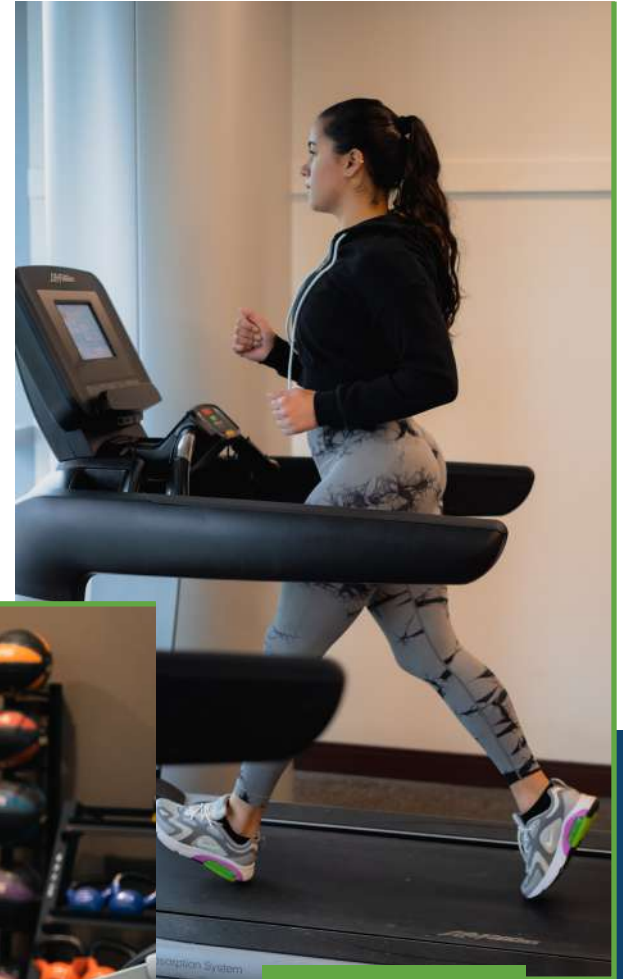




MOBILITY, SCALABILITY, AND EXPANDING DEMAND:

**BUILDING THE STANDARD FOR FITNESS
EQUIPMENT SERVICE NATIONWIDE**



AN OPPORTUNITY FOR OPERATORS BUILT TO LEAD

TABLE OF CONTENTS

- THE FITNESS MACHINE TECHNICIANS OPPORTUNITY ————— 2
- WHAT SETS FITNESS MACHINE TECHNICIANS APART ————— 3
- INDUSTRY INSIGHTS: SMART GROWTH IN AN EXPANDING MARKET ————— 4
- THE GROWTH POTENTIAL OF A FITNESS MACHINE TECHNICIANS FRANCHISEE — 5
- WHAT DOES IT TAKE TO BE PART OF FITNESS MACHINE TECHNICIANS? — 6
- STEPS TO BECOMING A FITNESS MACHINE TECHNICIANS FRANCHISEE — 7
- JOIN FITNESS MACHINE TECHNICIANS ————— 8





THE FITNESS MACHINE TECHNICIANS OPPORTUNITY

As fitness facilities, multifamily properties, hospitality venues, and residential customers continue to rely on working equipment, demand for specialized, responsive service has never been stronger. That demand doesn't reward generalists. It rewards owners who show up professionally, build trusted relationships with commercial accounts, and run their business with discipline and consistency.

Fitness Machine Technicians was built for that kind of franchise owner. With more than 13 years of system development, 45-plus franchise owners across 100-plus territories, and authorized relationships with more than 40 major equipment manufacturers, FMT brings the infrastructure, training, and recurring revenue model that serious operators need to build something substantial.

This is a specialized service business with a lean operating model and meaningful room to grow for the right owner. The franchisees who build strong, lasting businesses here are the ones who invest in local relationships, respond quickly, and hold themselves to a high professional standard. In this industry, reputation is everything. Ownership with Fitness Machine lets you launch with a reputation for quality in a rapidly expanding industry.

WHAT SETS FITNESS MACHINE TECHNICIANS APART

Fitness Machine Technicians gives you a franchise model built around operational precision, technical credibility, and a business structure that rewards disciplined, relationship-driven owners in a specialized and growing service category.



Mobile Operations

Serve your full territory through a route-based structure built around responsiveness and coverage, reaching the commercial accounts that depend on fast, professional service and building a reputation that a fixed-location competitor cannot replicate.



Low Inventory

Run a capital-efficient operation that directs resources toward business development and service quality rather than warehouse space and parts inventory, giving you a leaner cost structure and a sharper focus on what drives growth.



