

## How much does it cost to start a franchise?

### Regular Owner Status

- Initial franchise fee \$1,000 in the US and \$500 in other countries.
- Continuing franchise fee of 20 percent of gross revenues paid monthly to Jazzercise.
- A yearly liability insurance premium available through Jazzercise, Inc. Approximate cost \$180 to \$220.
- Audio recordings to accompany the new workout routines five times a year. Approximate cost \$130 to \$150 per routine set.
- Music royalty fees. Fees range between \$41 and \$80 per year for each licensing organization.
- Equipment, including:
  - A sound system (e.g. an audio cassette/CD player with microphone attachment);
  - A DVD player view and learn new routines;
  - A computer system: a PC, printer, access to e-mail and the Internet, and the Jazzercise JFAS software (Windows-based); and
  - A telephone answering machine.
- Facility rental and promotional costs.
- Total costs range from \$2,980 if teaching out of public facilities or \$7,980 to \$33,130 if leasing a commercial site.

### Substitute Status

- Initial franchise fee \$1000 in the US and \$500 in other countries.
- Continuing franchise fee of 20 percent of gross revenues paid to Jazzercise when collected.
- A yearly liability insurance premium available through Jazzercise, Inc. Approximate cost \$180 to \$220.
- Yearly substitute fee of \$100.
- Audio recordings. (not required to buy all music – may pick and choose)
- Equipment, including:
  - A sound system (e.g. an audio cassette/CD player with microphone attachment);
  - A DVD player view and learn new routines;
  - A computer system: a PC, printer, access to e-mail and the Internet, and the Jazzercise JFAS software (Windows-based); and
  - A telephone answering machine.
- Access to equipment meeting the standards specified in the Franchise Agreement and Manuals.

## What is a substitute status instructor?

There are two types of substitutes:

- 1. Floating Subs** They work on an “as needed” basis for many different instructors and do not own classes.
- 2. Associate Substitutes** The associate does not own classes, but works on a regular basis for a class owner.

## Where will I teach?

Jazzercise instructors teach in many different types of public facilities such as recreation centers or gyms. Some instructors lease a commercial site and operate a Jazzercise Fitness Center.

## What programs may I teach?

Franchised Jazzercise instructors are certified to teach all Jazzercise program formats.

## What do your franchise fees cover?

- A two part training program: a self-paced study program followed by a workshop consisting of physiology, auditions and the business basics of operating a Jazzercise franchise.
- Dance fitness routines, choreographed by Judi Sheppard Missett and screened by experts for safety and effectiveness.
- The marketing tools necessary to promote your program.
- International media coverage of program founder, Judi Sheppard Missett, and daughter, Shanna Missett Nelson.
- Continuous flow of updated information through h our franchisee newsletter, mailings, and [jazzercise.com](http://jazzercise.com).
- Bookkeeping materials.
- A toll free 800-line and Web site, [jazzercise.com](http://jazzercise.com) offering class location information.
- The support of district managers and corporate staff to assist you with all aspects of your business.
- Online resource center, The Instructor Zone & Business Center, that allows you to download business tools and information.

## How do I get trained?

Once you are accepted into the training program and have a Franchise Agreement on file, you receive a pre-workshop training packet two to four weeks prior to attending the Jazzercise workshop. The packet consists of written material on health and fitness, a study guide, an instructional video, choreography notes and music for routines. It is a self-study program designed to prepare you for the written and practical workshop examinations.

## What happens at the workshop?

You will be given a written test on health and fitness and will audition two of the required routines. After successfully completing the written and practical examinations, you will attend seminars consisting of information relevant to operating a Jazzercise business. A Jazzercise workshop lasts two to three days.

## How do I become a franchised instructor?

1. **Review Information.** Your first step to becoming a franchised Jazzercise instructor is to review this flyer or review the "Become an Instructor" information at [jazzercise.com](http://jazzercise.com).
2. **Fill Out and Submit Franchised Instructor Application.** Contact the district manager in your area to receive the Franchised Instructor Application. Complete the application in full and return it to the district manager. Call 1(800) FIT-IS-IT to request district manager name and contact information, or find the application and district manager information at [jazzercise.com](http://jazzercise.com).
3. **Schedule a Movement Screening.** As an applicant, you must demonstrate appropriate leadership and movement skills to a district manager or his/her representative during a movement screening. To schedule a movement screening, fill out the online form or contact the district manager in your area.
4. **Submit CPR Certification.** After passing the movement screening, you will need to submit CPR certification (or intent to become CPR certified prior to the workshop date) to the district manager.
5. **Schedule a Workshop.** After submitting CPR certification (or intent to become CPR certified prior to the workshop date) to the district manager, you will be scheduled to attend a workshop.
6. **Review, Sign and Submit Franchise Agreement and Offering Circular.** You will receive a Franchise Agreement and Offering Circular from Jazzercise, Inc. specific to your state or country approximately 6 weeks prior to your scheduled workshop date. After reading and carefully reviewing the Franchise Agreement, submit your signed original to Jazzercise, Inc. Attn: Franchise Services.
7. **Review Training Materials.** After submitting your completed Franchise Agreement and approximately 2-4 weeks prior to the workshop date, you will be mailed training materials, including training and choreography videos, choreography notes and music, and a fitness resource book.
8. **Prepare for and Attend the Workshop.** You must review the materials, prepare for the workshop, and learn several Jazzercise routines, some of which you will present during a practical exam. The workshop trainer in your area may offer optional practice sessions.
9. **Get Certified!** Upon passing the practical exam and completing the entire workshop, you become a franchisee and certified Jazzercise instructor.

### JAZZERCISE, INC.

2460 Impala Dr. • Carlsbad, CA 92008 (760) 476-1750 FAX (760) 602-7180

For more information go to [jazzercise.com](http://jazzercise.com) or call 1(800) FIT-IS-IT

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