

From: "Marcus Price" <marcus@goinpostal.com>
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Subject: Walmart GP Postal Kiosks

We are pleased to announce that we have been approved to put small footprint GP Postal stores into Walmart locations. This is a fantastic advancement for Goin' Postal and will enable us to become the largest retail shipping company in the country within the next two years. We have been keeping this opportunity quiet up to this point but having signed the deal today, we can now start offering these franchises to new owners outside of the chain.

These trimmed down GP Postal locations will be between 350 – 400 sq. ft., fully furnished with fixtures, equipment, and technology, and will be available for an Initial Franchise Fee of \$9,950. On top of the initial Franchise Fee you will be required to pay the initial rent for the location and for a small package of startup inventory, such as cardboard boxes, packing peanuts, stamps, and shipping forms, making your total investment for this opportunity around \$13,000 all in.

As the franchisor, we have signed a Master Lease agreement and we will pay the rent, electric, internet, and insurance directly. You will then pay Goin' Postal Franchise Corporation a fixed monthly fee which will include all of those expenses plus support costs. Most locations will be between \$1,600 and \$2,200 per month depending on the market. The rent, including all expenses, is less than just rent for a standalone store in the same market. All you will need to pay outside of the location fee is for your staff, uniforms, and cost of goods (the cost to replace anything that you sell).

We are currently signing leases on the initial ten stores and are lining up franchisees for the rest of the 2,000 available Walmart locations in the country. If you would like to be one of these franchisees, we are selling options on these territories for \$9,950 which will be applied to the \$9,950 Initial Franchise Fee as soon as your location is available. You will be provided with a standard Goin' Postal Franchise Disclosure Document, plus the appropriate Addendums for the Walmart location prior to committing to the location. If we are unable to provide you with your desired location your Option Fee will be refunded. If we provide you with a local Walmart location but you choose not to exercise your option you will receive a 90% refund.

As the 2,000 currently available locations will sell out quickly, we will be selling a primary option, and a secondary option on each space. If the primary option holder exercises their option the secondary option holder will be awarded the location. Our current Goin' Postal franchisees have already committed to 500 of the 2,000 locations so there are approximately 1,500 primary options left.

The only restriction on how many options you can purchase and locations you can ultimately own is limited by our current franchisee territories as only a franchisee

that currently owns a territory can purchase a Walmart location within their territory.

If you are interested in having your own Goin' postal inside a Walmart near you, please contact me and I will send you an option agreement and then we will send you the Franchise Disclosure Document as soon as we sign the leases on the locations in your area.

The list of locations is available here:

<https://www.dropbox.com/s/xxjma4kdb0j95m0/walmart%20store%20list.pdf?dl=0>

And the Walmart Option Agreement is here:

https://www.dropbox.com/s/606pd44mr6k7t11/Option%20K%20for%20Walmar%20Space%20_2_.pdf?dl=0