Manufacturer-Authorized Service

Operate with the backing of authorized relationships across more than 40 major equipment manufacturers, a distinction that opens doors with commercial accounts, supports warranty-driven revenue, and sets you apart from unaffiliated local competitors.



A Specialized Service Category

Establish your reputation in a category where the bar for professional, manufacturer-authorized service is high and the field of operators who can meet that standard is narrow, creating real opportunity for the right operator to own their market.



INDUSTRY INSIGHTS: SMART GROWTH IN AN EXPANDING MARKET

The Market FMT Was Built For

- The U.S. fitness facility membership base **has reached 77 million people**¹, sustaining commercial demand for equipment maintenance and repair across gyms, health clubs, and fitness centers that cannot afford downtime.
- The connected fitness equipment market is **forecast to grow at 19.3%**² annually through 2033, a trend that increases the technical complexity of the equipment in the field and raises the value of a certified, manufacturer-connected service provider.
- Home fitness market growth at a **projected 6.81% CAGR**³ through 2034 connects FMT franchisees with an expanding customer base on both the commercial and residential sides of their territories.

Structured for Speed and Coverage

- FMT franchisees operate across their full territories through a route-based designed for **efficiency, responsiveness, and the consistent commercial account coverage** that preventive maintenance contracts demand.

- The mobile model supports lean capital deployment while **maximizing service capacity**, giving disciplined operators the ability to grow their account base without taking on the fixed costs of a storefront operation.

Recurring Revenue & Manufacturer Backing

- FMT's commercial preventive maintenance contracts provide franchise owners with a **recurring revenue foundation** that supports reliable forecasting, consistent cash flow, and a 95% client retention rate built on demonstrated service quality.
- Building a **strong recurring contract base** rewards owners who communicate proactively, respond quickly to service needs, and hold themselves to a consistent professional standard that keeps commercial clients renewing year after year.
- Manufacturer-connected warranty leads from more than 40 authorized brands give FMT franchise owners a **direct channel to new accounts**, putting them in front of commercial and residential customers in their moment of need and well ahead of unaffiliated local competitors.



1. "How 77 Million Fitness Members Work Out," Health & Fitness Association. 2025

2. "U.S. Connected Fitness Equipment Market," Grand View Research. 2025

3. "Home Fitness Equipment Market," Fortune Business Insights. 2025

THE GROWTH POTENTIAL OF A FITNESS MACHINE TECHNICIANS FRANCHISEE



CFET Certification Program

FMT's proprietary CFET certification program trains franchisees and their technicians to a manufacturer-recognized standard of technical excellence and gives you a credentialed, professional service operation from the start and a clear performance benchmark to build against.



Designated Business Consultant

Every FMT franchise owner is paired with a dedicated business consultant who provides one-on-one coaching across operations, marketing, and technology, with a structured engagement cadence designed to keep you aligned with system standards and on track toward your growth goals.



Operational Tools

FMT's operational toolkit gives franchise owners structured access to the business management technology, KPI tracking systems, and performance resources needed to run a disciplined operation, with clear performance expectations and a defined review rhythm that keeps you accountable to the standards the brand is built on.

WHAT DOES IT TAKE TO BE A FITNESS MACHINE TECHNICIANS FRANCHISEE?



Franchisee Background

- Operators with strong local relationship-building skills and the professional discipline to manage a route-based service business across a defined commercial territory
- Coachable, process-driven business builders who are prepared to follow the FMT system with discipline, engage actively with their support resources, and meet the performance expectations the brand sets for every franchise owner
- Motivated entrepreneurs who understand that the recurring revenue model this business is built on requires consistent service delivery, proactive account communication, and a professional standard that commercial clients expect to experience every time.

Ideal Candidate Profiles

Service-Minded Professionals

Candidates with direct experience in service, repair, or equipment management who are prepared to build a route-based commercial operation, engage fully with FMT's training and support infrastructure, and hold themselves and their technicians to the CFET-certified service standard that manufacturers recognize and commercial clients depend on.

Relationship-Driven Operator

Business builders who understand that the recurring revenue model at the core of an FMT franchise is driven by relationship quality, and who bring the interpersonal skills, reliability, and commercial account focus needed to develop a loyal client base that renews contracts consistently.

Growth-Ready Owner

Operators with the long-term vision to build a multi-territory business and the understanding that FMT's 30% discount on second and subsequent territories is an opportunity available to owners who have first demonstrated the operational excellence, account management skills, and system adherence that the brand requires in every market they enter.

