

Any new Certified Waxer Instructor you appoint must complete Waxer Instructor Training before he or she may provide Waxer Certification Training for your Waxers. We may require that your Certified Waxer Instructor complete recertification training not more often than once every 2 years. Your Certified Waxer Instructor may also provide Waxer Training (and recertification training) to Waxers who work at other Studios.

If we determine your Studio is not (a) operating in compliance with the Franchise Agreement or the Manual or (b) achieving expected key performance indicators, we may require that your Managing Operator, Designated Managers, Regional Manager, Waxers, Certified Waxer Instructor and/or Customer Experience Coordinator attend remedial training.

You may also request that we provide additional training (either virtually, at corporate headquarters or at your Studio). We are not required to provide this additional training.

Instructors

Nick Moller and Nick Melnyk are in charge of our training program.

Nick Moller joined our system in 2025 and currently serves as our Director of Franchisee Success. Mr. Moller provides instruction on the following subjects: personnel; daily operations; transacting sales; reporting; customer service; sales strategies; products; and operating procedure. He has 13 years of experience in the relevant field, most of which took place while he was part of the operations team for Crunch Franchising, LLC where he spent years driving revenue growth, scaling market presence and leading high performance teams. He was also a multi-unit franchisee who owned and operated more than 50 CRUNCH[®] gyms.

Nick Melnyk joined our system in 2024 and currently serves as our Director of Operations and Marketing. Mr. Melnyk provides instruction on the following subjects: operations; reporting; customer service; sales strategies; and operating/marketing procedures. He has 14 years of experience in the relevant field.

[Our VP of Finance and Technology, Herbert Zea, also serves as an instructor. Mr. Zea joined our system in 2025 and provides instruction on finance related subjects. He has 10 years of experience in the relevant field in and has a Master of Business Administration from the University of Chicago.](#)

new policy, franchisees keep all proceeds from the sale of Series (including breakage) provided that they satisfy certain criteria set forth in the Franchise Agreement. This may result in higher Gross Sales to the franchisee at the time of sale and due to the retention of breakage. The Gross Sales figures disclosed in this FPR were determined in accordance with our former policy.

2. **Source of Data:** In making the above financial performance representation for Qualifying Studios, we relied upon sales reports generated by the point-of-sale system. The data has not been audited.
3. **Historical Data:** The FPR is based on the historical results from the Qualifying Studios described above.
4. **Expenses:** The FPR does not include any expense information other than Wax and Supplies Costs. As a franchisee, you will incur additional expenses, such as payroll, rent, marketing, replenishment of inventory and operating supplies, utilities as well as the initial and ongoing fees imposed under the Franchise Agreement.

Some Studios have sold this amount. Your individual results may differ. There is no assurance that you will sell as much.

Written substantiation for this financial performance representation will be made available to you upon your reasonable written request.

Other than the preceding financial performance representation, we do not make any financial performance representations. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor's management by contacting [our Chief Executive Officer, Heather Harris](#), ~~Mr. Daniel Franzblau~~ at 117 NW 9th Terrace, Bay#1, Hallandale Beach, Florida 33009 or by phone at (305) 949-9294, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

TABLE 1 - SYSTEM-WIDE OUTLET SUMMARY FOR YEARS 2022 TO 2024				
Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	29	32	+3
	2023	32	32	0
	2024	32	33	+1
Company-Owned	2022	2	2	0
	2023	2	2	0
	2024	2	1	-1
Total Outlets	2022	31	34	+3
	2023	34	34	0
	2024	34	34	0

TABLE 2 - TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS (OTHER THAN THE FRANCHISOR) FOR YEARS 2022 TO 2024		
State	Year	Number of Transfers
Florida	2022	0
	2023	0
	2024	1

