FRANCHISE DISCLOSURE DOCUMENT
GROUT DOCTOR GLOBAL FRANCHISE CORP.
A Nevada Corporation
2150 South 1300 East, Suite 500
Salt Lake City, Utah 84106
(877) 476-8800
www.groutdoctor.com
admin@groutdoctor.com

As a franchisee you will operate a mobile service franchise program known as THE GROUT DOCTOR®, specializing in residential and light commercial grout, tile and stone cleaning, sealing, re-coloring, repair, re-grouting and re-caulking maintenance services, refinishing, permanent protective coatings and other supplemental services.

The total investment necessary to begin operation of a Grout Doctor® franchise is $23,615 - $37,725. This includes the $15,000 - $20,000 that must be paid to the franchisor or affiliate.

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English. Read this disclosure document and all accompanying agreements carefully. You must receive this disclosure document at least 14 calendar-days before you sign a binding agreement with, or make any payment to, the franchisor or an affiliate regarding the proposed franchise sale. **Note, however, that no governmental agency has verified the information contained in this document.**

You may wish to receive your disclosure document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact Grout Doctor Global Franchise Corp. at 2150 South 1300 East, Suite 500, Salt Lake City, Utah 84106 and (877) 476-8800, Extension 711.

The terms of your contract will govern your franchise relationship. Don't rely on this disclosure document alone to understand your contract. Read your entire contract carefully. Show your contract and this disclosure document to an advisor, like an attorney or an accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising, such as "A Consumer's Guide to Buying a Franchise," which can help you understand how to use this disclosure document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, D.C. 20580. You can also visit the FTC's home page at www.ftc.gov for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.

ISSUANCE DATE: March 27, 2024

HOW TO USE THIS FRANCHISE DISCLOSURE DOCUMENT

Here are some questions you may be asking about purchasing a franchise and tips on how to find more information:

QUESTION	WHERE TO FIND INFORMATION
How much can I earn?	Item 19 may give you information about outlet sales, costs, profits, and losses. You should also try to obtain this information from others, like current and former franchisees. You can find their names and contact information on Item 20 or Exhibit G.
How much will I need to invest?	Items 5 and 6 list fees you will be paying to the franchisor or at the franchisor's direction. Item 7 lists the initial investment to open. Item 8 describes the suppliers you must use.
Does the franchisor have the financial ability to provide support to my business?	Item 21 or Exhibit B includes financial statements. Review these statements carefully.
Is the franchise system stable, growing, or shrinking?	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
Will my business be the only Grout Doctor business in my area?	Item 12 and the "territory" provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
Does the franchisor have a troubled legal history?	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
What's it like to be a Grout Doctor franchisee?	Item 20 or Exhibit G lists current and former franchisees. You can contact them to ask about their experiences.
What else should I know?	These questions are only a few things you should look for. Review all 23 Items and all Exhibits in this disclosure document to better understand this franchise opportunity. See the Table of Contents.

WHAT YOU NEED TO KNOW ABOUT FRANCHISING *GENERALLY*

Continuing responsibility to pay fees. You may have to pay royalties and other fees, even if you are losing money.

Business model can change. The Franchise Agreement may allow the franchisor to change its manuals and business model without your consent. These changes may require you to make additional investments in your franchise business or may harm your franchise business.

Supplier Restrictions. You may have to buy or lease items from the franchisor or a limited group of suppliers the franchisor designates. These items may be more expensive than similar items you could buy on your own.

Operating Restrictions. The Franchise Agreement may prohibit you from operating a similar business during the term of the franchise. There are usually other restrictions. Some examples may include controlling your location, your access to customers, what you sell, how you market, and your hours of operation.

Competition from Franchisor. Even if the franchise agreement grants you a territory, the franchisor may have the right to compete with you in your territory.

Renewal. Your Franchise Agreement may not permit you to renew. Even if it does, you may have to sign a new agreement with different terms and conditions in order to continue to operate your franchise business.

When Your Franchise Ends. The Franchise Agreement may prohibit you from operating a similar business after your franchise ends, even if you still have obligations to your landlord or other creditors.

SOME STATES REQUIRE REGISTRATION

Your state may have a franchise law, or other law, that requires franchisors to register before offering or selling franchises in the state. Registration does not mean that the state recommends the franchise or has verified the information in this document. To find out if your state has a registration requirement, or to contact your state, use the agency information in Exhibit C.

Your state also may have laws that require special disclosures or amendments to be made to your franchise agreement. If so, you should check the State Specific Addenda. See the Table of Contents for the location of the State Specific Addenda.

SPECIAL RISKS TO CONSIDER ABOUT *THIS* FRANCHISE

Certain states require that the following risk(s) be highlighted:

1. **Out-of-State Dispute Resolution**. This franchise agreement requires you to resolve disputes with the franchisor by mediation, arbitration, and/or litigation only in Utah. Out-of-state mediation, arbitration, or litigation may force you to accept a less favorable settlement for disputes. It may also cost more to mediate, arbitrate, or litigate with the franchisor in Utah than in your own state.

2. **Mandatory Minimum Payments**. You must make minimum royalty or advertising fund payments, regardless of your sales level. Your inability to make the payments may result in termination of your franchise and loss of your investment.

3. **Spousal Liability**. Your spouse must sign a document that makes your spouse liable for all financial obligations under the franchise agreement even though your spouse has no ownership interest in the franchise. This guarantee will place both your and your spouse's marital and personal assets, perhaps including your house, at risk if your franchise fails.

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.

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FRANCHISE DISCLOSURE DOCUMENT

ITEM 1
THE FRANCHISOR AND ANY PARENTS, PREDECESSORS, AND AFFILIATES

Franchisor

The name of the Franchisor is Grout Doctor Global Franchise Corp. In this disclosure document Grout Doctor Global Franchise Corp. is referred to as "we" or "us" or "Our" or "Grout Doctor"; "you" or "yours" means the person or persons, individually and collectively, who buys the franchise from us and includes the current and future owners of a franchisee that is a corporation, partnership or other entity. If you are a corporation, partnership or other entity, your owners must sign an agreement that all provisions of the franchise agreement will also apply to your owners, and they must personally guarantee and be personally bound by your obligations under the franchise agreement.

Our company was incorporated in April 2001 in Nevada. Our principal place of business is 2150 South 1300 East, Suite 500, Salt Lake City, Utah 84106. Our fiscal year ends on December 31st. Our websites are located at www.groutdoctor.com and www.groutdoctorfranchise.com.

Our agents for service of process in various states are disclosed in Exhibit "D."

We offer and sell franchises for The Grout Doctor® franchise businesses. We do not own or operate a business of the type to be operated by you. We began offering Grout Doctor® franchises in 2001. In addition to operating the Grout Doctor® franchise, we currently provide tools, products and supplies to franchisees and operate the Data Center. We also offer products to the public. We have no other business activities. We have not offered franchises in any other line of business or under any other name. We are not engaged in any other business.

We have no affiliates, parents or predecessors required to be disclosed in this item.

Franchise Offered

We license and train others to operate Grout Doctor® businesses. As a Grout Doctor® business, you will offer a mobile service specializing in residential and light commercial grout, tile and stone cleaning, sealing, re-coloring, repair, re-grouting and re-caulking maintenance services, refinishing, permanent protective coatings and other supplemental services. The grant of a franchise authorizes you to engage in our complete system under the name and mark "THE GROUT DOCTOR®," the phrases "WE CURE SICK GROUT®" and "PRETTY TILE, UGLY GROUT?®" and other proprietary marks to perform grout and tile repair, maintenance and refurbishing services and stone care to residential and light commercial customers. Our system includes, among other things, confidential manuals, teaching methods, standards, merchandising, marketing, décor, the sale of products and services, and other confidential business information, procedures, specifications and services as we may develop. As a Grout Doctor® franchisee, you will have the opportunity to use the Grout Doctor® system only within a specific territory.

You will be required to purchase specific materials, supplies and equipment and to strictly follow our standards, methods, policies and procedures in the operation of your franchise business, which are more particularly described in our franchise agreement attached as Exhibit "A" to this disclosure document.

As our franchisee, you must offer residential grout, tile and stone cleaning, sealing, recoloring, repair, re-grouting, re-caulking and other maintenance services as defined in Exhibit "A-6" of the franchise

agreement. Upon the payment of your initial franchise fee, we will provide to you a complete start-up package as defined in Exhibit "A-7" of the franchise agreement for that Grout Doctor® franchise business at no additional cost.

In addition to residential grout, tile and stone cleaning, sealing, recoloring, repair, re-grouting and re-caulking maintenance services, Grout Doctor® franchisees may also offer light commercial grout and tile care, natural stone cleaning, sealing and refinishing, permanent protective coatings and other supplementary services. After operating your franchise for at least 3 months, you may elect to receive training in supplemental services to offer to the public in connection with your Grout Doctor® franchise. (See Item 6). You are not required to offer optional or supplemental services. If you elect to offer natural stone refinishing, porcelain chip repair or custom fiberglass shower floor inserts, you will need to complete additional training and acquire additional tools and supplies from us or a designated supplier of ours. We may periodically modify the supplemental services available. (See Item 6).

We are a member of the National Tile Contractor Association ("NTCA") and The Worldwide Cleaning Industry Association ("ISSA") as well as the National Small Business Association.

We recommend that you form a corporation or limited liability company (which you control) to be the owner of the franchise prior to opening if there will be multiple owners or you later transfer or assign a portion of your interest in the franchise to another. We reserve the right to require you to form an entity to act as franchisee, with each individual personally guaranteeing the performance of the entity. If your franchise is operated as a partnership, corporation or limited liability company, the majority owners, partners, shareholders, members and owner-managers respectively must sign a personal guaranty.

General Description of Market and Competition

The market for your Grout Doctor® franchise business includes owners or occupants of residential and commercial buildings. The market is generally established and developed but is growing as new buildings are constructed and owners and occupants of existing and new buildings learn about the options and advantages of grout, tile and stone cleaning, sealing, recoloring, repair, re-grouting and re-caulking maintenance services. No studies or surveys have been done to determine a need for these services or products within your territory. You will typically compete with other businesses offering similar products and services to the general public such as home improvement companies, as well as carpet cleaning companies that also offer tile and grout cleaning. There are many of these competitors from large national chains to small independent operators. You may also encounter competition from other the Grout Doctor® franchises operated by us or other franchisees outside your territory.

Laws and Regulations

You are required to follow all laws and regulations which apply to business generally. We are not aware of any specific regulations relating to the operation of The Grout Doctor® franchised business. However, you may be required to obtain permits or licenses from state or local government entities to operate your franchise business.

At your cost and expense, you must investigate and ensure that you comply with all payment card industry ("PCI") and data security standard ("DSS") standards, regulations, and requirements; however, we reserve the right to approve of the vendor you use for compliance. You must meet the requirements of, and comply with enhancements and changes to, the PCI and DSS and maintain PCI compliance with the current version of the PCI and DSS. We reserve the right to require an audit (and to designate the auditor) to verify compliance. You must reimburse us for the audit if you are not in compliance. You are responsible to use all required tools, systems, and vendors to complete ongoing PCI requirements including quarterly external

security scans and annual self-assessment questionnaires. You are solely responsible for all costs relating to PCI compliance and data security issues, such as security threats, breaches, and malware. It is your responsibility to alert us, not later than 24-hours following a suspected or confirmed data security breach, so that appropriate action can be taken to protect customer data and notify relevant parties. You are not permitted to collect, store, transfer, etc. any unnecessary customer information [franchise agreement paragraph 6.1.12 (iii)].

ITEM 2
BUSINESS EXPERIENCE

JAMES C. SNEYD, President and Director

Mr. Sneyd is the President of Grout Doctor. He was Vice President from January 2012 to February 2013 and Interim President from February 2013 to June 2013. He is also Director of Sales and Marketing for Grout Doctor. He operated a Grout Doctor® franchise in Woodstock, Georgia from August 2009 to January 2012. He operated a Grout Doctor® franchise in Boston, Massachusetts from January 2013 until October 2014.

REGINA A. FISCHER, Secretary/Treasurer and Director

Ms. Fischer has been Secretary/Treasurer and Director of Finance and Franchise Administration for Grout Doctor since its inception in April 2001. From September of 1997 to August 2014, she operated a Grout Doctor® business in Salt Lake City, Utah. She is also the Secretary/Treasurer for NewLine, Inc. in Salt Lake City, Utah since September 1997.

DANIEL J. START, Vice President and Director

Mr. Start is currently a Vice President and Director of Grout Doctor. Mr. Start was previously Vice President of Grout Doctor from April 2001 until October 2008. In June 2013 he once again became a Vice President for Grout Doctor. From September of 1997 to August of 2014 he operated a Grout Doctor® business in Salt Lake City, Utah. He is also the President of NewLine, Inc. in Salt Lake City, Utah since September 1997.

ITEM 3
LITIGATION

No litigation is required to be disclosed in this item.

ITEM 4
BANKRUPTCY

No bankruptcy is required to be disclosed in this item.

ITEM 5
INITIAL FEES

Your initial franchise fee is based on the number of owner-occupied households in your territory calculated at the rate of $0.10 per household. (Example 1: 150,000 households times $0.10 = $15,000. Example 2: 200,000 Households times $0.10 = $20,000.) A minimum territory size is

approximately 150,000 owner-occupied households and a maximum territory size is approximately 200,000 owner-occupied households. The number of households located within a territory is determined by the use of Map Business Online computer software. This software also provides demographic information by zip code for the households within the territory. This software is automatically updated annually. The franchise fee is payable in a lump sum by cashier's check or by draft at the time of execution of the franchise agreement (however this provision may not be applicable in certain states, see state specific addenda).

The initial franchise fee for honorably discharged or retired veterans of any of the United States Military Services is reduced by fifty (50%) percent to $0.05 cents per household. The initial franchise fee for the first franchise sold in each one of the 50 United States and the District of Columbia is reduced by twenty-five (25%) percent to $0.075 for each household in the related territory. You may only use one reduction for the initial franchise fee even if multiple reductions may apply. The maximum reduction allowable is 50% if you are a veteran and 25% if you are not a veteran.

Once you own a franchise, and subject to our approval, you may purchase additional or multiple franchises at a 50% discount, and you must sign the then-current franchise agreement. This option will only be available to you if there are franchise territories available, you meet our then-current criteria for new franchisees, you are current and not in default of your franchise agreement and, in our sole discretion, we determine to sell you another franchise. You will pay $0.05 per owner occupied household in the proposed territory. Purchase of the additional franchise at the reduced rate does not include any opening marketing, startup packages or training.

The initial franchise fee is generally non-refundable, but the only exception is if we terminate your franchise based on your failure to satisfactorily complete our initial training program in our sole discretion. In that event, we will refund your initial franchise fee, minus up to $6,675 for training costs and minus any actual out-of-pocket expenses we incur in connection with your transaction. The franchise fee is not refundable under any other conditions.

Except as noted above, these costs and fees are uniform for all franchisees and are non-refundable. Some states require deferral of the initial franchise fee until all of our pre-opening obligations to you are satisfied (see state specific addenda).

ITEM 6
OTHER FEES

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
Royalty*	Royalties are paid on the below tiered royalty payment schedule, or a minimum payment of $0.00383 per household, whichever is greater. • 9% of monthly gross sales up to $8,000 • 8% of monthly gross sales between $8,001 and $12,000 • 7% of monthly gross sales between $12,001 and $15,000 • 6% of monthly gross sales between $15,001 and $35,000 • For monthly gross sales over $35,000, you will pay an additional 2% on just the amount over $35,000	Paid monthly via bank draft to be received on or before the 5th day of each month	Gross sales include all revenue from the franchise business, but does not include bona fide credits and sales or use tax. We reserve the right to collect this fee weekly in the future. See Notes 1 and 4.
Message Retrieval, Distribution and Data Entry*	$135 - $165 per month	Must be received by the 1st of each month for that month's service	See Note 3.
Promotional Materials*	Cost plus 10%	Upon placing order	

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
Advertising Fund Fee	Up to 3% of monthly gross sales; currently 1%	Paid in accordance with the royalty	The marketing fee may be used by us for national or regional marketing, as we choose. If we cause the formation of a local or regional marketing group, you will be deemed to be a member and we may choose to pay the marketing fund fee to the group. We will not control the group. Any franchisor outlets will participate with the same voting power as franchisees. See Item 11. See Note 1.
Marketing Group Association	As established by the association	Payable in accordance to the marketing association's governing documents if a marketing group association is established	If we form a local or regional marketing group association in your area, any marketing expenditures you make through the association up is credited towards fulfilling your local advertising obligation. Any franchisor outlets will participate with the same voting power as franchisees, but we do not have a controlling vote.
Additional In-Person Training or Assistance*	$300 per day, per person	In advance of training or assistance	We can adjust this fee at any time. The current fee will be listed in the manuals. We provide on-site consulting assistance (at your business or at our headquarters) as reasonably requested by you, or as required by us (see Item 11). See Note 1.

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
Supplemental Services Training Fee*	Our then-current fee for supplemental services training. Currently the fee is $600 per person	2 weeks before beginning of supplemental services training	We can adjust this fee at any time. After operating your franchise for at least 3 months, you may request training in supplemental services. This fee is charged for each person to attend the supplemental training. See Note 1.
New Operating Principal or New Manager Training	$250 per person per day	In advance of training	You must also pay the travel, lodging, food, and other expenses for your trainees (if applicable) while attending this training.
Relocation Fee*	$1,000, plus $0.05 per additional household	On demand	If you request to move your franchise to another location and we approve this move, we charge you this fee to cover our costs associated with this change. See Note 1.
Transfer Fee*	$3,500 plus our out-of-pocket expenses	At the time of approved transfer.	If you sell your franchise or business, you or your buyer must pay us the transfer fee. No charge if your franchise is transferred to an entity that you own 60% or more and control. See Note 1.
Successor Franchise Fee*	$500	Prior to your entering into a successor franchise agreement.	Payable prior to your entering into a successor franchise agreement if you elect to continue your franchise after the initial term. See Note 1.

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
Conventions, Periodic, Meetings and Seminars*	Our then-current fee (currently about $195 to $350 for each attendee at any convention, periodic meeting, or seminar) plus the costs of travel, food, and lodging	1 month before meeting or seminar	We can adjust this fee at any time. See Note 1.
Supplier Evaluation Fee	$500 minimum to cover costs and expenses	The $500 is due in advance of testing or review analysis, and the reimbursement for expenses is due on demand	Payable if you want to have unapproved suppliers evaluated for our approval (see Item 8). See Note 1.
Insurance*	Costs incurred by us	On demand	Payable to us if we pay your premium when you fail to do so. See Note 1.
Fees on Default and Indemnity*	Attorney's fees, costs, interests and audit costs	On demand, as incurred	Paid in addition to other payments to us. See Notes 1, 5.
Interim Management Fee*	Our costs plus 10% of gross sales	Time of service	Payable if we elect to operate your business during your unapproved closing, unapproved absence, incapacity, death, or if you are not in compliance or if we elect to purchase your franchise at a time allowed under the franchise agreement to prevent harmful interruption of business. You must also pay the travel, lodging, food and other expenses for our representative(s) and other expenses which may be incurred by us to perform such services, plus royalties, advertising fees and other applicable fees. See Notes 1, 2.

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
Audit Charge	Cost of Audit	On billing	Payable only if an audit shows an understatement of 2% or more of gross sales or records are unavailable.
System Non-Compliance*	Amount to be specified in the operations manual. Currently there are various charges ranging from $10 to $250 per day/per instance for non-compliance	On demand, as incurred	Paid in addition to other payments to us. See Note 5.
Customer Complaint Resolution Fee*	$250 per incident, plus our costs	On demand, as incurred	If you do not resolve a customer complaint and we are required to assist them, you must pay the fee and reimburse us for any of our costs to respond to and compensate complaints from your customers. See Notes 1, 2.
Late Payment Fee/NSF Fee*	Currently the fees are: 5% of amount owing per month	Payable with royalty or reports or on demand/per NSF Transaction	This late payment fee is in addition to interest. Charges and interest begin to accrue after the due date of any required payment or report. Interest will equal 18% or the maximum legal rate. We may change these fees at any time. See Notes 1, 5.

TYPE OF FEE	AMOUNT	DUE DATE	REMARKS
Local Advertising Requirement	20% of monthly gross sales or $2,000 per month, whichever is greater, during the first 6 months. Thereafter the minimum allotment is $1,200 per month.	Payable Monthly	You will spend at least this amount every month to advertise your franchise business locally. We may increase the required local marketing amount. This amount is paid directly to the vendors and other suppliers of your local marketing. We may require you to contribute all or a portion of your local marketing to a regional marketing group. See Note 1.
Post-Termination Non-Compliance Fee	$250 per day you fail to comply with each of your post-termination obligations	As Incurred	See Note 6.
Technology Fee	Currently there is not a charge for use of the software and other technology, but we reserve the right to charge a monthly or annual fee in the future	If implemented, paid in accordance with the royalty	If implemented, the fee may be used for the costs and maintenance of the software including payment to employees. This fee will be updated periodically in our manuals. See Note 2.

*Items marked with an asterisk (*) denote fees that you pay to us and that are non-refundable. All fees are uniform. You should verify with any third-party payee whether such payments, deposits, or fees are refundable or not.

Note 1: Royalty and Other Fees. Except for those amounts over $35,000, the applicable royalty percentage is on the total monthly amount. For example, if your monthly gross sales equal $14,000, you will pay the 7% royalty on the entire amount. For amounts over $35,000, you will pay an additional 2% on the overage only. You are not required to pay royalties for the first month following the commencement of operations of your franchise business and your royalty will be reduced by 50% for the following 2 months. After that you will be required to pay the full royalty amount each month.

You should verify with any third-party payee whether such payments, deposits, or fees are refundable or not. If a sales or similar tax is assessed on the royalties or marketing fees, you will be required to pay us or the taxing authority the amount of this tax. We require payment to be made by bank sweep, draft or other similar type of electronic funds transfer ("EFT") as set by us periodically, and which account we may automatically access for any payment due us, including post-termination fees. You cannot close or terminate any EFT or similar account without receiving our prior written consent. If you fail to timely report gross sales, we may sweep an estimated amount of royalties, marketing fees, and other fees due to us. You

will be responsible to pay us any amount owing if we underestimate your payment to us, and we will credit you with any overage that we charge.

Note 2: Indemnity. You must indemnify us from and against any and all claims or damages regarding the conduct and operation of your franchise business.

Note 3: Data Center. We provide the Data Center for message retrieval, distribution and data entry. The Data Center will receive, retrieve and distribute all calls to your The Grout Doctor® telephone number, enter them into your Grout Doctor® Franchise Management Software (currently Sandstone), and will also forward them on to you based on your zip code territory. You pay for this service; currently the charge is $135 per month for the standard service and $165 per month for the expanded service (franchise agreement - paragraphs 4.6 and 5.3.4). You must utilize the Data Center. We will designate a local telephone number for all marketing in your territory. You are prohibited from using any other telephone number in any marketing you conduct except marketing tracking numbers approved by us. Fees paid to the Data Center are not refundable.

Note 4: Data Entry. You are required to stay current with the input of your data entry into the Grout Doctor® Franchise Management Software. You must enter your data not less than weekly and on the last day of each month. You must complete the royalty report on the last day of each month representing that all invoices and receipts have been recorded. Failure to complete the royalty report will result in us drafting the minimum royalty plus $1,000 due under your franchise agreement.

Note 5: System Non-Compliance. For certain defaults in your compliance with our system, we reserve the right to institute a series of fines and charges in our operations manual. These may be revised by us periodically.

Note 6: Post-Termination Non-Compliance Fee. In the event You fail to comply promptly with any of your post termination obligations: (a) you agree to pay us $250 per day for each day that you are in default, as a reasonable estimate of the damages suffered by us; and (b) to prevent further injury, we may hire a third-party or use our own personnel to de-identify your unit and/or to carry out any other obligations on your behalf. This liquidated damages obligation will not affect our right to obtain appropriate injunctive relief and other remedies to enforce the franchise agreement and your obligations.

ITEM 7
ESTIMATED INITIAL INVESTMENT

YOUR ESTIMATED INITIAL INVESTMENT

Type of Expenditure	Amount	Method of Payment	When Due	To Whom Payment is to be Made
Initial Franchise Fee	$15,000 - $20,000 (Note 1)	Lump Sum	When You sign the franchise agreement (however, see state specific addenda)	Us
Expenses During Training	$150 - $2,000 per person (Note 2)	As incurred	As needed	Vendors

Type of Expenditure	Amount	Method of Payment	When Due	To Whom Payment is to be Made
Advertising (3 months)	$6,000 - $9,000 (Note 3)	As incurred	As needed	Marketers
Vehicle (3 months)	$0 - $1,000 (Note 4)	As arranged	Before Opening	Vendor
Telephone/high speed internet capability	$0 - $200 (Note 5)	As arranged	Before Opening	Telephone Company, Vendor
Computer System	$0 - $500 (Note 6)	As arranged	Before Opening	Vendor
Insurance, Liability (3 months)	$300 - $500 (Note 7)	As incurred	Before Opening	Insurance Company
Insurance, Auto (3 months)	$330 - $600 (Note 8)	As incurred	Before Opening	Insurance Company
Initial Equipment, Tools, and Office Furniture (3 months)	$180 - $680 (Note 9)	As incurred	As needed	Us, Vendors
Initial Inventory (3 months)	$250 - $500 (Note 10)	As incurred	As needed	Us, Vendors
Initial Forms, and Office Supplies (3 months)	$0 - $50 (Note 11)	As incurred	As needed	Us, Vendors
Licenses	$0 - $200 (Note 12)	Lump sum	Before Opening	Municipality
Data Center Fee (3 months)	$405 - $495 (Note 13)	As incurred	1st of each month after opening	Us
Additional Funds – (3 months)	$1,000 - $2,000 (Note 14)	As incurred	As needed	Vendors
Total	$23,615 - $37,725 (Note 15)	***Does not include royalties or marketing fees**		

Note 1: Initial Franchise Fee. The initial franchise fee is non-refundable unless we terminate your franchise based on your failure to satisfactorily complete our initial training program (see Item 5). We do not finance any portion of this fee.

Note 2: Expenses During Training. You are responsible to pay all travel, lodging, food, and other expenses for yourself and employees during training, directly to the supplier. We estimate that you will have 2 people attend training. These costs will vary widely as a function of the distance traveled and the choice of accommodations, meals, and transportation. These expenses are non-refundable.

Note 3: Advertising. Grout Doctor pays an amount equivalent to 10% of your franchise fee for your grand opening marketing. If you purchase a Grout Doctor® vehicle wrap from a designated supplier within the first 30 days from opening of your Grout Doctor® franchise business, we will pay $450 towards a window wrap, $750 towards a partial vehicle wrap or $1,000 towards a full vehicle wrap to the designated supplier. No grand opening marketing or vehicle wrap will be paid by Grout Doctor® when you purchase additional units. You must spend 20% of your gross sales or a minimum of $2,000 per month, whichever is greater, for marketing during the first 6 months of operations. The amount of marketing needed will vary depending on your goals and the level of response in your area. You must spend a minimum of $12,000 in your first 6 months in business. These expenses are non-refundable.

Note 4: Vehicle. You will need a car, van or truck in your business. The low range assumes you already have a suitable vehicle. The high range assumes you lease or purchase a vehicle.

Note 5: Telephone/high speed internet capability. You must have a telephone and a high-speed internet connection. This requirement is in addition to your use of the Data Center and the telephone number we designate for marketing, as described in Item 6 above. The costs vary depending on your geographic area. The cost will be $0 if you already have a compatible telephone and high-speed internet connection.

Note 6. Computer System. You must have a computer system compatible with accessing the Internet and a high-speed Internet connection. Minimum system requirements are Windows 8 or higher with 1 gigabyte of Ram or the Macintosh equivalent. We provide you with Grout Doctor® Franchise Management Software without additional cost to you. The cost will be $0 if you already have a compatible computer system.

Note 7: Liability Insurance. For insurance, you must purchase and maintain comprehensive general liability insurance, including, contractual liability, broad form of property damage, products liability with amounts of $1,000,000 combined single limit $1,000,000 bodily injury, and $1,000,000 property damage. These policies will insure both you and us and our managers and officers and nominees as additional insureds against any liability which may accrue by reason of your ownership, maintenance or operation of the business licensed by us wherever it may be located.

Note 8: Auto Insurance. The estimates are for the first 3 months premium. For auto insurance, you must procure and maintain insurance for both owned and non-owned vehicles used in Your Franchise Business with deductibles not to exceed $1,000 but in no instance less than $100,000/$300,000/$50,000 or a minimum combined single limit of not less than $250,000; and commercial automobile liability insurance for both owned and non-owned vehicles used in Your Franchise Business with deductibles not to exceed $1,000 but in no instance less than $100,000/$300,000/$50,000 or a minimum combined single limit of not less than $250,000.

Note 9: Initial Equipment and Tools. The low estimate assumes you do not need any equipment or tools other than what we initially furnish you along with your required monthly purchase of products, currently estimated to cost $60 per month, this is paid to a third party who controls the price. The high estimate assumes you need to purchase additional equipment and tools during the initial 3 months of the business. These expenses are non-refundable.

Note 10: Initial Inventory. We furnish you with a new franchisee start-up package, which includes the products listed in Exhibit "A-7" of the Franchise Agreement, for the first franchise you purchase. The cost and shipping of the new franchisee start-up package is included in the franchise fee for the first franchise you purchase. You may need to purchase additional materials such as silicone, bonding agent and stain. Additional inventory purchased from us is non-refundable.

Note 11: Initial Forms and Office Supplies. We provide you initially with an ample supply of business cards and estimate forms. After you use up this initial supply, you must purchase such supplies from us, or suppliers approved or designated by us. The low estimate assumes you do not need to buy anything other than what we initially furnish to you. The high estimate assumes you need to purchase office supplies during the initial three (3) months of business. Additional supplies purchased from us are non-refundable.

Note 12: Licenses. You may be required to obtain licenses to operate your franchise from your local authorities. These will vary depending on your location but may include a business license.

Note 13: Data Center. After you begin operating your franchise, you must pay for the Data Center service provided by us. Currently the charge is $135 per month. The low number assumes you have elected to use the standard service, the high number assumes you have elected to use the expanded service. These costs are non-refundable (See Item 6.)

Note 14: Additional Expenses. You must have adequate working capital sufficient to keep your business in operation for 3 months. This item covers miscellaneous start up and operating costs for the first 3 months, including: automobile fuel and maintenance and other miscellaneous costs incurred as related to conducting your business and traveling to and from appointments and customer locations. It does not include any payroll or salary to you or to any employees, interest expense, or debt service. We assume you will conduct your business out of your home, so no costs have been estimated for investment in real estate or lease of space. We have compiled these estimates based on the experience of our principals and affiliates.

Note 15: Total. These figures are estimates for the development of 1 franchise unit. These amounts are non-refundable, unless otherwise indicated. We do not finance any part of the initial investment other than as specifically stated.

ITEM 8
RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES

Approved Suppliers, Proprietary Products and Required Purchases

You must operate your franchise business according to our system, including purchasing or leasing certain items or services according to our specifications from approved suppliers, which could be us or our affiliates. You must not deviate from these methods, standards, and specifications without our prior written consent. We reserve the right for us or an affiliate to be an approved supplier or the only approved supplier.

You must purchase and use the following products and services from us, other sources designated or approved by us, or according to our specifications:

Item or Service	Is the franchisor or an affiliate an approved supplier?	Is the franchisor or an affiliate the only approved supplier?
Telephone number we designate and provide	No	No
Data Center	Yes	Yes
Franchise Management Software (currently Sandstone)	No	No
Cleaners and sealers	No	No

Trademarked items	No	No

Insurance

You are required at your own expense to keep in full force, by advance payment(s) during the entire term of the franchise, those minimum insurance policies as set forth in the franchise agreement and our manuals, but which will include comprehensive general liability insurance with a general aggregate of no less than $1,000,000 and auto liability insurance with business coverage with deductibles not to exceed $1,000 but in no instance less than $100,000/$300,000/$50,000 or combined single limits of $250,000 for bodily injury and property damage. You must also maintain and keep in force all worker's compensation and employment insurance on your employees that is required under all federal and state laws. Failure to obtain and maintain the required insurance constitutes a material breach of the franchise agreement entitling us to terminate the agreement. You must name Grout Doctor Global Franchise Corp., 2150 South 1300 East, Suite 500, Salt Lake City, Utah 84106 as an additional named insured on your insurance policies. You must provide us with proof of the required insurance for your Auto Insurance Policy with business coverage. All the policies must provide for 30 days prior written notice to us, of any material modification, cancellation or expiration of the policy. Our insurance coverage requirements are only minimums. You may choose to secure higher coverage amounts. You need to make an independent determination as to whether increased amounts or additional types of insurance are appropriate. We do not derive revenue as a result of your purchase of insurance.

Supplemental Services

After operating your franchise for at least 3 months, you may elect to be trained to offer supplemental services to the public. We or our designated trainers are the only source for training in these supplemental services and you must pay a training fee to us. (See Item 6.) The supplemental services we offer to train you in may change periodically in accordance with our operations manual. Currently we offer training in the following supplemental services: Stone Restoration and Polishing. Electing to offer these supplemental services in connection with your Grout Doctor® franchise may require you to purchase additional equipment and supplies from our designated or approved suppliers or in accordance with our specifications. At this time, we are not a designated supplier of the equipment or supplies.

Approved Suppliers

All approved suppliers and specifications are made available to you before the beginning of operations. We consider our approved suppliers and specifications to be of critical importance to the success of the system. You may be assessed fines and charges, in accordance with our manuals for purchasing, using, or selling unapproved products or using unapproved or undesignated suppliers.

To the extent that we sell materials and items to you, we will derive income from the sale and purchase of such items. We estimate that the purchase of products and any leases from designated or approved sources will represent approximately 15% to 40% of your overall purchases in establishing and operating your business. Our total revenues during 2023 were $1,191,365 of which $149,252 (approximately 12.53%) was derived from the sale of required goods and services to franchisees. We have no affiliates that derived revenue, rebates, or other material considerations from required purchases by franchisees.

We have products which are marketed and sold to the public through our website. You must market and sell these products to your customers. If you opt in to the Consumer Product Rebate Program, every time a customer uses a code that represents you or a customer purchases the products from your territory without a code, you will receive between 10–20% of the sale. Once you opt in to the Consumer Product

Rebate Program, we track the various purchases and send you your portion of the sale and an accounting of the products sold each quarter. You may not sell the products from a website created by you or over the Internet except through our Grout Doctor® website. You may purchase these items at a discount and offer them for sale to the public except through the Internet. You will be responsible for any sales tax that may become due by selling these products directly to the public.

Other than as stated above, none of our officers or owners have an ownership interest in any of our suppliers.

Non-Approved Suppliers

If you propose to purchase or lease any goods or services not previously approved by us, you must submit a written request to us for approval before your use of the item. We, in our discretion, will consider any request by you for approval of a potential supplier. If we request you to do so, you must also submit to us sufficient specifications, photographs and/or other information or samples for examination and/or testing. The following general criteria is used in considering whether a supplier will be designated as an approved source: the ability of the supplier to meet our standards and specifications; a willingness by the supplier to cooperate and work with you and other franchisees; the supplier's production and delivery capabilities; the financial condition of the supplier; the ability and willingness of the supplier to train you and us on the effective and safe use of the product; and the supplier's professional competence and performance abilities.

To begin evaluation of a proposed supplier, you must pay us a fee of $500. You will also reimburse us for any costs and expenses that exceed $500. The evaluation fee and other costs are not refundable regardless of whether or not we approve of a supplier. We will communicate to you within 60 days our determination on whether we approve the supplier. We may, occasionally, make changes or alterations in the standards and specifications for approving suppliers. At our discretion, we may revoke our approval from an approved supplier upon 30 days' written notice to you.

Other than as stated above, there is no obligation for you, under the terms of the franchise agreement, to purchase or lease any goods or services regarding the establishment or operation of the franchise business from us, our affiliates, or designated sources. We do not currently have any purchasing or distribution cooperatives. We currently negotiate purchase arrangements with suppliers for the benefit of the franchisees. We do not provide material benefits to franchisees based on franchisee's purchase of particular products or services or use of particular suppliers.

ITEM 9
FRANCHISEE'S OBLIGATIONS

This table lists your principal obligations under the franchise and other agreements. It will help you find more detailed information about your obligations in these agreements and in other items of this disclosure document.

OBLIGATION	SECTION IN AGREEMENT	DISCLOSURE DOCUMENT ITEM
a. Site Selection and acquisition/lease	Sections 4.1 of the franchise agreement	11
b. Pre-opening purchases/leases	Sections 4.2, and paragraph 6.1.3 of the franchise agreement	7, 8

OBLIGATION	SECTION IN AGREEMENT	DISCLOSURE DOCUMENT ITEM
c. Site development and other pre-opening requirements	Not Applicable	Not Applicable
d. Initial and ongoing training	Paragraphs 6.1.4 and 7.4 of the franchise agreement	6, 11, 15
e. Opening	Section 4.3 and paragraph 7.1.3 of the franchise agreement	11
f. Fees	Article V of the franchise agreement	5, 6, 7
g. Compliance with standards and policies/operating manual	Section 6.2 and article IX of the franchise agreement	8, 11, 14, 16, 17
h. Trademarks and proprietary information	Article III of the franchise agreement	11, 13, 14
i. Restrictions on products/services offered	Article VIII of the franchise agreement	8, 16
j. Warranty and customer service requirements	Paragraph 6.1.2 and section 7.3 of the franchise agreement	11
k. Territorial development and sales quotas	Not Applicable	Not Applicable
l. Ongoing product / service purchases	Article VIII of the franchise agreement	8, 16
m. Maintenance, appearance, and remodeling requirements	Paragraph 6.1.8 of the franchise agreement	11
n. Insurance	Section 6.1.10 of the franchise agreement	6, 7, 8
o. Advertising	Article X of the franchise agreement	6, 7, 11
p. Indemnification	Section 15.2 of the franchise agreement	6, 13
q. Owner's participation/ management/staffing	Paragraphs 6.1.6, 6.1.7, and 6.1.9 of the franchise agreement	15
r. Records and reports	Sections 5.4 and 5.5 of the franchise agreement	6
s. Inspections and audits	Section 5.5 and 7.5 and paragraph 6.2.2(iv) of the franchise agreement	6, 11, 13.3.5
t. Transfer	Article XIV of the franchise agreement	6, 17
u. Renewal	Section 2.2 of the franchise agreement	6, 17
v. Post-termination obligations	Section 12.1 of the franchise agreement	17
w. Non-competition covenants	Article XVI of the franchise agreement	17

OBLIGATION	SECTION IN AGREEMENT	DISCLOSURE DOCUMENT ITEM
x. Dispute resolution	Article XVII of the franchise agreement	6, 17
y. Compliance with government regulations	Paragraph 6.1.1 of the franchise agreement	1
z. Guarantee of owners	Paragraph 6.4.1 of the franchise agreement	15

ITEM 10
FINANCING

We do not offer direct or indirect financing. We do not guarantee your note, lease or obligation.

ITEM 11
FRANCHISOR'S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS, AND TRAINING

Except as listed below, Grout Doctor Global Franchise Corp. is not required to provide you with any assistance.

We provide the following services to you before the opening of the franchised business (references are to the Franchise Agreement unless otherwise noted):

1) The criteria we consider in configuring your territory may include the number of owner-occupied households in contiguous zip code areas, the household income of the households and the geographic layout of your territory. If your office is located outside of your home, the office space must be located in your territory. We will configure your territory (Section 1.1) before you purchase your franchise. However, you must identify a location for your office which may require our approval if it is not located in your home. If you do choose to open an office in a location other than your home, you must adapt the above, at your own expense, to your site in accordance with local, state and federal laws, rules and ordinances with our approval. Our approval of your site is not a guarantee or a warranty of the potential success of a location. We do not own properties that we lease to you and do not assist you in negotiating the purchase or lease of your site. You are responsible to obtain any required permits and to ensure compliance with all laws and regulations. We do not assist you with the construction, remodeling or decorating of the premises.

2) We will furnish you with initial training, which is described in more detail later in this Item 11 (Section 6.1.4 and 7.4). At training, we will supply you with a list of our designated or approved suppliers and our specifications. No initial training will be provided when additional units are purchased.

3) We will furnish you with a complete start-up package that includes an initial supply of estimate sheets, business cards, shirts, vehicle signs and other supplies and materials in quantities that will last approximately 30 - 90 days (Section 4.4 and Exhibit A-7). No start-up package will be provided when additional units are purchased.

4) We will loan you a copy or provide electronic access to our confidential manuals containing mandatory policies, operating procedures, and other information. The manuals are confidential and will remain our property and may be used by you only in association with your Grout Doctor® franchise business and only during the term of the franchise agreement. You must keep the contents of the manuals confidential. The table of contents of the operations manual is set forth on Exhibit "F" and the operations

manual has approximately 333 pages. No additional operations manual will be provided when additional units are purchased.

5) We will facilitate the purchase of a Grout Doctor® vehicle wrap and place grand opening marketing on your behalf. This grand opening marketing is paid for by us using a maximum of 10% of your franchise fee (Section 7.1.3). No grand opening marketing will be provided, nor will any amount be paid toward your vehicle wrap when additional units are purchased.

6) We will provide you with a marketing strategy that may include direct mail marketing, online marketing and a media package that includes ads approved for immediate use (Article X).

Estimated Length of Time Before Operation.

The average length of time from the date the Franchise Agreement is signed to the opening of the franchised business is approximately 30 days. Factors affecting this length of time include setting up your office, obtaining the necessary licenses, placement of marketing, delivery of inventory, tools and supplies, and successful completion of the initial training program. By the terms of the Franchise Agreement, you must open your franchised business within 90 days of the date you sign the Franchise Agreement (Section 4.3)

We provide the following services to you after the opening of your franchised business:

1) The Data Center for message retrieval and distribution from your assigned Grout Doctor® number. The Data Center will receive, retrieve and distribute all calls to your Grout Doctor® telephone number, enter them into your Grout Doctor® Franchise Management Software (Sandstone), and will also forward them on to you based on your zip code territory. You pay for this service; currently the charge is a minimum of $135 per month (Section 4.6 and 5.3.4).

2) We have the right to add to, delete from, supplement, and otherwise modify the confidential manuals to reflect changes in products, services, specifications, standards and operating procedures, including sales and marketing techniques relating to the franchise business. The modifications may obligate you to invest additional capital in your franchise business and to incur higher operating costs. You must incorporate all such modifications within the time periods that we specify (Section 6.2.2). The master copy of the manuals maintained by us will be controlling in the event of a dispute relative to the contents of the confidential operations manual (Article IX). You may not copy any part of the manuals, either physically or electronically.

3) Upon your reasonable request or at our discretion, provide assistance either remotely or in person. For additional in-person assistance, you may be charged a fee and be required to cover travel, lodging, food and other expenses (see FDD Item 6) (Section 7.2).

