



*Scott always made me feel like I was his only client even though I know that is far from the truth.*

If there was one word I could use to describe my experience with Scott and his team at FGP, it would be exhilarating. There is absolutely nothing easy about commercial real estate and as a young, new franchisee, it was a whole new world to me. Scott's knowledge, dedication and determination are just a few words I can use to describe his undeniable passion for what he does. For me, opening an F45 studio is much more than just a business venture but also a dream. There is something to be said when someone takes your dream and also makes it their own.



Almost six years ago, I lost my dad suddenly and unexpectedly. My dad was one of the hardest workers you could ever meet and was very successful in his career. He was highly respected by all of his coworkers and peers. Many times Scott and I spoke about my dream to follow in my father's footsteps of success. Scott made it his mission to help me get one step closer to fulfilling that dream.

My mom has been a very integral part of this process as well. She was included on many phone conversations with Scott and myself. Without my mom, none of this would even be possible right now. Scott always embraced the strong family bond we have and used it to show true passion during our negotiations.

Scott always made me feel like I was his only client even though I know that is far from the truth. We had quite an incredibly frustrating and drawn out adventure together to negotiate the lease for my studio's location. Scott undoubtedly got me the best deal possible saving me thousands of dollars. Throughout the entire process, he was always there to listen to my ideas and always asked for my opinion on a game plan and made it very easy to work together.

There aren't enough words to show my true gratitude toward Scott and his team at FGP. He made this incredibly stressful and frustrating process as easy as possible and I look forward to continuing to build our relationship and possibly work together more in the future on other locations. If you are looking for the best, Scott and FGP are the answer.

Hannah Ensel  
East Hanover, New Jersey





*What I need to share is - holy moly, your value-add is incalculable. It's the value that you explained to me when we first engaged but I got to witness it today.*

Hey Scott. I needed to run to the dinner table so I didn't get to share enough during our de-brief. But what I need to share is - holy moly, your value-add is incalculable. It's the value that you explained to me when we first engaged but I got to witness it today.

Guys like me, sophisticated or not, would be totally scr\_wd in this context not understanding the ins and outs about commercial real estate. Who should pay for what. Tonnage of HVAC. On and on and on. I wouldn't know squat about any of that and it would cost me 10s and 10s of thousands.



If there was ever any question about the balance between working with you remotely vs. the value of your advocacy for getting me a proper lease, there is no further question.

You can be sure I'll be providing this input to my fellow franchisees. And I look even more forward to working through this process with you and the team. I am in very good hands. Even the guys on the other side of the table acknowledge that [Perter's comment].

Kudos,

Thanks for the benefit of your commitment and expertise!

Talk soon,

Aaron Bernstein



*The guidance that you and your team gave us from initial site search to final lease procurement was always above and beyond.*



Scott, we think we see the finish line with the lease!!

Just wanted to say that from the very start you and the FGP team have been such a dream to work with. You have been simply amazing in helping us navigate the unfamiliar waters of commercial leasing.

Throughout our process, there were always new developments, and looking back we can't stress enough how invaluable your knowledge and expertise were to us. The guidance that you and your team gave us from initial site search to final lease procurement was always above and beyond.



We wanted to thank you for the professionalism you always showed, but what we truly appreciated was your kind and gracious nature. We could not have done it without you.

As new franchisees, we know we still have a long road ahead of us, but we can't thank you enough for getting us started on the right foot.

Thanks again for everything. It has been an absolute pleasure. Looking forward to someday enjoying a little BBQ with you!

All the best, Ian & Jenny  
San Diego, CA





*My lease includes a \$200,000 tenant improvement allowance...*

Talk about a left turn. For the past 19 years, I've been dedicated to helping a small enterprise software startup grow into a global public company. But, witnessing our high-functioning autistic son's positive response to the Brain Balance program stole my passion. Together, my wife and I decided to pursue a more purposeful career by purchasing a Brain Balance Achievement Center and bringing hope to families and kids that struggle.



In my due diligence with multiple franchisees, the same warning was repeated - the commercial leasing and ensuing buildout processes are where you can easily lose tens of thousands and maybe not even know it. There was so much to learn about the new business; the prospect of navigating to find the "right" site and then securing it with a lease that won't leave me questioning my decisions for the next 10 years did not inspire confidence.