FRANCHISEES OPEN AS OF DECEMBER 31, 2024					
State	City	Address	Studio Location Name	Phone Number	Owner Name(s)
Florida	Surfside	9567 Harding Ave Surfside, Florida 33154	Bal Harbour	(305) 865-3535	Richelly Perez
Florida	Weston	1114 Weston Road Weston, Florida 33326	Weston	(954) 888-4590	Maria Ponce Frank Ponce
New Jersey	Hoboken	606 Washington St Hoboken, New Jersey 07030	Hoboken	(201) 430-7695	Jigar Patel Rugnesh Patel Jigar Patel
New Jersey	Jersey City	332 Marin Blvd Jersey City, New Jersey 07302	Jersey City	(201) 268-3878	Jigar Patel Keyur Patel
New York	Brooklyn	8522 5th Ave Brooklyn, New York 11209	Bay Ridge	(917) 775-1205	Rakhi Kakoli
New York	Brooklyn	326 Livingston St Brooklyn, New York 11217	Brooklyn Heights	(718) 285-7353	Ronak Patel Keyur Patel Dhara Patel
New York	Brooklyn	94 N 3rd St Brooklyn, New York 11249	Williamsburg	(718) 204-7028	Ronak Patel Jignesh Patel Padmesh Patel Luvpreet Kaur Aliya Rahman
New York	Manhattan	405 Third Ave Manhattan, New York 10016	Kips Bay	(646) 703-4908	Serden Degalti Kaan Degalti
New York	New Hyde Park	22-22 Jackson Ave Queens, New York 11101	Long Island City	(718) 310-3299	Reema Butala Ankit Butala Preksha Seth Kurien Varghese
New York	New York	333 West 57 th St New York, New York 10019	Columbus Circle	(212) 765-0701	Roshan Maharjan Sanjiv KC Santosh Khatri
New York	New York	120 2nd Ave New York, New York 10003	East Village	(212) 335-0742	Ronak Patel
New York	New York	13 West 18th St New York, New York 10011	Flatiron	(212) 255-5561	Keyur Patel Jigar Patel Kalpesh Patel
New York	New York	1312 First Ave New York, New York 10021	Lenox Hill	(212) 739-9273	Nirmal Pradhan
New York	New York	199 Orchard St New York, New York 10002	Lower East Side	(212) 481-2770	Sundhar Maharjan Buddha Maharjan
New York	New York	665 Lexington Ave New York, New York 10022	Midtown East	(212) 321-0272	Ronak Patel Kalpesh Patel Bhavna Patel Divya Patel Luvpreet Kaur Aliya Rahman

EXHIBIT "I"

TO DISCLOSURE DOCUMENT

STATE EFFECTIVE DATES

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	July 8, 2025 (<u>amended</u> , 2025)
Hawaii	
Illinois	
Indiana	May 6, 2025 (<u>amended</u> , 2025)
Maryland	
Michigan	September 16, 2024 2025 (amended April 21, , 2025)
Minnesota	May 30, 2025 (<u>amended</u> , 2025)
New York	
North Dakota	
Rhode Island	
South Dakota	
Virginia	June 26, 2025 (<u>amended</u> , 2025)
Washington	
Wisconsin	May 6, 2025(<u>amended</u> , 2025)

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 Disclosure Document summarizes certain provisions of the franchise agreement and other information in plain language. Read this Disclosure Document and all agreements carefully.

If Uni K Wax Franchising, LLC offers you a franchise, it must provide this Disclosure Document to you 14 days before you sign a binding agreement or make a payment with the franchisor or an affiliate in connection with the proposed franchise sale. New York requires that we give you this 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 Uni K Wax Franchising, LLC does not deliver this Disclosure Document on time, or if it contains a false or misleading statement or a material omission, a violation of federal and state law may have occurred and should be reported to the Federal Trade Commission, Washington, DC 20580, and the appropriate state agency listed in EXHIBIT "A" to this Disclosure Document.

The franchise seller(s) involved with the sale of this franchise is/are:

____ Heather Harris; 117 NW 9th Terrace, Bay#1, Hallandale Beach, Florida 33009; (954-)246-0882

____ Herbert Zea; 117 NW 9th Terrace, Bay#1, Hallandale Beach, Florida 33009; (305) 949-9294

____ Aimee Kirvan; 3 Glen Burnie Ct., Sicklerville, New Jersey 08081; (856) 534-6727

____ Gary Occhiogrosso; 700-76 Broadway Suite 108, Westwood, New Jersey 07675; (917) 991-2465

____ (other)

Issuance Date: April 21, 2025 (amended October 2, 2025)

Uni K Wax Franchising, LLC's agent to receive service of process is listed in EXHIBIT "A" to this Disclosure Document (for franchise registration states) or EXHIBIT "B" to this Disclosure Document (for all other states).

I received a Franchise Disclosure Document that included the following Exhibits:

- EXHIBIT "A" List of State Administrators and Agents for Service of Process
- EXHIBIT "B" Agent for Service of Process
- EXHIBIT "C" Franchise Agreement
- EXHIBIT "D" Area Development Agreement
- EXHIBIT "E" Table of Contents of the confidential Brand Standards Manual
- EXHIBIT "F" List of Franchisees
- EXHIBIT "G" Financial Statements of Uni K Wax Franchising, LLC
- EXHIBIT "H" Other Agreements
- EXHIBIT "H"-1 State Addenda
- EXHIBIT "H"-2 Franchisee Disclosure Questionnaire
- EXHIBIT "H"-3 General Release
- EXHIBIT "I" State Effective Dates
- EXHIBIT "J" Receipts

Print Name

(Signature) Prospective Franchise Owner

Date

(This Receipt should be executed in duplicate. One Receipt must be signed and remains in the Franchise Disclosure Document as the prospective franchise owner's copy. The other Receipt must be signed and returned to Uni K Wax Franchising, LLC.)

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