

## 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 us by arbitration or litigation only in Florida. Out-of-state arbitration or litigation may force you to accept a less favorable settlement for disputes. It may also cost you more to arbitrate or to litigate with us in Florida than in your own state.
2. **Short Operating History.** 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. **Unopened Franchises.** The franchisor has signed a significant number of franchise agreements with franchisees who have not yet opened their outlets. If other franchisees are experiencing delays in opening their outlets, you also may experience delays in opening your own outlet.
4. **Supplier Control.** You must purchase all or nearly all of the inventory or supplies that are necessary to operate your business from the franchisor, its affiliates, or suppliers that the franchisor designates, at prices the franchisor or they set. These prices may be higher than prices you could obtain elsewhere for the same or similar goods. This may reduce the anticipated profit of your franchise business.
- ~~2.5.~~ **Going Concern.** The auditor's report on the franchisor's financial statements expresses substantial doubt about the franchisor's ability to remain in business. This means that the franchisor may not have the financial resources to provide services or support to you.

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.

- Director of Sales of IO since February 2024; OE since May 2022; GCZ from June 2021 to December 2021; ROI from January 2020 to July 2022; NLX from January 2019 to February 2024; VTX and Fully Promoted since September 2018; Signarama from September 2018 to December 2023; TGG, JSS, and TBA from September 2018 to December 2021; EXM from September 2018 to August 2021; and SuperGreen from September 2018 to December 2020.

**Jason Anderson – Chief Strategy Officer – West Palm Beach, FL**

- President of IO since February 2024; VTX since June 2023; and OE since July 2022.
- Chief Strategy Officer of IO since February 2024; CK and EXF since September 2023; OE since May 2022; GCZ, TGG, VTX, TBA, Fully Promoted and Signarama since January 2022; and NLX from January 2022 to February 2024.
- President of VTX from January 2019 to December 2021.

**Andrew Titus – Director of Sales – West Palm Beach, FL**

- Director of Sales of GCZ since December 2024.
- President of Fully Promoted since December 2022.
- Executive Vice President of Signarama since January 2022; Preveer from January 2022 to July 2022; JSS from January 2022 to June 2022; GCZ, NLX, TGG, VTX, TBA and Fully Promoted from January 2022 to December 2022.
- Regional Vice President of GCZ from June 2021 to December 2021; Preveer, NLX, TGG, VTX, JSS, TBA, Fully Promoted and Signarama from March 2020 to December 2021; EXM from March 2020 to August 2021; and SuperGreen from March 2020 to December 2020.
- Regional Manager of NLX, TGG, VTX, JSS, EXM, SuperGreen, TBA, Fully Promoted and Signarama from August 2019 to March 2020.

**James Butler – Senior Executive Director of Sales – West Palm Beach, FL**

- Director of Sales of CK since September 2023; GCZ from January 2022 to December 2024; and TGG since January 2022; and JSS from January 2022 to June 2022.
- Senior Executive of GCZ since May 2021; TGG since December 2021; and JSS from January 2022 to June 2022.
- President of JSS from September 2018 to December 2021; and TGG from September 2018 to January 2021.

**Tipton Shonkwiler – Senior Executive – West Palm Beach, FL**

- Senior Executive of IO since February 2024; CK and EXF since September 2023; OE since May 2022, GCZ since June 2021, NLX from November 2020 to February 2024; ROI from November 2020 to July 2022; TGG, VTX, TBA, Fully Promoted and Signarama since January 2020; JSS from January 2020 to June 2022; EXM from January 2020 to August 2021; and SuperGreen from January 2020 to December 2020.
- Director of Global Sales of EXM and Fully Promoted from January 2020 to November 2020.
- International Director of NLX from January 2019 to December 2019; TGG from November 2017 to December 2019; and VTX, JSS, EXM, SuperGreen, TBA, Fully Promoted and Signarama from December 2015 to December 2019.

**A.J. Titus – Senior Executive – West Palm Beach, FL**

- Senior Executive of IO since February 2024; CK and EXF since September 2023; OE since May 2022, GCZ since June 2021; TGG, VTX, TBA and Fully Promoted since November 2020; NLX from November 2020 to February 2024; ROI from November 2020 to July 2022; JSS from November 2020 to June 2022; and EXM from November 2020 to August 2021.
- President of Signarama since March 2018.