Enter FGP. I give a lot of credit to our corporate team for the relationship they formed with Scott and his team. From our first call to the smooth LOI handoff and support of my attorney, the experience has exceeded my expectations. We needed structure, process and the patience to follow it. FGP brought a step-by-step blueprint for success that we embraced and were rewarded for doing so.

My lease includes a \$200,000 tenant improvement allowance, and, very late in the process, we were able to shift from a unit requiring heavy demolition to one that is practically a vanilla shell but never shown. This pivot, instigated by an inspector recommended by Scott, was masterfully executed by the team to maintain the level of landlord investment while expediting the LOI approval through a notoriously slow process.

The lease is being finalized by yet another recommendation. And FGP is helping me to objectively hire professionals for my buildout. This comprehensive service "walks the walk" from that initial conversation and backs up Scott's passionate plea for contributing to new franchisee success.

Nate and April Taninecz  
Cleveland, Ohio



*Together, we developed a proprietary Pre-Construction Service model for franchisors to offer their franchisees at no cost to either party.*

I started working with ARCpoint Franchise Group (AFG) when they only had a few franchises. When you work with an emerging franchise, everyone wears multiple hats and I kept adding duties as we grew. Throughout the years, I held many roles, but my favorite one was Franchise Liaison. I was able to work with new owners from the time they signed their agreement until they were comfortable letting go after they opened and moving forward whenever they needed me.



However, I found it frustrating that I couldn't help my owners with their real estate needs, helping them find properties that met their criteria. My franchisees were on their own, except for Corporate approving their site, until they came to training.

Since I worked too many hours, the founder eventually handed me contact information for FGP Commercial Leasing and told me to call Scott, which I begrudgingly did. I was skeptical as I listened to him since I didn't think anyone could do what he said he could do. Scott and I spoke once a week for several weeks as I interviewed him and he interviewed me. I was surprised that Scott asked so many challenging questions about the company and me personally, including my ethics, work style and views on franchising.

Once we established the trust we needed to move forward with our relationship, Scott helped create the requirements for real estate. He then invited me to attend all the calls with my owners, including negotiating with the landlord's representatives. He had full transparency each step of the way. I attended the calls with the first franchisees but felt comfortable enough to allow Scott to work without me there.

My franchisees were happy with the process. I was happy with the process. My franchise development team was happy with the process. They loved being able to include our new real estate partner as part of the sales offering. It makes a difference to a first-time business owner that they will have help throughout the real estate process.

FGPCL took such great care of my owners that once they secured a location, the owners asked me, "Now what?" I didn't have an answer to help them with the next stage of the process - the buildout. The owners didn't know what to do, so we were hit and miss on getting good architects and general contractors.

When I decided to part with ARCpoint, my first call was to Scott. Together, we developed a proprietary Pre-Construction Service model for franchisors to offer their franchisees at no cost to either party. Now we can help with permitting, sourcing and obtaining bids from architects and general contractors!

Barbara King  
Greenville, South Carolina

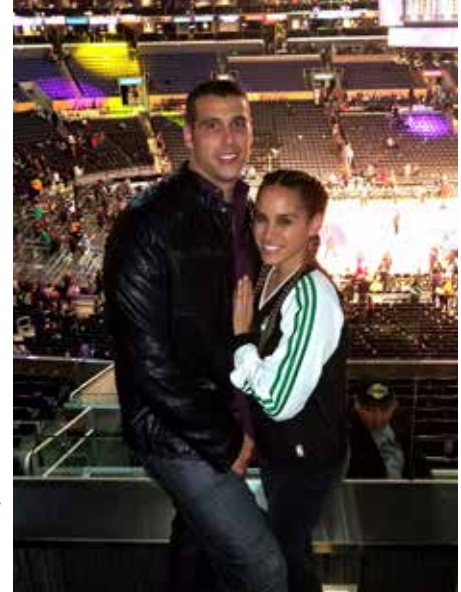




*You saved us  
about \$1,500 per  
month in rent  
and \$160,000  
for the buildout!*

Scott,

I want to take this opportunity to thank you for everything. Without you and your team, I am not sure this dream would have become a reality!! I, being an “over-anxious” first-time franchisee would have walked into over paying in rent, unable to find the perfect location, possible build-out not completed in a timely manner and a few hiccups along the way. Instead, you and your team made things as smooth as can be; you allowed us to be a part of every detail which was really important to me. You have set us up for success - and we couldn't have done it without you!



