

2. The information is based upon gross sales, which means the total revenue derived from the sales of goods and services less sales tax, discounts, allowances and returns, of franchised stores.

3. Many of these Restaurants have been open and operating for several years and have an existing customer base. New franchisees developing a Restaurant in new markets where there is less brand awareness and less unit development may need to take more time and make more effort to build marketing effectiveness, brand awareness, a base of customers, and operational efficiencies. Geographic and socio-economic variations from locality to locality may affect the results of the Restaurant, as well as performance of the national and world economy. ~~A Restaurant's sales also vary based on, among other things, the owner's operational ability, capital and financing, commitment to training staff, customer service orientation, location and site criteria, seating, parking, the physical condition of the Restaurant, and ease of ingress and egress.~~

4. We strongly encourage you to consult with your legal and financial advisors in reviewing all information, and in particular, estimating the expenses you will incur in establishing and operating your Restaurant prior to executing any agreement. We recommend that you make your own independent investigation to determine whether or not your Restaurant may be profitable.

5. Some Barrio Queen outlets have sold this amount. Your individual results may differ. There is no assurance that you'll sell as much.

6. We will provide to you the spreadsheets as written substantiation for the representations made in this Item 19 upon reasonable 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 BQ Concepts, LLC, Attn: Legal Department, 12701 Whitewater Drive, Suite 100, Minnetonka, Minnesota 55343-4164, (952) 294-1300, the Federal Trade Commission, and the appropriate state regulatory agencies.