4) Upon reasonable request, provide you with backdrop signage, table skirt, one Grout Doctor® lab coat and advisory assistance for trade show booths at trade shows. You will pay shipping and handling fees. We reserve the right to require a refundable deposit for all such items (Section 7.6).

5) We do not assist you with the hiring, managing, firing, or compensation of your employees. Other than initial and ongoing management training, we do not assist you with training your employees (Section 6.1.9). We will, upon your reasonable request or in our discretion, make our training program available to your employees, partners and associates, at reasonable times and at our then current fees (Section 7.4).

7) Provide you with Grout Doctor® Franchise Management Software (Sandstone) without additional cost to you for each franchise you purchase (Section 6.1.12).

8) Make available Grout Doctor® products, which are marketed and sold to the public through our website. You must market and sell these products to your customers (Section 6.2.2(ii)).

We may, but are not obligated by the franchise agreement, to:

9) Hold annual conferences to discuss improvements, new developments, mutual concerns and business issues. Attendance is mandatory for the first three years after you open and bi-annually thereafter. Failure to attend any mandatory conference will result in a $1,000 fee payable to us. There is a conference fee. This has generally cost between $195 and $350 for each attendee. You must also pay all your travel, lodging, food and other expenses to attend the conference. These conferences will be held at various locations chosen by us (Section 6.1.13). We may also conduct additional seminars which may be through online webinars, live video conferencing or other electronic means, phone conference or in person. We may charge a fee for these additional seminars (Section 6.1.13). We reserve the right to require continuing educational programs. Any programs we deem mandatory must be attended by you and others we designate. We may charge a fee and you will be responsible for all travel, lodging, food, and salary costs for your attendees.

10) We are not required to provide in-person, on-going assistance; however, if you feel additional on-site assistance is necessary, we will provide assistance and supervision at your franchise business location. For our services you will be charged our standard rate in effect at the time (Section 7.2).

11) At our discretion, make periodic inspections of your franchise business, which may be done in person or through remote access such as video or live video conferencing. We may provide you with written reports of our inspection (Section 7.5 and 6.2.2(iv)).

12) Replace defective products purchased directly from us based on our standard limited warranty. For items purchased through third parties or an affiliate, you must work directly with your supplier of such items regarding warranties, defective products, training and support (Section 7.3).

Advertising & Marketing Plan

We may provide you with samples of marketing materials developed by us and provide new marketing techniques as developed. You must honor all coupon, price reductions and other programs established by us (Section 10.3 and 10.4).

You may develop advertising and marketing materials for your use, at your cost, but all marketing material developed or used by you must have our prior written approval. Any marketing you create becomes our property and will be considered "works for hire" that can be used by us or other franchisees without compensation to you. If you do not receive written approval or disapproval within 10 days of the date, we received your submission, the materials submitted are deemed approved (Section 10.4).

Advertising Fund – You must contribute up to 3% (currently 1%) of your gross sales per month to a national marketing fund (referred to as the marketing fund) for regional or national marketing or a public relations program as we, in our sole discretion, may deem necessary or appropriate to advertise and promote the franchise system. Company-owned or owner-owned outlets contribute to the fund.

We are responsible for administering the marketing fund. We will direct all uses of the marketing fund, with sole discretion over: (1) the creative concepts, materials, endorsements and media used (which

may include television, radio, Internet, print, and other media and marketing formats as developed over time, as funds permit); (2) the source of the marketing or public relation efforts (which may be in-house or through an outside agency located locally, regionally or nationally); (3) the placement and allocation of these programs (which will be local or regional); and (4) the composition of all geographic territories and market areas for the development and implementation of these programs (Section 10.1).

We are not required to spend any amount on marketing directly in the area or territory where you are located. We make no representations that the marketing fund will benefit you or any other franchisee directly, on a pro-rata basis, proportionally, or at all. We may use the marketing fund to offset a portion of direct costs to manage and maintain the fund, including the payment of staff salaries and other expenses for those employees who may be involved in marketing fund.

Marketing funds are used to promote the products and services sold by the franchisees and may be used to solicit or sell additional franchises. Any unused marketing funds in any calendar year will be applied to the following years' fund. At the end of 2023, we had $42,226 or 39% of the marketing fund fees remaining in the fund. During the year ending December 31, 2023 we collected $117,263 from all franchisees for the marketing fund and had $47,204 left in the fund from 2022. During the 2023 fiscal year, the marketing funds were used in the following ways: Advertising 14%, Website and Social Media 86%, Administrative Expenses 0%, Soliciting New Franchisees 0%, and Trade Shows 0%. Upon your written request, we will provide you an unaudited annual report of marketing expenditures within ninety (90) days of the end of each year.

Local Advertising – You must market and advertise your franchise business in your local market (see Item 6). We may require you to list separately or participate in a combined listing in the Yellow Pages of your local telephone directory or other form of listing whether electronic or in print as we may specify. You and other participating franchisees will bear the cost of such listing(s) (Section 10.7).

The Internet - You may not create a website and/or a social media without our express written permission. If you receive permission for your own website from us, all content placed on the site must be pre-approved by us, in writing, and must strictly comply with the policies and procedures established by us regarding websites, social media and Internet marketing. We reserve the right to require you to use our website designer or a designated designer. Even if we give permission for a site, we reserve the right to restrict your right to use these sites in the future. If we do provide written approval to create your own website or social media site for the franchise business, you are required to provide us administrative access, account information and any other information related to any of your websites and social media accounts. We reserve the exclusive right to sell Grout Doctor® products on our website. You may not sell any Grout Doctor® products on any site created by you or others without our express written permission. You must strictly comply with our policies and procedures regarding websites, social media sites, and Internet marketing. Failure to strictly follow our policies and procedures is grounds for termination of the franchise agreement.

As used in this FDD, the term "Internet" means any present or future interactive system for electronic communications, using lines, cables, wireless, satellite, radio or any other technology; and which involves one or more of the following: the system of interconnected computer networks that use the internet protocol suite (TCP/IP) or its successor; websites or similar remotely-accessible electronic information sources (whether password protected or not); use of domain names, other locators, or emails that use our trademarks; internet phone services; cellular or similar messaging; mobile applications; social networks or social media; or wikis, podcasts, online content sharing communities, or blogging.

No franchisee advertising council is anticipated at this time.

Local Advertising Groups - We may require you to join a local marketing group association or marketing cooperative that includes other franchisees in your market area. We will determine the market area. If we do, you must contribute to the local marketing group in accordance with the rules and regulations of the local marketing group. We may direct you or other franchisees to pay all or part of the required national marketing fees to the local marketing group. The membership, rules and regulations of a local marketing group association, including how marketing fees are to be spent, will be determined by the local marketing group's member franchisees, but must be approved in advance by us. Governing documents will be provided by us or by the marketing group and approved by us. At this time these governing documents are not available. A local marketing group must provide unaudited quarterly financial reports to us, and those reports will be available for review by franchisees at our headquarters. We can require local marketing groups be changed, dissolved or merged. If a local marketing group is established in a market area, all company or owner-owned Grout Doctor® franchise businesses operating in that market area, if any, will contribute to the local marketing group on the same basis as franchisees (Section 10.2). If a marketing group association is established, the association will establish rules for lead or referral distribution.

At this time, you are not required to participate in any other marketing funds.

Computer and Technology Requirements

You are required to buy and maintain at your expense any computer system and software capable of accessing the internet and utilizing our Grout Doctor® Franchise Management Software (Sandstone) for use in your franchised business. You must also have a high-speed internet connection. The major required functions of this computer system are to utilize the Grout Doctor® Franchise Management Software (Sandstone), provide communication and submit required reports and information to us. Minimum system requirements are Windows 8 or higher with 1 gigabyte of ram or the Macintosh equivalent. We estimate the cost of purchasing a computer system to fit these specifications to be approximately $500. We provide you with the Grout Doctor® Franchise Management Software (Sandstone) and make necessary upgrades to this software without additional cost to you. We may require you to upgrade your computer equipment at your cost, so it will accept and utilize the upgrades in the software we provide you. However, you generally will not be required to upgrade your equipment more than once during the term of the franchise agreement but as systems and software compatibility is not determined by us, it may be more frequent. We are not required to maintain, repair, update and/or upgrade your computer system. After 2023, we may also choose to charge a fee for the use of the Sandstone or equivalent software. We will have independent access to the contact information and data collected or generated by your computer and software systems. You must keep these systems available 24 hours a day, 7 days a week. There are no contractual limits on our rights to do so. You must maintain a valid e-mail address, known to us, during the entire term of your franchise agreement (Section 6.1.12).

In the future, we may require you to have a tablet or smart phone that is capable of running a mobile app for the system. If you do not have one, we estimate the cost of such a device to be between $250 and $1,000 depending on the brand or type of device.

Miscellaneous

We may approve exceptions to or changes in the uniform standards for you or any other franchise that we believe are necessary or desirable based on particular circumstances. You have no right to object to these variances or to obtain the same variance yourself. We may deny any or all of the above services to you while you are in breach of the franchise agreement or in default in the discharge of any of your obligations to us.

Initial Training

Your operating principal must successfully complete our initial training program which is held at a location designated by us. We have various regional training locations for the hands-on training. We will attempt to schedule your hands-on training at a location nearest to you, but this may not be possible due to scheduling conflicts. The training is held at least one time per year but is scheduled with each new franchise sale. Successful training is determined by our trainers. You may also bring 1 partner, spouse or employee to the training program at no additional fee to us. In the event you wish to bring more than one person, you must pay us a training fee for each additional attendee (see Item 6). Attendance by your operating principal at the initial training is mandatory. We may require your operating principal to attend additional training if we determine he or she needs it. Training will involve doing physical work at actual customers' locations. You will not be compensated for such work.

The "operating principal" is: a) if the franchisee is an individual, that individual; or b) if the franchisee is an entity, an individual that owns at least 20% of the ownership and voting interests in the franchisee entity (unless you obtain our written approval of a lower percentage), has authority over all business decisions related to the franchise business, and has the power to bind you in all dealings with us.

Successful completion of training must be completed before you may open your franchise business. The length of training depends on the prior experience of your attendees but should last approximate 60 hours over 5 to 8 days, with a mix of online and hands-on training. The estimated cost of training is listed in Item 5 and Item 7 (Section 7.4).

If you hire a manager to run your franchise business, the manager must be trained by us. Each manager hired after the initial training will be required to be trained by us and you must pay us the then current training fee and the cost of travel, lodging and food for the manager during training.

The following table summarizes the 60-hour Grout Doctor® initial training program.

TRAINING PROGRAM

Subject	Hours of Classroom Training	Hours of On-the- Job Training	Location
Introduction to the Grout Doctor	1.0		Online Classroom Training
Review of Franchise Agreement	.5		Online Classroom Training
Marketing and Marketing • Review all media • Review ad and • other print materials • Review Competition • Review Personal Marketing Plan	2.0		Online Classroom Training
The Data Center • Overview • Services • Enrollment	.75		Online Classroom Training

Subject	Hours of Classroom Training	Hours of On-the- Job Training	Location
• Receiving and Returning Calls			
Customer Service • Overview • Returning Calls – Preparing for the Estimate • Job Site Regulations • Handling Customer Complaints • Customer Service Policy • Customer Surveys • Respecting Customer Property • Job Preparation • Completing the Job • Post Job Clean-up	2.0	3.0	Online Classroom Training and Hands on Training at Customer Locations
Estimating • Overview and Tips • Sample Estimates • Estimate Writing • and Presenting • Commercial Estimating • Pricing Guides • Follow up Program		3.5	Online Classroom Training and Hands on Training at Customer Locations
Record Keeping • Overview • Types of Records • Income • Expenses • Profit and Loss • Grout Doctor Franchise • Management Software	2.0		Online Classroom Training
Reporting and Compliance • Overview • Royalty and Other Payments	0.75		Online Classroom Training

Subject	Hours of Classroom Training	Hours of On-the- Job Training	Location
• Royalty Report • Recap Report • Sales and Revenue Reports • Lead and Efficacy Report • Insurance • GDGF Policy Review			
Franchisee Support System • Overview • Your Personal Support Team • Maximizing Your Support • Review of Intranet Site, Product and Wearables ordering sites • Review of Print Center	.50		Online Classroom Training
Expanding Your Business • Overview • Employees • Subcontractors • Commercial Jobs	0.25		Online Classroom Training
Tools and Supplies • Overview • Grout Doctor® Products • Purchasing • Storage • Care and Maintenance		2.0	Online Classroom Training and Hands on Training at Retail Stores
Safety • Safety Issues • Review MSDS • Sheets	0.75	2.0	Online Classroom Training and Hands on Training at Customer Locations
Products and Material and Tools • Purchasing • Storage • Care and • Maintenance		1.5	Online Classroom Training

Subject	Hours of Classroom Training	Hours of On-the- Job Training	Location
Identifying Types of Tile • Ceramic • Pavers • Porcelain • Mosaic • Marble and Granite • Other Stone		1.5	Hands on Training at Customer Locations
Re-Grouting • Grout Removal • Grout Mixing including Additives • Color Matching • Grout Installation		8.0	Hands on Training at Customer Locations
Re-Caulking • Tubs and Showers • Counter Tops • Sinks • Floor Beads		4.0	Hands on Training at Customer Locations
Grout Repair • Grout Removal • Color Matching • Re-installation of Grout		1.0	Hands on Training at Customer Locations
Wall Repair • Identifying Need • Tile and Grout • Removal • Wall Repair • Re-installation of Tile and Grout		1.5	Hands on Training at Customer Locations
Basic Natural Stone/Saltillo • Surface Preparation, Cleaning, Stripping • Sealing		2.0	Hands on Training at Customer Locations
Cleaning/Sealing and Staining • Surface Preparation • Sealing • Color Selection • Staining		4.5	Hands on Training at Customer Locations

Subject	Hours of Classroom Training	Hours of On-the- Job Training	Location
Installation of Accessories • Soap Dishes • Towel Bars		1.5	Hands on Training at Customer Locations
Tile Replacement • Tile Removal • Tile Cutting • Surface Preparation • Installation of New or Existing Tile • Color Matching • Reinstallation of Grout		2.0	Hands on Training at Customer Locations
Shower Doors • Removal • Replacement		1.0	Hands on Training at Customer Locations
Using Solid Surface Materials • Surface Preparation • Installation		1.0	Hands on Training at Customer Locations
EnduroShield Application	2.0		Hands on Training at Customer Locations
Final Testing Written and Practical	1.5	5.0	Online Classroom Review
Review of Pre and Post Training Tests Training Review	1.0		
Total Hours Classroom Training	15.00		
Total Hours On-The-Job Training		45.00	
Total Training Hours			60.00

Note 1: The location of the regional training will be determined by the trainer setting up the training schedule. Regional training may occur in Utah, Florida, Tennessee, North Carolina or Virginia. On-the-job training is typically performed at customer/vendor locations. Online classroom training will be at your home or another location of your choice.

Note 2: Our current regional trainers include JC Sneyd and Daniel Start, whose experience is set forth in Item 2. Other regional trainers may include Bill Matasick (11 years' experience), Larry White (24 years' experience), Remus Baesu (19 years' experience) and Andrew Blanton (7 years' experience). There may be other trainers, and in general, our trainers have experience in the industry either operating a Grout Doctor® franchise business or working in a related business and they will act as a mentor to you after you begin operating your franchise. Training assistance related to the office and software will also be provided

by Julianna Ahrend (23 years' experience) or Carin Bradley (10 years' experience). Marketing training and assistance will be provided by Christina Phelps (9 years' experience).

Note 3: After operating your franchise for at least 3 months, you may choose to offer supplemental services in connection with your franchise. We currently offer one supplemental service for you to provide to the public: Stone Restoration and Polishing. These optional services require additional training and certification from us. This training will normally be offered approximately three to six months after the opening of your franchise business. We reserve the right to offer this training to certain qualified franchisees sooner. You are not required to offer these services; however, you may not offer the services if you have not been certified by us. You must pay an additional $600 per person training fee for these sessions. (See Item 6.) Training sessions will be scheduled by appointment. If you hire a manager to run your franchise business, the manager must be trained by us. Each manager hired after the initial training will be required to be trained by us and you must pay us the current training fee and the cost of travel, lodging and meals for the manager during training. These supplemental services may require you to purchase additional equipment and supplies. Training in the supplemental services will be at an approved location. You must successfully complete the training and testing before offering the supplemental services. The training will cover theory, estimating, hands on experience, equipment, supplies and ordering. You may be doing physical work at actual customers' locations. You will not be compensated for such work.

ITEM 12
TERRITORY

Under the franchise agreement, we will grant you an exclusive territory which allows you the right to use the system and proprietary marks solely within a specific geographic area, the boundaries of which will be negotiated prior to signing and described in the franchise agreement.

The specific size of your territory is negotiable between you and us based upon the population density, the number of households in the territory, whether your territory is in a metropolitan or rural area and other comparable factors. Your territory will be designated by a contiguous zip code list and will generally have a base of between 150,000 and 200,000 owner-occupied households. We have the right to adjust the boundaries of your territory if the number of owner-occupied households increases by 20% or more; other than due to household increases, Your territory may not be altered except by mutual agreement. You will operate from one office location and we recommend that your Grout Doctor® location be your personal residence, as this approach will save you a substantial amount of money. You may, however, select a commercial office building, industrial office complex or business park facility as your Grout Doctor® location. We must review and approve, in writing, your selection of your Grout Doctor® location if it is other than your home. Before relocating your Grout Doctor® location at any time during the term of your agreement with Us, you must first notify us, and we must give our prior written approval, and pay a relocation fee of $1,000. The basis of our approval for you to relocate will be similar to our approval of your initial location.

Continuation of your territorial rights does not depend on you achieving any specific level of sales volume, market penetration or other contingency.

We have a line of Grout Doctor® products which are marketed and sold to the public through our website. You must actively market and sell the products to your customers. If you opt in to the Consumer Product Rebate Program, every time a customer uses a code that represents you or a customer purchases the products from your territory without a code, you will receive between 20 – 40% of the sale. Once you opt in to the Consumer Product Rebate Program, we keep track of the various purchases and send you your portion of the sale and an accounting of the products sold each quarter. You may not sell The Grout Doctor®

products from a website or social media created by you or any third-party website or other method using the Internet except through the Grout Doctor® website unless you have received prior approval in writing from us.

You must devote your marketing to customers solely in your exclusive territory, although, under very specific circumstances, in accordance with our operations manual, you may accept business from customers outside your territory. There may be other franchisees or Grout Doctor® contractors who are located adjacent to or in close proximity to your territory. Such other franchisees or contractors may service customers within your territory under these same certain conditions. You may engage in indirect marketing in an area that includes but extends beyond your territory under certain conditions as stated in number 2 below. You may not solicit customers from outside your territory without our prior written approval. If you do solicit customers outside your territory, without our prior approval, we have the right to require you to send all of the revenues derived from those customers to the franchisee who has acquired the territory where those customers are located, or to us.

So long as you remain in compliance with your franchise agreement, you will be granted an exclusive territory in which you are authorized to offer and perform The Grout Doctor® services meaning that we will not establish another franchise, affiliate or company owned unit using the Grout Doctor® trademark within your territory.

You do not receive the right or option to acquire additional franchises.
We (or our affiliates) retain the exclusive right, in our sole discretion:

1) To ourselves operate, or to grant other persons the right to operate, The Grout Doctor® franchise businesses under our trademarks, trade names, logos, or other commercial symbols at such locations outside your territory, and on such terms and conditions, as we deem appropriate; and

2) Either personally or through agents and representatives to sell, market, and distribute products in your territory and elsewhere using the trademark through other channels of distribution including by direct mail, telemarketing, catalogs, infomercials, the Internet, via apps, social media, general media marketing, retail stores and national business accounts both within and without your territory without compensation to you except as otherwise provided in the franchise agreement.

Neither we nor an affiliate, operates, franchises or has plans to operate or franchise a business that sells or will sell goods or services similar to those sold in your franchise under a different trademark, but we reserve the right to do so in the future.

ITEM 13
TRADEMARKS

We grant you the non-exclusive right to use certain of our trademarks in the operation of your franchise business. You may also use other current or future trademarks in the operation of your franchise business as we designate. You will not at any time acquire any rights in the trademark. By trademark we mean our trade names, trademarks, commercial symbols, service marks and logos. The following trademarks listed below are registered with the United States Patent and Trademark Office on the Principal Register. All required affidavits and renewals have been filed. The principal trademarks to be employed in your franchise business are as follows:

Registration/ Serial Number	Word or Design Mark	Registry	Registration/ Filing Date	Status
2,395,447	THE GROUT DOCTOR®	Principal	October 17, 2000	Registered.
2,525,210		Principal	January 1, 2002	Registered.
4,631,956	PRETTY TILE, UGLY GROUT? ®	Principal	November 4, 2014	Registered.
3,572,338	WE CURE SICK GROUT®	Principal	February 10, 2009	Registered.

There are no presently effective determinations of the patent and trademark office, trademark trial and appeal board, the trademark administrator of this state or any court, nor are there any pending infringement, opposition or cancellation proceedings or any pending material litigation involving the trademarks which is relevant to their use in this or any other state. There are no agreements currently in effect which significantly limit our rights to use or license the use of the trademarks.

There are no superior rights in or infringing uses of the trademarks actually known to us that could materially affect your use of such trademarks, service marks, trade names, logotypes or other commercial symbols in your territory.

You must use all trademarks in strict compliance with our policies and procedures manual and the Grout Doctor® system. You must modify or discontinue the use of a trademark at your cost, if we modify or discontinue it. You are prohibited from using any trademark as part of your corporate name or trade name, but you must use the name Grout Doctor® as part of an assumed name or dba registered with the applicable government authority. This use is non-exclusive. You cannot make application for registration or other protection of Grout Doctor® names or derivatives. You may only use the trademarks with the letters "TM" or "SM" or "®" as appropriate. You are prohibited from using any trademark in the sale of any unauthorized product or service or in any manner not expressly authorized in writing by us. You are required to adhere fully and strictly to all security procedures required by us for maintaining the secrecy of proprietary information.

You are obligated to immediately notify us when you learn about an infringement of or challenge to your use of our trademark. We will have the discretion to take the action we deem appropriate. We have the right to control any administrative proceedings or litigation involving the trademarks. We are not obligated to protect any rights that you have to use the trademarks, or to protect you against claims of infringement or unfair competition. You are given the right to protect yourself, at your sole cost, from any of these claims if we elect not to prosecute the claim of infringement or unfair competition, but with strict coordination and oversight by us and you may not act contrary to our rights in the trademarks. You may not act contrary to our rights in the marks. We agree to indemnify you against and to reimburse you for all direct, but not consequential (including, but not limited to, loss of revenue and/or profits), damages for which you are held liable in any proceedings arising out of the use of any trademark pursuant to and in compliance with the franchise agreement, and for all costs reasonably incurred by you in the defense of any claim brought against it or in any proceeding in which it is named as a party, provided that you have timely notified us of any claim or proceeding and have otherwise complied with the franchise agreement.

You may not contest, directly or indirectly, our right and interest in our names or trademarks, trade secrets, methods, and procedures that are part of our business, and you agree to execute documents and

assurances necessary to effectuate these provisions. Any goodwill associated with the trademarks or system belongs exclusively to us.

ITEM 14
PATENTS, COPYRIGHTS, AND PROPRIETARY INFORMATION

You do not receive the right to use an item covered by a patent and we do not have any pending patent applications with the United States Patent and Trademark Office. We do not own rights to, or licenses in, any patent that is material to the franchise system.

We have not registered the manuals with the United States Copyright Office, but we claim copyright in the manuals and our publication, "How to Get the Gold Out of Grout." We claim protected trade secrets and copyrights in parts of our franchise system.

You can use the proprietary information in our manuals but only in connection with the system. The manuals may not be copied. The manuals must be returned to us or permanently deleted by you upon termination of your franchise agreement. As mentioned above, portions of the system are trade secrets or confidential and proprietary to us. You must also promptly tell us when you learn about unauthorized use of this manual and any other proprietary information. We are not obligated to take any action but will respond to this information as we believe appropriate. If applicable, we have the right to control any administrative proceedings or litigation. We are not required to defend or indemnify you for any damages from a proceeding based on patent or copyright. You must modify or discontinue the use of any patent or copyright, at your cost, if we modify or discontinue it, in our reasonable discretion.

With regards to our proprietary information, the franchise agreement also provides that you will: (a) strictly follow all confidential security procedures required by us, (b) disclose this information to your employees or your contractors only as needed to market our products and provide the Grout Doctor® services; (c) not use this information in any other business; (d) exercise the highest degree of diligence to maintain this information as confidential; and (e) promptly notify us if you learn of any unauthorized use of our trade name, trade secrets or proprietary information. Your use of our proprietary information is limited to the uses required or allowed by us.

We claim other copyrights in sales literature, and marketing materials, which we, or our franchisees, develop for our use and for use by our franchisees. Your use of these materials will be limited to the uses designated by us.

There are presently no superior rights in or infringing uses of the copyrights or patents that could materially affect your use of the copyrights or patents in your territory.

ITEM 15
OBLIGATION TO PARTICIPATE IN THE ACTUAL OPERATION OF THE FRANCHISE BUSINESS

Your operating principal must personally participate in the direct operation and supervision of the franchise business. Your operating principal must work sufficient hours to operate your franchise business or supervise your manager so that your franchise business is operating at maximum capacity and efficiency.

We do not require your manager to have an equity interest in the franchise business, but he or she must be trained by us to manage your franchise business.

Neither you, your operating principal, your manager, nor employees can have an interest in or business relationship with any competing business and must keep free from activities which would be detrimental to or interfere with the operation of your franchise business or detrimental to the franchise system. You, your partners, directors, members, shareholders, operating principal and management employees will be required to sign our standard confidentiality agreements to protect and keep confidential our trade secrets and confidential information and to conform with the covenants not to compete described in FDD Item 17 (See Franchise Agreement Exhibits A-4 and A-5).

Your operating principal must conduct frequent inspections of the franchise business to ensure the highest standards of professionalism, cleanliness and a general pleasant appearance, and compliance with our approved methods.

If you, as a franchisee, consist of two or more individuals, each individual will be jointly and severally liable. We reserve the right to require franchises owned by more than one individual franchisee to form an entity to act as one franchisee with each individual personally guaranteeing the performance of the entity. We also reserve the right to require spouses to personally guarantee the franchise. Any individual who owns a 5% or greater interest in the franchise business must personally guarantee the performance of all your obligations under the franchise agreement and agree to be personally bound by, and liable for, the breach of every provision of the franchise agreement (See Franchise Agreement Section 6.4.1).

ITEM 16
RESTRICTIONS ON WHAT THE FRANCHISEE MAY SELL

You must provide and sell only those products and services specified and approved by us in writing. No service or product may be added to, discontinued, or included or performed by your franchise business unless it is first approved by us in writing. You must offer all services and products required by us. We reserve the right to add, modify, or delete products and services that you will be required to offer. There are no limits on our right to do so. You must strictly follow our policies, procedures, specifications, methods and techniques concerning all of The Grout Doctor® services and products. (See FDD Item 8).

ITEM 17
RENEWAL, TERMINATION, TRANSFER, AND DISPUTE RESOLUTION

THE FRANCHISE RELATIONSHIP

This table lists certain important provisions of the franchise and related agreements. You should read these provisions in the agreements attached to this disclosure document.

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
a. Length of the franchise term	Section 2.1	7 years. Not affected by any other agreements.
b. Renewal or extension of the term	Section 2.2	If you are in good standing, you can enter into a new successor franchise agreement for an additional 7 year term. Your successor agreement may also provide an option to enter into a subsequent successor franchise agreement.

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
c. Requirements for franchisee to renew or extend	Section 2.2	In order to renew, you must, among other things, not be in default, pay successor franchise fee of $500, sign a new franchise agreement. When renewing, you may be asked to sign a contract with materially different terms and conditions than your original contract.
d. Termination by franchisee	Section 11.4	You may not terminate, except as allowed under any grounds permitted by law.
e. Termination by franchisor without cause	Not Applicable	We must have cause to terminate the franchise agreement.
f. Termination by franchisor with cause	Section 11.1	We can terminate if you materially breach and fail to cure. There are certain specified breaches for which we can terminate without giving you an opportunity to cure (see (h) below).
g. "Cause" defined – curable defaults	Sections 11.1 M-P	You have 5 days to cure monetary defaults, and 5 to 30 days to cure all other defaults listed in the franchise agreement.
h. "Cause" defined - non-curable defaults	Sections 11.1 A-L	Non-curable defaults include, failure to open franchised business within 90 days of signing franchise agreement, failure to complete initial training, abandonment, conviction of felony, creation of a threat to public health or safety, insolvency or bankruptcy, trademark misuse and repeated defaults (even if cured) or other defaults listed in the franchise agreement.
i. Franchisee's obligations on termination/ non-renewal	Section 12.1	Pay outstanding amounts, complete de-identification, return confidential information, turn over telephone number and customer list, covenant not to compete, continuing obligations.
j. Assignment of contract by franchisor	Section 14.1	No restrictions on our right to assign.
k. "Transfer" by franchisee – defined	Section 14.2	Includes transfer of any interest in franchise agreement, assets or ownership change in Franchisee.
l. Franchisor approval of transfer by franchisee	Section 14.2	Franchise agreement: we have the right to approve all transfers but will not unreasonably withhold approval.
m. Conditions for franchisor approval of transfer	Sections 14.3-14.8	Conditions include, you are not in default, transferee qualifies, all obligations assumed by transferee, all amounts due us are paid, transferee completes training, transfer fee paid, transferee signs, at our sole discretion, either: (a) our assignment and assumption agreement or (b) our then-current franchise agreement, which may contain materially different terms than your franchise

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
		agreement, and a release is signed by you (see state specific addenda).
n. Franchisor's right of first refusal to acquire franchisee's business	Section 14.9	We can match any offer for your franchise business within (60) days of written notice to us.
o. Franchisor's option to purchase franchisee's business	Section 13.1	Upon termination, we can buy your assets at fair market value.
p. Death or disability of franchisee	Section 14.10	Within 160 days of death or disability, your personal representative must be approved and a new manager must be trained, if applicable, or franchise must be assigned to an approved buyer. We have the right to operate your franchise business until a trained manager is in place for which fees will apply (See Item 6).
q. Non-competition covenants during the term of the franchise	Section 16.1	No involvement in competing business anywhere.
r. Non-competition covenants after the franchise is terminated or expires	Sections 16.3-16.4	No competing business for 2 years within your former territory or within 50 miles of your territory or within 50 miles of any other The Grout Doctor® territory. (Including after assignment of franchise.) If you compete within this time period the non-competition period will be tolled and extended for the period of your competition plus 6 months.
s. Modification of the agreement	Section 20.11	All modifications to the franchise agreement must be in writing, but operations manual, and standards and specifications subject to change by us.
t. Integration/ merger clause	Section 20.10	Only the terms of franchise agreement are binding (subject to state law). All representations or promises outside of the disclosure document and franchise agreement may not be enforceable. Notwithstanding the foregoing, no provision in any franchise agreement is intended to disclaim the express representations made in this Franchise Disclosure Document.
u. Dispute resolution by arbitration or mediation	Section 17.2	Except for certain claims, for all disputes there must be a face-to-face meeting, mediation and arbitration (see state specific addenda).
v. Choice of forum	Sections 17.2 and 19.2	Arbitration, mediation, and litigation, must be in Salt Lake County, Utah (subject to applicable state law).

PROVISION	SECTION IN FRANCHISE AGREEMENT	SUMMARY
W. Choice of law	Sections 19.1 and 19.5	Utah law, the Federal Arbitration Act, and the United States Trademark Act apply (subject to applicable state law).

ITEM 18
PUBLIC FIGURES

We do not use any public figures to promote our franchise.

ITEM 19
FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the disclosure document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

Average Gross Sales of Franchises in 2023

This representation is an historic performance representation about subsets of our existing Franchises. This analysis sets forth average monthly and annual gross sales for 82 Franchised Grout Doctor® units located in the United States that were open and operating for at least 12 months for the year ended December 31, 2023, based on sales as reported by the individual Standard and Non-Standard Franchises as defined below.

The average monthly and annual gross sales, based on the numbers franchisees reported to us for determining Royalty payments due to us, provided below is for: (a) 64 of the 82 were standard Franchises open and operating for more than two years; (b) 7 of the 82 Grout Doctor® units were open and operating for 12-24 months; and (c) 3 of the 82 were Non-Standard Franchises open and operating for more than two years. 8 of the 82 Grout Doctor® units were open and operating for less than 12 months as of the end of 2023, because these franchises were either new, transferred, or closed locations, and therefore have not been included. The basis of accounting used by the Franchisees is determined by the individual Franchisee, but generally the Franchisees use cash basis accounting. You must estimate your own costs and expenses including, but not limited to, advertising, insurance, royalties, materials, vehicle maintenance, gas, wages, payroll taxes and professional fees.

Some outlets have earned this amount. Your individual results may differ. There is no assurance that you will earn as much.

STANDARD FRANCHISES

A Standard Franchise is defined by us as meeting all of the following criteria:

a. The geographic location is such that a target of 150,000 owner occupied households is reasonably available.
b. The demographics of the location meet our standard criteria (based on the number of owner occupied households (generally 150,000) and household incomes (average of $50,000+) from census data).
c. Franchisee operates their Grout Doctor® Franchise as a full-time business.

A. Standard Franchises Open and Operating More than Two Years

Average Gross Sales*, from January 2023 through December 2023, as reported by the 64 Standard Grout Doctor® Franchises that have been open and operating more than two years, was $12,905 per month or $154,860 per year.

23 of 64, or 35.94%, of this group of standard franchises attained or surpassed this average.

2023 Average Monthly Sales Level – Standard Franchises Open and Operating for More than 2 years*	Number	Percent
$12,501 or above	23	35.94%
$10,001 to $12,500	7	10.94%
$7,501 to $10,000	10	15.62%
$5,001 to $7,500	15	23.44%
$2,501 to $5,000	5	7.81%
$2,500 or below	4	6.25%

High Monthly Sales: $84,237; Low Monthly Sales: $0

Median Gross Sales*, from January 2023 through December 2023, as reported by the 64 Standard Grout Doctor® Franchises that have been open and operating for more than two years, was $9,178 per month or $110,136 per year.

32 of 64, or 50.00%, of this group of standard franchises attained or surpassed this median.

2023 Median Monthly Sales Level – Standard Franchises Open and Operating for More than 2 years*	Number	Percent
$12,501 or above	22	34.37%
$10,001 to $12,500	7	10.94%
$7,501 to $10,000	8	12.50%
$5,001 to $7,500	14	21.88%
$2,501 to $5,000	7	10.94%
$2,500 or below	6	9.37%

B. <u>Standard Franchises Open and Operating for All of 2023 but Less than 2 Years (12 – 24 Months)</u>

Average Gross Sales*, from January 2023 through December 2023, as reported by the 7 Standard Grout Doctor® Franchises that have been open and operating for 12-24 months, was $12,410 per month or $148,920 per year.

4 of 7 or 57.14% of this group of standard franchises attained or surpassed this average.

2023 Average Monthly Sales Level – Standard Franchises Open and Operating for 12-24 Months*	Number	Percent
$12,501 or above	4	57.14%
$10,001 to $12,500	0	0%
$7,501 to $10,000	2	28.57%
$5,001 to $7,500	1	14.29%
$2,501 to $5,000	0	0%
$2,500 or below	0	0%

High Monthly Sales: $37,109; Low Monthly Sales: $0

Median Gross Sales*, from January 2023 through December 2023, as reported from the 7 Standard Grout Doctor® Franchises open and operating for 12-24 months, was $11,243 per month or $134,916 per year.

4 of 7 or 57.14% of this group of standard franchises attained or surpassed this median.

2023 Median Monthly Sales Level – Standard Franchises Open and Operating for 12-24 Months*	Number	Percent
$12,501 or above	3	42.86%
$10,001 to $12,500	1	14.29%
$7,501 to $10,000	2	28.57%
$5,001 to $7,500	1	14.29%
$2,501 to $5,000	0	0%
$2,500 or below	0	0%

NON-STANDARD FRANCHISES

A Non-Standard Franchise is defined by us as meeting at least one of the following criteria:

a. The geographic location is such that a target of 150,000 owner occupied households is not reasonably available.
b. The demographics of the location do not meet our usual criteria but there is other evidence that the location is viable.
c. The Franchisee has declared their intent to operate their Grout Doctor® Franchise as a part-time business.

C. Non-Standard Franchises Open and Operating for More than Two Years

Average Gross Sales*, from January 2023 through December 2023, as reported by the 3 Non-Standard Grout Doctor® Franchise, was $2,826 per month or $33,912 per year.

2 of 3, or 66.67%, of our reporting non-standard franchises attained or surpassed this average.

2023 Average Monthly Sales - Non-Standard Franchise*	Number	Percent
$2,501 and above	2	66.67%
$2,500 or below	1	33.33%

High Monthly Sales: $7,945; Low Monthly Sales: $0

Median Gross Sales*, from January 2023 through December 2023, as reported by the 3 Non-Standard Grout Doctor® Franchise, was $2,980 per month or $35,760 per year.

2 of 3, or 66.67%, attained or surpassed this average.

2023 Median Monthly Sales Level - Non-Standard Franchise*	Number	Percent
$2,501 and above	2	66.67%
$2,500 or below	1	33.33%

* The average and median gross sales figures included in the above charts and additional statistics below are based on sales reports submitted to us by 64 Standard Franchisees open and operating more than two years, 7 Standard Franchisees open and operating 12-24 months, and the 3 Non-Standard Franchisee open and operating more than two years. The figures in the sales reports have not been audited and we have not undertaken to otherwise independently verify the accuracy of such information.

STANDARD AND NON-STANDARD FRANCHISES

The following tables show the average and median job prices by the Standard and Non-Standard Grout Doctor® franchisees, open at least one year, between January 1, 2023 and December 31, 2023.

	# of Grout Doctors	Total Number of Jobs	Average Job Price	# of Grout Doctors Met or Exceeding Average	% Met or Exceeding Average
Standard Franchises Open and Operating 2 Years or More	64	11,294	$877.54	25	39.06%
Standard Franchises Open and Operating 12-24 Months	7	1,091	$955.53	3	42.86%
Non-Standard Franchise	3	201	$506.07	1	33.33%

	# of Grout Doctors	Number of Jobs	Median Job Price **	# of Grout Doctors Met or Exceeding Median	% Met or Exceeding Median
Standard Franchises Open and Operating 2 Years or More	64	11,294	$784.73	32	50.00%
Standard Franchises Open and Operating 12-24 Months	7	1,091	$868.00	4	57.14%
Non-Standard	3	201	$483.07	2	66.67%

**Median job price determined using average job price from the franchisees.

The following tables show the average and median number of jobs completed by the Standard and Non-Standard Grout Doctor® franchisees, open and operating at least one year, between January 1, 2023 and December 31, 2023.

	# of Grout Doctors	Average Number of Job Per Grout Doctor	# of Grout Doctors Met of Exceeding Average	% Met or Exceeding Average
Standard Franchises Open and Operating 2 Years or More	64	176	22	34.38%
Standard Franchises Open and Operating 12-24 Months	7	156	3	42.86%
Non-Standard Franchise	3	67	2	66.67%

	# of Grout Doctors	Median Number of Job Per Grout Doctor	# of Grout Doctors Met of Exceeding Median	% Met or Exceeding Median
Standard Franchises Open and Operating 2 Years or More	64	136	32	50.00%
Standard Franchises Open and Operating 12-24 Months	7	141	4	57.14%
Non-Standard Franchise	3	70	2	66.67%

The information above was obtained from our Grout Doctor® Franchise Management Software as entered by each individual Grout Doctor® Franchisee. Every Grout Doctor® Franchisee is required to enter this information in the Franchise Management Software system. This represents the average and median of 64 Standard Franchisees, the 7 Standard Franchisees open and operating 12-24 months, and 3 Non-Standard Franchisee open and operating for two years or more as of December 31, 2023.

The financial performance representations do not reflect the costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your franchised business. Franchisees or former franchisees, listed in this disclosure document, may be one source of this information.

Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Other than the preceding financial performance representation, Grout Doctor Global Franchise Corp. does not make any financial performance representations. We also do not authorize our employees or representations to make any such representations either orally or in writing. However, if you are purchasing an existing outlet, we may provide you with actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to our management by contacting Regina Fischer at 2150 South 1300 East, Suite 500, Salt Lake City Utah 84106, 877-476-8800, the Federal Trade Commission and the appropriate state regulatory agency.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1 SYSTEMWIDE OUTLET SUMMARY FOR YEARS 2021 TO 2023				
Outlet Type	**Year**	**Outlets at the Start of the Year**	**Outlets at the End of the Year**	**Net Change**
Franchised	2021	76*	83*	+7
	2022	83*	84	+1*
	2023	84	82	-2
Company or Affiliate-Owned	2021	2	0	-2
	2022	0	2	+2
	2023	2	0	-2
Total Outlets	2021	78*	83*	+5
	2022	83*	86	+3*
	2023	86	82	-4

***** Historical numbers adjusted to correct reporting errors.

Table No. 2 TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS (OTHER THAN THE FRANCHISOR) For Years 2021 to 2023		
State	**Year**	**Number of Transfers**
Alabama	2021	0
	2022	0
	2023	1
Arizona	2021	0
	2022	0
	2023	1
Florida	2021	0
	2022	2
	2023	0
Nevada	2021	1
	2022	0
	2023	0
New York	2021	1
	2022	0
	2023	0
Ohio	2021	0
	2022	0
	2023	1

Table No. 2 TRANSFERS OF OUTLETS FROM FRANCHISEES TO NEW OWNERS (OTHER THAN THE FRANCHISOR) For Years 2021 to 2023		
State	**Year**	**Number of Transfers**
Virginia	2021	0
	2022	1
	2023	0
Total	2021	2
	2022	3
	2023	3

Table No. 3
STATUS OF FRANCHISED OUTLETS
For Years 2021 to 2023

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non Renewals	Reacquired by Franchisor	Ceased Operations-Other Reasons	Outlets at End of Year
Alabama	2021	0	0	0	0	0	0	0
	2022	0	1	0	0	0	0	1
	2023	1	0	0	0	0	0	1
Alaska	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
Arizona	2021	5	0	0	0	0	0	5
	2022	5	1	0	0	0	0	6
	2023	6	0	0	0	0	0	6
California	2021	4	0	1	0	0	0	3
	2022	3	0	0	0	1	0	2
	2023	2	3	0	1	0	0	4
Colorado	2021	5	0	0	0	0	0	5
	2022	5	0	0	0	0	0	5
	2023	5	0	0	0	0	0	5
Florida	2021	11	2	0	0	0	0	13
	2022	13	1*	0*	0	0	0	14
	2023	14	0	2	0	0	0	12
Georgia	2021	2	0	0	0	0	0	2
	2022	2	0	0	0	0	0	2
	2023	2	0	0	0	0	0	2
Hawaii	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
Idaho	2021	0	0	0	0	0	0	0
	2022	0	0	0	0	0	0	0
	2023	0	1	0	0	0	0	1

Table No. 3 STATUS OF FRANCHISED OUTLETS For Years 2021 to 2023								
State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non Renewals	Reacquired by Franchisor	Ceased Operations-Other Reasons	Outlets at End of Year
Illinois	2021	5	0	0	0	0	0	5
	2022	5	0	0	0	0	0	5
	2023	5	0	0	0	0	1	4
Indiana	2021	2	0	0	0	0	0	2
	2022	2	0	1	0	0	0	1
	2023	1	0	0	0	0	0	1
Kentucky	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
Louisiana	2021	0	1	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	1	0	0	0	0
Maryland	2021	1	0	0	0	0	0	1
	2022	1	0	1	0	0	0	0
	2023	0	0	0	0	0	0	0
Michigan	2021	3	0	0	0	0	0	3
	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3
Minnesota	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	1	0	0	0
Missouri	2021	0	1	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
Nebraska	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
Nevada	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	1	0
New Jersey	2021	0	1	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
New York	2021	1	0	0	0	0	1*	0*
	2022	0*	1*	0	0	0	0	1
	2023	1	0	0	0	0	0	1
North Carolina	2021	2	0	0	0	0	0	2
	2022	2	1	0	0	0	0	3
	2023	3	0	0	0	0	0	3

Table No. 3 STATUS OF FRANCHISED OUTLETS For Years 2021 to 2023								
State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non Renewals	Reacquired by Franchisor	Ceased Operations-Other Reasons	Outlets at End of Year
Ohio	2021	4	0	0	0	0	0	4
	2022	4	0	0	0	0	0	4
	2023	4	1	0	0	0	0	5
Oklahoma	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
Oregon	2021	1	0	0	0	0	0	1
	2022	1	0	1	0	0	0	0
	2023	0	0	0	0	0	0	0
South Carolina	2021	3*	1*	0	0	0	0	4
	2022	4	0	0	0	0	0	4
	2023	4	0	0	0	0	0	4
Tennessee	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2023	1	0	0	0	0	0	1
Texas	2021	11	1	0	0	0	0	12
	2022	12	0	0	0	0	0	12
	2023	12	1	1	0	0	0	12
Utah	2021	3	0	0	0	0	0	3
	2022	3	0	0	0	0	0	3
	2023	3	0	0	0	0	0	3
Virginia	2021	3	0	0	0	0	0	3
	2022	3	1	0	0	0	0	4
	2023	4	0	0	0	0	0	4
Washington	2021	2	0	0	0	0	0	2
	2022	2	0	0	0	0	0	2
	2023	2	0	0	0	0	0	2
Wisconsin	2021	1	1	0	0	0	0	2
	2022	2	0	1	0	0	0	1
	2023	1	0	0	0	0	0	1
Total	2021	77*	8*	1	0	0	1*	83*
	2022	83*	6	4*	1*	0*	0	84
	2023	84	6	4	2	0	2	82

***** Historical numbers adjusted to correct reporting errors.

Table No. 4 STATUS OF COMPANY-OWNED OUTLETS For Years 2021 to 2023							
State	Year	Outlets at Start of Year	Outlets Opened	Outlets Reacquired from Franchisees	Outlets Closed	Outlets Sold to Franchisees	Outlets at End of Year
California	2021	0	0	0	0	0	0
	2022	0	2	0	0	0	2
	2023	2	0	0	0	2	0
Missouri	2021	1	0	0	0	1	0
	2022	0	0	0	0	0	0
	2023	0	0	0	0	0	0
Texas	2021	1	0	0	0	1	0
	2022	0	0	0	0	0	0
	2023	0	0	0	0	0	0
Total	2021	2	0	0	0	2	0
	2022	0	2	0	0	0	2
	2023	2	0	0	0	2	0

Table No. 5 PROJECTED OPENINGS AS OF DECEMBER 31, 2023			
State	Franchise Agreements Signed But Outlet Not Opened	Projected New Franchised Outlet in The Next Fiscal Year	Projected New Company-Owned Outlet In the Next Fiscal Year
Alaska	0	0	0
Arizona	0	0	0
California	0	0	0
Colorado	0	0	0
Connecticut	0	0	0
Florida	0	2	0
Georgia	0	0	0
Hawaii	0	0	0
Idaho	0	0	0
Illinois	0	0	0
Indiana	0	0	0
Iowa	0	0	0
Kentucky	0	0	0
Maryland	0	0	0
Massachusetts	0	0	0
Michigan	0	0	0
Minnesota	0	0	0
Missouri	0	0	0
Nebraska	0	0	0

Table No. 5 PROJECTED OPENINGS AS OF DECEMBER 31, 2023			
State	Franchise Agreements Signed But Outlet Not Opened	Projected New Franchised Outlet in The Next Fiscal Year	Projected New Company-Owned Outlet In the Next Fiscal Year
Nevada	0	0	0
New Mexico	0	0	0
New York	0	0	0
North Carolina	0	1	0
Ohio	0	0	0
Oklahoma	0	0	0
Oregon	0	0	0
South Carolina	0	0	0
Tennessee	0	0	0
Texas	0	1	0
Utah	0	0	0
Virginia	0	0	0
Washington	0	0	0
Wisconsin	0	0	0
Total	0	4	0

Exhibit "G" contains a list of our current franchisees, licensees and affiliate-owned units. Exhibit "G" also contains a list of franchisees who have had an outlet terminated, cancelled, not renewed or otherwise voluntarily or involuntarily ceased to do business under the franchise agreement during 2023, or who has not communicated with us within 10 weeks of the issuance date of this disclosure document. If you buy this franchise, your contact information may be disclosed to other buyers when you leave the system.

During the last 3 fiscal years, no current or former franchisees have signed confidentiality clauses that restrict them from discussing with you their experiences as a franchisee in our franchise system.

We do not know of any trademark specific franchisee organizations associated with our franchise system required to be disclosed in this item.

ITEM 21
FINANCIAL STATEMENTS

Attached as Exhibit "B" is our audited Balance Sheet dated December 31, 2023, 2022, 2021, and related Statement of Operations, Cash Flows and Stockholders' Equity for January 1 through December 31, 2023, 2022, 2021. Our fiscal year ends on December 31 of each year.

ITEM 22
CONTRACTS

We have attached the following: As Exhibit "A," the Franchise Agreement and its Exhibits; as Exhibit "E," the Statement of Prospective Franchisee; as Exhibit "I," the GDD Enrollment Agreement; and as Exhibit "J," the form Release Agreement. All other contracts and agreements are to be entered into with persons of your choice and therefore cannot be attached.

ITEM 23
RECEIPTS

The last 2 pages of this disclosure document are a receipt, in duplicate, which is an acknowledgment that you have received this disclosure document. This receipt should be returned to us. Please sign and date the receipt and return one copy to us and keep the other for your records. You may return the signed and dated receipt either mailing it to us at 2150 S. 1300 E., Suite 500, Salt Lake City, Utah 84106, by emailing to us at admin@groutdoctor.com, or by faxing it to us at (877) 615-2173.

EXHIBIT A
TO DISCLOSURE DOCUMENT

FRANCHISE AGREEMENT

FRANCHISE AGREEMENT

By and Between

Grout Doctor Global Franchise Corp.

and

_____

(Franchisee)

THE GROUT DOCTOR®
FRANCHISE AGREEMENT

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A-3	Fee Chart
A-4	Principal Confidentiality and Non-Competition Agreement
A-5	Employee Confidentiality and Non-Competition Agreement
A-6	Approved Grout Doctor Services
A-7	New Franchisee Start-Up Package
A-8	ACH Agreement
A-9	State Specific Addenda to the Franchise Agreement

GROUT DOCTOR®
FRANCHISE AGREEMENT
(_____)

THIS FRANCHISE AGREEMENT ("Agreement") is entered into and made effective as of the _____ day of _____, 20__, by and between Grout Doctor Global Franchise Corp., a Nevada corporation ("Franchisor" or "We," "Us" or "Our" as further defined in Article XXI below) and _____, LLC/Inc. ("Franchisee" or "You" or "Your" as further defined in Article XXI below).

WHEREAS, We have developed a system for the operation of a mobile service franchise business known as The Grout Doctor®, offering to the public residential and small commercial grout, tile and stone cleaning, sealing, re-coloring, repair, re-grouting, re-caulking, related repair and maintenance services, and the system may also include other supplemental services and other related products and services as more fully set forth on Exhibit "A-6" attached hereto and by reference made a part hereof ("Franchise Business" or "Grout Doctor® Business"). The system Includes, the Franchise Business, specific Marks, standards, Manuals, operating procedures, Marketing concepts, cooperative buying, business format, specifications for and the use of certain equipment, the sale of products, supply items, and the use of proprietary and Confidential Information and other Intellectual Property ("System" or the "Grout Doctor® System"); and

WHEREAS, We will provide You with Our confidential Manuals and other materials as created by Us; and

WHEREAS, You are desirous of entering into an agreement with Us so as to be able to obtain the rights to operate a Franchise Business using the System developed by Us; and

WHEREAS, You declare that You have fully investigated and familiarized Yourself with the essential aspects and purposes of the Franchise Business and System and have been advised by counsel chosen by You of the terms and conditions of this Agreement and agree understand that Your consistent and uniform presentation of the System and Franchise Business are essential; and

WHEREAS, Fees due under this Agreement are set forth on Exhibit "A-3" to this Agreement; and

WHEREAS, Article XXI contains certain definitions which apply to this Agreement.

NOW, THEREFORE, in consideration of the mutual covenants, agreements, recitals, obligations, terms and conditions herein contained, and the acts to be performed by the respective parties hereto, the parties hereto agree as follows:

ARTICLE I
AWARD OF FRANCHISE

1.1 Award of Franchise and Territory. We hereby grant to You, and You accept, subject to the terms, conditions and obligations herein, the non-exclusive, non-transferrable, non-sublicenseable personal right to establish and conduct a Franchise Business as Our Franchisee to provide residential and small commercial services (small commercial services are those jobs which take less than 8 hours to complete), along with the right to use the System and the Marks only as specifically set forth herein. This right is granted for use only at a single office location (which may be Your home) approved by Us ("Office Location") within Your Territory as set forth on Exhibit "A-1" attached hereto and by reference made a part hereof ("Territory"). You agree to operate Your Franchise Business at the Office Location within the Territory approved by Us in strict compliance with the terms and conditions of this Franchise Agreement and the Manuals. Your territorial rights are exactly, and only, as expressly set forth in this Agreement.

1.1.1 Territory Rights. Except as set forth in Section 1.3 below, and so long as you remain in compliance with this Agreement, We will not establish or operate a traditional company-owned outlet or grant to any person or entity a franchise within the Territory using the same or similar System as that licensed by this Agreement.

1.1.2 Population Increase. Your Territory will consist of approximately _____ owner occupied households. We have the right to adjust the boundaries of Your Territory if the population in Your Territory increases by 20% or more.

1.1.3 Customers Outside Territory. You will provide services to customers solely in Your Territory, although You may accept business resulting from referrals or unsolicited inquiries from customers outside Your Territory in accordance with the guidelines set forth in Our Manuals which may be revised from time to time by Us. You may engage in indirect Marketing in an area that includes but extends beyond Your Territory under certain conditions. You may not solicit customers from outside Your Territory without our prior written approval. If You do solicit customers outside Your Territory, without our prior approval, then we have the right to require You to send all of the revenues derived from those customers to the franchisee who has acquired the territory where those customers are located, or to us. If a group marketing association is established, the association will establish rules for lead or referral distribution. Other conditions that may exist will be determined on a customer-by-customer basis by us.

1.1.4 Purchasing Additional Areas. If approved by Us, You may purchase additional areas or franchises at a discounted rate of $0.05 for each additional owner-occupied household in the new or amended Territory. You will not receive a new startup kit or additional training at the time of such purchase, but we may require You to attend additional training at Our then current rate as set forth in the Operations Manual.

1.2 Scope of Franchise Operations. You must at all times comply with Your obligations hereunder and must continuously use Your best efforts to promote and operate Your Franchise Business. You agree to obtain Our prior consent before conducting any commercial services in the Territory (see Paragraph 1.3.1 below for more information).

1.3 Franchisor Reservation of Rights. All rights not specifically granted to You in this Agreement are reserved to Us. Nothing contained herein will prevent Us from granting the right to establish or operate, or Us establishing, owning and operating a Franchise Business or similar operation outside of the Territory. Furthermore, We and Our affiliates expressly reserve the right to sell, Market and distribute all Grout Doctor® products in Your Territory and elsewhere using other Marketing strategies and distribution channels Including the Internet, apps, Social Media, catalog sales, direct sales, retail or wholesale outlets, and/or co-branding with others without compensation to You. Except as expressly authorized in Our Manuals, You may not sell Our products and/or services using such reserved Marketing strategies and distribution channels without Our prior written permission. You expressly acknowledge and agree that this license is non-exclusive, and that We retain among other rights, the right, in Our sole discretion: 1) to grant other franchises or licenses for use of Our trademarks in addition to those already granted to existing franchisees; 2) to develop and establish other franchises or licensed systems for the same or similar products or services utilizing the same or similar marks, or any other marks and to grant franchises or licenses thereto; or 3) to use the licensed Marks in connection with the manufacture and sale of products at wholesale and at retail.

1.4 Entity Franchisee. If You are operating as a partnership or an entity, You must designate the principal contact (the "Operating Principal") in connection with Your Franchise Business. The operating principal must be a general partner, manager or controlling shareholder, and must be listed on Exhibit "A-2." The Operating Principal will have the authority to speak for and bind You in all matters pertaining to this Agreement, and Your Franchise Business. You agree not to use Our Marks or any other name similar thereto in the name of any partnership or entity owned or formed by You, whether to own or operate Your Franchise Business or otherwise. However, You are required to file a DBA as set forth in Section 3.9.

1.5 Restriction of Rights. The rights and privileges granted to You under this Agreement are personal in nature. This Agreement is granted solely for the operation of a Franchise Business at the Office Location and will not extend to the operation of a Franchise Business or any other use of the System outside from any other location within or outside Your Territory, or in any other manner, except as may be allowed by this Agreement. You cannot operate any other business, Including a competing business, from the Office Location other than the Franchise Business, without Our prior written consent.

1.6 National Accounts. We expressly reserve the right to sell, market and distribute the Grout Doctor® products and related products to all National Accounts, both within and without the Territory. A "National Account" is defined as a company with multiple units or outlets located in more than one geographical area or territory. We will designate if and how franchisees will sell or service National Accounts.

ARTICLE II
TERM AND SUCCESSOR FRANCHISE

2.1 Term. This Agreement will be effective when executed by both You and Us. The franchise term will be for a period of seven years, unless terminated earlier pursuant to Article XI herein. If We are required by law or otherwise to give You notice before the Termination of this Agreement, and fail to do so, this Agreement will remain in effect from month to month until We have given the required notice.

2.2 Successor Franchise. If You are not in default of the terms and conditions hereof and have: (1) complied with and timely met material terms and conditions of this Agreement throughout the initial term; (2) complied with Our material operating and quality standards and procedures and any required modification to such standards and procedures; (3) timely paid all monetary obligations owed to Us during the term of this Agreement; and (4) You are not subject to any pending litigation or governmental proceeding which could have a material adverse effect upon You or Your Franchise Business, You have the right to be awarded a successor franchise ("Successor Franchise") upon the expiration of the original term for an additional term of seven years by giving Us written notice by certified mail, personal delivery, or email with a confirmed delivery and read receipt at least 180 days and not more than one year prior to the expiration date of the term hereof. Your Successor Franchise Agreement will also provide for a successive franchise. Upon receiving Your election to enter into a Successor Franchise, We will have 45 days to provide written notice in the event You do not qualify for a Successor Franchise. Your failure to give such notice will constitute an election not to enter into a Successor Franchise Agreement (defined below). If You fail to elect a Successor Franchise for any reason but continue to operate Your Franchise Business, at Our election You will be deemed to have renewed on a month-to-month basis, and You agree that You will be required to abide by Our then-current fees for royalty, Marketing and other Fees as set out in the Manuals. In addition to Our rights to terminate as set forth in Article XI, Your month-to-month Franchise Business may be terminated by Us upon 30-day prior written notice to You for any reason whatsoever.

2.2.1 Commencement Date for Successor Franchise Term. Unless another date is specified in any Successor Franchise Agreement, which date will supersede, said Successor Franchise term Including, any month-to-month term, will commence on the day following the expiration date of the initial or applicable Successor Franchise term.

2.2.2 Notice of Non-Approval. If We, after receipt of Your notice of election, decide for good cause, not to approve the Successor Franchise, We will give You such notice of non-approval as required by law.

2.2.3 Successor Franchise Agreement. If approved as a Successor Franchise, You will be required to execute Our then-current form of successor franchise agreement ("Successor Franchise Agreement") Including personal guarantees and to sign a general release of all claims against Us arising from this Agreement, the relationship created herein or Your Franchise Business. If You fail to execute such a release, the signing of the Successor Franchise Agreement will be the equivalent of the granting of such a release. The Successor

Franchise Agreement will supersede in all respects the terms and conditions of this Agreement, and You will be obligated to pay royalties and other continuing Fees at the then-existing levels required to be paid by new franchisees. You must sign and return to Us the Successor Franchise Agreement within 90 days prior to the expiration of this Agreement, or You will, at Our election, be deemed to have withdrawn Your request to enter into a Successor Franchise Agreement and this Agreement will Terminate at the expiration of the term then in effect. **It is acknowledged by You that You will be bound by the form of the Successor Franchise Agreement in effect at the time which may contain economic, royalty, Marketing and other Fees and charges, territorial, and other changes in material provisions different from those contained in this Agreement, Including, terms affecting payments to Us or Our affiliates.**

2.2.4 Successor Fee. If approved for a Successor Franchise, You will pay to Us a non-refundable Successor Franchise fee of $500 (see Exhibit "A-3"), payable in full at the time of execution of the first Successor Franchise Agreement.

2.2.5 Successor Franchise Training. Your Operating Principal, You and Your manager(s) may be required to attend and successfully complete trainings, certifications and other programs at such times and locations as We specify. You may be required to cover the expense of travel, meals, lodging, and other related costs for such training.

ARTICLE III
INTELLECTUAL PROPERTY

3.1 Intellectual Property. You acknowledge that: 1) We have the sole rights in and to the System; 2) Your right to use the System is granted by Us solely pursuant to the terms of this Agreement; and 3) as between You and Us, We have the sole right to license and control the Marks, System, and all copyrights, Confidential Information, trade names, trade dress, and other Intellectual Property.

3.2 Use of Intellectual Property. You have a non-exclusive right to use the Marks and other Intellectual Property only in connection with Your Franchise Business and in accordance with Our Manuals and this Agreement. You understand and agree that the use of the Intellectual Property, System, and goodwill are all temporary benefits and expire with the Termination of this Agreement. You expressly covenant that during the term of this Agreement and after the Termination thereof, You will not: (1) directly or indirectly contest or aid in contesting the validity of Our ownership of or rights in the Intellectual Property; (2) in any manner interfere with or attempt to prohibit Our use of the Intellectual Property and derivatives thereof or any other name, trademark, or service mark that is or becomes a part of Our System; or (3) interfere with the use of the Intellectual Property by Our other franchisees or licensees at any time. You agree to use the Intellectual Property and System only in connection with the operation of Your Franchise Business and only in the manner allowed by this Agreement.

3.3 Our Marks. You acknowledge that as between You and Us, the Marks and derivatives thereof are valid trade names, trademarks and service marks owned by Us or licensed to Us. You understand that, by agreement, several unrelated parties located in California have the right to use the name "The Grout Doctor" and some operate under a different agreement with different restrictions on the use of the Marks.

3.4 Use of Marks. You will only use Our Marks licensed by this Agreement and only with the letters "TM", "SM" or "®", as appropriate, approved and as instructed by Us, whenever and wherever such Marks are used. You will not use Your own name or any other name service or product in connection with any of Our Marks without Our prior written consent. You are prohibited from using any Mark in connection with the performance or sale of any unauthorized service or product or at any location not approved in writing by Us. You agree to not use the Marks in any manner that would or may cause the Marks or the System to be subject to any ill repute or negative publicity. You will not use the Marks on any inter-company documents to identify Your Franchise Business or entity (Including in or on employee manuals, handbooks, emails, letterhead) or on business checks or bank accounts. All communications with Your employees will be under Your entity name.

3.4.1 Cooperation. You agree to execute any and all additional papers, documents and assurances in connection with the Marks as reasonably requested by Us and agree to cooperate fully with Us and any of Our other franchisees or licensees in securing all necessary and required consents of any state agency or legal authority for the use of the Marks or any other name, trademark, service mark, logo or slogan that is now or later becomes a part of Our System. You further agree to immediately notify Us as soon as You become aware of any infringement or apparent or alleged infringement of the Marks or any part of the Intellectual Property.

3.4.2 Use in Marketing. You have the right to use the Marks in Your Marketing efforts only as set forth in Article X.

3.4.3 Modification of Marks. You agree that We have the right, in Our reasonable discretion, to require You to change, modify or discontinue the Marks or to use one or more additional trademarks, service marks, logo types and/or other symbols in connection with the operation of the Franchise Business. In that event, You agree to bear the cost of using such additional or modified Marks or items in accordance with Our reasonable directives.

3.4.4 No Registration. You agree not to make application for registration or other protection of any of the Marks, or any other trademarks, service marks, symbols, names, slogans, logos, trade names or any items that are similar or derivates therefrom in any jurisdiction without Our prior written consent and then only upon the terms and conditions specified by Us in connection therewith.

3.4.5 Restricted Use of the Marks. The trademarks will be used only in connection with grout cleaning and restoration procedures, and other business, products and services as may be approved or specified in writing by Us and will at all times be used only in a manner approved by Us. The list of approved services is attached as Exhibit "A-6" of this Agreement and by reference incorporated herein.

3.5 Copyrights. All right, title and interest in and to all materials, artwork and designs, used with the Marks or in association with the System ("Copyrighted Materials") are Our 'sole and exclusive property and cannot be reproduced or replicated either during or after this Agreement.

3.6 Manuals. You agree that Our Manuals and other materials and documents provided to You by or through Us will remain Our sole property. You acknowledge that Our menus, formulations, product specifications and the contents of Our Manuals provided to You by or through Us, and Your knowledge of Our formulations, processes, services, products, know-how and the System, are secret, unique and confidential and contain trade secrets and other material proprietary to Us. You agree not to disclose the contents of the Manuals and proprietary items or materials set forth above to unauthorized persons and to follow the procedures set forth in Section 3.10 below to prevent unauthorized disclosure to any person. Such disclosure would cause irreparable harm. You agree to return all Manuals and all copies of all or any parts thereof and all other documents containing confidential or proprietary information to Us upon Termination of this Agreement or at such times as may otherwise be directed by Us. You agree not to copy or otherwise duplicate in any format Our Manuals or any other proprietary materials.

3.7 Sole Control. You agree that as between You and Us, We will have the sole control over any legal or administrative action concerning the proprietary names and Marks and other Intellectual Property. You must promptly notify Us in writing of any claim, demand or suit by any person, corporation or other entity based upon or in connection with any of the Intellectual Property licensed hereunder in which We have an interest. In the event We undertake the defense or prosecution of any litigation pertaining to any such Intellectual Property, You agree to execute any and all documents and do such acts and things as may, in the opinion of Our counsel, be necessary to carry out such defense or prosecution. If We fail to undertake action within a reasonable time after receipt of Your notice regarding any such claim, demand or suit, then You may, with Our prior written consent (but You will not have the obligation) to undertake the defense of any such proceeding and will do so at Your sole

cost and in strict coordination and oversight with Us and You may not do any act or make any claim which is contrary to or in conflict with Our rights in the Intellectual Property.

3.8 Goodwill. You acknowledge that valuable goodwill is attached to the Marks and System, and that You will use the same solely in the manner prescribed by Us and will carry out Your Franchise Business under such names and Marks in accordance with operational standards established by Us from time to time. Any and all goodwill associated with the Marks and System"" that might be deemed to have arisen through Your activities, is Our sole property and inure directly and exclusively to Our benefit, except as otherwise provided herein or by applicable law.

3.8.1 Customer Data. Any and all customers, and customer and potential customer data and lists ("Customer Data") even if deemed to have arisen through Your activities, is Our sole property and inures directly and exclusively to Our benefit. You have a royalty-free non-exclusive right to use the Customer Data during the term of this Agreement. You must provide Us copies of all Customer Data upon request. You agree to abide by all applicable laws pertaining to the privacy of consumer, employee and transaction information, and if We allow You to use the Customer Data to transmit advertisements to customers and potential customers, You will be solely responsible to comply with the laws pertaining to the sending of emails or other transmission of information, Including any anti-spam legislation.

3.9 Use of Name. Within 30 days of signing this Agreement, You must file for a certificate of assumed or fictitious name or a "doing business as" name ("DBA") in the manner required by the law in the state where Your Franchise Business is located so as to notify the public that You are operating Your Franchise Business as an independent business pursuant to this Agreement, and Include Your assigned franchise designation in such filing. Failure to do so is a default of this Agreement. You must provide Us with a copy of Your DBA registration and/or certificate upon receipt of the same, and upon Our request from time to time. You will display a standard sign and/or plaque, as may be provided or required by Us, at Your Office Location indicating that the business is independently operated and owned as a franchised business.

3.10 Maintaining Secrecy. You agree to: (1) fully and strictly adhere to all security procedures prescribed by Us in Our sole discretion for maintaining the secrecy of proprietary information; (2) disclose such information to Your employees only to the extent necessary to market Our products and services and for the operation of the Franchise Business in accordance with this Agreement; (3) not use any such information in any other business or in any manner not specifically authorized or approved in writing by Us; and (4) exercise the highest degree of diligence and make every effort to maintain the absolute confidentiality of all such information during and after the term of this Agreement. You agree that We have the sole rights to certain business know-how ("Know-How") pertaining to grout cleaning and restoration procedures and that no goodwill associated with any of the Know-How will inure to You. It is further agreed that the items of this Know-How constitute trade secrets of Ours which are revealed to You in confidence and You will not, at any time during the term of this Agreement or any time thereafter use or attempt to use the Know-How in connection with any other entity or business in which You have an interest, direct or indirect, nor will You disclose, duplicate, reveal, sell or sublicense the Know-How or any part thereof or any way transfer any rights in the Know-How except as authorized by Us.

3.11 Changes to the System. If You or We, during the term of this Agreement or any interim period, conceive or develop any improvements, changes, modifications, enhancements or additions to the System, Copyrighted Materials, Manuals, website, Social Media, Marketing materials, apps, or any other documents or information pertaining to or relating to the System, or any Intellectual Property related to the System or any creative concepts, Marketing and promotional ideas or inventions related to the System, whether implemented in the System or not (collectively, the "Improvements"), You will fully disclose the Improvements to Us, without disclosing of the Improvements to others, and will obtain Our written approval before using or implementing these Improvements. All Improvements You create will be owned by Us and considered a "work-for- hire" as defined in Section 101 of Title 17 of the United States Code (the "Copyright Act"). If all or part of any Improvement or a derivative thereof, which You create is, for any reason, deemed not to be a work-for-hire, then You hereby

irrevocably transfer and assign to Us or Our affiliate, all right, title, interest and ownership Including license rights, in the Improvement or derivative, and You agree to execute any document necessary to effectuate the transfer and assignment. To the extent You have any moral or similar rights in an Improvement or derivative, You expressly waive those rights. Any Improvement may be used by Us and all other franchisees without any obligation to compensate You. We reserve the right to make application for and own Intellectual Property relating to any such Improvement, and You will cooperate with Us in securing these rights. We may also consider any Improvement as Our trade secrets. At Our discretion, We may authorize You to utilize any Improvement that may be developed by You, Us or other franchisees.

ARTICLE IV
VEHICLE AND COMMENCEMENT OF OPERATIONS

4.1 Base of Operation. You will generally operate Your Franchise Business from Your car, van or truck which is required to feature the Grout Doctor® Marks as required by Us in Our Manuals.

4.1.1 Office Location Approval. We recommend that Your Office Location be located at Your home and most of Our franchisees operate their franchise business from a home office. If You have an Office Location other than Your home it must be approved by Us in writing and must be within Your Territory. However, it will be Your responsibility, at Your sole cost and expense to select Your Office Location within Your Territory. You must provide Us with the street address of proposed site and such other information as We request. **We do not prepare demographic studies or otherwise evaluate the potential success of Your proposed site, nor do We provide You with a site checklist or other similar information, and We do not warrant or guarantee the success of the location or site.** If You want to relocate Your Franchise Business or Territory, You must first obtain Our approval in writing and pay Us a relocation fee of $1,000. If the relocation results in a change to Your Territory boundaries, We will designate Your new Territory and You will be required to pay for each additional household in the new Territory at the discounted rate of $0.05.

4.1.2 Competing Business. Your Office Location must not be used for any competing business without Our prior written consent.

4.2 Vehicle. You must use an approved vehicle for the operation of Your Franchise Business. You are required to follow Our specifications for vehicles and marketing on the exterior of Your vehicle, as set forth in Our Manuals, at Your cost. Each vehicle used in the operation of Your Franchise Business will display the approved colors and signage (truck wrap or vehicle magnets). Each vehicle used in the operation of Your Franchise Business must have approved wrap or vehicle magnets prior to using any such vehicle in association with Your Franchise Business, and in any event no later than 30 days following the execution of this Agreement. If the vehicle wrap or magnet becomes damaged, disfigured, worn out, or otherwise ceases to properly portray the System and the franchise, You are required to repair, rewrap, or otherwise fix the wrap or magnet in accordance with Our System standards. You are responsible to ensure that these specifications conform to all applicable laws. You are solely responsible to provide the required licenses, insurance, maintenance, and upkeep for all vehicles. You must ensure that all vehicles used in association with Your Franchise Business are maintained in good condition and repair. If any vehicle suffers external damage, unreasonable wear and tear, or other damage You are responsible to correct such no later than 30 days following any such damage or wear and tear. If You lose access or use of Your approved vehicle for any reason, or if Your approved vehicle ceases to meet Our standards, then You must correct any deficiency or secure a new approved vehicle no later than 30 days following notice from Us.

4.3 Commencing Operations. You are required to commence operations in no case later than 90 days following the signing of this Agreement.

4.3.1 Failure to Commence Operations. If You fail to commence operations as provided above, this Agreement is subject to termination by Us, at Our option. You will not receive a refund if You are unable to find an approved location.

4.4 Equipment. We provide You with all equipment necessary for the initial start of Your Franchise Business upon completion of training in Our initial start-up package. The start-up package includes the items specifically set forth on Exhibit "A-7" attached hereto and by reference made a part hereof. You are responsible for any damage caused to the start-up package after You receive it. Thereafter, You are required to obtain by purchase or lease all inventory, vehicles, tools, and equipment with Our specifications and as may be necessary for proper and efficient operation of Your Franchise Business and to maintain such inventory, tools, vehicles and equipment in good working order.

4.5 Supplemental Services. We may offer training for supplemental services to be provided by You through Your Franchise Business. You are not required to offer supplemental services, but if You choose to offer them, You must have operated Your Franchise Business for at least three months before You request to be trained by Us to offer these supplemental services to the public. You must pay Our then current training Fee for each person to be trained in these supplemental services. If You have a manager, other than You, he or she must also be trained in these supplemental services and pay the training fee. From time to time We may amend the supplemental services available to You. Providing supplemental services may require You to purchase or lease additional equipment or supplies.

4.6 Data Center System. We provide a data center voice mail and data entry system ("Data Center") which a message retrieval, distribution and data entry center, established for processing, distribution and entry into Your Grout Doctor Franchise Management Software of calls from prospective customers by zip code, insuring the integrity of Your Territory, Including, quality control for complaints, etc. You must utilize the Data Center and pay the then-current fee for this service. The fee must be received by the first day of each month for that month's service. We provide a designed Marketing email and a local access number, Including, a listing in directory assistance, the white pages and the Yellow Pages, when possible. It will be a material breach of this Agreement in the event You conduct any Marketing using any other email or telephone number. The only exception We allow is if You need to use tracking phone numbers for some services and We approve such tracking numbers and/or services prior to use, in writing.

ARTICLE V
FEES AND REPORTS

5.1 Initial Franchise Fee. You will pay an initial franchise fee of $_____ for _____ owner occupied households in Your Territory Your initial franchise fee is based on the number of owner-occupied households in your territory calculated at the rate of $0.10 per household. (Example 1: 150,000 households times $0.10 = $15,000. Example 2: 200,000 Households times $0.10 = $20,000.) A minimum territory size is approximately 150,000 owner-occupied households and a maximum territory size is approximately 200,000 owner-occupied households. The number of households located within a territory is determined by the use of Map Business Online computer software. This software also provides demographic information by zip code for the households within the territory. This software is automatically updated annually. The franchise fee is payable in a lump sum by cashier's check or by draft at the time of execution of the franchise agreement (however this provision may not be applicable in certain states, see state specific addenda). The initial franchise fee is fully earned by Us and is non-refundable except as set forth in 5.1.1 below. No rights or privileges under this Agreement must exist until the initial franchise fee is paid in full.

5.1.1 Limited Refund. In the limited event that You fail to satisfactorily complete the training and testing required by Us to operate Your Franchise Business to Our reasonable satisfaction at Our sole discretion, We will be deemed to have reasonable cause to terminate this Agreement according to Section 11

hereof. Upon this termination, the initial portion of the Franchise fee, less $6,675 for Our sales efforts and less any actual out-of-pocket expenses incurred by Us in connection with the Franchise, will be returned to You.

5.2 Royalty. You must pay Us a non-refundable on-going monthly royalty as follows, or a minimum payment of $0.00383 per household, whichever is greater:

9% of Your Gross Sales if Your Gross Sales are from $0 to $8,000
8% of Your Gross Sales if Your Gross Sales are $8,001 to $12,000
7% of Your Gross Sales if Your Gross Sales are $12,001 to $15,000
6% of Your Gross Sales if Your Gross Sales are $15,001 to $35,000
An additional 2% on all Gross Sales over $35,000.

With the exception of payments on Gross Sales over $35,000, the royalty amount is on the total amount. For example, if total monthly Gross Sales equal $14,500, You will pay 7% on the total amount of Gross Sales. The royalty is in consideration of Your right to use the Intellectual Property and the System in accordance with this Agreement, and not in exchange for any specific services We render. We reserve the right to collect this fee weekly in the future.

5.2.1 Royalty Deferment. Notwithstanding anything to the contrary contained in this Agreement, You are not required to pay the Royalty for the first month You are open for operation. Your royalty will be reduced by fifty percent for the following two months. You will be required to pay the full royalty amount each month thereafter. The monthly Royalty for Your second month after opening of the Franchise Business will be due on the 5th day of the following month. If You begin operation on any day subsequent to the first day of the month, the Royalty will be prorated based on the number of days You are in operation during this partial calendar month.

5.2.2 Change in Law. In the event there is a change in the law or a discovery of a law affecting the collection of royalties, You agree to allow Us to modify which sales of products, goods or services sold or rendered by You will be calculated as "Gross Sales." In no event will the modification of royalties result in Your payment in excess of the royalty set forth above in this Section 5.2.

5.3 Marketing Fees.

5.3.1 Marketing Fund. In addition to the initial franchise fee and ongoing royalty, You must pay Us a monthly Marketing fee of up to three percent (see Exhibit "A-3") of Your Gross Sales for Our Marketing and promotion programs. The current fee is one percent (1%). We have the right to increase the Marketing Fund fee upon 60 days' written notice to You. The Marketing fund fees are deposited into a separate bank account specifically designated for Our Marketing activities.

5.3.2 Local Marketing. You must also allocate and spend a minimum sum equal to 20% of Your monthly Gross Sales or $2,000 per month, whichever is greater (see Exhibit "A-3"), on local Marketing on a local level during the first six months of the operation of the Franchised Business. Upon completion of the first six months, Your Marketing allotment will be at a minimum of $1,200 per month, but we highly recommend that You continue Marketing at the rate of 15% to 20% of Your Gross Sales. You must substantiate the minimum Marketing outlays required by supplying this information to Us as We may require Including, tear sheets and paid Marketing invoices. You may only use Marketing materials approved by Us. We reserve the right to increase the minimum local Marketing requirement if We determine, in Our sole discretion, that to do so will be in the best interest of the System. Any increase will not exceed the greater of 20% of Gross Sales or $2,000 per month.

5.3.3 Marketing Group Association. In the event a local or regional Marketing group association is formed, You will be required to contribute to the Marketing association as established and assessed by the association. This contribution may vary in the timing of the assessment and according to the vote and rules

of Your Marketing group association but will not exceed Your required annual local Marketing amount in any single year, unless a majority of members in Your association vote to increase the contribution amount. Monies spent for association Marketing, if any, may be counted in satisfying the above-referenced local Marketing requirement.

5.3.4 Data Center Fee. You must pay Us a monthly Data Center fee the amount of which is set forth in Our Manuals and may be adjusted from time to time by Us. This is payable by the 5th of each month for that month's service. This is a required fee and You may not opt out of this service. You are required to sign a separate agreement for this service, which agreement is controlling in the event of a dispute.

5.3.5 Technology Fee. We may impose a technology fee for the software and other technology that we implement in the system. We do not currently charge for this fee, but we reserve the right to impose this fee upon 30 days' notice to You. If implemented, the fee may be used for the costs and maintenance of the software and other technology Including, payment to employees.

5.4 Calculation and Reporting. The calculation, reporting and payment of the royalty and Marketing fee specified in Sections 5.2 and 5.3 above will be made as follows:

5.4.1 Gross Sales Report. You must submit to Us via Your Grout Doctor® Franchise Management Software, or other electronic reporting program We may establish from time to time, not later than the last day of the month, a report of the financial activity of the immediately preceding month showing all monies received or accrued, sales or other services performed and such other information concerning Your financial affairs as We may reasonably require. For purposes of this Agreement, such information must be referred to as the "Gross Sales Report." We reserve the right to require all reports to be submitted weekly in the future.

(i) Data Entry. You are required to stay current with the input of Your data entry into the Franchise Management software. You must enter Your data not less than weekly and on the last day of each month. **You must also send a completion report to us on the last day of each month representing that all invoices and receipts have been recorded. Failure to send the completion report will result in us drafting an amount equal to the minimum royalty payment, plus $1,000.**

5.4.2 Payment Due Date. All royalty, Marketing, data center, and all other Fees must be paid in accordance with Our then-current electronic funds transfer, ACH or other automatic withdrawal program or as specifically directed by Us. Currently, the royalty and Marketing Fees as shown and calculated on the Gross Sales Report are due and payable and must be received by Us or credited to Our account by pre-authorized bank debit and automatically withdrawn from Your Operating Account on or before the 5th day of the month for the previous month's Gross Sales (the "Due Date"). Marketing fees are due on the 15th of the month. You will sign those documents as may be required by Us to permit Us to withdraw from Your general operating account the amounts due to Us. We reserve the right to require weekly payment of all royalty, Marketing, and other Fees in the future. We may require that all reports and payments be submitted electronically. If We implement such a program You will participate in and comply with the program.

5.4.2.1 Operating Account. You agree not to have more than one Operating Account. If You fail to timely report Gross Sales, We may automatically sweep or debit an estimated amount of royalties and Marketing fees and other Fees due to Us. You will be responsible to pay Us any amount owing if We underestimate Your payment to Us, and We will credit You with any overage that We charge. You must maintain a minimum of $500 in Your Operating Account at all times for business emergencies, even after You pay royalties to Us.

5.4.3 Late Fees. If a required Fee or report is not timely received by Us as set forth above, You will be assessed a late Fee, plus interest for each day the Fees or reports are not received by Us. These fines are due within 10 days of notice to You, and the amounts may be adjusted by Us from time-to-time in the Manuals.

5.4.4 Interest. In addition, all Fees not paid when due will be assessed and accrue interest from the Due Date to the date of payment, both before and after judgment at the rate of 18% per annum or the maximum rate allowed by law, whichever is less. In no event will any amounts be charged as interest or late fees or otherwise which exceed or violate any applicable legal restrictions. Unpaid interest charges will compound annually.

5.4.5 Taxes. If there is hereafter assessed any nature of sales tax or use tax or other tax on Fees or other sums previously or hereafter received by Us under this Agreement ("New Tax"), then in addition to all Fees and other payments to be made by You as provided in this Agreement, You must also pay Us or the taxing authority, a sum equal to the amount of such New Tax. Any New Tax paid to Us will be paid when due to the taxing authority.

5.5 Financial Statements. You must submit to Us within 90 days after the end of each calendar year during the term of this Agreement, a complete financial statement for the preceding calendar year, Including, profit and loss statement and balance sheet. The financial statement and accompanying documents do not need to be audited unless specifically requested by Us, at Our discretion. You must provide Us with annual financial statements, Including a profit and loss statement in accordance with the standard profit and loss statement template and balance sheet template required by Us to be used by You in Your Franchise Business, within 90 days of the end of the fiscal year end. The financial statements and accompanying documents do not need to be prepared by Your accountant or audited unless specifically requested by Us, at Our discretion. You must also send Us a copy of Your annual income taxes each year to be received by Us no later than 30 days following the filing due date.

5.5.1 Access and Use of Financial Records. We or Our certified public accountants or other duly authorized agent, will have the right during normal business hours to conduct computer and other audits and to examine and make copies of Your books, records, financial statements and sales and income tax returns, and You agree to keep complete and accurate books and records of the operation of Your Franchise Business.

5.5.2 Audit of Books and Records. In the event that any audit or investigation discloses a deficiency of two percent or more of the Gross Sales in the computation or payment of the royalty or Marketing fee due to Us, You must immediately pay Us the amount of the deficiency, the appropriate fee for late charges, and You must reimburse Us for the total expense of the audit or investigation, Including, the charges for the accountant and the travel expenses, room, board and other costs incurred in connection with the audit. Your failure to report Gross Sales for any time period or Your failure to retain and have available readable and organized required records will be deemed an understatement by more than two percent.

5.6 Application of Payments. We can apply any payments received from You to any past due or then-current indebtedness of Yours for any payments owing to Us.

5.7 No Refunds. Unless otherwise stated above, the Fees set forth in this Agreement are not refundable.

5.8 Funding. You are solely responsible for obtaining all funding for Your Franchise Business. Failure to obtain sufficient initial funding for opening Your Franchise Business is grounds for termination of this Agreement.

5.9 Customer Complaints. If We handle a customer complaint against You, You must pay Us a per incident Fee as set forth in the Manuals, plus You must reimburse Our costs to resolve the matter, if applicable.

5.10 Non-Compliance Fines. You will be subject to fines and charges as set forth from time-to-time in the Operations Manual for non-compliance with Our mandatory policies and procedures. Such fines and charges are to be paid upon billing or in accordance with Our electronic funds or automatic withdrawal program, if established. See Exhibit A-3.