To be specific, you saved us about \$1500 per month in rent and \$160,000 for the buildout. That is a huge deal. Because of this, we are able to secure a second territory, so, I hope you are ready to start the process again.

Honestly, the most important thing besides the financial benefits was the mentorship and knowledge you blessed us with. You didn't just handle things; you allowed us to be a part of everything and educate us. This is more valuable than any financial gain. I am so grateful for you and your team and I encourage any new franchisee to make the decision I made... allow you to set them up for success!

Chris and Monique Cash

*Redondo Beach, CA*







*You are one of a kind, and we feel blessed to have been able to work with you during this process.*

Team,

As Brenton and I prepare to read and plan out the action items within our executed lease, we would be remiss if we did not send you a note of the deepest thanks and gratitude. From our first meeting all the way to the final signing, you were nothing but the most professional and considerate agent, adviser and, many times, a calm voice in an otherwise chaotic situation. I know that I require more time than most on wanting to understand all aspects of the business transaction as well as the desire for continuous follow up. You truly went above and beyond in this regard. Every phone call, email, text message, the hours worked, the in person meetings and numerous extensive explanations did not go unnoticed and words do not do justice in expressing how grateful we are.



In a business where there is at times a lack of service or regard for the actual person and family making such a big decision affecting their entire livelihood moving forward, you are an example of everything that someone in your profession should strive to emulate. We could not have found such an amazing location for our new business or felt fully secure during the negotiation process were it not for you and your utmost skill, attention to detail and genuine care for your client. You are one of a kind, and we feel blessed to have been able to work with you during this process. We hope to see you at the grand opening of CKO Kickboxing!

Sincerely,

Brenton & Bonnie Danieli  
*San Diego*





*Scott and his team held my hand during every step of the process from site search and selection, to the lease negotiation and even through the legal review.*

I am so thankful to have found Scott Simcik and his team of highly skilled professionals at FGP Commercial Leasing! As a busy dentist and first time franchise owner, my time and resources are limited. I needed to find a suitable location for my franchise and negotiate a lease. This sounds simple but it was something with which I had absolutely no experience.

Scott and his team literally held my hand during every step of the process from site search and selection, to the lease negotiation and even through the legal review. They worked with my hectic schedule and were available to me at times most brokers would be "off the clock". They made the process effortless. I believe I would have made some costly mistakes without them.



I highly recommend Scott Simcik and FGP to both new and experienced franchisees. I will definitely be utilizing their services for my next location.

Dr. Jennifer Hamilton  
Savannah, Georgia







*The best negotiating skill I have ever encountered has provided us with thousands of dollars in savings in rent and build out.*

Hi Carl,

Brian and I were happy to be able to meet and talk to you in person this week. We had a great week. We learned a ton and also got our butts kicked with the eight workouts. I appreciate your help with getting our territories of Brookfield and Elmgrove all set.



I wanted to again mention that Scott Simcik's company was an excellent referral. I have many years experience in commercial real estate, buying properties, constructing medical and health club facilities and leasing space for a wide variety of medical professions. Scott's skills in this make me feel amateurish. Scott has handled the search for our properties with more professionalism than I have ever experienced in real estate. He has hand help us thru the whole process. They provided a huge amount of locations, contacted all that we were interested in, set up times for us to see the sites, educated us on how to look at the site and how not to talk to agents.

Then when we determined we wanted to place LOI's on a few properties his knowledge of F45 requirements along with the best negotiating skill I have ever encountered has provided us with thousands of dollars in savings in rent and build out. He provides a wealth of information, has options for additional lawyer and build out services that are also very reasonably priced. I feel he brings the whole package for F45 franchisee's and I would be happy to accept calls if you have other franchisees that may need his services and would like to hear of my experience.

