

Item 6  
OTHER FEES

Type of Fee	Amount	Due Date	Remarks
Royalty	15% of your gross sales	Monthly, on the 15th of the following month	See Note 1 and Note 2.
Sales and Marketing Fee	15% of your gross sales	Monthly, on the 15th of the following month	This fee is paid to us for the advertising and sales services we will provide to you for your local business. This includes all of your local advertising spend. See Note 1 and Note 2.
<del>Local Marketing/Required Spending</del>	<del>Up to 5% of your gross sales</del>	<del>Monthly, on the 2nd day of the following month</del>	<del>We require franchisee to spend up to 5% of Gross Sales each month on marketing the Business.</del>
Replacement / Additional Training fee	Currently, \$250 per person, per day	Prior to attending training	If you send a manager or other employee to our training program after you open, we will charge our then-current training fee.
Third party vendors	Pass-through of costs, plus reasonable administrative charge. Currently, none.	Varies	We have the right to require franchisees to use third-party vendors and suppliers that we designate. Examples can include computer support vendors, mystery shopping, and customer feedback systems. The vendors and suppliers may bill franchisees directly, or we have the right to collect payment for these vendors together with a reasonable markup or charge for administering the payment program.
Software subscription	Currently, \$150-\$250 per month	Monthly	The primary operating software you will use for your CRM and business management is included in the Royalty Fee. Your subscription to QuickBooks will be paid directly to the software provider. We require you to use certain software as described in Item 11. You pay subscription fees directly to the software supplier, and not to us.