What We're Looking For

At Fitness Machine Technicians, we are looking for operators who bring the professional discipline, commercial relationship skills, and personal commitment this business demands, and we award territories only to candidates who demonstrate that they are prepared to uphold the standards our brand is built on.

Investment Details

Your investment in Fitness Machine Technicians covers everything from initial inventory to training to the support needed to launch with confidence.

Initial Investment Range:

\$65,950 to \$127,990

Minimum Liquid Capital:

\$75,000

Is This a Fit?

This model is designed for those who thrive on process and team leadership. It is likely not a fit for:

- Passive "absentee" investors.
- Those who prefer to operate outside of established brand systems.
- Individuals not prepared to manage the demands of a fitness equipment service business.





STEPS TO BECOMING A FITNESS MACHINE TECHNICIANS FRANCHISEE

Our selection process is designed as a mutual evaluation. We take the time to ensure your leadership style and goals align with our operational standards before a territory is awarded.

Step 1

Initial Discovery

Submit an inquiry to begin the conversation. This initial phase helps us understand your background and why you are interested in the fitness machine repair industry.

Step 2

Operational & Financial Qualification

Early in the process, we discuss financial readiness and leadership experience. This ensures your goals align with the investment and operational demands of the business.

Step 3

"Behind the Scenes" Deep Dive

Gain access to a detailed webinar exploring the inner workings of our system. Understand how the business is managed at a high level and the expectations of our brand.

Step 4

FDD Review & Legal Disclosure

Review the Franchise Disclosure Document (FDD). This stage is critical for understanding the legal framework, obligations, and the structure of the franchise relationship.*

*Ask our franchise development team about the Item 19 financial performance representation included in the current FDD.

Step 5

Funding & Territory Analysis

Finalize your funding strategy and analyze specific territory opportunities. We ensure the local market dynamics support your growth objectives.

"It's a strong niche with a clear need, and we've been able to capitalize on that opportunity." -Todd Armstrong

Step 6

Franchisee Validation

Speak with current owners to get an honest perspective on daily operations. This is your opportunity to confirm that our culture and system fit your management style.

Step 7

Mutual Decision & Territory Award

After due diligence, both parties confirm the fit. Once approved, you will sign your agreement and officially secure your territory.

Step 8

Training & Operational Launch

Complete intensive training (15-17 hours of virtual classroom training and 80 hours of hands-on training). This prepares you to execute our proprietary playbooks and lead your team effectively.

JOIN FITNESS MACHINE TECHNICIANS

Take Ownership of a Smarter Service Opportunity

FMT takes the territory award process seriously, and every franchise we grant represents a mutual commitment between our brand and an operator we believe is genuinely prepared to uphold it.

We have spent more than 13 years developing a franchise system that gives serious operators the training, manufacturer relationships, and recurring revenue infrastructure to build a credible and lasting service business. If you are ready to bring that system to your market and have the professional discipline and commercial focus to make the most of it, we want to hear from you.

Join the Brand that Keeps Customers Up & Running!

Contact Us Today

Fitness Machine Technicians Franchising, LLC

2359 Perimeter Pointe Parkway, Suite 250

Charlotte, NC 28208

(828) 610-5362

Email

ltravis@mainlinebrands.com

Website

fmtfranchise.com

Next Steps

Contact us today to receive our complete franchise information package and begin your journey toward franchise ownership with Fitness Machine Technicians.

© 2026 FITNESS MACHINE TECHNICIANS, LLC

THIS FRANCHISE SALES INFORMATION DOES NOT CONSTITUTE AN OFFER TO SELL A FRANCHISE. THE OFFER OF A FRANCHISE CAN ONLY BE MADE THROUGH THE DELIVERY OF A FRANCHISE DISCLOSURE DOCUMENT (FDD). CERTAIN STATES REQUIRE THAT WE REGISTER THE FDD IN THOSE STATES. SUCH REGISTRATION, OR EXEMPTION, DOES NOT CONSTITUTE APPROVAL OF THE INFORMATION IN THE FDD BY THAT STATE AGENCY. THE COMMUNICATIONS HEREIN ARE NOT DIRECTED BY US TO THE RESIDENTS OF ANY OF THOSE STATES. MOREOVER, WE WILL NOT OFFER TO SELL FRANCHISES IN THOSE STATES UNLESS WE HAVE REGISTERED THE FDD (OR OBTAINED AN APPLICABLE EXEMPTION FROM REGISTRATION) AND DELIVERED THE FDD TO THE PROSPECTIVE FRANCHISEE IN COMPLIANCE WITH APPLICABLE LAW.