ARTICLE VI
FRANCHISEE'S COVENANTS

6.1 Business Operations. In addition to other obligations, requirements and covenants set forth in this Agreement, You agree as follows:

6.1.1 Compliance with Applicable Laws. You will adapt, at Your expense, the specifications to Your Franchise Business location in accordance with local, state and federal laws, rules and ordinances. You are solely responsible for ensuring compliance with all other applicable laws, ordinances and regulations or ruling of every nature whatsoever which in any way regulate or affect the operation of Your Franchise Business. You agree not to engage in any activity or practice which results, or may reasonably be anticipated to result, in any public criticism of Our System or any part thereof.

6.1.1.1 Licensing. You agree to obtain and maintain all required permits and licenses for the operation of Your Franchise Business. You agree to indemnify and hold Us harmless from any such violation or non-compliance. We have not made and You have not relied on any representation that no licenses, or only certain licenses, permits, etc., are necessary in connection with the operation of Your Franchise Business.

6.1.2 Appearance and Customer Service. You must establish and maintain all vehicles used in association with Your Franchise Business, and the Office Location in clean, attractive and repaired condition; wear the required uniform designated by Us; carry proper identification; and give prompt, courteous and efficient service to the public and otherwise operate Your Franchise Business in strict compliance with Our System and policies, practices and procedures contained in Our Manuals or otherwise communicated to You in writing and promulgated or provided to You from time to time so as to preserve, maintain and enhance the reputation and goodwill of Our System. We reserve the right to require that Your employees comply with any dress code, Mark or other brand-related standards that We may require, and/or otherwise identify themselves with the Marks at all times in the manner We specify while on a job for Your Franchise Business.

6.1.3 Signage. You must have at least one vehicle wrap or magnetic vehicle sign displaying Our Marks, and in conformance with Our prototypical signage. In addition, You agree to have the number of additional signs as provided in Our Manuals. All signs to be used on, in, or in connection with Your Franchise Business must meet Our specifications and must be approved in writing by Us prior to use by You. You agree to maintain all signs in good condition and to undertake such repairs and or replacements at Your expense as We reasonably determine to be necessary.

6.1.4 Training. Your Operating Principal and Your managers, if other than Your Operating Principal, are required to attend and successfully complete Our training program prior to opening Your Franchise Business (the training program is described in Paragraph 7.4). In addition, You are required to implement a training programs related to brand and trademark quality control for Your employees in accordance with Our Manuals and all other training programs as may be specified by Us from time to time for which a Fee may be charged. All attendees attending a training must sign a non-disclosure agreement acceptable to Us before attending training.

6.1.5 Other Agreements. You agree to execute all other agreements required under this Agreement or as reasonably requested by Us from time to time and to provide Us with a copy within 15 days of execution.

6.1.6 Management. Your Operating Principal is required to personally participate in the direct operation of Your Franchise Business. However, Your Franchise Business must be managed by either Your Operating Principal or a designated manager who will be required to devote his or her full time, attention and best efforts to the management and operation of Your Franchise Business. You must disclose the identity of Your Operating Principal and designated manager to Us and You must immediately notify Us in writing if Your

Operating Principal or designated manager is no longer acting in such capacity. You agree to devote primary attention to Your Franchise Business. Your Operating Principal and any manager (if applicable) must successfully complete and pass Our initial training program before assuming management responsibilities. Your Operating Principal is not required to work a certain or minimum number of hours; however, Your Operating Principal must maintain sufficient inventory, supplies and products, and must work sufficient hours and employ adequate personnel to operate Your Franchise Business so that Your Franchise Business is operating at its maximum capacity and efficiency. Your Operating Principal must devote their primary attention to the Franchise Business, and You, Your Operating Principal and Your manager must keep free from any conflicting or competing enterprises or any other activities which would be detrimental to or interfere with the operation of Your Franchise Business. You understand and agree that this Agreement is granted based on Your commitment to Your Franchise Business. The possible success of Your Franchise Business is largely a function of the time, skill and energy You devote to it. Absentee management may significantly increase the risks associated with Your Franchise Business.

6.1.7 Operational Hours. You must operate Your Franchise Business at least five days per week throughout the year (unless waived in writing by us) and at the hours We may designate.

6.1.8 Remodel and Upgrades. At Your expense, You agree to modernize, upgrade or otherwise refurbish Your vehicle from time to time as We may reasonably direct, but not more often than every five years (except for required changes to the Marks, which We may require at any time) to conform to the design, color schemes and presentation of trade dress consistent with Our then-current public image, except for required changes to Trademarks, which may be made at any time and in any frequency. The purpose of upgrades is to ensure that all vehicles may have a uniform look and appearance.

6.1.9 Your Employees. You are solely responsible for the hiring, firing, compensation, benefits, managing, and training of Your employees. Other than management training, We do not assist You in the hiring, firing, management, or other employment decisions regarding Your employees, or in creating any policies or terms and conditions related to the management of Your employees or their employment. The only training assistance We provide is the training of Your managers as part of the initial training. We may provide You with an employee guide or manual, but it will only be a sample of certain employment matters unless otherwise expressly provided by Us. It is Your responsibility to comply with local and federal labor and employment laws.

6.1.10 Insurance.

(i) Minimum Limit Requirements. You must at all times during the entire term of this Agreement and at Your own expense keep in full force, by advance payment(s), the following minimum insurance policies, obtained from a company rated "A" or better by A.M. Best & Company, Inc., which minimums may be adjusted from time to time in Our sole discretion:

(a) Liability Insurance:

(1) General liability occurrence insurance insuring against all liability resulting from damage, injury, or death occurring to all persons or property in or about the Franchise Business (Including broad form property damage and products liability insurance), the liability under such insurance to be not less than $1,000,000 per occurrence and $2,000,000 in the aggregate (combined single limit for personal injury, Including bodily injury or death, and property damage); and

(2) Commercial auto liability insurance Including all owned and non-owned and hired vehicles used in the business with deductibles not to exceed $1,000, but in no instance will your limit of liability be less than $100,000/$300,000/$50,000 or a minimum combined single limit of not less than $250,000; and

(b) Property Insurance. Casualty insurance against fire, theft, windstorm and extended coverage insuring Your inventory, equipment, and personal property, for the full replacement value;

(c) You must also maintain and keep in force all insurance on Your employees that is required under all federal and state laws.

(ii) Policy Requirements. Other than worker's compensation, these policies must insure both You, Us and Our nominees as additional insureds, without regard to any other insurance program which We may have in effect, against any liability which may accrue by reason of or relating to Your ownership, maintenance or operation of Your Franchise Business. These policies will stipulate that We will receive a 30-day written notice of cancellation, modification or termination. Original or duplicate copies of all insurance policies, certificates of insurance or other proof of insurance acceptable to Us must be furnished to Us together with proof of payment within 30 days of issuance and within 15 days of any request which We may make from time to time.

These insurance coverage requirements are only minimums. You need to make an independent determination as to whether increased amounts or additional types of insurance are appropriate. If You fail to obtain insurance and keep the same in full force and effect, We may obtain this insurance at Our discretion and You will pay Us upon demand the premium cost. Failure to obtain and maintain the required insurance constitutes a material breach of this Agreement. You will also procure and pay for all other insurance required by city, state and federal law.'

6.1.11 Pricing. We may, to the degree permitted by law, suggest retail prices and specify maximum and/or minimum pricing You may charge for products and services. If We impose a maximum price for any product or service, You may charge any price for the product or service up to and Including the maximum pricing We impose, but You may not charge any price in excess of the maximum pricing. If We impose minimum pricing for any product or service, You may charge any price down to and Including the minimum pricing imposed, but You may not charge any price below the minimum pricing set by Us. Unless otherwise agreed to by Us in writing, You cannot advertise or promote prices lower than, or inconsistent with, Our suggested prices outside of Your Franchise Business. Our pricing policies are intended to benefit the System as a whole and may not maximize Your profits.

6.1.12 Computer and Software. At Your expense, You must purchase the computer system and other computer hardware and software systems designated by Us in strict accordance with Our specifications as they evolve over time. You must have a computer system compatible with accessing the Internet and a high-speed Internet connection at the speed and levels required in Our Manuals. Currently the minimum system requirements are Windows 8 or higher with 1 gigabyte of Ram or the Macintosh equivalents. We provide You with Grout Doctor Franchise Management Software without additional cost to You, but we reserve the right to charge a monthly or annual fee for the software in the future. If We adopt a different computer system or other system in the future, You must adopt it at Your expense. You must modify and upgrade all such items at Your sole expense, Your computer system, hardware and software as We direct in writing from time-to-time. You must provide Us full 24-hour 7-day a week access Including online access and the right to "upload" or "download" information to and from all computer and other systems and to the information and data contained in them. There is no contractual limitation on Our right to receive information through Your computer or other systems. You must use any software We designate from time to time. You agree that You will not make any claim against Us or Our affiliates for any loss, damage, liability or expense caused by or related to failures, errors, acts, omissions, or otherwise of any computer system, hardware or software systems.

(i) Retention of Records. You must record all sales at the time of the sale in Your computer system or other sales recordation system approved or designated by Us from time to time. You must retain all computer records, charge account records, sales slips, orders, return vouchers, sales tax reports and all of Your other business records and related back-up material, tax returns, and financial reports for at least five

years following the end of the year in which the items pertain Including after the Termination of this Agreement. You are required to follow our accounting procedures, line items, and templates and charts of accounts as provided and updated in Our Manuals.

(ii) Merchant Account. If established, at Your expense, You agree to participate in Our merchant account and other point of sale programs as set forth in Our Manuals. You must apply for and maintain debit card, credit card, and other non-cash payment system using the merchant account and merchant account services as set forth in Our Manuals.

(iii) Data Security Standards. At Your cost and expense, You must investigate and ensure that You comply with all payment card industry ("PCI") and data security standard ("DSS") standards, regulations, and requirements; however, We reserve the right to approve of the vendor You use for compliance. You must meet the requirements of, and comply with enhancements and changes to, the PCI and DSS and maintain PCI compliance with the current version of the PCI and DSS. We reserve the right to require an audit (and to designate the auditor) to verify compliance. You must reimburse Us for all costs related to the audit if You are not in compliance. You are responsible to use all required tools, systems, and vendors to complete ongoing PCI requirements Including quarterly external security scans and annual self-assessment questionnaires. You are solely responsible for all costs relating to PCI compliance and data security issues, Including security threats, breaches, and malware. It is Your responsibility to alert Us, not later than 24-hours following a suspected or confirmed data security breach, so that appropriate action can be taken to protect customer data and notify relevant parties. You are not permitted to collect, store, transfer, etc., any unnecessary customer information.

(iv) Additional Technology. In the future, we may require You to have a tablet or smart phone that is capable of running a mobile app for the system.

6.1.13 Conferences and Seminars. In Our discretion, We may hold annual conferences or seminars on a regional or national basis for all franchisees in good standing. These meetings will enable franchisees to come together to discuss improvements, new developments, mutual concerns and resolve business matters. The conference is mandatory for the first 3 years You operate Your Franchise Business, thereafter You must attend at least every other year. You will be assessed a Fee for failure to attend any mandatory conference or seminar. The conferences and seminars may be held at various locations chosen by Us. We may conduct additional seminars and/or conferences to discuss information relevant to Your Franchise Business as determined by Us. If any conference or seminar is held, You may be required to attend, and You must pay all Fees associated with such conference or seminar.

6.1.14 Business Plan. You are required to provide to Us an initial business plan within 30 days prior to the opening of Your Franchise Business. In addition, You are required to annually update Your business plan and submit the updated plan to Us within 90 days after Your fiscal year end.

6.1.15 Required Purchases. You are required to purchase a minimum amount of Grout Doctor® branded products from Us or Our designated supplier for use in Your Franchise Business.

6.2 Quality Control.

6.2.1 Correction of Defects. Should We notify You at any time of defects, deficiencies or unsatisfactory conditions in the conduct of Your Franchise Business, You agree to immediately correct any defect. You agree to establish and maintain an image and reputation for Your Franchise Business consistent with the standards set forth in this Agreement, in Our Manuals, or as otherwise specified by Us.

6.2.2 System Compliance. You agree to strictly follow Our System, Manuals, and other directives promulgated or provided by Us from time to time and to promptly implement changes in Your Franchise Business and to act in good faith in all Franchise Business and System matters and dealings. We may approve

exceptions or changes from the uniform standards which We, in Our sole discretion, believe necessary or desirable. You must at all times maintain a valid email address known and available to Us and frequently checked by You to facilitate Our communications with You. We may deny any or all of the above services to You while You are in breach of this Agreement or in default in the discharge of any of Your obligations to Us.

(i) Incentive Program. If We adopt a loyalty, coupon, gift, or other discount or incentive program, You will be required to implement such program in Your Franchise Business, which may include access to a bank account, established by You, for card charges made at other franchise units.

(ii) Required Purchases. You must purchase all products, equipment, logoed, branded and other items and supplies from sources designated or approved by Us. We currently have a line of products which are marketed and sold to the public through Our website. If You opt in to the Consumer Product Rebate Program, every time a customer uses a code or zip code in Your Territory that represents You, You will receive between 20 – 40% of the sale; You do not receive any payment or other compensation for purchases made without the code. The amount you receive is dependent on the product purchased. Once You opt in to the Consumer Product Rebate Program, We keep track of the various purchases and send You Your portion of the sale and an accounting of the products sold each quarter. You may not market these products through a website created by You or over the Internet except through the Grout Doctor website. You may purchase these items at a discount and offer them for sale to the public except through the Internet. You will be responsible for any sales tax that may become due by selling these products directly to the public.

(iii) Modifications. We have the right to modify, delete, add to and otherwise make systematic and other changes to the System, Intellectual Property, Manuals, and operations, etc. You agree to accept, comply with, be bound by, use, not object to, implement and display all such changes to the System or operations. You will make whatever expenditures are reasonably required to implement such changes or modifications. The modifications may obligate You to invest additional capital in Your Franchise Business and to incur higher operation costs. You must incorporate all such modifications within the time periods that We specify. We will not obligate You to invest additional capital at a time when the investment cannot in Our reasonable judgment be amortized during the remaining term of this Agreement. You are prohibited from making modifications to the System or Your Franchise Business without Our prior written approval.

(iv) Inspections and Visits. You hereby consent to reasonable inspections and audits during normal business hours of Your Office Location and/or service vehicles as set forth in Section 7.5 below.

(v) Non-Contravention. You agree that You will not, at any time, undertake any action, either verbally or in writing, to circumvent, contravene, disparage or undermine the purposes of this Agreement, the System, Us or Our officers, owners, partners, directors, members, managers, representatives, agents or employees.

6.2.3 Compliance Monitoring Service. We reserve the right, from time to time, to evaluate the operation and quality of Your Franchise Business through the use of a compliance monitoring service provided by Us or a third party. We may use such service evaluations to inspect Your Franchise Business at any time at Our expense, without prior notification to You. We may make the results of any service evaluation We pay for available to You, in Our sole discretion. You are required to reimburse Us for any amounts incurred if We find that You are not in compliance.

6.4 Miscellaneous Obligations.

6.4.1 Personal Guarantees. If Your Franchise Business is owned by a business entity, each individual owner, partner, shareholder, member, and owner managers respectively, who own five percent or greater interest, must each personally sign an agreement not to compete and must personally guarantee the

performance of all Your obligations under this Agreement and agree to be personally bound by, and liable for, the breach of every provision of this Agreement.

6.4.2 Drug Testing. We may require You and Your management employees to submit to random drug testing at the time and place We feel necessary to ensure Your compliance with Our policies regarding drug use in the System; however, We are under no obligation to perform such testing on Our or Your behalf. You are required to provide Us a copy of all drug testing results within 30 days from the time You receive such test results.

6.4.3 Employees. For purposes of protecting the System and Marks, You will hire and supervise efficient, competent, sober, drug-free, and courteous operators and employees for the operation of the business and set and pay their wages, commissions and incentives with no liability therefore on Us. No employee of Yours will be deemed to be an employee of Ours for any purpose(s) whatsoever. You must require all employees and contractors to sign agreements by which the employees and contractors may be bound by nondisclosure clauses in the form prescribed by Us, and to furnish Us a copy of each of these signed agreements within 10 days of hiring the respective employee.

6.5 Standards and Control. Any required standards exist to protect Our interest in the System and Marks and not for the purpose of establishing any control or duty to take control over those matters that are reserved to You.

6.6 Required Notices. You are required to provide Us with prompt notice (within five business days of receipt) of any default with regards to late payment of any taxes, government fines, payments owning to any vendors, landlords, or amounts owing to employees or contractors.

ARTICLE VII
FRANCHISOR'S OPERATIONAL ASSISTANCE

7.1 Franchisor's Services. We agree to the following:

7.1.1 Design. We will counsel You in the aspects of setting up Your Franchise Business. We will provide You with general specifications for signs, vehicle wrap, equipment and uniforms. You must meet Our standards and specifications unless waived in writing by Us.

7.1.2 Suppliers and Products. We will provide You with a list of specifications and a list of approved or designated suppliers of Grout Doctor® products, equipment, signs, software, etc. At Our discretion and at any time, We may add to or discontinue working with any of Our suppliers. There is no guarantee or promise that the relationship with any of Our current vendors or suppliers will continue or be available to the System. We do not offer assistance in deliver or installation of any item.

7.1.3 Grand Opening Marketing. We pay an amount equivalent to 10% of Your Franchise Fee, for Your Grand Opening Marketing. If You purchase a Grout Doctor vehicle wrap from an approved supplier within 30 days from the opening of Your Grout Doctor Franchise Business, We will pay $450 for a window wrap, $750 for a partial vehicle wrap and $1,000 for a full vehicle wrap, to an approved supplier. No Grand Opening marketing will be provided nor will any amount be paid toward Your vehicle wrap when additional units are purchased.

7.2 Operations Assistance. We will furnish You with guidance relating to the general operation of Your Franchise Business and, upon reasonable request, make Ourselves available to consult with You by telephone, email, video conference, teleconferences, or website posting during regular business hours during the continuing operation of Your Franchise Business. However, for problems and training for items purchased from a supplier, You must consult with the respective manufacturer or supplier of those items. We are not required to provide in-person assistance to You. If You feel additional assistance is necessary (such as management training),

We will provide such assistance to You based on advance notice, availability of personnel and Your payment a per day per person Fee.

7.3 Warranties. The respective manufacturers or suppliers may replace defective items purchased pursuant to the standard limited warranties of the manufacturer or supplier, and You agree to look to the manufacturer or supplier for any defective items. We do not manufacture any equipment, products or software and do not warrant any item.

7.4 Training. We will train Your Operating Principal and manager in the various practices, policies and procedures of operation of Your Franchise Business. This training includes online classroom training, which will be at Your Operating Principal's home or another location accessible to the Internet. Training also includes hands on training at one of our regional training locations as designated by Us. We will attempt to schedule Your Operating Principal's hands-on training at a regional location nearest to Your Operating Principal, but this may not be possible due to scheduling conflicts. Your Operating Principal and Your manager, if separate from Your Operating Principal, are required to attend the same training and successfully complete the training The length of training is generally nine to ten days but could be longer if Your Operating Principal or Your designated manager fails to successfully complete the training. You must begin operating Your Franchise Business within 30 days of successful completion of the initial training by Your Operating Principal and Your manager. Successful completion will be determined by Our trainers but may include demonstrating knowledge of basic techniques, knowledge of policies and procedures, services, job estimating, approved products, purchasing, measuring and restoration, trouble shooting, daily operations, record keeping, computer software competency, Marketing, and customer service. Training includes physically doing hands on work on jobs. Your Operating Principal must be able to perform such work and understand that neither You, nor any of Your attendees participating in the hands-on work will receive compensation for any such work he or she provides. The training instruction is provided by Us without charge to You for up to two management and/or executive level persons. You may also bring one partner, spouse or employee to the training program at no additional fee to Us. We may agree to train additional people attending the same training session as Your Operating Principal for a Fee. Each person must attend the same training session. If Your Operating Principal does not pass the initial training, as determined by Us, You may receive a refund as described in paragraph 5.1.1 above. All attendees must sign a non-disclosure agreement acceptable to Us before attending training.

7.4.1 Continuing Educational Programs. We reserve the right to require continuing educational programs. We may conduct periodic meetings and seminars for our franchisees, which we may designate as mandatory or non-mandatory. You must attend any meetings and seminars we designate as mandatory, not to exceed one meeting or seminar per calendar year where travel is involved. At these meetings, new ideas and concepts can be exchanged, discussed and implemented. We may charge a fee to cover the costs of such meetings and seminars. In addition, You must pay all costs of travel, lodging, meals, and other expenses for You or Your attendees in connection with such attendance.

7.4.2 Replacement Training. Any new Operating Principal or managers must complete the initial training program for a Fee paid to Us. If required, Your new Operating Principal and/or new manager must be trained and certified within 60 days of hire. Attendees must sign a non-disclosure agreement acceptable to Us before attending training.

7.5 Inspections and Visits. We may conduct periodic evaluations and inspections of Your Franchise Business at reasonable intervals by Our duly authorized representative for compliance with the System, customer service and the standards and procedures set forth in Our Manuals. These inspections may be conducted in person or through remote access such as video or live video conferencing. Our inspections may Include Your Office location, vehicles, business records, and operating procedures, Including all computer drives and electronic storage devices, POS and computer system, reports, account records and tax records. Upon Our request and at all reasonable times, You will provide to Us video and/or images of the interior and exterior of Your Office location and service vehicles as set forth in Our Manuals.

7.6 Trade Show. We will, upon request, provide You with a backdrop signage, table skirt, one The Grout Doctor® lab coats and advisory assistance for trade show booths at trade shows. You must pay Us shipping and handling fees for these items. We reserve the right to require a refundable deposit for these items. It is Your sole responsibility to replace or pay Us for replacement of any damaged or missing Items.

7.7 Interim Management. We may require, based on Your defaults or poor performance (or as set forth in Section 14.10) that We step in to manage Your Franchise Business for a period of time, as We deem advisable for a Fee while We manage Your Franchise Business. You will continue to pay and remain responsible for all royalties, Marketing fees and other Fees required by this Agreement.

7.8 Additional Guidance. Additional guidance, at Our sole discretion, will be furnished in the form of written Manuals, bulletins or other written materials, telephone consultations and/or consultations at Our offices or at Your Franchise Business in conjunction with an inspection of Your Franchise Business. We have the right to communicate directly with Your Operating Principal and managers concerning operational matters that We reasonably believe affect Our goodwill, Marks, or the System.

7.9 Non-Compliance. We may deny any or all of the above services to You while You are in default of this Agreement or any related agreement with Us or an affiliate.

ARTICLE VIII
PURCHASE OF PRODUCTS

8.1 Approved Products and Services. You agree to use, provide, and sell only those products and services that meet Our specifications and/or that are purchased from approved suppliers in accordance with Our Manuals. You agree to promptly add, remove or modify any product or service immediately upon notice from Us. You are prohibited from selling, leasing or offering any products or services not authorized by Us in writing.

8.2 Your Purchases. We or Our affiliates may derive revenue from the sale of required goods and services through mark-ups in prices We charge to You for goods and supplies purchased from Us, or We or an affiliate may receive compensation or discounts from the supplier for Your purchase of such items. You agree that We Our affiliates are entitled to such fees and/or other consideration. However, no mark-up will exceed 19%. Any monies paid to Us for goods or services are non-refundable.

8.3 Unapproved Suppliers or Products. If You desire to purchase any items from an unapproved supplier, You must submit to Us a written request for such approval or request the supplier itself to do so. We may require You to submit samples and other data to permit Us to ascertain whether any such supplier meets Our specifications. We will notify You in writing and within a reasonable time as to whether such supplier has been approved. Prior to evaluation, You will be required to pay an evaluation Fee**,** plus reimburse Us for all reasonable costs and expenses of testing. This Fee is not refundable regardless of whether the requested supplier is approved. A supplier who is able to meet Our specifications may, as determined in Our sole discretion, become an approved supplier for Your Franchise Business only or for the System as a whole. We may make changes in the standards and specifications for approved suppliers. At Our discretion, We may revoke Our approval of an approved supplier upon 30 days' prior written notice.

8.3.1 New Supplier Factors. A new supplier must have: the ability to produce the products, services, supplies or equipment to meet both our standards and specifications for quality and uniformity; production and delivery capabilities and ability to meet supply commitments; integrity of ownership (to insure that its association with ours will not be inconsistent with the Grout Doctor® image or damage the Grout Doctor® goodwill); financial stability; and the negotiation of a mutually satisfactory license to protect Our Intellectual Property.

ARTICLE IX
MANUALS

9.1 Manuals. We will loan You a copy of or allow electronic access to Our Manuals. You may not copy any part of Our Manuals either physically or electronically. Our Manuals are confidential and remain Our property and contain mandatory and suggested specifications, standards and procedures for the operation of Your Franchise Business. Our Manuals may be used by You only in association with Your Franchise Business and only during the term of this agreement. We have the right to revise Our Manuals at Our sole discretion in order to maintain the goodwill associated with the System and the Marks. You will promptly and continuously comply, at Your expense, with all provisions of and modifications to Our Manuals.

9.2 Standards and Procedures. We may establish performance procedures, standards and specifications for the operation of Your Franchise Business and the products and services provided, which will become part of Our Manuals and System. We may change these procedures, standards and specifications at Our discretion, and You must strictly follow and implement these procedures, standards and specifications.

ARTICLE X
MARKETING

10.1 Marketing Fund. You are required to contribute to Our national Marketing and brand development fund ("Marketing Fund") for such Marketing or public relations programs as We, in Our sole discretion, may deem necessary or appropriate to Market and promote the System. The fees for the Marketing Fund are listed in Paragraph 5.3.1. You understand that some franchisees may have different Marketing fees or other obligations from those described in this Agreement. You agree to participate in all Marketing programs instituted by Us.

10.1.1 Marketing Fund Administration. We will direct all such programs, with sole discretion over 1) the creative concepts, materials, endorsements and media used in connection with such programs; 2) the source of the Marketing or public relation efforts; 3) the placement and allocation of such programs; and 4) the composition of all geographic territories and market areas for the development and implementation of such programs. The Marketing Fund can be operated through an entity separate from Us that has all rights and duties of Us relating to the Marketing Fund. We will not be liable for any act or omission with respect to the Marketing Fund or otherwise which is consistent with this Agreement or which is done in subjective good faith. The Marketing Fund may be used, in Our reasonable discretion, to reimburse Us for costs related to the administration of the Marketing Fund and any promotion and marketing efforts intended to benefit the System. We have the right to loan money to the Marketing Fund to cover any deficits. In the event any loan is made, the Marketing Fund will repay the loan over an 18-month period with interest at 5%; there is no prepayment penalty. The Marketing Fund is not in the nature of a trust, fiduciary relationship or similar special arrangement and We disclaim any such relationship.

10.1.2 Use of Marketing Fund Fees. We may use the Marketing Fund to offset a portion of direct costs to manage and maintain the Marketing Fund, Including the payment of staff salaries and other expenses for those employees who may be involved in Marketing Fund activities. You will participate in all Marketing programs instituted by the Marketing Fund or by Us and We may receive payment for providing goods or services to the Marketing Fund. We reserve the right to use fees from the Marketing Fund to place Marketing in national or regional media. We are not required to spend any amount on Marketing directly in Your area or Territory, and We do not have any obligation to ensure that expenditures are or will be used equally in each region or that they will be equivalent to contributions to the fund by other franchisees operating in any geographic area. Any unused marketing funds in any calendar year will be applied to the following years' fund. You may request an unaudited annual report of marketing expenditures within 90 days of the end of each year.

10.1.3 Local Marketing Requirement. You are required to Market locally as set forth in Section 5.3.2. In addition, and upon request, You must submit an itemized report to Us documenting proof of expenditures for local Marketing in a form We may require.

10.2 Local or Regional Marketing Group Association. At such time as We determine that there are a sufficient number of Grout Doctor® franchises in an Marketing Area (defined below), as designated by Us, We may form a local and/or regional marketing group association covering such areas as We, in Our discretion, deem appropriate, and We may disburse such funds as We believe appropriate from the Marketing Fund to any such local and/or regional marketing group associations for local and/or regional marketing. Once established, We will develop or approve the governing documents and make them available to all franchisees within the cooperative area. A local marketing group must provide unaudited quarterly financial reports to us, and those reports will be available for review by franchisees at our headquarters. Upon the formation of a local or regional marketing group association, You will automatically be deemed to be a member of such association as covers the area in which Your Franchise Business is located and will be bound by any decisions made by such association upon a majority rule by members voting. Voting will be on the basis of one vote per franchise unit in good standing in such association. All franchisees and company and affiliate owned units, if any, within the Marketing Area will be required to join and contribute to the fund on the same basis or rate. The cost of Marketing and promotional programs will be allocated among the members in the Marketing Area and each member will contribute equally to the local association fund based on a per franchise unit basis in the Marketing Area. "Marketing Area" is defined as a market with two or more units in the same television, radio or newspaper market, as determined by Us. We have the power to require marketing group associations to be formed, changed, dissolved or merged at any time. You will be required to contribute to the marketing group association as determined by its voting members, but such fees and costs will not exceed Your local Marketing requirement, unless otherwise voted by the marketing group association, and will be credited to Your local Marketing requirement.

10.3 Sample Marketing and Promotional Materials. At Our discretion or upon Your reasonable request, We will provide You samples of Marketing and promotional materials developed by Us from time to time.

10.4 Approval of Marketing. You may develop Marketing and promotional materials and digital Marketing programs for Your use at Your cost. All such materials must be approved by Us in advance and in writing in accordance with Our Manuals. Marketing that has been submitted by verified receipt or submission will be deemed approved if You do not receive written approval or disapproval within 10 business days of the date We receive the submission. We have the right to disapprove previously approved Marketing material at any time.

10.4.1 Marketing Compliance. You agree that Your Marketing and promotional activities must be done in strict compliance with Our Manuals and in good taste and must reflect favorably upon Us and the Franchise System. You agree to submit to Us, prior to publication, copies of all Marketing, promotional and public relations materials, proposed to be used by You Including any use of the Internet, or other digital, electronic or Social Media along with a description of how it will be used, by what media published and such other information thereon as may be reasonably requested by Us. All use of the Internet, or other digital, electronic or Social Media by You in connection with Your Franchise Business will be specified by Us from time to time, and We can prohibit or condition any use by You of the Internet, or other electronic or social media in Our discretion. You are required to participate in all Marketing, email, and other programs as developed by Us, Including the collection of Customer Data and participation in using and promoting apps, as developed by Us and as directed in Our Manuals.

10.5 Internet and Social Media. You may not create a website, apps, Social Media, or similar electronic media whether now or later developed, or use or obtain a domain name consisting of all or any part of the Marks, or that would be confusingly similar to all or any part of the Marks without Our prior written permission. You may not engage in Marketing on the Internet, Including posting items/services on third party re-sell or auction-style websites, Including, eBay®, Craigslist, or Amazon.com, or use of apps without Our prior written permission. If You receive permission from Us for Your own website, use of apps, Social Media, or similar electronic media,

all content placed on the site must be pre-approved in writing by Us, and You may be required to use Our or other designated website designers to create the site for a fee. You are required to provide Us all usernames, passwords and account information, any other information related to any of Your websites and Social Media, and provide Us with administrator access, immediately upon our request. You may be allowed to place pre-approved information concerning Your Franchise Business on Our website and Social Media, as developed by Us. You may not claim any web listing on sites such as Yelp, etc. To the extent that You have any web listings using Our Marks, You hereby assign such accounts to Us, and You must facilitate any transition and assignment with the online directory or Social Media platform within 30 days of signing this Agreement or of creating such listing. You must strictly comply with the policies and procedures established by Us regarding websites, Social Media, and Internet Marketing.

10.6 Your Obligations to Market. We will work together to develop plans for growth, capturing market share and name recognition. Neither We nor You are restricted from Marketing Your Franchise Business in the Territory. Except for the rights expressly given to You, there will be no limitation on Our rights to deal with potential or actual customers located anywhere. You may Market only in Your Territory and may use in Your Marketing only the designed Marketing email provided by Us and the telephone number designated by Us. It will be a material breach of this Agreement in the event You conduct any Marketing using any other telephone number. Except for the rights expressly given to You there will be no limitation on Our rights to deal with potential or actual customers located anywhere.

10.7 Group Marketing. You will, if requested by Us, list separately or participate in a listing in the Yellow Pages of Your local telephone directory containing the copy as may reasonably be specified by Us. The cost of this listing will be paid by You, or by You and other participating franchisees in the case of a joint listing.

ARTICLE XI
BREACH AND TERMINATION

11.1 Default and Termination. We may terminate this Agreement before the expiration of its term if You breach or violate and fail to cure, if curable, any material term, condition or provision of this Agreement in any respect or default in the performance or fulfillment of any material term or provision of this Agreement, Including those breaches set forth herein below. If curable, You must cure a default within the time periods set forth below after receiving notice of default. If the default is one which is incapable of cure, Termination is effective as of the date of the notice of default.

No-Cure Period:

A. Insolvency. You become insolvent, commit an act of bankruptcy, make a general assignment for the benefit of creditors or to an agent authorized to liquidate Your property or assets, become or are adjudicated bankrupt, or voluntarily file a petition in bankruptcy or for reorganization.

B. Unauthorized Duplication. You duplicate the System or use the System or any part thereof in connection with any other business.

C. Repeated Breaches. You repeatedly breach (3 or more times) the same or different conditions of this Agreement or Our Manuals within any 12-month period.

D. Unauthorized Use of Marks. You use any Mark or other proprietary or property right, either tangible or intangible, granted by this Agreement other than in connection with the operation of Your Franchise Business.

E. Public Safety. Your maintenance or operation of Your Franchise Business results in a threat or danger to public health or safety.

F. Misrepresentations. You make any material misrepresentations relating to the acquisition of the Franchise Business; or You engage in conduct which reflects materially and unfavorably upon the operations and/or reputation of Your Franchise Business, Us, or the System.

G. Abandonment. You abandon Your Franchise Business or close the Franchise Business without Our prior written authorization or consent.

H. Unauthorized Transfer. You attempt to Transfer (as defined in Article XVI below) all or any part of this Agreement, Your Franchise Business, or any material portion of the property associated with Your Franchise Business, or an unapproved percentage of Your franchise entity, or You attempt to purport to sublicense to another any of the rights, property licensed to You hereunder, or You otherwise fail, refuse or neglect to obtain Our prior written consent or approval required hereunder.

I. False Reporting. You knowingly or intentionally conceal revenues, maintain false books, or records or submit any false report or payment or otherwise defraud Us.

J. Crimes and Adverse Behavior. You commit or are convicted of or plead guilty or no contest to a felony, a crime involving moral turpitude or any other crime, offense or behavior that We believe is reasonably likely to have an adverse effect on the System, the Marks, the goodwill associated therewith or Our interest therein. You make disparaging remarks against Us, Our management, employees, the System, or Our brand to Our other franchisees or in a public forum Including radio, television, newspapers, the Internet, or Social Media Sites, or You engage in conduct which reflects materially upon the operations and/or reputation of Your Franchise Business, the System or Us in an adverse manner.

K. Unauthorized Competition. You fail to comply with the covenant not to compete during the term of this Agreement or intentionally or recklessly disclose or use the contents of Our Manuals, trade secrets or confidential or proprietary information provided to You by Us in violation of this Agreement.

L. Illegal Drug Use/Intoxication on the Job. You or Your officers, directors, members, managers or principals use illegal drugs or abuse prescription medication or refuse to submit to a drug test. Additionally, You go to a job or provide services while intoxicated whether by use of alcohol, illegal or legal drugs.

5-Day Cure Period:

M. Failure to Pay. You fail to pay for any Fee or an amount due to Us, any of Our affiliates, or other designated, approved or other suppliers or assigns, within the time period specified for such payments by this Agreement, Our Manuals or an agreement specifying the payment concerned.

N. Failure to Accurately Report. You fail to accurately report Your Gross Sales or fail to submit any reports or records required under this Agreement or Our Manuals.

15-Day Cure Period:

O. Act in Contravention. You perform or undertake any action to undermine or circumvent this Agreement, the System, or Grout Doctor Global Franchise Corp. as more fully set forth in paragraph 6.2.2(vi).

30-Day Cure Period:

P. Except as otherwise provided herein, You fail to comply with any other provision of this Agreement or Our Manuals.

11.1.1 Adequate Assurance. When reasonable grounds for insecurity arise with respect to the performance of Your obligations under this Agreement, We may in writing demand adequate assurance of due performance and, until We receive such assurance, We may reasonably suspend any performance of Our obligations. Failure to provide Us with adequate assurances within 30 days, when properly demanded, will be considered a default of this Agreement for which no additional cure period will be granted.

11.2 Event of Default. In the event of any default by You, We will give You written notice of default specifying the default(s) and, if curable, state what You must do to cure the specific default(s) within the cure period.

11.2.1 Notwithstanding anything to the contrary herein, We have the right, to be exercised in Our sole discretion, to grant You an extended period of time to cure. Any such extension will not be construed as a waiver of Our rights in the future.

11.3 Failure to Cure. If you fail to cure any default within the time period allotted, We may proceed to enforce any or all of the following non-exclusive remedies in accordance with this Agreement, and the pursuit of any one remedy will not be deemed an election or waiver by Us to pursue additional remedies:

11.3.1 Actionable Claim. Bring an action or claim for the balance of any monies due hereunder, Including penalties and interest as provided for in this Agreement and for all other damages sustained by Us as a result of Your breach of this Agreement. As part of any such action, We may accelerate the balance of any outstanding installment obligation due hereunder and bring an action for the entire accelerated balance.

11.3.2 Injunctive Relief. Bring an action for temporary or permanent injunctions and orders of specific performance enforcing the provisions of this Agreement and otherwise stop You from engaging in actions prohibited hereby'.

11.3.3 Termination. Terminate this Agreement and proceed to enforce Our rights under the appropriate provisions. Such termination will be effective upon delivery of a notice of termination to You without further action by Us.

11.3.4 Other Remedies. Seek any other remedy available to Us at law or in equity, Including lost profits.

11.3.5 Cross Default. In Our sole discretion, We may Terminate any other agreement You or a related entity have with Us or Our affiliate(s).

11.4 No Right of Termination. You may not terminate this Agreement.

11.5 Opportunity to Cure. Prior to taking any action against Us, You agree to first give Us 60 days' prior written notice and an opportunity to cure any alleged act or omission. If such act or omission cannot be cured within such 60-day period, and We are diligently continuing efforts to attempt to cure such alleged act or omission, You will give Us such additional time as is reasonably necessary to cure.

ARTICLE XII
TERMINATION AND EXPIRATION

12.1 Upon Termination of this Agreement for any reason, You will immediately cease to be Our franchisee and must:

12.1.1 Payments Due. Immediately pay for all product purchases, Fees and other obligations owed or accrued to Us, Our affiliates or designated suppliers.

12.1.2 Cease Use. Not hold Yourself out as a Grout Doctor® franchisee or business and immediately comply with the following: permanently cease to advertise or in any way use the System, Intellectual Property, apps, materials, methods, procedures, processes, Marks, or promotional materials provided by or licensed to You by Us or in any way connected with the Franchise Business or System.

12.1.3 Disassociation. Take all necessary steps to disassociate Yourself from the System and Your Franchise Business, Including the removal of signs, destruction of letterheads, changing of telephone listings, telephone numbers, turning over complete administrative access to Us for Internet sites and web pages and the like and to assign and transfer the telephone listing; telephone numbers; e-mail addresses; and URL's, home and other web pages and Social Media to Us. If You fail or refuse to do so, the telephone company, URL and hosting companies, and other listing agencies may accept this Agreement as evidence of Our exclusive rights in and to such telephone number(s), Internet websites, URL's, and Social Media and listing and its authority to direct their transfer. You hereby appoint Us as Your attorney-in-fact for the above transfers.

12.1.4 Cancel DBA. Take such action as will be necessary to amend or cancel any assumed name, fictitious or business name or equivalent registration, which contains any Mark of Ours or in any way identifies You as being affiliated with Our System.

12.1.5 Notify Suppliers. Immediately notify all suppliers, utilities, creditors and concerned others that You are no longer affiliated with Us or the System and provide proof to Us of such notification. You covenant not to use any of Our trade secrets or confidential or proprietary information or materials following the Termination of this Agreement and not to identify any present or future business owned or operated by You as having been in any way associated with Us or the System.

12.1.6 Return Materials. At Your cost, permanently delete electronic copies and return to Us by first class prepaid United States Mail, (Including originals and any copies) physical copies of Our Manuals; all training, Marketing and promotional aids and materials; all other printed materials; and any other confidential information obtained by You from Us pertaining to the operation of Your Franchise Business.

12.1.7 Modification of Vehicle. At Your expense, You will alter, modify and change both the exterior and interior appearance of Your vehicle to Our satisfaction so that it will be easily distinguished from the standard or common appearance of a Grout Doctor® vehicle and will cease using the signs, displays, advertisements, promotional materials and the like that are unique or distinctive to the System.

12.1.8 Pay Damages. Pay to Us all costs, damages and expenses, Including post-term expenses and reasonable attorney's fees incurred by Us to obtain injunctive or other relief to enforce any provision of this Agreement.

12.1.9 Proprietary Information. Cease using or availing Yourself of any of Our proprietary or Confidential Information.

12.1.10 General Release. Execute a general release by You and Your guarantors.

12.1.11 Customer Data and Information. You will turn over to Us, or Our designee a complete list of the names, addresses and telephone numbers of all of Your customers from the date Your Office Location was opened to the date of Termination, together with Your customer record file. You will give Us a list of all telephone numbers, facsimile numbers, and all extensions utilized by the business and within 30 days of receipt of this list We will notify You of Our election to either have said telephone numbers and service canceled or have it, or any part of it, transferred to Us or Our designee. You will take whatever steps are necessary to immediately comply with Our election. Costs associated with a transfer of the service to Us will be paid by You. You will turn over to Us, or Our designee, a complete list of the names and addresses of all persons employed by You during the three years immediately preceding Termination, together with a copy of their employment files.

12.1.12 Evidence of Compliance. Furnish evidence satisfactory to Us of compliance with this section 12.1 within 30 calendar days after the Termination of this Agreement.

12.2 Upon Termination of this Agreement for any reason:

12.2.1 No Compensation. No payment is due to You from Us or any source on account of any goodwill, intangible assets or other equity claimed by You arising from or relating to Your operation or ownership of Your Franchise Business, or otherwise. All goodwill connected in any way with Your Franchise Business or the System belongs exclusively to Us now and in the future.

12.2.2 No Refund. No Fees, charges, or other payments of any kind from You to Us are refundable in whole or in part.

12.2.3 No Equity. You will have no equity or other continuing rights to use the System, Intellectual Property or goodwill associated with the Franchise Business.

12.2.4 Payment to Customers. You must refund all customer gift card and gift certificate amounts as required under Your state's applicable laws. In the event We are required to pay any customer reimbursement amounts, You will be responsible to pay Us the reimbursement amount, plus a Fee in each instance for Our time.