Thanks,

Scott Cole & Brian Staude  
Milwaukee, WI



*Scott negotiated free rent for up to 11 months! The first 4 are the buildout or the grand opening whichever comes first, and then after grand opening, we will receive 7 more free months of rent!*

We would like to express our extreme gratitude to FGP for making our first franchise site selection one we will never forget. Thank you for your early morning and late night calls and emails going above and beyond in every facet of this 5 month journey. You were there for us when we were down and feeling defeated! You also helped us celebrate our wins in this process. Thank you for believing in us. Thank you for taking such good care of us. We are both totally thrilled that you are our agent and know that we could not be in better hands.



Scott, you and your team have been absolutely incredible to work with on our lease. From our very first interaction, you responded to our inquiry immediately and shared your wisdom for over an hour while getting to know us and understand our needs, and then shared passionately your company with us. Within the same week, we got to meet your amazing team on our Pre-Lease call. Within 48 hours, we had our first batch of over 50 locations that met our criteria to start with. We narrowed that list to our top 10 and were off and running.

As first time franchisees, we've never had to explore commercial leasing, so this part of the venture has been quite foreign to us. Scott, Shaun and Wyatt - you all were with us through the entire process. You educated us on the most strategic way to execute a walk through. Then included us in all the calls with the leasing agent representing the property of interest. We were included in the pre-LOI call and were guided through the LOI process.

We believed our first two spaces were ideal locations. The first fell through for reasons unknown with the landlord. The second, Scott and team insisted we read between the hidden lines and ask for clarification on what was communicated, "the landlord was going to deliver a white box" and ended up in writing that they'd deliver the white box, but only pay for the first \$35psf, and we'd be responsible for the balance. Had we accepted that counter, we'd be out \$100,000+ and the rent was already high. It was a good location to let go of and although we were feeling defeated, Scott and team picked us up again and we continued our quest for the right location.

We are currently wrapping up our F45 location, and the wait was definitely worth it. Scott negotiated free rent for up to 11 months! The first 4 are the buildout or the grand opening whichever comes first, and then after grand opening, we will receive 7 more free months of rent! As a first time franchisee, we couldn't ask for better terms to help get our F45 Training Studio going full steam ahead! We are grateful for this awesome experience Scott and team have created for us and our new friendships we've created with a group that truly cares about us and our business.

Thank you Scott, Shaun, Wyatt and Barbara! You are all amazing to work with!

Love, Becci & Jaime  
Minnesota





*Not only did they land me a great deal on rent, they also secured almost \$150,000 in improvement allowances that I would've likely left on the table had I been going it alone!*

Hi Scott,

I was so excited to invest in an F45 franchise, but had zero experience when it came to commercial real estate. Finding a property quickly became overwhelming, especially since the Nashville market is hot and inventory is at a premium. Thankfully, I got connected to Scott and his



team at FGP and they were instrumental in both educating and guiding me through the process. Once we identified my top property, they stepped in and handled the negotiation like pros. I appreciated how incredibly transparent they were through everything and how they encouraged me to be part of every call. Not only did they land me a great deal on rent, they also secured almost \$150,000 in improvement allowances that I would've likely left on the table had I been going it alone! My landlord has told me multiple times how Scott and FGP certainly had my best interests at heart and got me the best possible deal as a result. I would've been lost without them and certainly wouldn't be starting my business from such a positive position!

Again, I cannot thank you and your team enough for all your help. I mean everything above 100% and will happily help with anything else you may need here!

Rachel Sigler  
Nashville, TN





Dear FGP,

Our friendship and the professional leadership delivered by the FGP family is by far the single most cherished relationship we've experienced in franchising.

FGP has polished the entire real estate acquisition process to remove mountains of uncertainty and concern from new franchisees and franchisors.

FGP's leveling of the largest hurdle in the development stages of a franchise is always seamlessly handled and finalized by FGP's World Series Team.

The FGP team takes the overwhelming and bewildering process of location selection and negotiations, all the way to lease signing, and delivers an astonishingly easy process to remedy all hurdles.

In a world of uncertainty, having the FGP team blazing the trail is comforting to new travelers.

Why get dropped off on shore and use a compass, when FGP can be there to greet you?

