

You will pay us a \$1,000 Annual Conference Registration Deposit, due within seven (7) days of execution of your franchise agreement, which will be applied to the actual attendance fee for your first attendance at the first annual conference available to you after you have completed your training. If any portion of this deposit is not required as part of that annual conference attendance or registration fee, it will be credited to you on your invoice following the annual conference. This deposit will apply toward the registration fee, but does not include travel expenses associated with your attendance, which you must pay as arranged with providers of the related travel services.

Fees paid to us for the initial inventory of Mosquito and Tick Proprietary Blend, initial software access, and van customization are not refundable.

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OTHER FEES

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
Royalty	8% of: actual Gross Sales ¹ or Minimum Gross Sales (see Item 12), whichever is greater.	Wednesday following the close of each calendar week (Monday through Sunday)	We will withdraw these payments from a preauthorized direct transfer account, as described in the Franchise Agreement, or by any other method as we may specify in the Operations Manual.
Brand Fund Fee	2% of Gross Sales ¹	Wednesday following the close of each calendar week (Monday through Sunday)	Paid to us to spend on advertising, marketing, and promotional programs.
Local Advertising	The greater of \$50,000 or 10% of your gross revenues	As incurred	Each year after the first year, you are required to spend the greater of \$50,000 or 10% of your gross revenues on local advertising.
Advertising Cooperative	Currently \$0. Maximum of \$25,000 per calendar year, unless a greater amount is approved by	As determined by Cooperative	No cooperatives have been established as of the date of this Disclosure Document. You are required to join an advertising cooperative if one is formed. Cooperatives will

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Additional Training Fee	Currently, A fee of \$250 per 8-hour day, plus our out-of-pocket expenses	As incurred	If you request additional training, or we require you to receive additional training based on the performance of you and/or the Franchised Business, you must pay us our then-current training fee, plus our out-of-pocket expenses, including transportation, meals and lodging costs, if travel to the Franchised Business is deemed necessary by us.
Per Diem Assistance Fee	Currently, A, fee of \$250 per 8-hour day	As incurred	We will furnish additional guidance and assistance relating to the operation of the business and, in such a case, we may, in our discretion, charge the per diem fees and charges we establish from time to time in the Operations Manual or otherwise in writing.
Replacement of Operations Manual	Then-current charge	As incurred	If any paper copy of the Operations Manual provided by us is lost, destroyed or significantly damaged, you must obtain a replacement copy at our then-applicable charge.
Inspection Costs	Cost of inspection	As incurred	If deficiencies are detected during any inspection, you will be responsible for our costs and expenses of any re-inspection. If we correct any deficiencies, we have the right to charge you a reasonable fee for our expenses based on the actual costs we incur.
Non-Reporting Fee	\$25 per day	Each day that you have failed to deliver reports or	You will be charged this fee for each report or record which you have agreed to deliver to us, per day, beginning the first day