12.3 Survival of Provisions. All of the provisions of this Agreement, which by their terms or implication apply following the Termination of this Agreement, will survive and will apply following Termination of this Agreement, Including Your obligation to indemnify Us and to pay all amounts owed. You will continue to observe the confidentiality, non-competition and other restrictions of this Agreement and the provisions with respect to arbitration and dispute avoidance.

12.4 Your Continued Operation. If You continue to operate Your Franchise Business or any business offering similar products and services, or use any of the Marks or any aspect of the System after Termination of this Agreement, Our remedies will Include recovery of the greater of (a) all profits earned by You in the operation of Your business or similar business after such Termination; or (b) all royalties, Marketing contributions and other amounts which would have been due if such Termination had not occurred.

12.5 Fee for Non-Compliance; Payment of Our Costs in Securing Compliance. In addition to any other remedy We may have under this Agreement and under law, in the event You fail to comply promptly with any of Your post-termination obligations in this Article XIV: (a) You agree to pay Us a Fee for each day that You are in default, as a reasonable estimate of the damages suffered by Us; and (b) to prevent further injury, We may hire a third-party or use Our own personnel to de-identify Your Office Location and vehicles and/or to carry out any other post-termination obligations on Your behalf, for which costs you will be responsible. These costs will include any attorneys' fees and costs incurred and associated with enforcing Your post-termination obligations. We have the right to automatically debit by EFT or other electronic withdrawal means, Your bank account for

these payments. This post-termination Fee obligation will not affect Our right to obtain appropriate injunctive relief and other remedies to enforce this Article XIV, Our trademark rights, or the covenants to not compete.

12.5.1 In addition to the daily post-termination non-compliance Fee, You will pay to Us: (a) the amount of expenses reasonably incurred by Us to perform any obligation that You failed to perform, calculated on hourly rates of Our personnel, and time, travel, lodging, food and other expenses where applicable; and (b) all damages, costs and expenses, Including attorneys' fees and costs incurred by Us in obtaining injunctive or other relief. Upon Your Termination, We have the right to transfer from Your account by EFT or other electronic withdrawal means, a payment of $10,000 in respect and anticipation of the post-termination non-compliance Fees and expenses referred to in Section 12.5. Upon completion of de-identification of the Office Location and service vehicles to Our reasonable satisfaction and payment of the expenses provided in this Section 12.5, We will refund to You any unused portion of the $10,000 remaining. If the $10,000 is insufficient to satisfy Your monetary obligations to Us, You will pay the balance owing within 30 days of Our invoice to You.

12.5.2 Additional Equitable Remedies. The amounts contemplated under Section 12.5 do not represent a price for the privilege of not performing nor does the payment represent an alternative manner of performance. Accordingly, Section 12.5 does not preclude and is not inconsistent with a court granting Us specific performance or any other equitable remedies, such as an injunction, to prevent future breaches.

12.6 Cumulative Rights. Our rights provided above are cumulative and in addition to any other right or remedy available at law or in equity.

ARTICLE XIII
PURCHASE OPTION

13.1 Purchase Option. Upon Termination of this Agreement, You hereby grant to Us the right to:

13.1.1 Acquisition of Assets. Acquire, in Our sole discretion, all or any part of Your assets, inventory, equipment, signs, accessories and other personal property relating to Your Franchise Business (collectively "Operating Assets") at the then-existing fair market value of such item or items as of the date of Termination of this Agreement, less any amounts owed to Us, or amounts We may withhold to pay taxing authorities or other debts or encumbrances that may continue with or be attached to the Operating Assets. You hereby grant Us permission to speak directly with Your landlord and other creditors, Including suppliers, banks, the IRS and state agencies (and You will cooperate with Us to facilitate such communication), regarding any loans and/or liens or obligations that would encumber Your Operating Assets. If the fair market value is not agreed to by the parties, the fair market value will be established by an independent appraisal. The appraisal will be done at Our expense by an appraiser selected by Us. No goodwill will be considered associated with Your Franchise Business or said items. We must exercise this option within 60 days of such Termination ("Option Period") by giving written notice to You of Our intent to exercise Our option to purchase. We have the right to use Your assets and Office Location (where Your Office Location is located outside of Your home) during the Option Period, and in such case, We will pay You the fair market value of such use. Unless otherwise agreed by You, the purchase price as determined hereunder must be paid within 30 days of providing notice of Our intent to purchase. We have the right to off-set any amounts You owe to Us against the purchase price. If We have not notified You of Our election to exercise this option within the Option Period, it will be conclusively presumed that We have elected not to exercise Our option and You are then free to sell or transfer such assets to any person or entity on such terms as You may so choose, so long as the Operating Assets have been de-identified as set forth herein.

13.1.2 Warranties. The purchase contract for such assets and contracts, as set forth in Paragraph 13.1.1 above, will include standard representations, warranties, covenants and indemnities from You as to the assets and contracts being purchased, Including warranties of good title, absence of liens, compliance with laws, absence of defaults under contracts, litigation and tax compliance.

13.1.3 Assignability. Our rights under this Section 13.1 are assignable by Us at Our discretion.

ARTICLE XIV
SALES OR TRANSFERS OF THE FRANCHISE

14.1 Our Right of Assignment. This Agreement and all rights and obligations hereunder are fully assignable and transferable, whether in part or whole, by Us, and if so assigned or transferred, will be binding upon and inure to the benefit of Our successors and assigns. We may be sold or We may sell part of or all of Our Intellectual Property or other assets to a competitive or other entity. In addition, We may go public, engage in a private or other placement of some or all of Our securities, merge, acquire other entities or assets which may be competitive with the System or not, be acquired by a competitive or other entity, and undertake any refinancing, leveraged buy-out or other transaction, Including arrangements in which: 1) the retail or other facilities are, or are not, converted to the System or other format or brand (Including using the System or Marks), or 2) the System is converted to another format or brand, maintained under the System or a different system.. You waive all claims, demands and damages with respect to any transaction or otherwise allowed under this Section or otherwise. You will fully cooperate with any such proposal, merger, acquisition, conversion, sale or financing.

14.2 No Assignment by You without Approval. This Agreement is personal as to You and is being entered into in reliance upon and in consideration of Your qualifications and representations. Therefore, neither this Agreement nor any of its rights or privileges, nor any shares or units in the ownership of Your entity or Your Franchise Business may be transferred in any manner by You or anyone else unless Our prior written approval is obtained. You will provide Us with all documentation relating to the Transfer (as defined below) of Your Franchise Business. Said approval will not be unreasonably withheld but will be conditioned upon Our satisfaction with the qualifications set forth in Paragraph 14.3 below of the proposed transferee and its owners and officers. You must provide Us written notice of Your intent to Transfer prior to listing or offering the Franchise Business for sale. The term "Transfer" as used in this Article XIV and elsewhere where capitalized Includes any direct or indirect assignment, transfer, division, trade, sale, gift, pledge, mortgage or granting of any security interest.

14.2.1 Transfers to Competitors Prohibited. In order to maintain the confidentiality of the proprietary information of the System, You agree that as a condition to becoming Our franchisee, You cannot Transfer any part of this Agreement, Your Franchise Business, or any part Your entity, if applicable, to a competitor of Ours or an affiliate of a competitor of Ours without Our written permission. Any such Transfer without Our written approval will be considered void ab initio.

14.3 Qualifications of Transferee. In determining the acceptability of the proposed transferee, We will consider, among other things, Our then-current standards for new franchisees, Including the net worth, credit worthiness, background, training, personality, reputation, and business experience of the proposed transferee, the terms and conditions of the Transfer and any circumstances that would make the Transfer not in the best interests of Us or the Franchise System Including, the proposed purchase price. We may meet and candidly discuss all matters relating to Your Franchise Business with the potential transferee. In no case will You or a proposed transferee rely on Us to review or evaluate any proposed Transfer. Neither We nor Our affiliates will be liable to You or the transferee or any other person or entity relating to the Transfer and You agree to indemnify and hold Us harmless from any liability whatsoever relating thereto.

14.4 Application for Transfer. Upon any proposed Transfer of this Agreement, or any interest in it, You agree to submit to Us an application in the form specified by Us on behalf of the proposed transferee.

14.5 Transfer Fee. As a condition of Our approving the Transfer of this Agreement or Your Franchise Business, You agree to pay to Us a Transfer Fee (see Exhibit "A-3".) The transfer Fee is non-refundable and is only payable at the time of the approved Transfer.

14.6 Permitted Transfers. If a proposed Transfer is only among existing owners of an entity controlled and owned not less than 60% by You, Including Your current owners, there will be no transfer Fee, but You must reimburse Us Our legal and corporate fees incurred related to the Transfer, and We will not be entitled to exercise Our right of first refusal set forth in Section 14.9 below. However, all guarantors will remain guarantors to this Agreement unless otherwise released by Us in Our sole discretion. Each ownership certificate of a corporation or limited liability company franchisee must have endorsed upon its face that the Transfer thereof is subject to the restrictions of this Agreement. Any new owner with an ownership interest of five percent or more in Your Franchise Business or Your entity must personally guarantee the obligations of this Agreement.

14.7 Involuntary Transfers Void. Involuntary Transfers of this Agreement by You, such as by legal process, are not permitted, are not binding on Us, and are grounds for Termination of this Agreement. You agree that using this Agreement as security for a loan, or otherwise encumbering this Agreement is prohibited, unless We specifically consent to any such action in writing prior to the proposed transaction. You agree not to purport to grant a sub-franchise under this Agreement nor to otherwise seek to license or permit others to use this Agreement or any of the rights derived by You under it. Any attempt to Transfer this Agreement or Your Franchise Business in whole or in part, or any material portion or property used by You in connection herewith, whether or not binding on Us, will be grounds for the immediate Termination of this Agreement, unless such Transfer is authorized in writing by Us.

14.8 Conditions of Transfer. Prior to the effective date of Transfer of this Agreement or Your Franchise Business and as a condition for Our approval of any Transfer, You agree as follows:

14.8.1 Compliance. You must be in full compliance with this Agreement and not be in default hereunder. All accounts payable and other monetary obligations to Us or Our affiliates or subsidiaries must be paid in full. You must have submitted to Us all required reports, financial statements and other documents.

14.8.2 Written Proposal. The terms and conditions of the proposed Transfer must be provided in writing to Us within the time frames specified by Us. The price and other proposed terms of the Transfer must not, in Our reasonable business judgment, have the effect of negatively impacting the future viability of the Franchise Business.

14.8.3 Assumption of Obligations. All Your obligations in connection with Your Franchise Business must be assumed by the transferee.

14.8.4 New Franchise Agreement. The transferee must sign the then-current form of the Franchise Agreement and fully upgrade the Franchise Business and Office Location to the level required of new franchisees.

14.8.5 Payment for Training. The transferee must pay for and complete the training program required of new franchisees. The cost of such training will be at Our standard rate for training new managers, plus the cost of travel, food and lodging for the trainers.

14.8.6 Transfer Fee. You must pay the transfer Fee set forth on Exhibit “A-3.”

14.8.7 General Release. You and each of Your owners must execute a general release to releasing Us of any claims You may have against Us.

14.8.8 Receipt of FDD. At our discretion, the transferee must sign a document stating that it has received a copy of the franchise disclosure documents at least 14 days or 10 business days, whichever is applicable in Your state, prior to closing and that We have made no representations, promises, or covenants concerning the past or future success of the franchise.

14.8.9 Survival of Covenants. Your non-competition, indemnity and confidentiality obligations and the provisions relating to dispute resolutions will survive any Transfer.

14.9 First Right of Refusal.

14.9.1 Right of First Refusal. You hereby grant to Us the right of first refusal to purchase Your assets, this Agreement, the Franchise Business or ownership in Your entity (collectively "Assets") on such terms and conditions specified in a bona fide written offer from a third party, who would satisfy the criteria for approval under Section 14.3. You agree to notify Us in writing of the terms and conditions of the Transfer, Including the Assets proposed to be Transferred, the purchase price or other consideration, any creditor financing terms being extended by You, the date of the proposed Transfer, and all other pertinent provisions of the proposed Transfer. In addition, a copy of any contract, agreement, memorandum of sale, deposit receipt, letter of intent and the like, must also be forwarded to Us as soon as it is signed by You. Following receipt of all pertinent data and documents concerning the proposed Transfer, Including any additional data concerning the transaction requested by Us from You, We will have 60 days in which to advise You in writing of Our election to have the Assets transferred and assigned to Us on the terms and conditions agreed to by the prospective transferee. Should We elect to purchase the Assets proposed to be transferred pursuant to Our right of first refusal, You and We agree to cooperate to accomplish the Transfer as set forth in the provisions submitted to Us by You, provided that the date for the completion of the Transfer can be extended at Our option for up to 30 days beyond the date originally indicated for the completion of the Transfer in order to allow the completion of the transaction in a manner more convenient to Us. We have the right to off-set any amounts You owe to Us against the purchase price. If Your Franchise Business is not transferred to such third party within three months after We elect not to purchase the Assets, You must re-offer the Assets to Us before You may Transfer to an approved third party. We have no obligation to purchase Your Assets.

14.9.2 Non-Election of Rights. If We do not elect to purchase the Assets proposed to be transferred, You may complete the proposed Transfer on the terms and conditions set forth in Your notice to Us subject to Our right to approve the proposed transferee and the terms and conditions set forth under this Article 14. However, if there are any material changes in the terms and conditions of the proposed Transfer after You notify Us of the proposed Transfer, Including any changes in the terms and conditions occurring after We notify You of Our election not to purchase the Assets pursuant to Our right of first refusal, and any of those changes are less favorable to You, You agree to notify Us of the changes in writing and We will have an additional 10 days within which to elect to purchase the Assets proposed to be transferred on the revised terms and conditions.

14.10 Death or Incapacity. In the event of the death or incapacity of an individual franchisee, general partner, or manager of an entity franchise (the term "incapacity" means any physical or mental infirmity that prevents the person from performing his or her obligations under this Agreement: (i) for a period of 60 or more consecutive days, or (ii) for 100 days during a calendar year), the heirs or personal representative will have the right to continue Your Franchise Business; provided that within a reasonable time (not more than 160 days) after such death or incapacity (or such longer period required by the laws of the state where Your Franchise Business is located) the heirs appoint a representative to act in behalf of the heirs in all matters pertaining to Your Franchise Business as provided for new Operating Principals, managers or franchisees, Including the requirements to have the representative trained and accepted by Us in accordance with Our standards. The heirs or personal representatives, instead of operating Your Franchise Business themselves under the foregoing procedures may choose to transfer Your Franchise Business. If a decision to transfer is made, the Transfer procedures explained above will apply. If We are required to run Your Franchise Business for a time due to Your death, incapacity, unexcused absence or as otherwise allowed under this Agreement, the provisions of Section 7.6 above will apply.

14.11 Assumption of Obligations. The parties agree that in the event a court of competent jurisdiction orders You to transfer to Your spouse or a third-party all or any part of Your interest in this Agreement or Your franchisee entity, and/or in any property related thereto, such an order will constitute a Transfer of this Agreement

and will cause the transferee to be subject to all of the terms and conditions concerning Transfers set forth herein above.

14.12 Acquisitions. If We receive an offer to acquire a majority of the franchises or to purchase a majority of Our assets or stock, or to merge or go public or similar transactions, We have the option, but not the obligation, to purchase all of Your rights and interests in and under this Agreement and Your Franchise Business at fair market value payable on terms as reasonably negotiated. The purchase price will not include compensation for any successor term or goodwill. All goodwill belongs to Us. If the purchase option is exercised, You will execute a general release to Us. We will close Our purchase within 60 days after You receive notice of intention to exercise Our right or as soon thereafter as reasonably practical.

ARTICLE XV
RELATIONSHIP OF THE PARTIES

15.1 Independent Contractors. In all matters, You are an independent contractor. Nothing in this Agreement or in the franchise relationship constitutes You as Our partner, agent, joint employer, or joint venturer with Us and this Agreement does not create a fiduciary relationship between You and Us. Neither party is liable for the debts, liabilities, taxes, duties, obligations, defaults, compliance, intentional acts, wages, negligence, errors or omissions of the other. You are solely responsible for the management and control of Your Franchise Business, Including its daily operations; managing and directing employees, contractors, and sales persons; and paying all costs and expenses of Your Franchise Business. The parties agree not to hold themselves out by action or inaction contrary to the foregoing and to indemnify each other for any liability, cost or expense Including attorney's fees, incurred by either of them for any act, omission, finding or result to the contrary. None of Your employees will be deemed to be Our employee and each employee will be so notified by You. Neither party will act or have the authority to act as agent for the other, and neither You nor We will guaranty the obligations of the other or in any way become obligated for the debts or expenses of the other unless agreed to in writing. You agree to post promptly and maintain any signs or notices specified by Us or by applicable law indicating the status of the parties as described above.

15.2 Indemnification. You agree to defend, indemnify, and hold Us harmless from any and against any and all losses, liabilities, damages, costs and expenses whatsoever, Including reasonable attorney's fees arising out of, related to, or in any way connected with You or Your acts, errors or omissions in the operation of Your Franchise Business or Your Franchise Business generally, Including any allegation that You are Our employee, that We are a joint employer, or otherwise responsible for the acts or omissions relating to Your employees, and other laws regarding public accommodations for persons with disabilities. We will have the right to defend any such claim against Us by employing counsel of Our choice, subject to full reimbursement of all legal fees by You. We will use Our reasonable efforts to cooperate with You in any litigation, judicial or administrative proceeding to avoid duplication of time, effort or expenditure to the greatest extent possible without compromising Our interest in such matter. This indemnity will continue in full force and effect subsequent to and notwithstanding the Termination of this Agreement.

ARTICLE XVI
COVENANT NOT TO COMPETE

16.1 In Term Covenants. You and We share in a common interest in avoiding situations where persons or companies who are or have been franchisees operate or otherwise become involved with a similar or competing business during or after the term of this Agreement. During the term of this Agreement and for any extensions or Successor Franchises hereof, You agree that neither You nor Your family will own, operate, lease, franchise, conduct, consult with, engage in, be connected with, have any interest in, or assist any person or entity engaged in, on its own account, or as an employee contractor, consultant, partner, officer, director or shareholder of any business offering products or services the same as or substantially similar to Your Franchise Business or the System in any capacity or location, except with Our prior written consent. You understand and acknowledge that

to violate this Section will create irreparable harm to Us. Your owners, members, directors, officers, managers and shareholders must execute the standard Non-Disclosure and Non-Competition Agreement for Principals attached as Exhibit "A-4." Your employees must execute Our Employee Confidential Information Non-Competition Agreement attached hereto as Exhibit "A-5." (Although We provide You this form, it is Your responsibility to conform it to the laws and regulations of Your state.) A copy of all such agreement must be promptly delivered to Us within one week of hiring the respective employee.

16.2 Confidentiality. You, agree that at no time, either during the term of this Agreement, any extensions or Successor Franchise hereof, or at any other time will You or any of those over whom You have control make any unauthorized disclosure or use of Our Confidential Information. We will disclose the Confidential Information to You when rendering guidance and assistance to You under the terms of this Agreement. You acknowledge and agree that the Confidential Information is proprietary, involves Our trade secrets and is disclosed to You solely on the express condition that You agree not to use the Confidential Information in the operation of any other business, to maintain the absolute confidentiality of the Confidential Information during and after the term of this Agreement, not to make any unauthorized copy, duplicate, record, or otherwise reproduce all or any portion of the Confidential Information disclosed in written form, to never contest the validity of Our exclusive ownership of and rights to the System or the Confidential Information, and to adopt and implement all reasonable procedures to prevent unauthorized use or disclosure of the Confidential Information, which procedures may be prescribed from time to time by Us.

16.3 Post-Term Covenants. Upon Termination for any reason of this Agreement and any extensions thereof, or upon any Transfer or repurchase of Your rights hereunder and for a continuous, uninterrupted period of two years thereafter, neither You nor Your family will, directly or indirectly, participate as an owner, operator, shareholder, director, partner, member, manager, consultant, agent, employee, contractor, advisor, officer, lessor, lessee, franchisor, franchisee or serve in any other capacity whatsoever or have any interest in or assist any person or entity in any business offering products or services the same as or substantially similar to Your Franchise Business or the System at the time of Termination in any capacity or location within Your Territory or within 50 miles of Your Territory or the territory of any Grout Doctor® business operation at the time of Termination of this Agreement. You will not divert or attempt to divert any business of or any customers of any Grout Doctor® business operations to any other competitive establishment, by direct or indirect inducement or otherwise.

16.3.1 Tolling of Covenant. In addition to other remedies available to Us, in the event You compete during the term of non-competition, this non-compete time period will be tolled and extended for the period of Your competition plus an additional six months.

16.4 Non-Solicitation of Customers. For three years after the Termination of this Agreement, You will not, directly or indirectly, contact any customer of Ours or of another franchisee or of Your former Franchise Business for the purpose of soliciting from any such customer any business that is the same as or substantially similar to the Grout Doctor® business.

16.5 Survival of Covenants. The foregoing covenants will survive the Termination of this Agreement and will apply regardless of whether this Agreement was Terminated by lapse of time, by default of either party, or for any other reason.

16.6 Acknowledgement of Harm. You acknowledge that Your violation or breach of the covenants and provisions of this Article XVI is likely to cause substantial and irreparable harm to Us and the System. You agree that the restrictions contained in this Agreement are reasonable and necessary for Our protection and the protection of other franchisees in the System, and that the existence of any claims You may have against Us, whether or not arising from this Agreement, will not constitute a defense to Our ability to enforce the covenants set forth in this Article.

16.7 Modifications. If any of the restrictions of this Article are determined to be unenforceable because of duration, scope, coverage or otherwise, they will be reduced to that level which provides the greatest restriction but which is still enforceable. You and We agree that such restrictions will be enforced to the fullest extent possible.

16.8 Enforceability. You agree that the terms of the provisions of this Article XVI are fair and reasonable in light of the circumstances and were in part, based on the perceived or potential value of the System and the business relationship that You and/or Your entity has and will have with Us. It is the desire and intent of the parties to this Agreement that the provisions of this Article XVI be enforced to the fullest extent permissible under applicable laws. You understand and acknowledge that We have the right in Our sole discretion to reduce the scope of any covenant set forth above or any portion thereof without Your consent and effective immediately upon receipt by You of written notice thereof, which modified covenant will be fully enforceable notwithstanding any other provision of this Agreement.

ARTICLE XVII
DISPUTE RESOLUTION

17.1 Quick Resolution. You and We understand that there is always a possibility of differences of opinion or other disagreements in any business relationship and agree that it is important to resolve any disputes amicably, quickly, inexpensively and professionally and to return to business as soon as possible.

17.2 Manner of Handling Disputes. You and We agree that except as otherwise expressly provided for herein, in the event any controversy, dispute or claim whatsoever ("Dispute") arises between Us in connection with, arising from, or with respect to any provision hereof, the relationship created herein, or the validity of this Agreement or any provision hereof, or the offer and sale to You, such Dispute will be:

17.2.1 Face-to-Face Meeting. First discussed in a face-to-face meeting between You and Us in Salt Lake City, Utah, or at Our then-current headquarters and within 30 days after either You or We give written notice to the other proposing such a meeting. We have the right, in Our sole discretion, to waive this requirement.

17.2.2 Mediation. If, in the opinion of either You or Us, the face-to-face meeting has not successfully resolved such matters, and if desired by either You or Us, the matters will be submitted to non-binding mediation before Franchise Arbitration and Mediation Services ("FAM") or as otherwise mutually agreed. The mediation will be conducted exclusively in Salt Lake City, Utah. On election by either party, arbitration as provided below may proceed forward at the same time as mediation. The mediator will be disqualified as a witness, consultant, expert or counsel for any party with respect to the dispute and any related matters.

17.2.3 Arbitration. If in the opinion of either You or Us the mediation has not successfully resolved such matters, at the request of either You or Us, any Dispute will be submitted for arbitration to the offices of the American Arbitration Association in accordance with its commercial arbitration rules in effect. All arbitration hearings must be conducted exclusively in Salt Lake City, Utah. The arbitrator will have the power and jurisdiction to decide such controversy or dispute solely in accordance with the express provisions of this Agreement. The arbitrator will render a written opinion setting forth the facts found, law applied and reasons for the decision.

(i) Arbitration Procedures. In any arbitration the parties will be entitled to specific performance of the obligations under this Agreement. The arbitrator may award or otherwise provide for temporary restraining orders, preliminary injunctions, injunctions, attachments, claim and delivery proceedings, temporary protective orders, receiverships and other pre-judgment, equitable and/or interim relief as appropriate pending final resolution by binding arbitration of a Dispute, as well as in connection with any such final resolution, and may issue summary orders disposing of all or part of a Dispute at any point. Each party consents to the enforcement of such orders, injunctions, etc., by any court having jurisdiction. Offers and/or other

communications made in connection with, or related in any way to, mediation, possible settlement or other resolution of a Dispute will not be admitted into evidence or otherwise used in connection with any arbitration or other proceeding, and any arbitration award in violation of this provision will be vacated by the arbitration appeal panel (described below) and/or any court having jurisdiction. The arbitrator will have the power to order compliance with such discovery procedures, as well as assess sanctions for non-compliance with any order. Discovery will be controlled by the arbitrator and will be permitted to the extent set out in this Paragraph. Each party may submit in writing to the other party, and the other party will respond, to a maximum of any combination of twenty-five (25) (none of which may have subplots) of the following: interrogatories, demands to produce documents, and requests for admission. You and We are also entitled to take the oral deposition of one individual of the other party. Additional discovery may be permitted upon mutual agreement of the parties. The arbitrator, and not a court, will decide any questions relating in any way to the parties' agreement or claimed agreement to arbitrate, Including a claim for fraud in the inducement or otherwise. Each participant must submit or file any Dispute that would constitute a compulsory counterclaim (as defined by the applicable rule under the Federal Rules of Civil Procedure) within the same proceedings as the Dispute to which it relates. Any such Dispute that is not submitted or filed in such proceedings will be forever barred. The award and findings of the arbitrator will be conclusive and binding upon all parties hereto and the judgment upon the award may be entered in any Court of competent jurisdiction.

(ii) Individual Disputes. Any Dispute must be conducted and resolved on an individual basis only and not on a class-wide, multiple plaintiff or similar basis between You and Us and will not be consolidated with any other arbitration or court proceeding involving Us and any other party.

(iii) Agreed Limitations. Except for payments owed by one party to the other, or claims attributable to Your underreporting of sales, or claims related to an act of Yours allowing Us to immediately terminate this Agreement, any legal action or arbitration proceeding (Including the offer and sale of a franchise to You) brought or instituted with respect to any Dispute hereunder must be brought or instituted within a period of one year from the date upon which a party discovered, or should have discovered, the facts giving rise to an alleged claim; provided that no claim may be brought more than two years after the first act or omission giving rise to an alleged claim.

(iv) Limited Damages. You and We waive any right or claim of any consequential, punitive or exemplary damages against each other and agree that in the event of a Dispute between You and Us, each will be limited to the recovery of actual damages sustained. You agree that We will not be liable for any act or omission which is consistent with this Agreement or which is done in subjective good faith. If You bring an action for alleged wrongful termination of this Agreement and provided that the termination has not resulted in a closure of Your Franchise Business, Your sole remedy will be to be reinstated as a franchisee with no award of damages. If the Termination results in a closure of Your Franchise Business Your sole remedies will be to be reinstatement as a franchisee and to receive compensation for economic losses directly incurred by You as a result of such closure, conditioned upon Your duty to mitigate.

(v) Exceptions to Arbitration. You and We agree that nothing in this Agreement obligates Us to arbitrate or mediate Disputes or issues relating to: (a) the validity of the Marks, or any trademarks, service marks or other Intellectual Property; (b) rights to obtain a writ of attachment or other prejudgment remedies; (c) rights to receive and enforce a temporary restraining order, preliminary injunction, permanent injunction or other equitable relief; or (d) Disputes solely for fees and other monies owed by one party to the other under this Agreement.

(vi) Appeals. If any party to an arbitration wishes to appeal any final award by an arbitrator (there will be no appeal of interim awards, or other interim relief), that party can appeal, within 30 days of such final award, to a three-person arbitrator panel to be appointed by the same organization as conducted the arbitration to be held exclusively at the same location as specified above. The issues on appeal will be limited to the proper application of the law to the facts found at the arbitration and will not include any trial *de novo* or other

fact-finding function. The party requesting such appeal must pay all costs and fees of the arbitrators and arbitration proceedings.

(vii) Sharing of Fees. Except for an appeal, the parties to the Dispute or action will share the fees and expenses of the mediation and the arbitration equally during the mediation and arbitration. If a party is unable or unwilling to pay its share of the upfront cost of the mediation or arbitration, the other party has the right to cover those costs; however, the prevailing party in arbitration, Including on appeal, will be awarded costs and attorney's fees as set forth in Section 19.3 below.

(viii) Federal Arbitration Act. You and We mutually agree that all issues relating to arbitrability are governed exclusively by the Federal Arbitration Act and the federal common law of arbitration to the exclusion of any state statutes or common law and will be decided by the arbitrator. All provisions of this Agreement pertaining to venue, choice-of-laws, dispute avoidance and resolution will be strictly enforced, and You and We will rely on federal preemption under the Federal Arbitration Act.

ARTICLE XVIII
NOTICES

18.1 Notices. All notices permitted or required under this Agreement will be in writing and will be delivered as follows with notice deemed given as indicated (i) by personal delivery when delivered personally; (ii) by overnight courier upon written verification of receipt; (iii) by facsimile transmission when confirmed by facsimile transmission, during normal business hours, Monday through Friday, holidays excepted; (iv) through the email address below or other verified email address when confirmed by receipt verification, which verification will not be withheld or otherwise denied; or (v) by certified or registered mail, return receipt requested, three days after deposit in the mail addressed as follows:

FRANCHISOR:	**FRANCHISEE:**
Grout Doctor Global Franchise Corp. 2150 South 1300 East, Suite 500 Salt Lake City, Utah 84106 (or Our then-current headquarters) Facsimile: 877-615-2173 Email: admin@groutdoctor.com With a courtesy copy to (which will not act as notice or service to Franchisor): Mountain West Law® Attn: Brooke Ashton 50 West Broadway, Suite 1200 Salt Lake City, Utah 84101 Email: brooke@mountainwestlaw.com	_____, LLC/Inc. _____ _____ Facsimile:_____ Email:_____

18.2 Delivery. If You refuse or fail to accept any certified or overnight delivery, acceptance will be deemed to have occurred 48 hours after rejection or failure to accept such notice. Any notice delivered by mail in the manner herein specified will be deemed delivered and received three days after mailing.

18.3 Listed Addresses. The address specified herein for services of notices may be changed at any time by the party making the change by giving written notice to the other party by certified mail or as otherwise agreed by You and Us. Any notice to You may be delivered to the address set forth above or to the address of Your Franchise Business or office.

ARTICLE XIX
CONSTRUCTION AND JURISDICTION

19.1 Governing Law. Except as provided in Section 19.5, this Agreement is governed, construed and interpreted in accordance with the laws of the State of Utah without giving effect to its conflict of law provisions. You and We agree that the provisions of this Agreement will control the state or provincial laws by which this Agreement will be governed and any provisions of state or provincial law to the contrary or any statements in Our franchise disclosure document or otherwise required as a condition of registration or otherwise. If the governing law requires terms other than or in addition to those in this Agreement, then such terms will be deemed incorporated herein, but only to the extent necessary to prevent the invalidity of this Agreement or any of the provisions hereof or the imposition of civil or criminal penalties or liability. To the extent permitted by the laws of the state whose laws govern this Agreement, You hereby waive any provisions of law or regulations which render any portion of this Agreement invalid or unenforceable in any respect.

19.2 Jurisdiction. In order to facilitate our joint interests in having franchise issues determined in a consistent manner for application throughout the System, without in any way limiting or otherwise affecting Your and Our obligations regarding mediation and arbitration in accordance with the provisions of Article XVII, if there is any litigation between us, You and We hereby irrevocably consent to the exercise of general personal jurisdiction of the courts of record of the State of Utah even though it may be otherwise possible to obtain jurisdiction elsewhere, and You and We both agree that Salt Lake City, Utah will be the exclusive venue for any litigation between You and Us. Each party waives any objection they may have to the personal jurisdiction of or venue in the state and federal courts of Utah.

19.3 Costs and Attorney's Fees. In the event any action in law or equity or any arbitration or other proceeding is brought for the enforcement of this Agreement or in connection with any of the provisions of this Agreement, the successful or prevailing party or parties will be entitled to reasonable attorney's fees and other costs reasonably incurred in such action or arbitration proceeding. The costs of mediation will also be awarded to the prevailing party in arbitration, if applicable. For purposes of this Agreement, "prevailing party" Includes the party which obtains a judgment in their favor or agrees to dismiss an action or proceeding upon the other's payment of sums allegedly due or performance of the covenants allegedly breached, or which obtains substantially the relief sought. Reimbursement is due within 30 days of written notice after prevailing.

19.4 No Jury Trial. You and We waive, to the fullest extent permitted by law, all rights to trial by jury in any action or Dispute, whether at law or in equity, brought by either party.

19.5 Exception. Notwithstanding the foregoing, the Federal Arbitration Act (9 U.S.C. §§ 1 Et. Seq.) and the United States Trademark Act (Lanham Act, U.S.C § 1051 Et. Seq.) will apply to this Agreement and the relationship of the parties and preempt any state law to the contrary.

19.6 No Limitation of Our Rights. We may, in Our discretion, elect not to enforce or selectively enforce any provision of this Agreement whether with respect to You or any other franchisee and such acts or omissions will not limit or otherwise affect Our rights to strictly enforce this Agreement.

ARTICLE XX
MISCELLANEOUS

20.1 Headings. Headings used in this Agreement are for reference and convenience purposes only and are not to be used in construing the provisions of this Agreement. As used herein, the male or female gender will include the other and the neuter. The singular will include the plural and the plural will include the singular as appropriate.

20.2 No Third-Party Rights. The parties intend to confer no benefit or right on any person or entity not a party to this Agreement and no third parties will have any right or claims, benefit or right or a third-party beneficiary under this Agreement or any provision hereof. Similarly, You are not entitled to claim any rights or benefits, Including those of a third-party beneficiary, under any contract, understanding or agreement between Us and any other person or entities, unless that contract, understanding or agreement specifically refers to You by name and specifically grant rights or benefits to You.

20.3 Authority. Where an entity is a party to this Agreement, the person or persons signing this Agreement on behalf of the entity warrant to Us that he, she or they have the requisite authority to sign this Agreement. At Our request, the concerned company signatory agrees to promptly provide Us with a certified copy of the resolution authorizing the execution of this Agreement and naming the officers, directors, members, or managers of the entity who are authorized to sign this Agreement on behalf of the entity. No field representative or salesperson has the right or authority to sign this Agreement or make oral representations or written modifications hereof on Our behalf.

20.4 No Partial Payments. No payment by You or receipt by Us of any amount less than that required to be paid under this Agreement, or otherwise, to Us or any person or entity affiliated with Us, will be deemed to be anything except payment on account, regardless of any endorsement to the contrary contained on any such payment or in any oral or written communication transmitted in connection therewith.

20.5 Joint and Several Liability. If two or more persons, corporations, limited liability companies, partnerships or other entities, guarantors or any combination thereof, sign this Agreement, the liability of each will be joint and several. All members of a general partnership and all members of any association or other unincorporated entity, which is part of the Franchisee hereunder, are jointly and severally liable for Your performance hereunder.

20.6 No Off-Set or Withholdings. You covenant and agree that You will not offset nor withhold the payment of any Fees, payments, or other amounts due to Us or Our affiliates or suppliers on grounds of the alleged non-performance by Us of any of Our covenants or obligations hereunder, any dispute of any nature or otherwise.

20.7 Disclosure. We can disclose, in disclosure documents or otherwise, information relating to Your Franchise Business, Including, Your name, address, phone numbers, financial information, copies or reports, and other information.

20.8 Binding Agreement. This Agreement is binding upon the heirs, administrators, personal representatives, assigns and successors in interest to the parties hereto.

20.9 Force Majeure. Neither party will be liable by reason of any failure or delay in the performance of such applicable party's obligations hereunder on account of strikes, fires, flood, storm, explosion or other cause which is beyond such party's reasonable control. This Section 20.9 will not be interpreted to relieve You from Your obligation to pay Us when due all payments required to be made by You under this Agreement.

20.10 Entire Agreement. The parties intend this Agreement and all attached exhibits hereto to be the full and complete agreement between Us and You and the entire integration of all our understandings of every nature concerning the matters contained in this Agreement or in any way related thereto, whether oral or written, and whether occurring before or contemporaneously with the execution of this Agreement. You represent and acknowledge that no agreements, representations, negotiations, promises, commitments, inducements, assurances, terms, conditions, or covenants of any nature exist between You and Us except as specifically set forth in this Agreement, whether pertaining to this Agreement or to any future, further or additional rights of the parties. Nothing in this Agreement or any related agreement, is intended to be a disclaimer of the representations We made to You in the franchise disclosure document.

20.11 Amendments. No amendment, change or variance from this Agreement will be binding on either party unless executed in writing; however, Our Manuals and policies and procedures may be modified by Us from time to time as set forth in this Agreement and are binding.

20.12 Effective Date. This Agreement will become effective only when fully executed and accepted by Us at Our headquarters.

20.13 No Course of Dealing. No course of dealing between You and Us will affect Your or Our rights under this Agreement or otherwise.

20.14 No Representations. You understand that the success or failure of Your Franchise Business depends, in major part, upon Your efforts. You agree that We have not made nor have You received any promise, representation or warranty that: 1) any payments by You are refundable at Your option; 2) We will repurchase any rights granted hereunder; 3) You will achieve any particular sales, income or other levels of performance or that You will be successful in Your Franchise Business licensed by this Agreement; 4) You will have any exclusive rights of any type other than as expressly set forth herein; 5) You will receive any level of Marketing assistance, site location, development or other services, operational assistance or otherwise other than as expressly set forth in this Agreement; 6) You will not be required to obtain any licenses in order to operate Your Franchise Business; 7) any location will be successful; or 8) that You will be awarded additional or further franchises or other rights, except as expressly set forth in a written document signed by Us.

20.15 Variances. You understand and agree that: 1) We may have offered franchises in the past, may currently be offering franchises or may offer franchises in the future, on economic or other terms, conditions and provisions which may significantly differ from those offered by this Agreement and any related documents; and 2) there may be instances where We have varied or will approve exceptions to or changes in the uniform standards, or the terms on which We offer franchises, the charges We make, or otherwise deal with Our franchisees to suit the circumstances of a particular transaction as We believe are necessary or desirable under particular circumstances. You have no right to object to such variances or to obtain the same variances for Yourself.

20.16 No Misrepresentations. You further represent to Us, as an inducement to Our entry into this Agreement, that You have made no misrepresentations in obtaining the award of this franchise.

20.17 Representations of Non-Violation. You represent and warrant that You can enter into this Agreement and that the execution and performance of this Agreement will not be in violation or breach, or cause the violation or breach, of any agreement or covenant between You and any third party or the violation or breach of any order, decree or judgment of any court or administrative agency.

20.18 FDD Acknowledgement. You represent that You have had a copy of our franchise disclosure document ("FDD") for at least 14 calendar days or 10 business days, whichever is applicable in Your state, prior to signing this Agreement or making any payment to Us, and during which time You had the opportunity to submit the FDD for review by legal counsel.

20.19 Waiver. We may, in writing, unilaterally waive any of Your obligations or requirements under this Agreement. Waiver by Us or any particular default by You or obligation of Yours will not affect or impair Our rights, with respect to any subsequent default by You or any of Our other rights, the declare the same or subsequent acts a breach or default. Unless otherwise agreed to by Us in writing, Our acceptance of any payments due from You does not waive any prior defaults.

20.20 Counterpart and Electronic Signatures. This Agreement and its Exhibits may be signed in counterparts by facsimile, electronic signature, or scanned and emailed signature, or similar electronic means, which will be deemed the same as an original signature will full legal force and effect and may be used for all purposes as if it were an original.

20.21 Owners of the Franchise. You represent and We rely upon Your representations in entering into this Agreement that the individuals in Exhibit "A-2" are the owners of and sole holders of a legal and beneficial interest in Your Franchise Business.

20.22 Drafting. You acknowledge that You have read this Agreement, have had the opportunity to review it with an attorney of Your respective choice and have agreed to all of its terms. You agree that the rule of construction that a contract be construed against the drafter will not be applied in interpreting this Agreement.

ARTICLE XXI
DEFINITIONS

"Confidential Information" means any information relating to Your Franchise Business, Our products or services, or the development or operation of a Grout Doctor® business or relating to the System as a whole, Including: (i) trade secrets, methods, techniques, trade dress, specifications, hardware, software, systems, proprietary technology, procedures, equipment, sales and Marketing programs, techniques, and knowledge and experience in the development and operation of Grout Doctor® businesses; (ii) knowledge of, specifications for, and suppliers of, certain Grout Doctor® Products, materials, supplies, and equipment; (iii) knowledge of operating results and financial performance of Grout Doctor® businesses; (iv) Our strategic plans and concepts for the development, operation, or expansion of Grout Doctor® businesses; (v) the contents of Our Manuals or any other information obtained from Us in confidence at any time by virtue of the franchise or license relationship; (vi) all Customer Data, Including phone numbers and email addresses whether created by Us or You; and (vii) certain other Intellectual Property generally deemed confidential. Confidential Information further includes all enhancements or modifications to the System or any component part of the System whether developed or discovered by Us or You. You acknowledges and agree that prior to the execution of this Agreement, You received information and have met and corresponded with 'Our principals, agents and/or representatives and that any of 'Confidential Information obtained or received as part of any prior meeting or correspondence is subject to the protection and restrictions of this Agreement.

"Fees" refers to those fees, payments, and costs You are required to pay to Us Including royalties, Marketing fund, operational assistance, training, interim management, fines, and similar expenses, as more fully set forth on Exhibit "A-3" attached hereto and by reference incorporated herein.

"Gross Sales" includes the total of all sales of all products, goods or services sold, traded, bartered, or rendered by You and income of every kind and nature Including the value of a trade or other bartering, arising from Your Franchise Business and tangible property of every kind sold by You during the term of this Agreement. "Gross Sales" excludes bona fide credits and returns of any products and excludes amounts paid by You for sales or use taxes on the sale of any products or services.

"Including" or "Includes" throughout this Agreement will mean, "including but not limited to", "including, without limitation" and similar all-inclusive non-exhaustive meanings.

"Intellectual Property" means all parts of the System particular to Us and collectively Includes all Marks, trade dress, names, copyrights, systems, patents, patent applications, trade secrets, software, operations, Manuals and other proprietary information.

"Internet" means any present or future interactive system for electronic communications, using lines, cables, wireless, satellite, radio or any other technology; and which involves one or more of the following: the system of interconnected computer networks that use the internet protocol suite (TCP/IP) or its successor; websites or similar remotely-accessible electronic information sources (whether password protected or not); use of domain names, other locators, or emails that use our trademarks; internet phone services; cellular or similar messaging;

mobile applications; social networks or Social Media; or wikis, podcasts, online content sharing communities, or blogging.