FGP delivers state of the art GPS technology and communicates effectively with the savages.

The complete package reveals the most cost effective choice available and literally saves franchisees tens of thousands of dollars, if not more.

Ben's Marketplace is proud to be an acolyte for FGP!

Brad Romero  
*Ben's Marketplace CEO*

*Once we were ready to submit an LOI, Scott and his team held our hands throughout the entire LOI process and in the end saved us \$200,000 in build out costs.*

Hi Scott,

We heard a lot of wonderful things about Scott and the FGP team from other clients of theirs. We are happy to say it was all accurate and truly well deserved. We had the benefit of going through one other lease with another franchise prior to meeting Scott and the rest of the FGP team. Therefore, we had a benchmark by which to compare FGP. Unquestionably, FGP is an elite, high-performance team in a class of their own. We wished we had FGP negotiating the LOI in our first franchise.

From the onset, Scott and his team armed us with information about commercial property leasing to enable us to deal from a position of strength. They rounded out the hard data with coaching on buying psychology to prevent us from the mistake of "falling in love" with a property. This level of attention is immeasurably valuable and a true differentiator for Scott and the FGP team.

FGP utilizes sophisticated tools to thoroughly search the area of interest for available property and has the ability to access off-market properties to give the clients a multitude of options. Once we were ready to submit an LOI, Scott and his team held our hands throughout the entire LOI process and in the end saved us a couple hundred thousand dollars in build out costs. Scott's tact in negotiating coupled with his years of experience securing commercial property for franchisees made the entire process smooth and seamless. They were thorough, respectful, and genuinely cared about our success.

We are truly grateful and blessed and to have been introduced to Scott and FGP team.

Regards,  
Randi Ross  
*Ben's Marketplace Franchisee*





*FGP's professionalism, expertise and knowledge helped guide us through the maze that is the retail commercial real estate space.*

Hi Scott and the FGP team,

We were introduced to you and your FGP team from our Franchisor. Being an entrepreneur that has gone through the process of a number of office space leasing thought I had a good handle on what to expect but boy was I wrong. The commercial retail market is a “jungle” and without you and your team guiding us through this “jungle” we would have been lost. FGP's professionalism, expertise and knowledge helped guide us through the maze that is the retail commercial real estate space. FGP helped guide us through the pitfalls, quicksand and the proverbial snakes and got us to where we needed to be. I am happy to say that we are now in a lease on a space that we really desired and at the rate that we cannot be happier with.



Thank you FGP for being there for us.

We are truly grateful and blessed and to have been introduced to Scott and FGP team.

Regards,  
Tony and Ingrid An







*Scott and his team were our Rosetta Stone quickly educating us on the fly to ensure we secured the best possible deal. He helped us navigate this new venture with his easy to follow, structured process, constant coaching, feedback, and guidance from his years of experience in franchising.*

From the very first call, I could tell we were partnering with a quality organization led by Scott. I have been in corporate for over 25 years and B2B sales to boot. I have been sold to and, unfortunately, sold others on the premise of “what’s in it for me?”. With FGP, never once were we a means to an end to or just another transaction. I knew that we were getting into a partnership where our best interests were the motivation.



First impressions are big, and Scott and team deliver masterfully. From the first conversation, Scott took the time to get to know us personally. He was truly interested in us. Who we are, what motivates us, and what led us to the point where we wanted to invest in a franchise? Scott has a natural energy level that is infectious, and his humility was on display through the entire process despite him clearly being an expert in his field.

While I had experience investing in residential real estate, the world of commercial real estate was another language. Scott and his team were our Rosetta Stone quickly educating us on the fly to ensure we secured the best possible deal. He helped us navigate this new venture with his easy to follow, structured process, constant coaching, feedback, and guidance from his years of experience in franchising.

