

How much does it cost to start a franchise?

Regular Owner Status (Jazzercise Lite)

- Initial franchise fee \$1000 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. Approximate cost \$130 to \$150 per routine set.
- ASCAP/BMI music royalty fees. Fees average between \$41 and \$80 per year for each licensing organization and are determined by the number of customers attending your class(es).
- Equipment, including:
 - A sound system (e.g. an audio cassette/CD player with microphone attachment);
 - A DVD player to 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.

As a newly franchised instructor, you will teach your first class for an investment as low as \$2,980, using public facilities rented by the hour, or approximately \$7,980 to \$33,130 if you lease a commercial site and open a Jazzercise Fitness Center.

Substitute Status (Jazzercise Lite)

- Initial franchise fee \$1000 in the US and \$500 in other countries.
- 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 to view and learn new routines;
 - A computer system: a PC, printer, access to e-mail and the Internet.
 - A telephone answering machine.

What is a Jazzercise Lite substitute status instructor?

There are three types of substitutes:

- 1. Sub Owner** They own classes, but do not hold regular monthly sessions. The Jazzercise Lite sub owner might teach a session and then stop for a few weeks.
- 2. Floating Subs** They work on an “as needed” basis for many different instructors and do not own classes.
- 3. 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.

May I also teach regular Jazzercise?

No, Jazzercise Lite franchisees may only teach the low intensity programs.

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.
- New routines every 10 weeks. You are free from the time-consuming responsibility of creating your own choreography.
- A toll-free phone line, 1(800) FIT-IS-IT, and Web site, jazzercise.com; both offer worldwide class information designed to generate new customer referrals.
- An online resource center, The Instructor Zone, that allows you to download business tools and information.
- Franchisee recognition and incentive programs honoring years of service.
- Continuing education materials and opportunities, including the Jazzercise Further Instructor Training (FIT) program which awards continuing education credits and certificates for selected readings, course work, and educational seminars.

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.
- 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.
- 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.

For New York residents only: This advertisement is not an offering. An offering can only be made by a prospectus filed first with the Department of Law of the State of New York. Such filing does not constitute approval by the Department of Law. For Minnesota residents only: F-1092.

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