"Marketing," "Market," "marketing" and "market" Includes advertising, brand development, promoting and selling products and/or services, market research and other related processes whether utilized or developed now or in the future.

"Manuals" consists of one or more guides, manuals, Including an operations manual and/or policies and procedures manual, technical bulletins or other written materials as may be developed, modified, and supplemented by Us periodically. The Manuals may be in printed or in an electronic format in Our discretion. We reserve the right to require You to use an electronic version of the Manuals and to require You to access the document using the Internet or an intranet created and supported by Us. You understand and agree that aside from the uses permitted specifically under law, it is unlawful and a criminal offense to duplicate or reproduce any copyrighted or other proprietary materials.

"Marks" means the federally registered and common law trademarks and service marks owned by Us, whether now or later developed, and licensed to You for use only in association with Your Franchise Business. "Marks" will also include any and all names, trade names, trademarks, slogans, service marks, logos and/or other commercial property or symbols licensed to You pursuant to this Agreement or used in connection with the System or later added to the System.

"Operating Account" is defined as that account into which all receipts of Your Franchise Business must be deposited.

"Operating Principal" is: a) You if You as the franchisee are an individual; or b) if You are an entity, an individual that owns at least 20% of the ownership and voting interests in the franchisee entity (unless You obtain Our written approval of a lower percentage), has authority over all business decisions related to the Franchise Business, and has the power to bind You in all dealings with Us.

"Product" means any and all of the grout cleaning products and other products and items that are sold or offered for sale by Us, Our affiliates, or by licensees or franchisees of US at a Grout Doctor ® business.

"Social Media" means any and all websites, apps, and web or Internet pages for social interaction, business operation, Marketing, and other online information communications, whether now or later developed.

"Termination" or "Terminate" Includes expiration, non-renewal, repurchase of Your rights, non-granting of a Successor Franchise, non-renewals, Transfer, or any other means by which this Agreement is no longer in effect and wherein You are no longer a franchisee of the Grout Doctor® System.

"We," "Our(s)" or "Us" only as applied to paragraphs 2.2.3, 10.1.1, 10.1.2, and 14.8.7 and Sections 3.1, 3.5, 11.1 and 16.4, and Articles XI, and XV, Includes Our predecessors, affiliates, subsidiaries, and Our officers, directors, shareholders, members, managers, employees, agents, development agents, or others with whose conduct We are chargeable, as applicable.

"You" or "Your" Includes all signers of this Agreement, all current and subsequent guarantors, all subsequent and current members, Operating Principals, owners, partners, shareholders, managers, directors, officers, agents, affiliates, and principal employees and with those whose conduct You are chargeable.

[INTENTIONALLY LEFT BLANK
SIGNATURES ON NEXT PAGE]

IN WITNESS WHEREOF, the Franchisor and Franchisee have respectively signed and sealed this Franchise Agreement effective as of the day and year first written above.

FRANCHISOR:

Grout Doctor Global Franchise Corp.

By: _____
(Signature)

Name: _____

Title: _____

FRANCHISEE:

_____ (LLC/INC.)

By: _____
(Signature)

Name: _____

Title: _____

If the Franchisee is not an entity, each person must sign personally.

By: _____
_____, personally

By: _____
_____, personally

PERSONAL GUARANTY AND AGREEMENT TO BE BOUND PERSONALLY BY THE TERMS AND CONDITIONS OF THE FRANCHISE AGREEMENT

In consideration of the execution of the Franchise Agreement, dated the _____ day of _____, 20___, ("Franchise Agreement") by Grout Doctor Global Franchise Corp. ("Franchisor") and for other good and valuable consideration, the undersigned (Guarantors"), for themselves, their heirs, successors and assigns, do jointly, individually and severally hereby guaranty the full performance of the terms and conditions of and liability for the aforesaid Franchise Agreement and related documents.

Guarantors understand that a separate action may be brought or prosecuted against any Guarantor whether or not the action is brought or prosecuted against any other Guarantor or against the franchisee, or any or all of them, or whether any other Guarantor or the franchisee is or are joined in the action.

Guarantors agree that any claims, controversy, or dispute of a Guarantor will be governed by the dispute resolution provisions of Article XVII and Article XIX of the Franchise Agreement, which Articles are incorporated herein and by reference made a part hereof. Guarantors agree that all litigation, arbitration and mediation will take place exclusively in Salt Lake City, Utah and each Guarantor hereby submits to the jurisdiction of the federal and state courts of Utah.

Guarantors waive the benefit of any statute of limitations or other provision of law which in any way affects or limits any Guarantor's liability under this Guaranty. Guarantors acknowledge and agree no subsequent amendment, modification, and/or extension of the Franchise Agreement by and between Franchisor and the franchisee thereunder will affect this Guaranty.

This Guaranty is governed by the laws of the state whose laws govern the Franchise Agreement.

This Guaranty may be signed in counterparts by facsimile, electronic signature, or scanned and emailed signature, or similar electronic means, which will be deemed the same as an original signature and may be used for all purposes as if it were an original.

DATED this _____ day of _____, 20___.

"GUARANTOR(S)"

By:_____
(signature)
Name: _____, personally

By:_____
(signature)
Name: _____, personally

EXHIBIT "A-1"
TO THE FRANCHISE AGREEMENT

TERRITORY:

The Territory consists of the following area: _____
_____.

APPROVED* OFFICE LOCATION:

The Office Location is located at: _____, in the city or town of _____, county of _____, state of _____.

***Our approval of the Territory or a site is not a guarantee or a warranty of the potential success of a territory or a site.**

_____
Franchisee Initial and Date

_____
Franchisor Initial and Date

EXHIBIT "A-2"
TO THE FRANCHISE AGREEMENT

COMPANY REPRESENTATIONS AND WARRANTIES

You make the following additional warranties and representations:

You are a (check one):

□ Partnership □ Corporation
□ Sole Proprietorship □ Limited Liability Company

Name of Entity: _____
State Entity was formed: _____/Date of Formation: _____
EIN: _____

If You are a corporation, partnership, or limited liability company, please write below the name and address of each shareholder, partner, or member holding an ownership interest in the corporation, partnership or limited liability company, as well as the name of the shareholder, partner, or member who will attend training (please print or type names and add extra lines if necessary):

Name	**Address**	**Shares & Percentage of Interest***

*Corporation: Percentage owned of outstanding voting stock.
*Partnership: Percentage owned in voting and in capital and profits.
*Limited Liability Company: Percentage owned in membership interest.

List the names of the managers and officers of the Company:

Name	**Title**	**Manager/Officer**

The address where records are maintained is: _____
_____.

The name and address of the Operating Principal who has been approved by Us and who will be directly responsible for supervising Your business operations and who has authority to work with Us and make decisions relating to the operations of the Franchise Business:
Name: _____
Address: _____
Email: _____

You agree to provide Us a copy of Your articles of organization and operating agreement or articles of incorporation and bylaws by _____, 20___.

IN WITNESS WHEREOF, Franchisee has executed this Company Representations and Warranties as of _____, 20____.

FRANCHISEE:

_____ (LLC/INC.)

By: _____
(Signature)

Name: _____

Title: _____

EXHIBIT "A-3"
TO THE FRANCHISE AGREEMENT

FEE CHART

Type of Fee*	**Amount**	**Notes**
Successor Franchise Fee*	$500	Payable at the time of execution of the Successor Franchise Agreement
Marketing Fee*	Currently 1%	Payable monthly; can be increased to 3% upon 60 days' notice to you
Local Marketing for first 6 months	The greater of 20% of monthly Gross Sales or $2,000	You may need to verify and provide proof of these payments
Local Marketing after initial 6 months	$1,200, but we recommend You continue to spend 15% - 20% of monthly Gross Sales	You may need to verify and provide proof of these payments
Transfer Fee*	$3,500, plus Our out of pocket expenses	Payable prior to the transfer being effectuated
Late Payment Fee	Amount equal to 5% of amount owing for late fee payments	Plus 18% interest
Data Entry Report Late Fee	$1,000 per report	Automatically drafted from Your Operating Account
Additional Trainees at Initial Training	$250 per person/per day	Plus, Your and Your attendees' travel, lodging, food, and other expenses
Supplemental Services Training	$600 per person	Plus, Your and Your attendees' travel, lodging, food, and other expenses
Operational Assistance at Your Franchise Business Premises	$300 per person/per day	Plus, travel, lodging, food, and other expenses incurred by Us
Operational Assistance at Our headquarters	$300 per person/per day	Plus, Your and Your attendees' travel, lodging, food, and other expenses
New Operating Principal or Management Training	$250 per person/per day	Plus, Your and Your attendees' travel, lodging, food, and other expenses
Territory Relocation Fee	$1,000 plus $.05 per additional household	Prior to signing for the new territory
Conference Non-Attendance Fee	$1,000 per person required to attend	Plus, Your and Your attendees' travel, lodging, food, and other expenses
Meetings and Seminars Non-Attendance Fee	$250 per person	This is a per-person fine, plus each non-required

		attendee must pay for any training missed that was provided during the meeting or seminar at a rate of $250 per person per day
Required Purchase Amount	$60 per month	
Non-Approved Suppliers Fee	Up to $250 per violation per day	Payable upon our discovery of your purchasing, using, or selling unapproved products or using unapproved or undesignated suppliers
Interim Management Fee	Our costs plus 10% of Your monthly Gross Sales	You are also required to pay all ongoing royalties and marketing fund payments
Supplier Evaluation Fee	$500, plus Our costs	The $500 is payable upon Your request for Our review of a supplier; reimbursement of Our costs due immediately upon demand
Customer Complaint Resolution Fee	$250 per incident plus $5 per day if not resolved after 7 days, in addition to the above fee you must pay Our costs if we resolve the customer complaint on your behalf.	Payable immediately upon demand
Uniform and Badge Non-Compliance Fee	$5 per day per individual	Payable immediately upon demand
Marketing Email Non-Compliance Fee	$100 for first infraction $250 for second infraction	On demand, as incurred
Local Marketing Non-Compliance Fee	$100 for second infraction $150 for third infraction	On demand, as incurred
Designated Form Non-Compliance Fee	$100 for second infraction $150 for third infraction	On demand, as incurred
Non-Use of Grout Doctor Product Fee	$10 per instance	Automatically drafted from your operating account, plus we will process and send you one container of our neutral cleaner product and

		automatically draft the amount for the product and shipping
Post-Termination Non-Compliance Fee	$250 per day	

* All fees, except those identified with an *, are the current fees and may be changed in the Manuals in Our discretion. There may be other fees and fines listed in the Manuals.

EXHIBIT "A-4"
TO THE FRANCHISE AGREEMENT

PRINCIPAL CONFIDENTIALITY, NON-COMPETITION & NON-SOLICITATION AGREEMENT

This PRINCIPAL CONFIDENTIALITY, NON-COMPETITION & NON SOLICITATION AGREEMENT (the "Agreement") is entered into and made effective as of _____, 20___, by and between **GROUT DOCTOR GLOBAL FRANCHISE CORP**, a Nevada corporation (hereinafter referred to as "Franchisor" or the "Company") and the undersigned (referred to herein as "Principal" or "You").

WHEREAS, Franchisor has developed a system for the operation of a mobile service franchise business known as The Grout Doctor®, offering to the public residential and small commercial grout, tile and stone cleaning, sealing, re-coloring, repair, re-grouting and re-caulking and related repair and maintenance services and may also include and other supplemental services ("Grout Doctor® Business"). The system Includes: the Franchise business, specific Marks, Manuals, the use of required equipment, processes, services, teaching methods, uniform standards, and know-how; a Marketing plan, operations, training procedures and Marketing concepts; the sale of products and services under the name Grout Doctor® and other trademarked items; and the use of Confidential Information ("System" and the "Grout Doctor® System"); and

WHEREAS, Principal or his or her company entered into an agreement with Franchisor ("Franchise Agreement") so as to be able to obtain the rights to operate a Grout Doctor® Business using the System developed by the Franchisor Including certain confidential and proprietary information of Franchisor ("Franchise Business"); and

WHEREAS, Principal will have access to such proprietary information; and

WHEREAS, Principal recognizes the value of the System and the intangible property rights licensed under the Franchise Agreement and recognizes that the Franchisor's entering into the Franchise Agreement is conditioned upon the Principal entering into this Agreement.

WHEREAS, all capitalized terms used, but not defined, herein will have the respective meanings assigned to them pursuant to the Franchise Agreement, and all references herein to "Article," "Sections" and "Paragraphs" refers to articles, paragraphs and sections of the Franchise Agreement.

NOW THEREFORE, in consideration of Franchisor entering into the Franchise Agreement with Principal or his or her company, the recitals and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties hereto agree as follows:

1. Acknowledgment. Principal acknowledges that he or she has obtained or may obtain knowledge of confidential matters, procedures, services, the System, and products developed, used and owned by Franchisor and made available to Principal, which are necessary and essential to the operation of the Franchise Business, without which information the Franchise Business could not efficiently, effectively and profitably operate. Principal further acknowledges that such confidential information was not known to him or her prior to the association with Franchisor.

2. Non-Disclosure. Except as may be required under the Franchise Agreement, neither Principal, nor any of Principal's family, will during the term of the Franchise Agreement and any Successor Franchise or Successor Franchise Agreement or any time thereafter, directly or indirectly, use, or disclose to any third party, or authorize any third party to use, any information relating to the Franchise Business or interest of Franchisor, Confidential Information, the System, or other information or materials which he or she knows, or reasonably should know, is regarded as confidential to Franchisor, Including techniques, financial information, teaching methods, protocols, standards, merchandising, sale of products and services, products, sourcing of products,

Marketing plans, pricing, accounting systems and procedures, specifications, manuals, business plans, suppliers, customer lists, technical designs or drawings that relate to the Franchise Business and the Grout Doctor® System. The parties intend that the information disclosed by Franchisor prior to the actual execution of this Agreement will constitute Confidential Information and will be subject to all the terms and conditions of this Agreement (Including the covenants, protecting against disclosures) as if such information had been disclosed following the execution of this Agreement

3. Non-Competition. Principal, Principal's family and Franchisor share in a common interest in avoiding situations where persons or companies who are or have been Grout Doctor® franchisees operate or otherwise become involved with a substantially similar competing business. Therefore, the following covenants will be enforced during and after the term of the Franchise Agreement.

3.1 In-Term Covenant. During the term of the Franchise Agreement and for any extensions or Successor Franchises hereof, except as permitted under the Franchise Agreement, Principal agrees that neither Principal nor Principal's family, nor any shareholders, owners, partners, directors, members, managers, officers, agents, affiliates, or principal employees will own, operate, lease, franchise, conduct, consult with, engage in, be connected with, have any interest in, or assist any person or entity engaged in or on its own account or as an employee, consultant, contractor, partner, officer, director or shareholder of business offering products or services the same as or substantially similar to the Franchise Business or the System in any capacity or location, except with Franchisor's prior written consent. Principal understands and acknowledges that to violate this Section will create irreparable harm.

3.2 Post-Term Covenant. Upon Termination for any reason of the Franchise Agreement and any extensions thereof, or upon any Transfer or repurchase or Principal's rights under the Franchise Agreement, and for a continuous, uninterrupted period of two years thereafter, neither Principal, nor Principal's family, nor any members, managers, owners, partners, officers, directors, agents, affiliates or principal employees of Principals' company will, directly or indirectly, participate as an owner, operator, shareholder, director, partner, consultant, agent, member, manager, employee, contractor, advisor, officer, lessor, lessee, franchisor, franchisee or serve in any other capacity whatsoever or have any interest in or assist any person or entity in any business, firm, entity, partnership or company engaged in any business offering products or services the same as or substantially similar to the Franchise Business or the System at the time of Termination in any capacity or location within the Territory or within 50 miles of the Territory or within 50 miles of the territory of any System franchise or Grout Doctor® business operation at the time of Termination of the Franchise Agreement. The ownership of not more than two percent of the voting stock of a publicly held corporation will not be considered a violation of the foregoing provision. Principal agrees that the Franchise Business attracts customers from up to 50 miles, and that such geographical restraint is not unreasonable.

3.2.1 In the event Principal competes during the term of non-competition, this non-compete time period will be tolled and extended for the period of Principal's competition, plus an additional six months.
''

4. Non-Solicitation of Customers. Principal will not, during the term of the Franchise Agreement and any extension or Successor Franchise and for three years thereafter, directly or indirectly, contact any customer of Franchisor for the purpose of soliciting from any such customer any business that is the same as or substantially similar to the business conducted between Principal or Principal's company and the customer, or Franchisor or Franchisor's affiliate and the customer. All Customer Data belongs to the Franchisor.

5. Return of Materials. Upon the Termination of the Franchise Agreement, or Principal's disassociation from the franchise entity, Principal agrees to deliver to Franchisor (and will not keep a copy in his or her possession or deliver to anyone else) the Grout Doctor® Manuals and any and all Customer Data, Confidential Information, vendor lists, records, data, designs, photographs, notes, reports, proposals, lists, correspondence, specifications, drawings, blueprints, sketches, materials, equipment, and documents or property relating to the System.

6. Irreparable Harm. Principal hereby acknowledges and agrees that any breach by him or her of any port of Sections 1 through 5 above, inclusive, will cause damage to Franchisor in an amount difficult to ascertain. Accordingly, in addition to any other relief to which Franchisor may be entitled, Franchisor will be entitled to temporary, preliminary, and/or permanent injunctive relief for any breach or threatened breach by Principal of any of the terms of Section 1 through 5 above, inclusive, without proof of actual damages that have been or may be caused to Franchisor by such breach. Additionally, Principal agrees that the existence of any claims Principal may have against Franchisor, whether or not arising from this Agreement of the Franchise Agreement, will not constitute a defense to Franchisor's ability to enforce the covenants set forth in this Agreement.

7. Reasonableness and Enforceability. Principal agrees that the terms of this Agreement are fair and reasonable in light of the circumstances and were in part, based on the perceived or potential value of the System and the business relationship that Principal and/or his company have and will have with Franchisor. If any portion of this Agreement will be held invalid or inoperative, then, so far as is reasonable and possible, the remainder of this Agreement will be considered valid and operative, and effect will be given to the intent manifested by the portion held invalid or inoperative. Whenever the context so requires, the masculine will include the feminine and neuter and the singular will include the plural and conversely.

8. Governing Law and Jurisdiction. The validity, enforcement, construction, rights and liabilities of the parties and provisions of this Agreement will be governed by and interpreted in accordance with the laws of the State of Utah without giving effect to its conflicts of law provisions. If for any reason court action is filed, Principal consents to the jurisdiction of the courts of record in the State of Utah and agrees that proper jurisdiction and venue for all dispute resolution will be exclusively in the state and federal courts of Salt Lake County, State of Utah.

9. Attorneys' Fees and Costs. In the event any action in law or equity or any arbitration or other proceeding is brought for the enforcement of this Agreement or in connection with any of the provisions of this Agreement, the successful or prevailing party or parties will be entitled to reasonable attorney's fees and other costs reasonably incurred in such action or proceeding.

10. Binding Agreement. This Agreement will bind the successors and assigns of Principal and his or her heirs, personal representative, successors and assigns. No rights under this Agreement will be assignable by Principal and any purported assignment will be null and void and of no force or effect.

11. Survival of Covenants. All covenants made in this Agreement by Principal will survive the Termination of this Agreement or the Franchise Agreement or Principal's disassociation with the Franchise Business or the System in any way.

12. Modification of Agreement. This Agreement may be amended in whole or in part only by an agreement in writing signed by the parties.

13. Counterpart Signatures. This Agreement may be signed in counterparts by facsimile, electronic signature, or scanned and emailed signature, or similar electronic means, which will be deemed the same as an original signature and may be used for all purposes as if it were an original.

PRINCIPAL ACKNOWLEDGES THAT HE OR SHE HAS READ THIS AGREEMENT AND UNDERSTANDS ITS CONTENTS.

IN WITNESS WHEREOF, the parties have executed this Agreement effective the day and year first herein above written.

FRANCHISOR:	PRINCIPAL:
Grout Doctor Global Franchise Corp.	
By: _____ (Signature)	By: _____ (Signature)
Name: _____	Name: _____
Title: _____	

EXHIBIT "A-5"
TO THE FRANCHISE AGREEMENT

EMPLOYEE CONFIDENTIALITY AND NON-COMPETITION AGREEMENT

THIS EMPLOYEE CONFIDENTIALITY AND NON-COMPETITION AGREEMENT is entered into as of _____, 20__, between _____ ("Franchisee") and ("Employee"), residing at _____.
[City] [State] [Zip Code]

A. Franchisee is the holder of a Grout Doctor® franchise and as such is the beneficiary of certain confidential and proprietary information of Grout Doctor Global Franchise Corp. ("Franchisor").

B. Employee may in the course of his or her employment by Franchisee have access to such proprietary information.

NOW, THEREFORE, in consideration of the employment of the Employee by Franchisee, the parties hereto agree as follows:

1. Acknowledgement. Employee acknowledges that during the course of employment by Franchisee he or she has obtained or may obtain knowledge of confidential matters and procedures developed, licensed to or owned by Franchisor, and made available to the Franchisee which are necessary and essential to the operation of the business of the Franchisee, without which such information, Franchisee could not efficiently, effectively and profitably operate its franchise. Employee further acknowledges that such confidential information was not known to him or her prior to employment.

2. Non-Disclosure. Except as may be required in the performance of duties for Franchisee, Employee will not, during the course of his or her employment and thereafter, directly or indirectly, use, or disclose to any third party, or authorize any third party to use, any information relating to the business or interest of Franchisee or Franchisor, which he or she knows or reasonably should know is regarded as confidential to Franchisee or Franchisor, Including trade secrets, techniques, sales and purchasing systems, teaching methods, standards, merchandising, Marketing, sale of products and services, specifications, suppliers, pricing, accounting systems, procedures, sales, income, specifications, products, Manuals, business plans, customer lists, technical designs or drawings that relate to Franchisee's business, and the Grout Doctor® System.

3. Non-Competition. Employee will not, during the course of his or her employment by Franchisee, and for one year thereafter, directly or indirectly in any capacity, without Franchisee's prior written consent, engage in a business, or plan for or organize a business, or have any financial interest in or become an owner, officer, director, shareholder, partner, associate, employee, contractor, agent, representative or consultant in any business offering or selling products or services the same or substantially similar to a Grout Doctor® business. Without limiting the generality of the foregoing, the minimum area of competitive nature will be that area within a 20-mile radius of Franchisee's place of business or within a 20-mile radius of any of 'Grout Doctor's franchise or business operations, or that of its parent, subsidiary or affiliate, at the time of Employee's termination of employment. The ownership of not more than two percent of the voting stock of a publicly held corporation will not be considered a violation of the foregoing provision.
'

4. Non-Solicitation of Customers. Employee will not, during the course of his or her employment and for one year thereafter, directly or indirectly, contact any customer of Franchisee for the purpose of soliciting from any such customer any business that is the same as or substantially similar to the business conducted between the Franchisee and the customer.

5. Return of Materials. At the termination of his or her employment, Employee agrees to deliver to Franchisee (and will not keep in his possession or deliver to anyone else whether in hard or electronic soft copy) Grout Doctor Global Franchise Corp. Manuals and any and all records, data, designs, photographs, notes, reports, proposals, lists, correspondence, specifications, drawings, plans, sketches, materials, equipment, other documents or property, or reproductions of any such items belonging to Franchisor or Franchisee, or either of their successors or assigns relating to the Grout Doctor® business or System.

6. Irreparable Harm. Employee hereby acknowledges and agrees that any breach by him or her of Sections 1 through 5 above, inclusive, will cause damage to Franchisee and Franchisor in an amount difficult to ascertain. Accordingly, in addition to any other relief to which Franchisee may be entitled, either Franchisee or Franchisor will be entitled to enforce this Agreement and to seek temporary, preliminary, and/or permanent injunctive relief for any breach or threatened breach by Employee of any of the terms of Section 1 through 5 above, inclusive, without proof of actual damages that have been or may be caused to Franchisee or Franchisor by such breach, and without the requirement of posting bond.

7. Enforceability. If any portion of this Agreement will be held invalid or inoperative, then, so far as is reasonable and possible, the remainder of this Agreement will be considered valid and operative, and effect will be given to the intent manifested by the portion held invalid or inoperative. Whenever the context so requires, the masculine will include the feminine and neuter and the singular will include the plural and conversely.

8. Binding Agreement. This Agreement will bind the successors and assigns of Franchisee and the heirs, personal representative and successors of Employee. No rights under this Agreement will be assignable by Employee and any purported assignment will be null and void and of no force or effect.

9. Survival of Covenants. All covenants made in this Agreement by Employee will survive the termination of this Agreement.

10. Modification of Agreement. This Agreement may be amended in whole or in part only by an agreement in writing signed by the parties.

11. Counterparts. This Agreement may be signed in counterparts by facsimile, electronic signature, or scanned and emailed signature, or similar electronic means, which will be deemed the same as an original signature and may be used for all purposes as if it were an original.

12. Third Party Beneficiary. It is agreed and acknowledged that Grout Doctor Global Franchise Corp. is a third-party beneficiary to this Agreement.

EMPLOYEE ACKNOWLEDGES THAT HE OR SHE HAS READ THIS AGREEMENT AND UNDERSTANDS ITS CONTENTS.

IN WITNESS WHEREOF, the parties have executed this Agreement the day and year first herein above written.

FRANCHISEE:	EMPLOYEE:
_____	
By: _____	_____
(Signature)	(Signature)
Name: _____	_____
	(Print Name)
Title: _____	

EXHIBIT "A-6"
TO THE FRANCHISE AGREEMENT

APPROVED GROUT DOCTOR SERVICES

1. Grout Cleaning
2. Grout Sealing
3. Grout Repair
4. Regrouting
5. Grout Staining
6. Recaulking
7. Tile Repair/Replacement
8. Grouting
9. Minor Wall Repairs*
10. Accessory Installation*
11. Shower Door Removal*
12. Clean, Seal or Refinish Saltillo Tile or Pavers*
13. Cleaning & Sealing Natural Stone*
14. EnduroShield Protective Coatings Installation*

SUPPLEMENTAL SERVICES

(These supplemental services are only available after operating Your franchise for at least three months. All of these services require additional training by Us for a training fee. Some of these services also require the purchase of additional equipment and supplies.)

1. Stone Restoration and Polishing

_____ Franchisee's Initials

* Optional Services

EXHIBIT "A-7"
TO THE FRANCHISE AGREEMENT

NEW FRANCHISEE START-UP PACKAGE
Equipment and Tools

Electric Grout Removal Tool
Tool Adapter and Carbide Bits (4)
Electric Multi Tool
Moisture Meter
Shop Vac
Grout Getter
Chisel
Grout Float
Margin Trowel
Manual Grout Saw w/Blades
Fast Change Utility Knife w/Blades
Razor Scraper (2)
Scraper Blades (100)
4" Scraper
4" Blades (10)
Safety Glasses
Knee Pads
Dust Masks (1)
Tool Bag
Wet Saw
Flashlight
Ear Plugs
25' Tape Measure
Right Angle Screwdriver
20' Heavy Duty Extension Cord
4-Way Screwdriver
Hammer
Pliers
Flexible Putty Knife
Grout Sponges (2)
Small Grout Brushes (2)
Large Grout Brush (2)
Stain Brushes (1)
Green Scrub Pads (8)
Tape
Caulk Gun
Drop Cloth
Pic & Awl set
Right angle screwdriver
Terry Cloth Towels (12)
Rubber Gloves
Blades Utility (100)

Training Materials

Grout Doctor Operations Manuals
Self Study Pre-Test
Volume I - Operations Training
Volume II - Technical Training
Volume III - Marketing and Marketing

Marketing Materials

Personalized Marketing and Marketing Plan
Magnetic Vehicle Signs (2)
Vehicle PTUG/Web Site Decal
Direct Mail and Internet Marketing Programs
Marketing, Flyer, Postcard, Tri-fold Templates

Printed Materials

1000 Business Cards
500 Estimate Forms (2-part NCR)

Grout Doctor Products and Other Consumable Supplies

Natural Look Sealer (1 gallon)
Neutral Cleaner Concentrate (4 quarts)
Acid Cleaner (1 gallon)
Mild Acid Mimic (1 gallon)
Alkaline Cleaner (1 gallon)
8oz Color Seal x 3 (White, Bone, Cloud White)

Logo Wear

Grout Doctor Polo Shirts (2)
Grout Doctor T-Shirts (5)

EXHIBIT "A-8"
TO FRANCHISE AGREEMENT

AUTHORIZATION AGREEMENT FOR DIRECT PAYMENTS (ACH DEBITS)

Business Name: _____

I (We) hereby authorize Grout Doctor Global Franchise Corp. ("Company") to initiate debit entries to my (our) ☐ checking account/ ☐ savings account (select one) indicated below at the depository financial institution named below, ("Depository"), and to debit the same to such account. I (We) acknowledge that the origination of ACH transactions to my (our) account must comply with the provisions of United States law.

Depository Name: _____ Branch: _____

City: _____ State: _____ Zip Code: _____

Routing Number: _____ Account Number: _____

This authorization is to remain in full force and effect until Company has received written notification from me (or either of us) of its termination in such time and in such manner as to afford Company and Depository a reasonable opportunity to act on it.

Name(s): _____
(please print)

Title: _____

Signature: _____ Date: _____

NOTE: ALL WRITTEN DEBIT AUTHORIZATIONS MUST PROVIDE THAT THE RECEIVER MAY REVOKE THE AUTHORIZATION ONLY BY NOTIFYING THE ORIGINATOR IN THE MANNER SPECIFIED IN THE AUTHORIZATION.

EXHIBIT "A-9"
TO FRANCHISE AGREEMENT

STATE SPECIFIC ADDENDA

ADDENDUM TO THE FRANCHISE AGREEMENT
FOR THE STATE OF CALIFORNIA

Both the governing law and choice of law for franchisees operating outlets located in California, will be the California Franchise Investment Law and the California Franchise Relations Act regardless of the choice of law or dispute resolution venue stated elsewhere. Any language in the franchise agreement or amendment to or any agreement to the contrary is superseded by this condition.

The franchise agreement contains a covenant not to compete which extends beyond the termination of the franchise. A contract that restrains a former franchisee from engaging in a lawful trade or business is to that extent void under California Business and Professions Code Section 16600.

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

IN WITNESS WHEREOF, the Franchisor and Franchisee have respectively signed and sealed this Franchise Agreement Addendum as of the ____ day of _____, 20__.

FRANCHISEE:	**GROUT DOCTOR GLOBAL FRANCHISE CORP.:**
By:_____	By: _____
Its	Its

ADDENDUM TO THE FRANCHISE AGREEMENT
FOR THE STATE OF ILLINOIS

Illinois Law governs the franchise agreements.

In conformance with Section 4 of the Illinois Franchise Disclosure Act, any provision in a franchise agreement that designates jurisdiction and venue in a forum outside of the State of Illinois is void. However, a franchise agreement may provide for arbitration to take place outside of Illinois.

Franchisees rights upon termination and non-renewal are set forth in sections 19 and 20 of the Illinois Franchise Disclosure Act.

In conformance with Section 41 of the Illinois Franchise Disclosure Act, any condition, stipulation or provision purporting to bind any person acquiring any franchise to waive compliance with the Illinois Franchise Disclosure Act or any other law of Illinois is void.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

IN WITNESS WHEREOF, the Franchisor and Franchisee have respectively signed and sealed this Franchise Agreement as of the ____ day of _____, 20__.

FRANCHISEE	**GROUT DOCTOR GLOBAL FRANCHISE CORP.**
By:_____	By: _____
Its	Its

ADDENDUM TO THE FRANCHISE AGREEMENT
FOR THE STATE OF MARYLAND

This Addendum Agreement is made contemporaneously with the Franchise Agreement dated _____, 20____, by and between **GROUT DOCTOR GLOBAL FRANCHISE CORP.,** a Nevada corporation, hereinafter referred to as "Franchisor" and _____, hereinafter referred to as "Franchisee."

1. A franchisee may bring a lawsuit in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law.

2. Any claims arising under the Maryland Franchise Registration and Disclosure Law must be brought within 3 years after the grant of the franchise.

3. The general release required as a condition of renewal, sale and/or assignment/transfer shall not apply to any liability under the Maryland Franchise Registration and Disclosure Law.

4. All representations requiring prospective franchisees to assent to a release, estoppel or waiver of liability are not intended to nor shall they act as a release, estoppel or waiver of any liability incurred under the Maryland Franchise Registration and Disclosure Law.

5. Based upon the franchisor's financial condition, the Maryland Securities Commissioner has required financial assurance. Therefore, all initial fees and payments owed by franchisees shall be deferred until the franchisor completes its pre-opening obligations under the franchise agreement.

6. No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

7. Sections 20.14, 20.16, 20.18, and 20.20 of the Franchise Agreement shall not apply and are hereby omitted from the Franchise Agreement.

Except as expressly amended or modified herein, all terms, provisions and conditions of the original Franchise Agreement shall remain in full force and effect. In the event of a conflict or inconsistency between the provisions of this Addendum and any provisions of the original Franchise Agreement, the provisions hereof shall in all respects govern and control.

IN WITNESS WHEREOF, and by their signatures below, the Parties hereto acknowledge that they have read, understand and agree to all of the terms and provisions of this Agreement and have caused this Agreement to be effective as of the _____ day of _____, 20___, with the full authority of the Company principal they represent.

FRANCHISEE	**GROUT DOCTOR GLOBAL FRANCHISE CORP.**
By:_____	By: _____
Its	Its

ADDENDUM TO THE FRANCHISE AGREEMENT
FOR THE STATE OF MINNESOTA

The disclosure document, franchise agreement, and other related agreements are amended to conform to the following:

1. Governing law, choice of forum, and jurisdiction and venue provisions of the disclosure document and franchise agreements are amended to include the following:

> Minnesota statute 80C.21 and Minnesota Rule 2860.4400J prohibit us from requiring litigation to be conducted outside Minnesota. In addition, nothing in the disclosure document or agreement can abrogate or reduce any of your rights as provided for in Minnesota Statutes, Chapter 80C, or your rights to any procedure, forum, or remedies provided for by the laws or the jurisdiction.

2. With respect to franchises governed by Minnesota law, the franchisor will comply with Minn. Stat. 80C.14, subdivisions 3, 4 and 5 which require, except in certain specified cases, that a franchisee be given 90 days' notice of termination (with 60 days to cure) and 180 days' notice for non-renewal of the franchise agreement; and that consent to the transfer of the franchise will not be unreasonably withheld.

3. As required by the Minnesota Franchise Act, Minn. Stat. Sec. 80C.12(g), franchisor will reimburse the franchisee for any costs incurred by the franchisee in the defense of the franchisee's right to use the Marks, so long as the franchisee was using the Marks in the manner authorized by franchisor, and so long as franchisor is timely notified of the claim and is given the right to manage the defense of the claim including the right to compromise, settle or otherwise resolve the claim, and to determine whether to appeal a final determination of the claim.

4. Minnesota Rule Part 2860.4400J prohibits requiring a franchisee from waiving his rights to a jury trial or waiving his rights to any procedure, forum, or remedies provided for by the laws of Minnesota, or consenting to liquidated damages, termination penalties or judgment notes.

5. Minn. Rule 2860.4400D prohibits a franchisor from requiring a franchisee to assent to a general release.

6. Any limitation of claims must comply with Minn. Stat. 80C.17, subdivision 5.

7. No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including, fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed with the franchise.

_____
Franchisee (Signature)

_____
Franchisee (Signature)

ADDENDUM TO THE FRANCHISE AGREEMENT
FOR THE STATE OF VIRGINIA

In recognition of the restrictions contained in Section 13.1-564 of the Virginia Retail Franchising Act, the Franchise Disclosure Document for Grout Doctor Global Franchise Corp. for use in the Commonwealth of Virginia shall be amended as follows:

Additional Disclosures.

The following statements are added to Section 11.1 A-L:

> Under Section 13.1-564 of the Virginia Retail Franchising Act, it is unlawful for a franchisor to cancel a franchise without reasonable cause. If any grounds for default or termination stated in the franchise agreement and area developer agreement does not constitute "reasonable cause," as that term may be defined in the Virginia Retail Franchising Act or the laws of Virginia, that provision may not be enforceable.
>
> Under Section 13.1-564 of the Virginia Retail Franchising Act, it is unlawful for a franchisor to use undue influence to induce a franchisee to surrender any right given to him under the franchise. If any provision of the franchise agreement and area developer agreement involves the use of undue influence by the franchisor to induce a franchisee to surrender any rights given to him under the franchise, that provision may not be enforceable.

WASHINGTON ADDENDUM TO THE FRANCHISE AGREEMENT, AND RELATED AGREEMENTS

In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW will prevail.

RCW 19.100.180 may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise. There may also be court decisions which may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise.

In any arbitration or mediation involving a franchise purchased in Washington, the arbitration or mediation site will be either in the state of Washington, or in a place mutually agreed upon at the time of the arbitration or mediation, or as determined by the arbitrator or mediator at the time of arbitration or mediation. In addition, if litigation is not precluded by the franchise agreement, a franchisee may bring an action or proceeding arising out of or in connection with the sale of franchises, or a violation of the Washington Franchise Investment Protection Act, in Washington.

A release or waiver of rights executed by a franchisee may not include rights under the Washington Franchise Investment Protection Act or any rule or order thereunder except when executed pursuant to a negotiated settlement after the agreement is in effect and where the parties are represented by independent counsel. Provisions such as those which unreasonably restrict or limit the statute of limitations period for claims under the Act, or rights or remedies under the Act such as a right to a jury trial, may not be enforceable.

Transfer fees are collectable to the extent that they reflect the franchisor's reasonable estimated or actual costs in effecting a transfer.

Pursuant to RCW 49.62.020, a noncompetition covenant is void and unenforceable against an employee, including an employee of a franchisee, unless the employee's earnings from the party seeking enforcement, when annualized, exceed $100,000 per year (an amount that will be adjusted annually for inflation). In addition, a noncompetition covenant is void and unenforceable against an independent contractor of a franchisee under RCW 49.62.030 unless the independent contractor's earnings from the party seeking enforcement, when annualized, exceed $250,000 per year (an amount that will be adjusted annually for inflation). As a result, any provisions contained in the franchise agreement or elsewhere that conflict with these limitations are void and unenforceable in Washington.

RCW 49.62.060 prohibits a franchisor from restricting, restraining, or prohibiting a franchisee from (i) soliciting or hiring any employee of a franchisee of the same franchisor or (ii) soliciting or hiring any employee of the franchisor. As a result, any such provisions contained in the franchise agreement or elsewhere are void and unenforceable in Washington.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

Paragraph 20.14 does not apply to franchisees in the State of Washington.

(Remainder of page intentionally left blank; signatures to follow)

The undersigned does hereby acknowledge receipt of this addendum.

IN WITNESS WHEREOF, the Franchisor and Franchisee have respectively signed and sealed this Agreement as of the ____ day of _____, 20__.

FRANCHISOR:
GROUT DOCTOR GLOBAL FRANCHISE CORP.

By: _____
(Signature)

Name: _____

Title: _____

FRANCHISEE:
_____, (LLC/INC.)

By: _____
(Signature)

Name: _____
Title: _____

INDIVIDUALS:

Signature: _____
Print Name: _____

Signature: _____
Print Name: _____

EXHIBIT B
TO DISCLOSURE DOCUMENT

AUDITED FINANCIAL STATEMENTS
FOR PERIOD ENDING

December 31, 2023
December 31, 2022
December 31, 2021

UNAUDITED FINANCIAL STATEMENTS

None

GROUT DOCTOR GLOBAL FRANCHISE CORP.
AND SUBSIDIARY

CONSOLIDATED FINANCIAL STATEMENTS

Years Ended
December 31, 2023, 2022, and 2021

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Grout Doctor Global Franchise Corp.

Opinion

We have audited the accompanying consolidated financial statements of Grout Doctor Global Franchise Corp. (a Nevada Corporation) and Subsidiary, which comprise the consolidated balance sheets as of December 31, 2023, 2022, and 2021, and the related consolidated statements of operations, stockholders' equity, and cash flows for the years then ended, and the related notes to the consolidated financial statements

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Grout Doctor Global Franchise Corp. and Subsidiary as of December 31, 2023, 2022, and 2021, and the consolidated results of their operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Grout Doctor Global Franchise Corp. and Subsidiary, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Grout Doctor Global Franchise Corp. and Subsidiary's ability to continue as a going concern for one year after the date that the consolidated financial statements are issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Grout Doctor Global Franchise Corp. and Subsidiary's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Grout Doctor Global Franchise Corp. and Subsidiary's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control–related matters that we identified during the audits.

Squire & Company, PC

Orem, Utah
March 27, 2024

GROUT DOCTOR GLOBAL FRANCHISE CORP. AND SUBSIDIARY
CONSOLIDATED BALANCE SHEETS
December 31, 2023, 2022, and 2021

	2023	2022	2021
ASSETS			
Current Assets:			
Cash	$ 30,190	$ 35,677	$ 47,211
Restricted cash	42,226	47,204	44,218
Accounts receivable, net	99,128	80,048	83,583
Inventories	1,042	1,279	2,788
Prepaid expenses	62,534	55,373	37,343
Notes receivable, current portion	1,025	5,555	1,472
Total current assets	236,145	225,136	216,615
Other Assets:			
Trademarks and trademark rights, net	260,218	283,732	308,528
Software, net	13,181	11,834	9,550
Total other assets	273,399	295,566	318,078
Total assets	$ 509,544	$ 520,702	$ 534,693

The accompanying notes are an integral part of these consolidated financial statements.

GROUT DOCTOR GLOBAL FRANCHISE CORP. AND SUBSIDIARY
CONSOLIDATED BALANCE SHEETS (Continued)
December 31, 2023, 2022, and 2021

	2023	2022	2021
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current Liabilities:			
Accounts payable	$ 23,027	$ 25,691	$ 14,385
Accrued expenses	57,281	50,556	45,555
Deposits	-	-	1,000
Current portion of notes payable	-	-	10,998
Total current liabilities	80,308	76,247	71,938
Long-Term Liabilities:			
Contract liabilities	50,447	73,294	64,235
Total liabilities	130,755	149,541	136,173
Stockholders' Equity:			
Common stock, no par value, 914 shares issued and outstanding at December 31, 2023, 2022 and 2021	39,960	39,960	39,960
Treasury stock, 314 shares at cost	(76,302)	(76,302)	(76,302)
Retained earnings	415,131	407,503	434,862
Total stockholders' equity	378,789	371,161	398,520
Total liabilities and stockholders' equity	$ 509,544	$ 520,702	$ 534,693

The accompanying notes are an integral part of these consolidated financial statements.