How would you find a commercial space? Drive up and down the streets and call the listing number on the signs. Sure, I’m guessing you could do that, and it would take you 6 months and likely cost you thousands in lost dollars to invest in your business. What I would recommend is that you call Scott and team! Within hours of our 1st call, his team had sent over hundreds of available listings allowing us to preview and select those that we wanted to see. After prescreening landlord brokers, FGP helped us coordinate site visits with specific directions as to how to conduct ourselves, what to say but more importantly what NOT to say. His coaching was invaluable to ensure that we didn’t cost ourselves additional dollars during our negotiations. Scott’s process is very transparent engaging us as active or passive participants in every interaction with the landlord/broker. This openness further ingratiated themselves as I always knew they truly had our best interest at hand.

I could say that Scott and team, helped us navigate strange new worlds in franchising and commercial real estate, which they did! I could say that they helped negotiate tens of thousands in savings with landlord build out, which they did! I could also say that they helped us secure favorable leasing terms that will deliver savings in the thousands, which they did! However, on top of all that what he really did was generously share his personal knowledge, experience, and life lessons on how to be a better businessman to ensure that my family and I benefit for years to come.

Jim hughes







*For first-time Franchisees, your warm personality and easy-going attitude has been invaluable in helping us navigate this crazy process, you managed to keep our team sane throughout (which is a pretty big feat in itself!)*



*Celebrating the signing of Franchise Agreement*

Thank you for your kind words, Scott, you've been wonderful to work with! For first-time Franchisees, your warm personality and easy-going attitude has been invaluable in helping us navigate this crazy process, you managed to keep our team sane throughout (which is a pretty big feat in itself!) We have appreciated your patience, your counseling, your enthusiasm, your guidance, your cautionary advice, your positive support, and your 24/7 accessibility – you are either the “Bionic Man” or you are just plain crazy! And if you are ever in the Washington area, please let us know, we would all love to meet you!

Thanks for everything.  
Nancy Stout  
Fairfax, Virginia





*Scott and his team have your back. In the end we were able to get into an ideal location with a very favorable lease and \$82,000 lease hold improvements from the landlord.*

My wife, daughter Kristi and son-in-law Nate set out to operate a Brain Balance Center after Kristi had seen amazing improvements in children while working as coach and program director at the Fresno/Clovis Brain Balance Center. Visalia CA was suggested by the Brain Balance Corporate Franchisor. We had no idea what it would take to obtain a lease but committed to Visalia. We were introduced to Scott Simick and the FGP Commercial leasing team started the process of finding our future business location. We knew immediately that we could trust Scott and his team and that they had our best interests in mind. Most importantly they understood how foreign and new we were to the world of business leasing. The process turned out to be a difficult one because the city of Visalia did not know how to classify our business and had limited open zoning options. Their expertise and emotional support was critical to getting through the process. Scott and the FGP team helped us navigate the interactions with the City Planning Commission and realtors representing leasing options. In the end we were able to get into an ideal location with a very favorable lease and \$82,000 lease hold improvements from the landlord. In the process we established a friendship with Scott that remains today. Scott and his team had our back through the uncertainty of it all.



Rollie & Sharon  
Visalia, CA





*The FGP team knew exactly what to do and how to respond at every twist and turn of our journey, and we were so relieved to have chosen such capable representation.*

As young and passionate new entrepreneurs, opening our first franchise venture in another state had a lot of challenges we were driven to overcome. We trusted FGP because they knew not only our F45 business model and requirements, but had the commercial real estate process down to a science that we felt confident in. Scott began by coaching us fast paced New Yorkers on having the proper temperament for this type of real estate and fully laid out what we could expect from the process – there were no surprises he had not prepared us for. Scott took the time to get to know us and we felt his investment in not only our real estate adventure, but our success as business.



Scott, Shaun and Wyatt each had their specific role as we hunted together for a space that would best suit our needs. Their site search tool is very impressive and we felt confident weeding through our many options, condensing the list and performing walkthroughs. When we felt anxious about the bumps in the road, Scott made us feel calm and confident. When it came time for negotiation is when we felt the most excited about our choice to use FGP, as Scott treated the brokers with such incredible kindness and respect as he built rapport with them, all the while making sure our best interest was met and exceeded. The FGP team knew exactly what to do and how to respond at every twist and turn of our journey, and we were so relieved to have chosen such capable representation. It was amazing to have the burden of this process alleviated so we could focus on starting our business. We will happily choose FGP again and again.

Skylar and Robert  
Boston, Massachusetts

