

Item 7

ESTIMATED INITIAL INVESTMENT

YOUR ESTIMATED INITIAL INVESTMENT

| Type of Expenditure⁽¹⁾ | Amount | Method of Payment | When Due | To Whom Payment is to be Made |
|--|----------------------|--------------------------|---------------------------|--------------------------------------|
| Initial Franchise Fee ⁽²⁾ | \$12,500 | See Item 5 | See Item 5 | Us |
| Vehicles & Decals ⁽³⁾ | \$3,477 to \$3,557 | As Agreed | As Incurred | Outside Suppliers |
| Technology Equipment ⁽⁴⁾ | \$2,200 | As Agreed | As Incurred | Us or Outside Suppliers |
| Opening Inventory and Supplies (Supply Package) | \$2,732 | As Agreed | As Incurred | Us |
| Initial Marketing Campaign Fee ⁽⁵⁾ | \$15,000 | As Agreed | See Item 5 | Us or our Affiliate |
| Initial Property Data Fee ⁽⁶⁾ | \$500 | Lump Sum | At Training | Us or our Affiliate |
| Training Expenses ⁽⁷⁾ | \$0 to \$1,720 | As Incurred | As Incurred | Outside Suppliers |
| Insurance ⁽⁸⁾ | \$900 to \$2,000 | As Arranged | As incurred and as needed | Outside Suppliers |
| 3 Months' Rent ⁽⁹⁾ | Not Applicable | Not Applicable | Not Applicable | Not Applicable |
| Business Licenses and Permits | \$0 to \$100 | As Arranged | As Incurred | Government agencies |
| Professional fees (lawyer, accountant, etc.) | \$0 to \$2,000 | Lump Sum | As Incurred | 3 rd party professionals |
| Flex Start Program Marketing ⁽¹⁰⁾ | \$0 to \$5,000 | As Incurred | As Incurred | Outside Suppliers |
| Miscellaneous Opening Costs ⁽¹¹⁾ | \$694 | As Incurred | As Incurred | Third Parties |
| Additional Funds - 3 months ⁽¹²⁾ | \$3,843 to \$5,688 | As Incurred | As Incurred | Third Parties |
| TOTAL ESTIMATED INITIAL INVESTMENT⁽¹³⁾ | \$41,846 to \$53,691 | | | |