GROUT DOCTOR GLOBAL FRANCHISE CORP. AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF OPERATIONS
Years Ended December 31, 2023, 2022, and 2021

	2023	2022	2021
Revenues:			
Royalties	$ 796,979	$ 771,855	$ 783,499
Franchise fees	57,535	50,704	63,533
Support	142,469	146,774	146,750
Product sales	6,783	11,835	7,142
Advertising	124,152	112,522	109,447
Grout cleaning revenue	63,447	59,413	-
Total revenues	1,191,365	1,153,103	1,110,371
Cost of Revenue	192,084	187,770	128,098
Gross Profit	999,281	965,333	982,273
General and Administrative Expenses	996,797	1,004,728	999,677
Income (Loss) from Operations	2,484	(39,395)	(17,404)
Other Income (Expense):			
Interest income	654	266	1,187
Forgiveness of Paycheck Protection Program loan	-	-	97,482
Other income	39,250	23,779	1,815
Interest expense	(1,760)	(1,343)	(1,714)
Total other income	38,144	22,702	98,770
Income (Loss) before Provision for Income Taxes	40,628	(16,693)	81,366
Income Tax Benefit	-	-	(42,899)
Net Income (Loss)	$ 40,628	$ (16,693)	$ 124,265

The accompanying notes are an integral part of these consolidated financial statements.

GROUT DOCTOR GLOBAL FRANCHISE CORP. AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY
Years Ended December 31, 2023, 2022, and 2021

	Common Stock		Treasury	Retained	
	Shares	Amount	Stock	Earnings	Total
Balance, January 1, 2021	914	$ 39,960	$ (76,302)	$ 310,597	$ 274,255
Net Income	-	-	-	124,265	124,265
Balance, December 31, 2021	914	39,960	(76,302)	434,862	398,520
Disbributions	-	-	-	(10,666)	(10,666)
Net Loss	-	-	-	(16,693)	(16,693)
Balance, December 31, 2022	914	39,960	(76,302)	407,503	371,161
Distributions	-	-	-	(33,000)	(33,000)
Net Income	-	-	-	40,628	40,628
Balance, December 31, 2023	914	$ 39,960	$ (76,302)	$ 415,131	$ 378,789

The accompanying notes are an integral part of these consolidated financial statements.

GROUT DOCTOR GLOBAL FRANCHISE CORP. AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF CASH FLOWS
Years Ended December 31, 2023, 2022, and 2021

	2023	2022	2021
Cash Flows from Operating Activities:			
Net income (loss)	$ 40,628	$ (16,693)	$ 124,265
Adjustments to reconcile net income (loss)			
to cash provided (used) by operating activities:			
Amortization expense	34,393	34,525	36,195
Deferred income taxes	-	-	(42,899)
Forgiveness of Paycheck Protection			
Program loan	-	-	(97,482)
Change in operating assets and liabilities:			
Accounts receivable	(19,080)	3,535	(8,546)
Inventories	237	1,509	(1,083)
Prepaid expenses	(7,161)	(18,030)	(32,159)
Accounts payable	(2,664)	11,306	(1,907)
Accrued expenses	6,725	5,001	5,744
Deposits	-	(1,000)	1,000
Contract liabilities	(28,847)	2,059	8,390
Total adjustments	(16,397)	38,905	(132,747)
Net cash provided (used) by operating activities	24,231	22,212	(8,482)
Cash Flows from Investing Activities:			
Payments for trademark defense	(4,876)	(3,267)	(5,470)
Payments for software development	(7,350)	(8,746)	-
Collection of notes receivable	10,530	2,917	22,476
Net cash provided (used) by investing activities	(1,696)	(9,096)	17,006
Cash Flows from Financing Activities:			
Principal payments on note payable	-	(10,998)	(21,750)
Distributions	(33,000)	(10,666)	-
Net cash used by financing activities	(33,000)	(21,664)	(21,750)
Net Change in Cash	(10,465)	(8,548)	(13,226)
Cash at Beginning of Year	82,881	91,429	104,655
Cash at End of Year	$ 72,416	$ 82,881	$ 91,429
As presented on the consolidated balance sheets:			
Cash	$ 30,190	$ 35,677	$ 47,211
Restricted cash	42,226	47,204	44,218
	$ 72,416	$ 82,881	$ 91,429

The accompanying notes are an integral part of these consolidated financial statements.

GROUT DOCTOR GLOBAL FRANCHISE CORP. AND SUBSIDIARY
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 1 – ORGANIZATION AND BUSINESS ACTIVITY

The consolidated financial statements include the accounts of Grout Doctor Global Franchise Corp. (a Nevada Corporation) and its wholly owned subsidiary, Grout Doctor Global Development, LLC (a Utah Limited Liability Company). Grout Doctor Global Franchise Corp. and Subsidiary are collectively referred to as "the Company" in these consolidated financial statements. All significant intercompany transactions have been eliminated in consolidation.

Grout Doctor Global Franchise Corp. grants franchises known as "The Grout Doctor®," specializing in mobile grout, tile and stone cleaning and grout maintenance and repair. The Company assists franchisees in establishing and operating a grout, tile and stone cleaning, grout maintenance, and repair franchise. The Company also provides supplies, tools, and data services for franchisees.

Grout Doctor Global Development, LLC was organized to sell private-label inventory to consumers and franchisees. During the year ended December 31, 2019, the Company entered into a master license and development agreement with an entity located in Mexico. This agreement will allow the licensee to sell and develop Grout Doctor® franchises businesses in the country of Mexico.

Each franchisee is required to pay the Company an initial franchise fee as well as monthly royalty fees. The initial franchise fee and monthly royalty fees are determined by the number of owner-occupied households in the franchisee's designated service area.

During the year ended December 31, 2023, the Company sold 8 new franchises, closed 10 franchises, and transferred 3 franchises. At December 31, 2023, 2022 and 2021, there were 0, 0, and 0 franchises, respectively, not open and operating. The number of franchised outlets in operation was 82, 84, and 84, at December 31, 2023, 2022 and 2021, respectively.

At December 31, 2023, 2022 and 2021 the Company operated 0, 2, and 2 franchises, respectively. All Company-owned franchise operations are performed in Grout Doctor Global Development, LLC.

NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES

The following is a summary of the significant accounting policies followed in the preparation of the financial statements. The financial statements and notes are representations of the Company's management. The policies conform to generally accepted accounting principles and have been consistently applied.

Cash

Cash includes all regular checking and savings accounts. The Company maintains cash deposits at several financial institutions. At December 31, 2023, the carrying amount of deposits was $72,416, and the bank balance was $68,525, all of which was covered by federal depository insurance.

Restricted Cash

Restricted cash consists of deposits held at a financial institution for advertising funds collected from franchisees. Funds held in this account are designated for the purpose of providing advertising for franchisees and are not available to the Company to fund its operations. At December 31, 2023, the book balance was $42,226, and the bank balance was $42,142, all of which was covered by federal depository insurance.

Recent Accounting Pronouncements

In June 2016, the FASB issued ASU No. 2016-13, Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments, and in May 2019 issued ASU No. 2019-05, Credit Losses (Topic 326): Targeted Transition Relief (collectively referred to as "Topic 326"). Topic 326 requires the measurement of all expected credit losses for financial assets held at the reporting date based on historical experience, current conditions, and reasonable and supportable forecasts. The Company adopted Topic 326 effective January 1, 2023, which had no impact on prior year balances. Topic 326 was applicable to the following financial assets: accounts and notes receivable in the consolidated balance sheets. The Company elected to estimate the expected credit losses using a loss rate method that was applied to groups of assets categorized based on similar risk characteristics. The loss rate was based on historical losses and other information available to management. To account for the measurement of expected credit losses, an allowance for credit losses was required for accounts receivable and was not required for any other applicable financial asset.

Accounts Receivable

Receivables consist primarily of amounts due from monthly royalty, development, or support fees due from franchisees. An allowance for credit losses of $5,000 has been established for each of the years ended December 31, 2023, 2022, and 2021.

Inventories

Inventories consist primarily of supplies and products held for resale to franchisees and consumers and are stated at net realizable value, using the first-in, first-out method. The Company has entered into an agreement with a vendor to supply inventory directly to franchisees.

Trademarks and Trademark Rights

Management records trademarks and trademark rights using the purchase price of the acquired assets. Additionally, the Company capitalizes amounts spent defending its trademarks and rights. The trademarks are being amortized on a straight-line basis over their economic useful lives, deemed to be 25 years.

On an ongoing basis, management reviews the carrying amount of trademark rights to determine possible impairment by comparing the carrying value of the trademark rights to the undiscounted estimated future cash flows of the related assets. If the sum of the expected future cash flows is less than the carrying amount of the trademark rights, an impairment loss is recognized. Any necessary adjustment would reduce the trademark rights to fair value. The resulting loss is reported as a component in the statements of operations. Management has evaluated Trademarks and Trademark Rights and has determined that no impairment exists at December 31, 2023.

Software, net

The Company has acquired customized software which is recorded at cost and amortized using the straight-line method over the estimated economic useful life of the asset, which is typically three years. Enhancements to software that provide significant improvements to functionality are capitalized and amortized over the estimated economic useful life of the enhancement.

Revenue Recognition

The Company has adopted the provision of Accounting Standards Update 2014-09, *Revenue from Contracts with Customers* (Topic 606) and ASU 340-40, *Other Assets and Deferred Costs—Contracts with Customers.*

Franchisees are required to remit a one-time upfront franchise fee. As distinct goods and services are transferred to the customer, the Company recognizes the revenue (at point in time). The one-time upfront fee includes the following distinct performance obligations, as follows:

- Initial inventory, which includes the fair value of inventory at the date the inventory is provided to the franchisee;
- Vehicle wrap, which includes the fair value of a vehicle wrap selected by the customer;
- Training;
- Commissions and royalties (as applicable in certain states); and,
- Initial advertising for grand opening.

The remaining franchise fee revenue is recognized ratably over the life of the franchise agreement, approximating seven years.

Royalties are recognized monthly as they are earned. Support revenue from the operation of the Company's data center is recognized as services are performed by the Company. Product sales are recognized when the related products are shipped to franchisees or consumers.

The Company has established an advertising fund. Franchisees are required to remit 1% of monthly revenue to be used for advertising. The Company defers recognizing income from advertising as the related performance obligation to provide advertising is performed and results in a net revenue and expense transaction.

The Company has adopted the following practical expedients in implementing the disclosure provisions required by Topic 606. The Company is required to remit royalties to an individual based on a percentage of the up-front cost of the franchise and ongoing royalties based on franchisees residing within a certain state. There are no performance obligations relating to the payment of these commissions and royalties, other than to remit the payment. Under Topic 340, the Company has elected the practical expedient of expensing all commissions and royalty payments when they occur.

Contract Assets

In the event the Company has earned the right to receive consideration in exchange for goods or services that have transferred to a customer, but payment is contingent on a future event, the Company will recognize a contract asset, which represents unbilled receivables. The Company has no contract assets at December 31, 2023, 2022, and 2021.

Contract Liabilities

The Company recognizes a contract liability for obligation to transfer goods or services to a customer for which the Company has received consideration from the customer.

Deferred Income Taxes

The Company utilizes the asset and liability method of accounting for income taxes. Under the asset and liability method, deferred taxes are determined based on the differences between the financial statements and tax basis of assets and liabilities as measured by the currently enacted tax rates in effect for the years in which those differences are expected to reverse. Deferred tax expense or benefit is the result of changes in deferred tax assets and liabilities.

In accordance with accounting standards, the Company reports a liability for unrecognized tax benefits resulting from uncertain tax positions taken or expected to be taken in a tax return. The Company recognizes interest and penalties, if any, related to unrecognized tax benefits in other income (expense) in the Statements of Income.

The stockholders of the Company filed an S-Corp election with the Internal Revenue Service (IRS) effective January 1, 2021. As such, the Company's C-Corp status ended December 31, 2020. As an S-Corp, the stockholders are taxed on their proportionate share of the Company's taxable income. Therefore, no provision for federal or state income taxes has been included in the financial statements for the year ended December 31, 2023. The 10-year lookback provision established by the IRS for asset sales may generate future corporate taxable income. The Company has business operations in several states which charge the Company a business tax; business taxes are included in General and Administrative expense.

Advertising

Advertising costs are charged to expense as incurred and totaled $142,850, $142,161, and $121,007 for the years ended December 31, 2023, 2022, and 2021, respectively.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts in the financial statements and the accompanying notes. Actual results could differ from those estimates.

NOTE 3 – SOFTWARE, NET

The composition of software, net is as follows at December 31:

	2023	2022	2021
Software	$ 89,859	$ 82,509	$ 73,763
Accumulated amortization	(76,678)	(70,675)	(64,213)
	$ 13,181	$ 11,834	$ 9,550

Amortization expense for the years ended December 31, 2023, 2022, and 2021, was $6,003, $6,462, and $8,629, respectively.

During the years ended December 31, 2023, 2022, and 2021, the Company capitalized software development costs of $7,350, $8,746, and $0, respectively, related to enhancements improving the functionality of the franchise management software used by the Company.

NOTE 4 – TRADEMARKS AND TRADEMARK RIGHTS

The Company has capitalized $225,000 relating to a licensing agreement allowing the Company to sell franchises utilizing "THE GROUT DOCTOR" ® trademark. The Company subsequently entered into an additional agreement to acquire all rights relating to "THE GROUT DOCTOR" ® trademark, together with related marks, slogans, trademarks, and communication symbols. The Company has recorded an additional $428,438 in trademarks and trademark rights, and fees related to defense of its trademarks. The Company has capitalized additional costs of $4,876, $3,267, and $5,470, in defending its trademarks during the years ended December 31, 2023, 2022, and 2021 respectively.

The Company evaluated its trademarks and determined that the trademark and related assets had a finite life, estimated to be 25 years. Accordingly, the Company recognized $28,390, $28,063, and $27,566, in amortization expense during the years ended December 31, 2023, 2022, and 2021, respectively. Accumulated amortization totals $393,220, $364,830, and $336,767 for the years ended December 31, 2023, 2022, and 2021, respectively. Estimated future amortization expense for each of the succeeding five years approximates $28,390.

NOTE 5 – NOTES RECEIVABLE

Notes receivable consists of the following at December 31, 2023, 2022 and 2021:

	2023	2022	2021
Note receivable with a franchisee to finance purchase of franchise, 12 monthly principal and interest payments of $583, interest at 6%, paid in full during 2022	$ -	$ -	$ 1,158
Note receivable with a franchisee to finance purchase of franchise, 12 monthly principal and interest payments of $3,487, interest at 6%, paid in full during 2022	-	-	314
Note receivable with a franchisee to finance purchase of franchise, 6 monthly principal and interest payments of $1,480, interest at 0.5%, matures May 2023	-	5,555	-
Note receivable with a franchisee to finance purchase of franchise, 12 monthly principal and interest payments of $516, interest at 6%, matures February 2024	1,025	-	-
	1,025	5,555	1,472
Current portion of notes receivable	(1,025)	(5,555)	(1,472)
Notes receivable, net of current portion	$ -	$ -	$ -

NOTE 6 – REVENUES FROM CONTRACTS WITH CUSTOMERS

The following represents information regarding disaggregated revenues:

	2023	2022	2021
Performance obligations satisfied at a point in time:			
Product sales	$ 6,783	$ 11,835	$ 7,142
Initial franchise start-up	26,606	12,884	51,278
Grout cleaning revenue	63,447	59,413	-
	96,836	84,132	58,420
Performance obligations satisfied over time:			
Royalties	796,979	771,855	783,499
Support	142,469	146,774	146,750
Advertising	124,152	112,522	109,447
Franchise fees, after start-up	30,929	37,820	12,255
	1,094,529	1,068,971	1,051,951
Total revenues	$ 1,191,365	$ 1,153,103	$ 1,110,371

Contract liabilities consist of the following on December 31:

	2023	2022	2021
Deferred franchise fees	$ 18,083	$ 34,040	$ 33,817
Advertising	32,364	39,254	30,418
Total contract liabilities:	$ 50,447	$ 73,294	$ 64,235

NOTE 7 – NOTES PAYABLE

Notes payable consist of the following at December 31:

	2023	2022	2021
Note payable to a financial instituion, monthly principal and interest payments of $1,910, interest at 5.5%, paid in full during 2022	$ -	$ -	$ 10,998
	-	-	10,998
Current portion of notes payable	-	-	(10,998)
Notes payable, net of current portion	$ -	$ -	$ -

NOTE 8 – ROYALTY REDUCTION PROGRAM

Due to the impact of COVID-19 on the Company's franchisees, the Company implemented a royalty reduction program. This program removed the requirement to pay minimum royalty fees. Franchisees were required to pay 9% of income as royalty fees from March 17, 2020, to December 31, 2020. The Company reinstated its pre-COVID-19 royalty fee structure during 2021.

NOTE 9 – COMMITMENTS AND CONTINGENCIES

Royalty Agreement

The Company had an agreement with a sole proprietor. The sole proprietor was entitled to receive 20% of all monthly royalties collected from each Florida franchise or $150 per month per franchise, whichever is greater. The Company paid $25,882, $25,044, and $25,489, to this sole proprietor during the years ended December 31, 2023, 2022, and 2021, respectively. The balances owed to this sole proprietor are $0, $2,254, and $2,058, at December 31, 2023, 2022, and 2021, respectively, and are included in accounts payable. During December 2023, the agreement ended per the terms of the agreement.

Paycheck Protection Program Loan

The Company received loan proceeds in the amount of $97,482 under the Paycheck Protection Program (PPP) through the Small Business Administration (SBA), established as part of the Coronavirus Aid, Relief and Economic Security Act (CARES Act). The Company applied for forgiveness with the SBA during the year ended December 31, 2020; the Company received a determination in February 2021 that the loan was forgiven in its entirety. The SBA has until 2027 to audit the Company's compliance with the CARES Act relating to the PPP Loan.

The Company may become or is subject to investigations, claims or lawsuits ensuing from the conduct of its business. In the opinion of management, at December 31, 2023, there are no contingencies that would have a material impact on the financial position of the Company.

NOTE 10 – RELATED PARTY TRANSACTIONS

For the year ended December 31, 2023, two of the Company's stockholders received stipends and expense reimbursements totaling $24,600. One stockholder of the Company was paid $66,780 in compensation related to an employment agreement as the Company's Technical Director.

For the year ended December 31, 2022, three of the Company's stockholders received stipends and expense reimbursements totaling $61,110. One stockholder of the Company was paid $63,998 in compensation related to an employment agreement as the Company's Technical Director. Affiliate entities Newline, Inc. and J. Charles Group were closed during 2021 and 2022, respectively.

For the year ended December 31, 2021, Newline, Inc. and J. Charles Group received expense reimbursements totaling $24,600. Four stockholders of the Company received compensation totaling $137,573, related to employment agreements with the Company. Employment agreements for three of the Company's stockholders ended December 31, 2021.

NOTE 11 – SUPPLEMENTAL CASH FLOW DISCLOSURES

The Company paid $1,760, $1,786, and $1,508, in interest during the years ended December 31, 2023, 2022, and 2021, respectively.

During the year ended December 31, 2023, one note receivable in the principal amount of $6,000 was issued or extended by the Company to finance the purchase of a franchise with a corresponding increase in deferred revenue.

During the year ended December 31, 2022, one note receivable in the principal amount of $7,000 was issued or extended by the Company to finance the purchase of a franchise with a corresponding increase in deferred revenue.

During the year ended December 31, 2021, two notes receivable in the principal amount of $5,441 were issued or extended by the Company to finance the purchase of franchises with a corresponding increase in deferred revenue.

NOTE 12 – INCOME TAXES

As discussed in Note 2, the Company's stockholders have elected S-Corp status with the IRS commenced January 1, 2021. Prior to this, the Company was taxed as a C-Corp.

Income tax expense (benefit) consists of the following at December 31:

	2023	2022	2021
Current:			
Federal	$ -	$ -	$ -
State	-	-	-
	-	-	-
Deferred:			
Federal	-	-	(34,375)
State	-	-	(8,524)
	-	-	(42,899)
	$ -	$ -	$ (42,899)

At December 31, 2023, 2022, and 2021, the Company has not recorded any interest or penalties related to uncertain income tax positions. Tax years prior to 2020 are no longer subject to examination by taxing authorities.

NOTE 13 – RETIREMENT PLAN

The Company has established a profit-sharing retirement plan. The Company is designated as the plan's sponsor. Employees who have worked at least one year and are aged 21 and older may participate in the plan and may make contributions to the plan. The Company may also make matching and discretionary profit-sharing contributions to the plan. The Board of Directors authorized employer matching or discretionary contributions of $5,000 for each of the years ended December 31, 2023, 2022, and 2021. These contributions were made to employee accounts by the end of the year or shortly thereafter.

NOTE 14 – LICENSING AGREEMENTS

The Company has entered into a Master License and Development Agreement which allows the licensee to sell and develop Grout Doctor® franchise businesses in the country of Mexico. The initial term of the agreement is three years; the licensee can renew the agreement for three additional terms of seven years each. For the years ended December 31, 2023, 2022, and 2021, operations with this entity have been suspended and may be restored sometime in the future.

The Company has entered into a licensing agreement with Plus 10 to use proprietary technology developed by the Company for grout, tile and stone cleaning, sealing, re-coloring, repaid, re-grouting and re-caulking for use in commercial applications. The term of the agreement was for a period of three years and was renewed in May 2021. The agreement sets forth the terms whereby Plus 10 and its affiliates may use licensed technology within territories where there is not an established Grout Doctor franchise, and the use of licensed technology where there is an established Grout Doctor franchise. During the year ended December 31, 2023, there was limited activity with respect to this entity, and in 2024, the licensing agreement with Plus 10 was terminated.

NOTE 15 – SUBSEQUENT EVENTS

Subsequent events have been evaluated through March 27, 2024, the date these financial statements were available to be issued.

EXHIBIT C
TO DISCLOSURE DOCUMENT

LIST OF STATE AGENCIES RESPONSIBLE FOR FRANCHISE DISCLOSURE/REGISTRATION LAWS

California

Department of Financial Protection and Innovation

Sacramento

2101 Arena Blvd
Sacramento, California 95834
(916) 445-7205
Toll free at 1-866-275-2677

San Diego

1455 Frazee Road, Suite 315
San Diego, California 92108
(619) 610-2093
Toll free at 1-866-275-2677

San Francisco

One Sansome Street, Ste. 600
San Francisco, California 94104
(415) 972-8559
Toll free at 1-866-275-2677

Los Angeles

320 West 4th Street, Suite 750
Los Angeles, California 90013-2344
(213) 576-7500
Toll free at 1-866-275-2677

Connecticut

Securities and Business Investment Division
Connecticut Department of Banking
260 Constitution Plaza
Hartford, Connecticut 06103-1800
(860) 240-8233

Florida

Department of Agriculture and Consumer Services
Division of Consumer Services
P.O. Box 6700
Tallahassee, Florida 32314-6700
(805) 488-2221
Fax: (805) 410-3804

Georgia

Secretary of State of Georgia
Corporations Division
2 Martin Luther King, Jr. Dr., SE
Suite 315, West Tower
Atlanta, Georgia 30334

Hawaii

Department of Commerce and Consumer Affairs
Business Registration Division
Commissioner of Securities
P.O. Box 40
Honolulu, Hawaii 96810
(808) 586-2744

Illinois

Franchise Bureau
Office of Attorney General
500 South Second Street
Springfield, Illinois 62706
(217) 782-4436

Indiana

Franchise Section
Indiana Securities Division
Secretary of State
Room E-111
302 West Washington Street
Indianapolis, Indiana 46204
(317) 232-6681

Iowa

Iowa Securities Bureau
340 Maple
Des Moines, Iowa 50319-0066
(515) 287-4441

Maryland

Office of the Attorney General,
Division of Securities
200 St. Paul Place, 20th Floor
Baltimore, Maryland 21202-2020
(410) 576-6360

Michigan

Michigan Attorney General's Office
Consumer Protection Division
Attn: Franchise Section
525 West Ottawa Street
Williams Building, 6th Floor
Lansing, Michigan 48933
(517) 373-7117

Minnesota

Franchise Examiner
Minnesota Department of Commerce
Securities – Franchise Registration
85 7th Place East, Suite 280
St. Paul, Minnesota 55101-2198
(651) 539-1500

Nebraska

Department of Banking and Finance
Bureau of Securities/Financial Institutions
Division
1526 K Street, Suite 300
Lincoln, NE 68508-2732
(402) 471-3445

New York

NYS Department of Law
Investor Protection Bureau
28 Liberty St. 21st Fl
New York, NY 10005
Phone: (212) 416-8222

North Dakota

Franchise Examiner
North Dakota Securities Department
600 East Boulevard Avenue
State Capitol Fifth Floor, Dpt 414
Bismarck, North Dakota 58505-0510
(701) 328-4712

Oregon

Department of Consumer and Business
Services
Division of Finance and Corporate
Securities
Labor and Industries Building
Salem, Oregon 97310
(503) 378-4140
Fax: (503) 947-7862

Rhode Island

Department of Business Regulation
Securities Division
1511 Pontiac Avenue, Bldg. 68-2
Cranston, Rhode Island 02920-4407
(401) 462-9527

South Dakota

Division of Insurance
Securities Regulation
124 S. Euclid, 2nd Floor
Pierre, South Dakota 57501-3185
(605) 773-3563
Fax: (605) 773-5953

Texas

Secretary of State
Registrations Unit
P.O. Box 13193
Austin, Texas 78711-3193
Street Address:
1719 Brazos
Austin, Texas 78701
(512) 475-1769

Utah

Division of Consumer Protection
Utah Department of Commerce
160 East 300 South
SM Box 146704
Salt Lake City, Utah 84114-6704
(801) 530-6601
Fax: (801) 530-6001

Virginia

State Corporation Commission
Division of Securities and Retail Franchising
1300 East Main Street, 9th Floor
Richmond, Virginia 23219
(804) 371-9051

Washington

Washington Dept. of Financial Institutions
Securities Division
P.O. Box 41200
Olympia, Washington 98504-1200
(360) 902-8760

Wisconsin

Division of Securities
Department of Financial Institutions
P.O. Box 1768
Madison, Wisconsin 53701
(608) 266-2801

Federal Trade Commission

Division of Marketing Practices
Bureau of Consumer Protection
Pennsylvania Avenue at 6th Street, NW
Washington, D.C. 20580
(202) 326-3128

If a state is not listed, Grout Doctor Global Franchise Corp. has not appointed an agent for service of process in that state in connection with the requirements of franchise laws. There may be states in addition to those listed above in which Grout Doctor Global Franchise Corp. has appointed an agent for service of process.

EXHIBIT D
TO DISCLOSURE DOCUMENT

LIST OF AGENTS FOR SERVICE OF PROCESS

California: Commissioner of Financial Protection & Innovation
Department of Financial Protection & Innovation
2101 Arena Blvd
Sacramento, CA 95834
(916) 445-7205
Toll free at 1-866-275-2677

Georgia: Secretary of State of Georgia
Corporations Division
2 Martin Luther King, Jr. Dr., SE
Suite 315, West Tower
Atlanta, Georgia 30334

Hawaii: Commissioner of Securities
Department of Commerce
and Consumer Affairs
Business Registration Division
Securities Compliance Branch
335 Merchant Street, Room 203
Honolulu, HI 96813
(808) 586-2722

Illinois: Chief, Franchise Division
Office of Attorney General
500 South Second Street
Springfield, IL 62706
(217) 782-4465

Indiana: Indiana Secretary of State
201 State House
Indianapolis, IN 46204

Maryland: Maryland Securities Commissioner
Division of Securities
Office of Attorney General
200 St. Paul Place, 20th Floor
Baltimore, MD 21202-2020
(410) 576-6360

Michigan: Antitrust and Franchise Business
Michigan Department of the
Attorney General's Office
Franchise Administrator
Consumer Protection Division
6546 Mercantile Way
Lansing, MI 48910
(517) 373-7117

Minnesota: Commissioner of Commerce
Minnesota Department of Commerce
85 7th Place East, Suite 280
St. Paul, MN 55101
(651) 539-1500

New York: Secretary of State
99 Washington Avenue
Albany, NY 12231-0001
(518) 473-2492

North Dakota: North Dakota Securities Department
600 East Boulevard Avenue
State Capital Fifth Floor Dept 414
Bismarck, ND 58505-0510
(701) 328-4712

Oregon: Director of Insurance & Finance
Business Service Division of Finance
and Corporate Securities Labor
and Industries Building
Salem, OR 97310
(503) 378-4387

Rhode Island: Chief Securities Examiner
of Business Regulation
Department of Business Regulation
Securities Division
1511 Pontiac Avenue, Bldg. 68-2
Cranston, RI 02920
(401) 462-9527

South Dakota: Division of Insurance
Securities Regulation
124 South Euclid Avenue, 2nd Floor
Pierre, SD 57501-3185
(605) 773-3563

Virginia:	Clerk of the State Corporation Commission 1300 East Main Street, 1st Floor Richmond, VA 23219
Washington:	Director of Financial Institutions 150 Israel Road SW Tumwater, WA 98501 (360) 902-8760
Wisconsin:	Wisconsin Commissioner of Securities Franchise Investment Division Fourth Floor 101 East Wilson Street Madison, WI 53702

EXHIBIT E
TO DISCLOSURE DOCUMENT

STATEMENT OF PROSPECTIVE FRANCHISEE

GROUT DOCTOR GLOBAL FRANCHISE CORP.
STATEMENT OF PROSPECTIVE FRANCHISEE(S)

NOTE: Please complete in the handwriting of Prospective Franchisee(s).

***FOR CALIFORNIA ONLY*: California franchisees should not complete this questionnaire. If any California franchisee completes this questionnaire, it is against California public policy and will be void and unenforceable, and we will destroy, disregard, and will not rely on such questionnaire.**

Prospective Franchisee(s), _____**LLC/INC.** (also called "We" or "Us" in this document), and **GROUT DOCTOR GLOBAL FRANCHISE CORP.** (also called the "Franchisor") each have an interest in making sure that no misunderstandings exist between them, as such We represent as follows:

A. The following dates and information are true and correct: **Initials**

1. The date on which We received the Franchise Disclosure Document with the Franchise Agreement and all other document for the Grout Doctor® Franchise was _____. _____

2. We negotiated the following changes with the Franchisor:
   _____
   _____ _____

3. The date when We received a fully completed (ready for signatures) copy of the Franchise Agreement and other documents We later signed was _____. _____

4. The earliest date on which We signed the Franchise Agreement or any other binding document was _____. _____

5. The earliest date on which We delivered cash, check or other consideration to the Franchisor, or any other person or company was _____. _____

B. Representations and Other Matters:

1. We are not relying on the Franchisor or any other entity to provide or arrange financing of any type, except as expressly set forth in the Franchise Agreement or a written Addendum thereto to be signed by Us and the Franchisor, except as follows:
   _____
   _____
   (If none, write NONE in your own handwriting) _____

2. We constitute all of the executive officer, partner, shareholders, investors and/or principals of the Prospective Franchisee and each of Us individually has received the Franchise Disclosure Document and all exhibits to the Franchise Agreement, each written Addendum and any Personal Guarantees. _____

3. We are also a franchisee in the following system(s):

   _____
   (write none if not a franchisee for another franchise system)

   If you are a franchisee in another franchise system, the date you purchased that franchise was _____. _____

We understand and agree to all of the foregoing and represent and warrant that all of the above statements are true, correct and complete.

DATED on this _____ day of _____ 20___.

_____, LLC/Inc.

By: _____
(Signature)
Print Name: _____
Title: _____

Prospective Franchisee(s):
(Each corporation, partner, officer, owner, member, and/or shareholder must sign below)

By: _____
(Signature)
Print Name: _____

By: _____
(Signature)
Print Name: _____

EXHIBIT F
TO DISCLOSURE DOCUMENT

OPERATIONS MANUAL
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EXHIBIT G
TO DISCLOSURE DOCUMENT

SCHEDULE OF FRANCHISEES AND AFFILIATE LOCATIONS:
(as of December 31, 2023)

	CURRENT FRANCHISES					
	OPEN ("O")	**STATE**	**FRANCHISEE**	**LOCATION**	**EMAIL**	**PHONE**
1.	O	Alabama	Blake Fisher	Mobile, Alabama	blakefisher@groutdoctor.com	850-710-2111
2.	O	Alaska	David Ware	Anchorage, Alaska	davidware@groutdoctor.com	907-748-4102
3.	O	Arizona	Remus & Diana Baesu	Gilbert, Arizona	remusbaesu@groutdoctor.com	480-212-6508
4.	O		Remus & Diana Baesu	Mesa, Arizona	remusbaesu@groutdoctor.com	480-212-6508
5.	O		Remus & Diana Baesu	North Phoenix, Arizona	remusbaesu@groutdoctor.com	480-212-6508
6.	O		Conrad Fiedler	Phoenix, Arizona	conradfielder@groutdoctor.com	602-791-6767
7.	O		Remus & Diana Baesu	Scottsdale, Arizona	remusbaesu@groutdoctor.com	480-212-6508
8.	O		Alex Kellogg	Tucson, Arizona	alexkellogg@groutdoctor.com	619-672-9975
9.	O	California	Elvin Jenkins III	Orange County South, California	elvinjenkins@groutdoctor.com	949-424-4245
10.	O		Elvin Jenkins III	Orange County North, California	elvinjenkins@groutdoctor.com	949-424-4245
11.	O		Vincent Escarrega	San Diego, California	vincentescarrega@groutdoctor.com	619-371-2310
12.	O		Dan McNay	San Fernando Valley/West Los Angeles, California	danmcnay@groutdoctor.com	818-231-8288
13.	O	Colorado	Dean Shelton	Arvada/Golden/Lakewood, Colorado	deanshelton@groutdoctor.com	720-456-9973
14.	O		Dean Shelton	Aurora/Castle Rock/Parker, Colorado	deanshelton@groutdoctor.com	720-456-9973
15.	O		Matthew Bartlett	Colorado Springs, Colorado	mattbartlett@groutdoctor.com	719-464-5938
16.	O		Kevin Feldt	Denver/Broomfield/Westminster, Colorado	kevinfeldt@groutdoctor.com	720-841-1731
17.	O		Kevin Feldt	Fort Collins, Colorado	kevinfeldt@groutdoctor.com	720-841-1731
18.	O	Florida	Juan Boria and Sofia Arce	Clearwater, Florida	juanboria@groutdoctor.com	727-307-8945
19.	O		Manuel Bueno	Daytona Beach, Florida	manuelbueno@groutdoctor.com	904-402-3330
20.	O		Elliott Gerstein	Ft. Lauderdale SW, Florida	elliottgerstein@groutdoctor.com	305-785-6609
21.	O		Stephen Phelps	Jacksonville, Florida	stephenphelps@groutdoctor.com	904-669-9874
22.	O		Elliott Gerstein	Miami Central/West Florida	elliottgerstein@groutdoctor.com	305-785-6609

	CURRENT FRANCHISES					
	OPEN ("O")	**STATE**	**FRANCHISEE**	**LOCATION**	**EMAIL**	**PHONE**
23.	O		Juan Boria and Sofia Arce	New Tampa/Pasco, Florida	juanboria@groutdoctor.com	727-307-8945
24.	O		Bennett Phelps	Orlando East, Florida	bennettphelps@groutdoctor.com	904-829-4492
25.	O		John Orban	Orlando West, Florida	johnorban@groutdoctor.com	352-396-3745
26.	O		Matt and Stacy Rodenbaugh	Panama City, Florida	rodenbaugh@groutdoctor.com	765-337-7821
27.	O		Jake & Laurie Cavender	Pensacola, Florida	cavender@groutdoctor.com	850-710-2111
28.	O		Juan Boria and Sofia Arce	St. Petersburg, Florida	juanboria@groutdoctor.com	727-307-8945
29.	O		Daron Ward	Tampa. Florida	daronward@groutdoctor.com	813-458-8502
30.	O	Georgia	Jeff Arnold	Atlanta Northeast, Georgia	jeffarnold@groutdoctor.com	770-377-4432
31.	O		Jeff Arnold	Atlanta Northwest, Georgia	jeffarnold@groutdoctor.com	770-377-4432
32.	O	Hawaii	Remus & Diana Baesu	Oahu, Hawaii	remusbaesu@groutdoctor.com	480-212-6508
33.	O	Idaho	Jeff Hook	Boise, Idaho	jeffhook@groutdoctor.com	702-581-2991
34.	O	Illinois	Alan Clark	Chicago NW Suburbs, Illinois	alanclark@groutdoctor.com	224-520-3394
35.	O		Steve Duffy	Orland Park/Tinley Park, Illinois	steveduffy@groutdoctor.com	708-738-4180
36.	O		Alan Clark	Schaumburg/Elgin, Illinois	alanclark@groutdoctor.com	224-520-3394
37.	O		Dennis & Micki Baran	St. Charles/Naperville, Illinois	dbaran@groutdoctor.com	630-584-7251
38.	O	Indiana	Roger Powless	Evansville, Indiana	rogerpowless@groutdoctor.com	812-305-1129
39.	O	Kentucky	Kevin Olivia	Northern Kentucky	kevinolivia@groutdoctor.com	513-315-9515
40.	O	Michigan	Andrew Wittenberg	Flint South, Michigan	andrewwittenberg@groutdoctor.com	810-814-0190
41.	O		David Wegener	Rochester Hills, Michigan	davidwegener@groutdoctor.com	248-505-8136
42.	O		David Wegener	West Bloomfield, Michigan	davidwegener@groutdoctor.com	248-505-8136
43.	O	Missouri	Aaron Stewart	Kansas City, Missouri	aaronstewart@groutdoctor.com	816-908-1629
44.	O	Nebraska	Frank & Jennifer Allen	Omaha, Nebraska	frankallen@groutdoctor.com	402-250-3582
45.	O	New Jersey	Andrew Saland	Fairfield, New Jersey	andrews@groutdoctor.com	917-449-7939
46.	O	New York	Andrew Saland	Rockland County, New York	andrews@groutdoctor.com	917-449-7939
47.	O	North Carolina	Larry White	Charlotte, North Carolina	larrywhite@groutdoctor.com	704-763-1220
48.	O		Terry Clelland	Durham/Goldsboro, North Carolina	terryclelland@groutdoctor.com	919-219-3134

	CURRENT FRANCHISES					
	OPEN ("O")	**STATE**	**FRANCHISEE**	**LOCATION**	**EMAIL**	**PHONE**
49.	O		Peter Lamb	Raleigh/Cary, North Carolina	peterlamb@groutdoctor.com	919-753-3441
50.	O	Ohio	Mindy Karam	Cincinnati East, Ohio	mindykaram@groutdoctor.com	513-295-4777
51.	O		Melvin Grills	Cleveland SE, Ohio	melgrills@groutdoctor.com	440-773-8904
52.	O		Melvin Grills	Cleveland West, Ohio	melgrills@groutdoctor.com	440-773-8904
53.	O		Donovan Price	Columbus, Ohio	donprice@groutdoctor.com	727-655-0046
54.	O		Donovan Price	South Columbus, Ohio	donprice@groutdoctor.com	727-655-0046
55.	O	Oklahoma	Matthew Bartlett	Oklahoma City, Oklahoma	mattbartlett@groutdoctor.com	719-464-5938
56.	O	South Carolina	JC Harrell	Charleston, South Carolina	jcharrell@groutdoctor.com	843-830-1811
57.	O		Jason Young	Lexington, South Carolina	jasonyoung@groutdoctor.com	803-730-6826
58.	O		Jack Weaverling	Rock Hill, South Carolina	jackweaverling@groutdoctor.com	803-504-5826
59.	O		Ted and Terrie Drummond	Spartanburg, South Carolina	drummonds@groutdoctor.com	864-340-9338
60.	O	Tennessee	Bill Matasick	Nashville, Tennessee	billmatasick@groutdoctor.com	615-925-0252
61.	O	Texas	Clayton Householder	Arlington, Texas	claytonhouseholder@groutdoctor.com	214-315-7996
62.	O		David Flores	Austin, Texas	davidflores@groutdoctor.com	210-602-9845
63.	O		Timothy & Michelle Garner	Carrollton, Texas	timothygarner@groutdoctor.com	469-231-1675
64.	O		Clayton Householder	Flowermound, Texas	claytonhouseholder@groutdoctor.com	214-315-7996
65.	O		Clayton Householder	Garland/Mesquite/Rowland/Rockwell, Texas	claytonhouseholder@groutdoctor.com	214-315-7996
66.	O		Billy Hall	Houston/Pearland, Texas	billyhall@groutdoctor.com	903-815-3175
67.	O		David Flores	Houston/Sugar Land, Texas	davidflores@groutdoctor.com	210-602-9845
68.	O		Clayton Householder	McKinney, Texas	claytonhouseholder@groutdoctor.com	214-315-7996
69.	O		Timothy & Michelle Garner	North Dallas, Texas	timothygarner@groutdoctor.com	469-231-1675
70.	O		Timothy & Michelle Garner	Plano/Richardson, Texas	timothygarner@groutdoctor.com	469-231-1675
71.	O		David Flores	San Antonio, Texas	davidflores@groutdoctor.com	210-602-9845
72.	O		Clayton Householder	Southlake/Colleyville, Texas	claytonhouseholder@groutdoctor.com	214-315-7996
73.	O	Utah	Randy James	Salt Lake City/Ogden, Utah	randyjames@groutdoctor.com	801-243-8298
74.	O		Matthew & Julianna Ahrend	South Valley/West Side, Utah	matthewahrend@groutdoctor.com	801-381-4967

	CURRENT FRANCHISES					
	OPEN ("O")	**STATE**	**FRANCHISEE**	**LOCATION**	**EMAIL**	**PHONE**
					julianna@groutdoctor.com	
75.	O		Matthew & Julianna Ahrend	St. George, Utah	matthewahrend@groutdoctor.com julianna@groutdoctor.com	801-381-4967
76.	O	Virginia	Richard & Christine Williamson	Fairfax, Virginia	richardwilliamson@groutdoctor.com	703-906-7695
77.	O		Richard & Christine Williamson	Fairfax Annex, Virginia	richardwilliamson@groutdoctor.com	703-906-7695
78.	O		Tyler Merkle	Richmond, Virginia	tylermerkle@groutdoctor.com	804-475-6515
79.	O		Andrew Blanton	Roanoke/Lynchburg, Virginia	andrewblanton@groutdoctor.com	540-330-7319
80.	O	Washington	John Start	Seattle, Washington	johnstart@groutdoctor.com	425-681-3409
81.	O		Chris & Valeria Strode	Tri Cities, Washington	chrisstrode@groutdoctor.com	509-554-1563
82.	O	Wisconsin	Daniel Platow	Milwaukee SW, Wisconsin	danplatow@groutdoctor.com	262-617-0645

FRANCHISEES WHO HAVE SIGNED AGREEMENTS BUT HAVE NOT YET OPEN FOR BUSINESS:

None.

INDEPENDENT GROUT DOCTORS					
	STATE	**DIRECTOR**	**LOCATION**	**EMAIL**	**PHONE**
O	California	Martin Belina	Concord, California	martinbelina@groutdoctor.com	925-827-5683
O		Charlie Mitchell	Fresno, California	charliemitchell@groutdoctor.com	559-262-4665
O		Charles Pellicci	Oakland, California	charlespellicci@groutdoctor.com	510-893-0463
O	New Jersey	Plus 10, LLC	New Jersey (Commercial)	Plus10@groutdoctor.com	888-887-8104

FRANCHISEES WHO HAVE HAD AN OUTLET TRANSFERRED, TERMINATED, CANCELLED, NOT RENEWED, OR OTHERWISE VOLUNTARILY OR INVOLUNTARILY CEASED TO DO BUSINESS UNDER A DIRECTOR'S AGREEMENT DURING THE MOST RECENTLY COMPLETED FISCAL YEAR OR WHO HAVE NOT COMMUNICATED WITH US WITHIN 10 WEEKS OF THE DISCLOSURE DOCUMENT ISSUANCE DATE*:

*TRANSFERRED FRANCHISEES			
STATE	**FRANCHISEE**	**LOCATION**	**PHONE**
Alabama	Jake and Laurie Cavender	Mobile, Alabama	850-710-2111
Arizona	Robert and Marsha Percox	Mesa, Arizona	480-720-6255
Ohio	Fred Jaconette	Columbus, Ohio	614-264-4397

***FORMER FRANCHISEES**

STATE	FRANCHISEE	LOCATION	PHONE
California	Larre and Jeanie Scheidt	No. Orange County, California	714-322-6033
Florida	Brett Goodreau	Sarasota-Venice-Englewood, Florida	941-225-5366
	Brett Goodreau	Port Charlotte, Florida	941-225-5366
Illinois	James Bolnius	Elmhurst/Lombard, Illinois	630-523-4243
Louisiana	David Fontenot	Shreveport, Louisiana	318-426-0345
Minnesota	Allen Grundmeier	Minneapolis, Minnesota	612-432-8453
Texas	Michael Keplinger	Austin, Texas	512-709-3275

* If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.

EXHIBIT H
TO THE DISCLOSURE DOCUMENT

STATE SPECIFIC ADDENDA

ADDENDUM TO THE DISCLOSURE DOCUMENT
FOR THE STATE OF CALIFORNIA

1. The California Franchise Investment law requires that a copy of all proposed agreements relating to the sale of the franchise be delivered together with the disclosure document.

2. The California Franchise Relations Act, Business and Professions Code Sections 20000 through 20043 provide rights to the franchisee concerning termination, transfer, or non-renewal of a franchise. If the franchise agreement contains a provision that is inconsistent with California law, California law controls.

3. The franchise agreement provides for termination upon bankruptcy. This provision may not be enforceable under federal bankruptcy law (11 U.S.C.A. Sec. 101 et seq.)

4. The franchise agreement contains a covenant not to compete which extends beyond the termination of the franchise. This provision may not be fully enforceable under California law.

5. The franchise agreement contains a liquidated damages clause. Under California Civil Code Section 1671, certain liquidated damages clauses are unenforceable.

6. The franchise agreement requires binding arbitration. The arbitration will occur in Salt Lake City, Utah with the costs being borne by you for travel to, and lodging in, Salt Lake City, Utah and other costs associated with arbitration. Prospective franchisees are encouraged to consult private legal counsel to determine the applicability of California and Federal laws (this or these as Business and Professions Code Section 20040.5, Code of Civil Procedure Section 128a, and the Federal Arbitration Act) to any provisions of a franchise agreement restricting venue to a forum outside the State of California.

7. The franchise agreement requires application of the laws of Utah, but the California franchise laws may prevail in some instances. Prospective franchisees are encouraged to consult private legal counsel to determine the applicability of California laws.

8. You must sign a general release if you transfer, renew or terminate your franchise. California Corporations Code 31512 voids a waiver of your rights under the Franchise Investment Law (California Corporations Code 31000 through 31516). Business and Professions Code 20010 voids a waiver of your rights under the Franchise Relations Act (Business and Professions Code 20000 through 20043).

9. Neither franchisor nor any person listed in Item 2 of the disclosure document is subject to any currently effective order of any national securities association or national securities exchange, as defined in the Securities Exchange Act of 1934, 15 U.S.C.A. 78a et seq., suspending or expelling this or these persons from membership in such association or exchange.

10. Section 31125 of the California Corporations Code requires the Franchisor to give the franchisee a disclosure document, in a form and containing such information as the Commissioner may by rule or order require, before a solicitation of a proposed modification of an existing franchise.

11. OUR WEBSITE at www.groutdoctor.com HAS NOT BEEN REVIEWED OR APPROVED BY THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION & INNOVATION. ANY COMPLAINTS CONCERNING THE CONTENT OF THE WEBSITE MAY BE DIRECTED TO THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION & INNOVATION AT www.dfpi.ca.gov.

11. The franchise agreement provides for waiver of a jury trial. This may not be enforceable in California.

12. Item 19 is amended to include the following: “The financial performance representations do not reflect the costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your franchised business. Franchisees or former franchisees, listed in this disclosure document, may be one source of this information.”

13. **Pursuant to CA 2023 Corporations Code Book, Section 31512.1 Franchise Agreement Provisions Void as Contrary to Public Policy**:

Any provision of a franchise agreement, franchise disclosure document, acknowledgement, questionnaire, or other writing, including any exhibit thereto, disclaiming or denying any of the following shall be deemed contrary to public policy and shall be void and unenforceable:

(a) Representations made by the franchisor or its personnel or agents to a prospective franchisee.

(b) Reliance by a franchisee on any representations made by the franchisor or its personnel or agents.

(c) Reliance by a franchisee on the franchise disclosure document, including any exhibit thereto.

(d) Violations of any provision of this division

14. Any interest rate charged to a California franchisee shall comply with the California Constitution. The interest rate shall not exceed either (a) 10% annually or (b) 5% annually plus the prevailing interest rate charged to banks by the Federal Reserve Bank of San Francisco, whichever is higher.

15. **The registration of this franchise offering by the California Department of Financial Protection and Innovation does not constitute approval, recommendation, or endorsement by the commissioner.**

ADDENDUM TO THE DISCLOSURE DOCUMENT
FOR THE STATE OF FOR THE STATE OF HAWAII

THESE FRANCHISES WILL BE/HAVE BEEN FILED UNDER THE FRANCHISE INVESTMENT LAW OF THE STATE OF HAWAII. FILING DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION OR ENDORSEMENT BY THE DIRECTOR OF COMMERCE AND CONSUMER AFFAIRS OR A FINDING BY THE DIRECTOR OF COMMERCE AND CONSUMER AFFAIRS THAT THE INFORMATION PROVIDED HEREIN IS TRUE, COMPLETE AND NOT MISLEADING.

THE FRANCHISE INVESTMENT LAW MAKES IT UNLAWFUL TO OFFER OR SELL ANY FRANCHISE IN THIS STATE WITHOUT FIRST PROVIDING TO THE PROSPECTIVE FRANCHISEE, OR SUBFRANCHISOR, AT LEAST SEVEN DAYS PRIOR TO THE EXECUTION BY THE PROSPECTIVE FRANCHISEE OF ANY BINDING FRANCHISE OR OTHER AGREEMENT, OR AT LEAST SEVEN DAYS PRIOR TO THE PAYMENT OF ANY CONSIDERATION BY THE FRANCHISEE, OR SUBFRANCHISOR, WHICHEVER OCCURS FIRST, A COPY OF THE DISCLOSURE DOCUMENT, TOGETHER WITH A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE SALE OF THE FRANCHISE.

THIS DISCLOSURE DOCUMENT CONTAINS A SUMMARY ONLY OF CERTAIN MATERIAL PROVISIONS OF THE FRANCHISE AGREEMENT. THE CONTRACT OR AGREEMENT SHOULD BE REFERRED TO FOR A STATEMENT OF ALL RIGHTS, CONDITIONS, RESTRICTIONS AND OBLIGATIONS OF BOTH THE FRANCHISOR AND THE FRANCHISEE.

Registered agent in the state authorized to receive service of process:

Department of Commerce and Consumer Affairs
Business Registration Division
Commissioner of Securities
335 Merchant St., 2nd Floor
Honolulu, HI 96813

ADDENDUM TO THE DISCLOSURE DOCUMENT
FOR THE STATE OF FOR THE STATE OF ILLINOIS

- For choice of law purposes, and for the interpretation and construction of the Franchise Agreement, the Illinois Franchise Disclosure Act, 815 ILCS 705 governs.

- No action for liability under the Illinois Franchise Disclosure Act shall be maintained unless brought before the expiration of 3 years after the act or transaction constituting the violation upon which it is based, the expiration of 1 year after the franchisee becomes aware of facts or circumstances reasonably indicating that he may have a claim for relief in respect to conduct governed by the Act, or 90 days after delivery to the franchisee of a written notice disclosing the violation, whichever shall first expire.

- In conformance with Section 4 of the Illinois Franchise Disclosure Act, any provision in a franchise agreement that designates jurisdiction and venue in a forum outside of the State of Illinois is void. However, a franchise agreement may provide for arbitration to take place outside of Illinois.

- Any condition, stipulation or provision purporting to bind any person acquiring any franchise to waive compliance with the Illinois Franchise Disclosure Act or any other law of Illinois is void.

- No statement, questionnaire or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of: (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

ITEM 17 of the disclosure document is amended to add the following:

- The conditions under which a franchise can be terminated and your rights upon non-renewal, as well as the application by which you must bring any claims, may be affected by Sections 705/19 and 20 of the Illinois Franchise Disclosure Act of 1987, Ill. Rev. Stat. Ch. 815 Par. 705/1 – 705/44.

ADDENDUM TO THE DISCLOSURE DOCUMENT
FOR THE STATE OF FOR THE STATE OF INDIANA

Notwithstanding anything to the contrary set forth in the disclosure document, the following provisions shall apply to all franchises offered and sold in the State of Indiana:

1. The prohibition by Indiana Code § 23-2-2.7-1(7) against unilateral termination of the franchise without good cause or in bad faith, good cause being defined therein as material breach of the Franchise Agreement, shall apply to the franchise agreement in the State of Indiana to the extent they may be inconsistent with such prohibition.

2. Liquidated damages and termination penalties are prohibited by law in the State of Indiana and, therefore, the disclosure document and franchise agreement are amended by the deletion of all references to liquidated damages and termination penalties and the addition of the following language to the original language that appears therein:

> "Notwithstanding any such termination, and in addition to the obligations of the Franchisee as otherwise provided, or in the event of termination or cancellation of the Franchise Agreement under any of the other provisions therein, the Franchisee nevertheless shall be, continue and remain liable to Franchisor for any and all damages which Franchisor has sustained or may sustain by reason of such default or defaults and the breach of the Franchise Agreement on the part of the Franchisee for the unexpired Term of the Franchise Agreement.
>
> At the time of such termination of the Franchise Agreement, the Franchisee covenants to pay to Franchisor within 10 days after demand as compensation all damages, losses, costs and expenses (including reasonable attorney's fees) incurred by Franchisor, and/or amounts which would otherwise be payable thereunder but for such termination for and during the remainder of the unexpired Term of the Franchise Agreement. This Agreement does not constitute a waiver of the Franchisee's right to a trial on any of the above matters."

3. No release language set forth in the disclosure document or franchise agreement, shall relieve Franchisor or any other person, directly or indirectly, from liability imposed by the laws concerning franchising of the State of Indiana.

4. To the extent required by the franchise laws of the State of Indiana, the franchise agreement will be construed in accordance with the franchise laws of the State of Indiana.

5. The provisions of the franchise agreement pertaining to litigation jurisdiction and venue shall be amended to be within the scope of the requirements of the Indiana Franchise laws.

ADDENDUM TO THE DISCLOSURE DOCUMENT
FOR THE STATE OF FOR THE STATE OF MARYLAND

The disclosure document is amended to add the following:

Item 5 of the Disclosure Document is amended to add the following:

> Based upon the franchisor's financial condition, the Maryland Securities Commissioner has required financial assurance. Therefore, all initial fees and payments owed by franchisees shall be deferred until the franchisor completes its pre-opening obligations under the franchise agreement.

Item 17 of the Disclosure document is amended to add the following:

- The general release required as a condition of renewal, sale and/or assignment/transfer shall not apply to any liability under the Maryland Franchise Registration and Disclosure Law.

- A franchisee may bring a lawsuit in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law.

- Any claims arising under the Maryland Franchise Registration and Disclosure Law must be brought within 3 years after the grant of the franchise.

- Maryland law shall prevail.

- The Franchise Agreement provides for termination upon bankruptcy. This provision may not be enforceable under federal bankruptcy law.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

All representations requiring prospective franchisees to assent to a release, estoppel or waiver of liability are not intended to nor shall they act as a release, estoppel or waiver of any liability incurred under the Maryland Franchise Registration and Disclosure Law.

Franchisor:	Franchisee:
GROUT DOCTOR GLOBAL FRANCHISE CORP.	_____
By: _____	By: _____
Title: _____	Title: _____

ADDENDUM TO THE DISCLOSURE DOCUMENT
FOR THE STATE OF MINNESOTA

THESE FRANCHISES HAVE BEEN REGISTERED UNDER THE MINNESOTA FRANCHISE ACT. REGISTRATION DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION OR ENDORSEMENT BY THE COMMISSIONER OF COMMERCE OF MINNESOTA OR A FINDING BY THE COMMISSIONER THAT THE INFORMATION PROVIDED HEREIN IS TRUE, COMPLETE AND NOT MISLEADING.

THE MINNESOTA FRANCHISE ACT MAKES IT UNLAWFUL TO OFFER OR SELL ANY FRANCHISE IN THIS STATE WHICH IS SUBJECT TO REGISTRATION WITHOUT FIRST PROVIDING TO THE PROSPECTIVE FRANCHISEE, AT LEAST 7 DAYS PRIOR TO THE EXECUTION BY THE PROSPECTIVE FRANCHISEE OF ANY BINDING FRANCHISE OR OTHER AGREEMENT, OR AT LEAST 7 DAYS PRIOR TO THE PAYMENT OF ANY CONSIDERATION, BY THE FRANCHISEE, WHICHEVER OCCURS FIRST, A COPY OF THIS PUBLIC OFFERING STATEMENT, TOGETHER WITH A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE FRANCHISE. THIS PUBLIC OFFERING STATEMENT CONTAINS A SUMMARY ONLY OF CERTAIN MATERIAL PROVISIONS OF THE FRANCHISE AGREEMENT. THE CONTRACT OR AGREEMENT SHOULD BE REFERRED TO FOR AN UNDERSTANDING OF ALL RIGHTS AND OBLIGATIONS OF BOTH THE FRANCHISOR AND THE FRANCHISEE.

The disclosure document, franchise agreement, and other related agreements are amended to conform to the following:

1. Governing law, choice of forum, and jurisdiction and venue provisions of the disclosure document and franchise agreements are amended to include the following:

   > Minnesota statute ‘ 80C.21 and Minnesota Rule 2860.4400J prohibit us from requiring litigation to be conducted outside Minnesota. In addition, nothing in the disclosure document or agreement can abrogate or reduce any of your rights as provided for in Minnesota Statutes, Chapter 80C, or your rights to any procedure, forum, or remedies provided for by the laws or the jurisdiction.

2. With respect to franchises governed by Minnesota law, the franchisor will comply with Minn. Stat. ‘ 80C.14, subdivisions 3, 4 and 5 which require, except in certain specified cases, that a franchisee be given 90 days’ notice of termination (with 60 days to cure) and 180 days’ notice for non-renewal of the franchise agreement; and that consent to the transfer of the franchise will not be unreasonably withheld.

3. As required by the Minnesota Franchise Act, Minn. Stat. Sec. 80C.12(g), franchisor will reimburse the franchisee for any costs incurred by the franchisee in the defense of the franchisee’s right to use the Marks, so long as the franchisee was using the Marks in the manner authorized by franchisor, and so long as franchisor is timely notified of the claim and is given the right to manage the defense of the claim including the right to compromise, settle or otherwise resolve the claim, and to determine whether to appeal a final determination of the claim.

4. Minnesota Rule Part 2860.4400D prohibits requiring a franchisee from waiving his rights to a jury trial or waiving his rights to any procedure, forum, or remedies provided for by the laws of Minnesota, or consenting to liquidated damages, termination penalties or judgment notes.

5. The disclosure document and franchise agreements are hereby amended to exclude from any release requirements the release of claims under Minnesota Franchise Law.

6. Any limitation of claims must comply with Minn. Stat. ‘ 80C.17, subdivision 5

7. No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any

applicable state franchise law, including, fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed with the franchise.

ADDENDUM TO THE DISCLOSURE DOCUMENT
FOR THE STATE OF NEW YORK

1. The following information is added to the cover page of the Franchise Disclosure Document:

   INFORMATION COMPARING FRANCHISORS IS AVAILABLE. CALL THE STATE ADMINISTRATORS LISTED IN EXHIBIT A OR YOUR PUBLIC LIBRARY FOR RESOURCES OR INFORMATION. REGISTRATION OF THIS FRANCHISE BY NEW YORK STATE DOES NOT MEAN THAT NEW YORK STATE RECOMMENDS IT OR HAS VERIFIED THE INFORMATION IN THIS FRANCHISE DISCLOSURE DOCUMENT. IF YOU LEARN ANYTHING IN THIS FRANCHISE DISCLOSURE DOCUMENT IS UNTRUE, CONTACT THE FEDERAL TRADE COMMISSION AND THE APPROPRIATE STATE OR PROVINCIAL AUTHORITY. THE FRANCHISOR MAY, IF IT CHOOSES, NEGOTIATE WITH YOU ABOUT ITEMS COVERED IN THE FRANCHISE DISCLOSURE DOCUMENT. HOWEVER, THE FRANCHISOR CANNOT USE THE NEGOTIATING PROCESS TO PREVAIL UPON A PROSPECTIVE FRANCHISEE TO ACCEPT TERMS THAT ARE LESS FAVORABLE THAN THOSE SET FORTH IN THIS FRANCHISE DISCLOSURE DOCUMENT.

2. The following is to be added at the end of Item 3:

   Except as provided above, the following applies to the franchisor, its predecessor, a person identified in Item 2, or an affiliate offering franchises under the franchisor's principal trademark:

   A. No such party has an administrative, criminal, or civil action pending against that person alleging: a felony, a violation of a franchise, antitrust, or securities law, fraud, embezzlement, fraudulent conversion, misappropriation of property, unfair or deceptive practices, or comparable civil or misdemeanor allegations.

   B. No such party has pending actions other than routine litigation incidental to the business that is significant in the context of the number of franchisees and the size, nature, or financial condition of the franchise system or its business operations.

   C. No such party has been convicted of a felony or pleaded nolo contendere to a felony charge or, within the ten years immediately preceding the application for registration, has been convicted of or pleaded nolo contendere to a misdemeanor charge or has been the subject of a civil action alleging: violation of a franchise, antifraud, or securities law; fraud; embezzlement; fraudulent conversion or misappropriation of property; or unfair or deceptive practices or comparable allegations.

   D. No such party is subject to a currently effective injunctive or restrictive order or decree relating to the franchise or under a Federal, State, or Canadian franchise, securities, antitrust, trade regulation, or trade practice law resulting from a concluded or pending action or proceeding brought by a public agency; or is subject to any currently effective order of any national securities association or national securities exchange, as defined in the Securities and Exchange Act of 1934, suspending or expelling such person from membership in such association or exchange; or is subject to a currently effective injunctive or restrictive order relating to any other business activity as a result of an action brought by a public agency or department, including, without limitation, actions affecting a license as a real estate broker or sales agent.

3. The following is added to the end of the "Summary" sections of Item 17(c), titled "Requirements for a franchisee to renew or extend," and Item 17(m), entitled "Conditions for franchisor approval of transfer":

However, to the extent required by applicable law, all rights you enjoy and any causes of action arising in your favor from the provisions of Article 33 of the General Business Law of the State of New York and the regulations issued thereunder shall remain in force; this proviso intends that the nonwaiver provisions of General Business Law Sections 687(4) and 687(5) be satisfied.

4. The following language replaces the "Summary" section of Item 17(d), titled "Termination by a franchisee": "You may terminate the agreement on any grounds available by law."

5. The following is added to the end of the "Summary" sections of Item 17(v), titled "Choice of forum," and Item 17(w), titled "Choice of law":

   The foregoing choice of law should not be considered a waiver of any right conferred upon the franchisor or the franchisee by Article 33 of the General Business Law of the State of New York.

6. Franchise Questionnaires and Acknowledgements--No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

7. Receipts--Any sale made must be in compliance with § 683(8) of the Franchise Sale Act (N.Y. Gen. Bus. L. § 680 et seq.), which describes the time period a Franchise Disclosure Document (offering prospectus) must be provided to a prospective franchisee before a sale may be made. New York law requires a franchisor to provide the Franchise Disclosure Document at the earliest of the first personal meeting, ten (10) business days before the execution of the franchise or other agreement, or the payment of any consideration that relates to the franchise relationship.

ADDENDUM TO THE DISCLOSURE DOCUMENT
FOR THE STATE OF RHODE ISLAND

The following language applies to any franchise agreement issued in the State of Rhode Island;

Section 19-28.1-14 of the Rhode Island Franchise Investment Act dictates that "A provision in a franchise agreement restricting jurisdiction or venue to a forum outside this state or requiring the application of the laws of another state is void with respect to a claim otherwise enforceable under this act."

Section 19-28.1-5 of the Rhode Island Franchise Investment Act states that, "A condition, stipulation or provision requiring a franchisee to waive compliance with or relieving a person of a duty or liability imposed by a right provided by this Act or a rule or order under this Act is void. An acknowledgement provision, disclaimer or integration clause or a provision having a similar effect in a franchise agreement does not negate or act to remove from judicial review any statement, misrepresentations or action that would violate this Act or a rule or order under this Act. This section shall not affect the settlement of disputes, claims or civil lawsuits arising or brought under this Act."

ADDENDUM TO THE DISCLOSURE DOCUMENT
FOR THE STATE OF VIRGINIA

In recognition of the restrictions contained in Section 13.1-564 of the Virginia Retail Franchising Act, the Franchise Disclosure Document for Grout Doctor Global Franchise Corp. for use in the Commonwealth of Virginia shall be amended as follows:

Additional Disclosures.

The following statements are added to Item 17.h:

> Under Section 13.1-564 of the Virginia Retail Franchising Act, it is unlawful for a franchisor to cancel a franchise without reasonable cause. If any grounds for default or termination stated in the franchise agreement and area developer agreement does not constitute "reasonable cause," as that term may be defined in the Virginia Retail Franchising Act or the laws of Virginia, that provision may not be enforceable.
>
> Under Section 13.1-564 of the Virginia Retail Franchising Act, it is unlawful for a franchisor to use undue influence to induce a franchisee to surrender any right given to him under the franchise. If any provision of the franchise agreement and area developer agreement involves the use of undue influence by the franchisor to induce a franchisee to surrender any rights given to him under the franchise, that provision may not be enforceable.

ADDENDUM TO THE DISCLOSURE DOCUMENT
FOR THE STATE OF WASHINGTON

In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW will prevail.

RCW 19.100.180 may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise. There may also be court decisions which may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise.

In any arbitration or mediation involving a franchise purchased in Washington, the arbitration or mediation site will be either in the state of Washington, or in a place mutually agreed upon at the time of the arbitration or mediation, or as determined by the arbitrator or mediator at the time of arbitration or mediation. In addition, if litigation is not precluded by the franchise agreement, a franchisee may bring an action or proceeding arising out of or in connection with the sale of franchises, or a violation of the Washington Franchise Investment Protection Act, in Washington.

A release or waiver of rights executed by a franchisee may not include rights under the Washington Franchise Investment Protection Act or any rule or order thereunder except when executed pursuant to a negotiated settlement after the agreement is in effect and where the parties are represented by independent counsel. Provisions such as those which unreasonably restrict or limit the statute of limitations period for claims under the Act, or rights or remedies under the Act such as a right to a jury trial, may not be enforceable.

Transfer fees are collectable to the extent that they reflect the franchisor's reasonable estimated or actual costs in effecting a transfer.

Pursuant to RCW 49.62.020, a noncompetition covenant is void and unenforceable against an employee, including an employee of a franchisee, unless the employee's earnings from the party seeking enforcement, when annualized, exceed $100,000 per year (an amount that will be adjusted annually for inflation). In addition, a noncompetition covenant is void and unenforceable against an independent contractor of a franchisee under RCW 49.62.030 unless the independent contractor's earnings from the party seeking enforcement, when annualized, exceed $250,000 per year (an amount that will be adjusted annually for inflation). As a result, any provisions contained in the franchise agreement or elsewhere that conflict with these limitations are void and unenforceable in Washington.

RCW 49.62.060 prohibits a franchisor from restricting, restraining, or prohibiting a franchisee from (i) soliciting or hiring any employee of a franchisee of the same franchisor or (ii) soliciting or hiring any employee of the franchisor. As a result, any such provisions contained in the franchise agreement or elsewhere are void and unenforceable in Washington.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

ADDENDUM TO THE DISCLOSURE DOCUMENT
FOR THE STATE OF FOR THE STATE OF WISCONSIN

Notwithstanding anything to the contrary set forth in the Disclosure Document, the following provisions shall supersede and apply to all franchises offered and sold in the State of Wisconsin:

1. REGISTRATION DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION OR ENDORSEMENT BY THE COMMISSIONER OF SECURITIES OF THE STATE OF WISCONSIN.

2. The following shall apply to Franchise Agreements in the State of Wisconsin:

    a. The Wisconsin Fair Dealership Act, Wisconsin Statues, Chapter 135 (the "Act"), shall apply to and govern the provisions of Franchise Agreements issued in the State of Wisconsin.

    b. The Act's requirements, including that in certain circumstances a Franchisee receive ninety (90) days' notice of termination, cancellation, non-renewal or substantial change in competitive circumstances, and sixty (60) days to remedy claimed deficiencies, shall supersede the provisions of Section VIII of the Franchise Agreement to the extent they may be inconsistent with the Act's requirements.

EXHIBIT I
TO DISCLOSURE DOCUMENT

GROUT DOCTOR DATA CENTER ENROLLMENT FORM

GDD – Grout Doctor Data Center Services

Please complete the attached enrollment form and email it to gdd@groutdoctor.comm as soon as possible. Please feel free to call Reggie at 877-476-8800, Extension 712 if you have any questions.

1. REGULAR SERVICE - $135.00 PER MONTH
    - Voice Mail messages are retrieved and notification sent 2x day (7-9 am and 4-6 pm) M-F (except on 5 major holidays).
    - Messages are input into your Grout Doctor® Franchise Management Software (Sandstone).
    - Urgent or time sensitive messages will be e-mailed to the address(es) designated in your Grout Doctor® Franchise Management Software (Sandstone) when they are retrieved. If no cellular e-mail is listed, we will call your cellular number.
    - Free estimate web leads are forwarded to the e-mail addresses designated in your Grout Doctor® Franchise Management Software (Sandstone).
    - Each month, a minimum of 5 Customer Service Surveys will be performed on your prospects/customers.

2. EXPANDED SERVICE - $165.00 PER MONTH
   This service includes all of the above services plus …
    - Voice mail messages are retrieved, entered into your Grout Doctor® Franchise Management Software (Sandstone) and emailed 3xdaily (7-9am, 11am-1pm and 4-6pm) M-F (except on 5 major holidays) or you may request notification when each call is received at your assigned Grout Doctor® phone number.

IMPORTANT NOTE: Messages are distributed to the email addresses you designate in your Grout Doctor® Franchise Management Software (Sandstone). Every effort will be given to accommodate special requests for variations in time that messages are distributed.

TERMS / PAYMENT OPTIONS .....

- Payments are due on the 1st of each month by automatic bank draft or credit card payment.

Enrollment Agreement for Services
Grout Doctor Data (GDD)
Email: gdd@groutdoctor.com
Phone: 877-476-8800 Ext. 726
Fax: 877-615-2173

_____	_____
Start Date	Grout Doctor Voice Mail #
_____	_____
Grout Doctor Name	Home Phone Number
_____	_____
Cellular Service Provider	Cellular Phone Number
_____	_____
Cellular E-Mail Address (if known)	Fax Number (if applicable

Please list any other names that may be mentioned in customer messages, such as spouse, assistant, technicians, etc.

_____ _____
_____ _____

Please select one of the following service options and all other options desired:

☐ REGULAR SERVICE $135 mo. (messages 2 x day, between 7-9am and 4-6pm)
☐ EXPANDED SERVICE $165 mo. (messages 3x day, 7-9am, 11-1pm, 4-6pm) or notification as call received.

Please list any special requests for alternate message times here _____.

☐ Add $5.00 per month for monthly invoicing (otherwise automatic bank draft or credit card payment is required)

Messages will be e-mailed to the address(es) designated in your Grout Doctor® Franchise Management Software (Sandstone).
Urgent/time sensitive messages will be e-mailed to the addresses designated in your Grout Doctor® Franchise Management Software (Sandstone).
If no cellular e-mail is available, we will call your cellular number to relay urgent/time sensitive messages.

I/we understand and agree to the following conditions and fees:

A 10% late fee will be applied to all payments received after the 10th of each month.
Data Center services may be interrupted if payment is not received by the 30th of each month.
Data Center services may be interrupted if other fees due to GDGF or other Grout Doctor® affiliates are not received by the 10th of each month.
There is a $25 NSF fee and after 2 occurrences, an alternative payment method will be required.

By executing this agreement, I acknowledge and agree to the sharing of information between GDGF, GDD, and other Grout Doctor affiliates.

_____ _____
Grout Doctor's Signature Date

EXHIBIT J
TO DISCLOSURE DOCUMENT

RELEASE AGREEMENT (FORM)

RELEASE AGREEMENT

This Release Agreement ("Agreement") by and between **GROUT DOCTOR GLOBAL FRANCHISE CORP. a Nevada corporation** (herein "Franchisor") and **_____, LLC/INC., a _____ limited liability company/corporation** ("Franchisee")**, and _____, _____ , _____** (jointly and severally herein "Personal Guarantors"). The above will collectively at times be referred to as "Parties" and individually as "Party." Capitalized terms used herein will have the meanings set forth in the Franchise Agreement, unless defined otherwise herein.

RECITALS

WHEREAS, Franchisee entered into a Grout Doctor® franchise agreement dated effective as of _____, 20___ with Franchisor (the "Franchise Agreement") which was personally guaranteed by the Personal Guarantors; and

WHEREAS, the Franchise Agreement has been terminated as of the ____ day of _____, 20___.

FORM

NOW THEREFORE, In consideration of the premises and other provisions set forth herein, and for other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, and intending to be legally bound hereby, Franchisor, Franchisee, and Personal Guarantors hereby agree as follows:

1. Franchisee and Personal Guarantors hereby, fully and irrevocably, release, acquit and forever discharge Franchisor and its successors, representatives, affiliates, directors, officers, members, managers, employees, shareholders, and agents and each of them, individually and collectively, of and from any and all claims, demands, obligations, causes of action, suits or liabilities of any kind and nature, whatsoever, whether known or unknown, suspected or unsuspected, and in whatever legal theory or form which Franchisee and Personal Guarantors have or claim to have, or at any time heretofore, had or claimed to have had, or which may hereafter accrue or arise, against Franchisor, its successors, affiliates, directors, officers, shareholders, employees and agents, and each of them, by reason of, or in any way connected with the Franchise Agreement, the relationship described therein and any business transaction, agreement or occurrence, act or omission relating thereto prior to the date hereof. Franchisee and Personal Guarantors further waive any and all state law provisions limiting the effect of a general release.

2. Franchisee and Personal Guarantors represent that each of them fully understands the broad coverage of the release provisions of this Agreement, and that they execute the same with respect to all claims, causes of action and demands, as set forth above, they have or may have against the Franchisor, fully intending that the provisions hereof be given the broadest interpretation permitted by law or the English language. Franchisee and Personal Guarantors acknowledge and expressly agree that they will make no claim, and hereby waive any right they may now have, or may hereafter have, based upon any alleged oral or written alteration, amendment, or modification of this Agreement, fully waiving any right they may have to refer to

extrinsic matters in the interpretation hereof, whether to establish fraud, duress, mistake, undue influence, or for any other purpose.

These releases are intended to waive, release and discharge all claims, other than those expressly reserved herein, with the express waiver of any statute, legal doctrine or other similar limitation upon the effect of general releases. In particular, the parties waive the benefit of any applicable statutory provision such as by illustration, California Civil Code Section 1542, which states:

A GENERAL RELEASE DOES NOT EXTEND TO CLAIMS WHICH THE CREDITOR DOES NOT KNOW OR SUSPECT TO EXIST IN HIS FAVOR AT THE TIME OF EXECUTING THE RELEASE, WHICH IF KNOWN BY HIM MUST HAVE MATERIALLY AFFECTED HIS SETTLEMENT WITH THE DEBTOR.

The parties, with the advice of their respective counsel, waive the benefit of both statute and other legal doctrine or principle of similar effect in any jurisdiction.

3. This Agreement may be pleaded as a full and complete defense to, and may be used as the basis for, an injunction against any action, suit or other proceeding which may be instituted, prosecuted or maintained in breach of this Agreement.

4. Nothing in this Agreement releases Personal Guarantor(s) or Franchisee from their obligations under the non-competition clauses of the Franchise Agreement or their Non-Competition Agreements signed with Franchisor.

5. Miscellaneous.

5.1 Cooperation. Franchisee and Personal Guarantors will make, execute and deliver to Franchisor, promptly upon request and without additional consideration, any document or instrument necessary to carry out and effectuate the purposes of this Agreement.

5.2 Choice of Law and Jurisdiction. This Agreement will be construed in accordance with and all disputes hereunder will be governed by the laws of the State of Utah without giving effect to its conflicts of law provisions. Franchisee, Personal Guarantor(s), and Franchisor hereby irrevocably consent to the exercise of general personal jurisdiction in the courts of record of the State of Utah even though it may be otherwise possible to obtain jurisdiction elsewhere, and we both agree that Salt Lake City, Utah will be the exclusive venue for any litigation between us. Each party waives any objection they may have to the personal jurisdiction of or venue in the state and federal courts of Utah.

5.3 Arbitration. In the event any controversy or dispute arises between the Parties hereto in connection with, arising from or with respect to the provisions hereof, the relationship of the Parties hereto, or the validity of this Agreement or any provision hereof, such dispute or controversy will, on the request of any Party hereto be submitted for arbitration to the American Arbitration Association in accordance with its commercial arbitration rules. All arbitration hearings will be conducted in Salt Lake City, Utah, and the laws of the State of Utah

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will govern without giving effect to its conflicts of law provisions. The arbitrator will have the power and jurisdiction to decide such controversy or dispute solely in accordance with the express provisions of this Agreement. The prevailing Party in any arbitration suit or action to enforce this Agreement, will be entitled to recover the administrative costs of the arbitration proceeding and the fee for the arbitrator. The Parties agree that any claim hereunder will result in an award not more than 120 days from the date of the statement of claim filed with the American Arbitration Association, unless otherwise waived by the Parties. The award and findings of the arbitrators will be conclusive and binding upon all Parties hereto and the judgment upon the award may be entered in any Court of competent jurisdiction.

5.4 Amending this Agreement. This Agreement may be amended, modified or changed only by a written instrument signed by duly authorized representatives of both Parties.

5.5 Company Authority. The persons signing below warrant that they are authorized to enter into this Agreement on behalf of their respective principals identified below and that by their signatures they bind such principals to this Agreement.

5.6 Binding Agreement. This Agreement and all its terms, conditions and stipulations will be binding upon and will inure to the benefit of the Parties hereto and their respective legal representatives, heirs, successors and permitted assigns.

5.7 Confidentiality. Both Parties agree to maintain this agreement, the terms hereof, and any and all information obtained or provided by either Party in order to initiate a contractual relationship, in the strictest of confidence.

5.8 Counterparts. This Agreement, and those contemplated herein, may be executed in counterparts, including by means of telefaxed, emailed pdf or other electronically delivered signature page, each of which will be deemed an original, but all of which together will constitute one and the same document; notwithstanding, in due course, all original documentation will be forwarded to Franchisor and each party will be provided with a fully executed Agreement.

5.9 Entire Agreement. This Agreement contains the entire agreement and only understanding between the Parties with respect to the subject matter hereof and supersedes all previous negotiations, agreements and understandings between the Parties and affiliates of the parties, in connection with the subject matter covered herein, whether oral or written, and any warranty, representation, promise or condition in connection therewith not incorporated herein will not be binding upon either Party. The Parties hereby agree that all prior agreements between the Parties are hereby terminated with no continuing duties or obligations on the part of the other Party.

5.10 Headings and Gender. Words in the masculine gender include the feminine and neuter. Use of the singular includes the appropriate plural numbers. The paragraph headings and title of this Agreement are not part of this Agreement, having been inserted for convenience of reference only, and will have no effect upon the construction or interpretation of this Agreement.

5.11 Enforceability. Any provision of this Agreement which is prohibited or unenforceable in any jurisdiction will, as to such jurisdiction, not be effective to the extent of such

FORM

prohibition, but such prohibition will not invalidate the remaining provisions hereof or affect the validity or enforceability of such provisions in any other jurisdiction.

6. This Agreement will be effective when signed by all of the Parties in the appropriate places indicated below. The date of this Agreement will be deemed to be the date on which the last signature is obtained.

7. Each of the Parties acknowledge that they have carefully read the foregoing Agreement and know and understand the contents of this Agreement, have been represented by counsel or had the opportunity to be represented by counsel, and sign this Agreement as their own free act, fully intending to be legally bound thereby.

For Franchisees in the State of Washington, this Agreement does not apply with respect to claims arising under the Washington Franchise Investment Protection Act, RCW 19.100, and the rules adopted thereunder.

IN WITNESS WHEREOF, and by their signatures below, the Parties hereto acknowledge that they have read, understand and agree to all of the terms and provisions of this Agreement. This Agreement will be effective when signed by all of the parties in the appropriate places indicated below. The date of this Agreement will be deemed to be the date on which the last signature is obtained.

FORM

FRANCHISOR:	FRANCHISEE:
GROUT DOCTOR GLOBAL FRANCHISE CORP	_____,Inc/LLC
a Nevada corporation	(entity name)
By: _____	By: _____
Its: _____	Its: _____
Date: _____	Date: _____

PERSONAL GUARANTORS:

By: _____	By: _____
(print name)_____, personally	(print name)_____, personally
Date: _____	Date: _____
By: _____	By: _____
(print name)_____, personally	(print name) _____, personally
Date: _____	Date: _____

EXHIBIT K
TO DISCLOSURE DOCUMENT

STATE EFFECTIVE DATES

The following states have franchise laws that require that the Franchise Disclosure Document be registered or filed with the state, or be exempt from registration:

California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin.

This document is effective and may be used in the following states, where the document is filed, registered, or exempt from registration, as of the Effective Dates stated below:

STATE	EFFECTIVE DATE
California	Pending
Hawaii	April 12, 2024
Illinois	April 4, 2024
Indiana	April 5, 2024
Maryland	May 7, 2024
Michigan	July 1, 2024
Minnesota	April 26, 2024
New York	Pending
Rhode Island	May 1, 2024
Virginia	April 23, 2024
Washington	August 2, 2024
Wisconsin	April 4, 2024

Other states may require registration, filing, or exemption of a franchise under other laws, such as those that regulate the offer and sale of business opportunities or seller-assisted marketing plans.

RECEIPT
(Franchisee's Copy)

This disclosure document summarizes certain provisions of the franchise agreement and other information in plain language. Read this disclosure document and all agreements carefully.

If Grout Doctor Global Franchise Corp offers you a franchise, it must provide this disclosure document to you 14 calendar-days before you sign a binding agreement with, or make a payment to, the franchisor or an affiliate in connection with the proposed franchise sale. New York and Rhode Island require that we give you this disclosure document at the earlier of the first personal meeting or 10 business days before the execution of the franchise or other agreement or the payment of any consideration that relates to the franchise relationship. Michigan requires that we give you this disclosure document at least 10 business days before the execution of any binding franchise or other agreement or the payment of any consideration, whichever occurs first.

If Grout Doctor Global Franchise Corp does not deliver this disclosure document on time or if it contains a false or misleading statement, or a material omission, a violation of federal law and state law may have occurred and should be reported to the Federal Trade Commission, Washington, D.C. 20580 and the state administrator listed in Exhibit "C." Grout Doctor Global Franchise Corp authorizes the respective state agencies identified on Exhibit "D" to receive service of process for it in the particular state.

The issuance date of this disclosure is March 27, 2024.

The franchisor is Grout Doctor Franchise Corp located at 2150 South 1300 East, Suite 500, Salt Lake City, Utah 84106. The franchisor's phone number is (877) 476 -8800, Extension 712.

The names, addresses and phone numbers of each franchise seller offering this franchise is as follows:

NAME	ADDRESS	PHONE NUMBER
James C. Sneyd	2150 South 1300 East, Suite 500, Salt Lake City, UT 84106	404-597-4615
Julianna Ahrend	2150 South 1300 East, Suite 500, Salt Lake City, UT 84106	801-466-4399
Jennifer Brady	2150 South 1300 East, Suite 500, Salt Lake City, UT 84106	404-569-2634

I received a disclosure document dated March 27, 2024 that included the following Exhibits:

A	Franchise Agreement and its Exhibits	F	Table of Contents of Operations Manual
B	Financial Statements	G	Schedule of Franchisees and Affiliate Locations
C	List of State Administrators Responsible for Franchise Disclosure and Registration Laws	H	State Specific Addenda (if applicable)
		I.	Grout Doctor Data Center Enrollment Form
D	List of Agents for Service of Process	J.	Release Agreement
E	Statement of Prospective Franchisee	K.	State Effective Dates Receipts

Please sign and print your name below, date and return one copy of this receipt to Grout Doctor Global Franchise Corp and keep the other for your records.

Date: _____

_____	_____
Prospective Franchisee's Signature	Prospective Franchisee's Signature
_____	_____
Printed Name	Printed Name
_____	_____
By (Officer of Legal Entity)	Printed Legal Name of Entity

Retain this copy for your records.

RECEIPT
(Franchisor's Copy)

This disclosure document summarizes certain provisions of the franchise agreement and other information in plain language. Read this disclosure document and all agreements carefully.

If Grout Doctor Global Franchise Corp offers you a franchise, it must provide this disclosure document to you 14 calendar-days before you sign a binding agreement with, or make a payment to, the franchisor or an affiliate in connection with the proposed franchise sale. New York and Rhode Island require that we give you this disclosure document at the earlier of the first personal meeting or 10 business days before the execution of the franchise or other agreement or the payment of any consideration that relates to the franchise relationship. Michigan requires that we give you this disclosure document at least 10 business days before the execution of any binding franchise or other agreement or the payment of any consideration, whichever occurs first.

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		K.	State Effective Dates Receipts

Please sign and print your name below, date and return one copy of this receipt to Grout Doctor Global Franchise Corp and keep the other for your records.

Date: _____

_____	_____
Prospective Franchisee's Signature	Prospective Franchisee's Signature
_____	_____
Printed Name	Printed Name
_____	_____
By (Officer of Legal Entity)	Printed Legal Name of Entity

Return this copy to us.