



Passion, Community, Leadership, Grit

FRANCHISEE PROFILES

IDEAL OWNER

Who is the Ideal FYZICAL Franchise Candidate?

Our vision defines where we want to go, and it's not just any road - we know our purpose is to be the most trusted, accessible entry point for wellness and health. Here at FYZICAL we work to understand and support our clients' physical challenges, and create treatments that support and revitalize their bodies, hearts and minds. A strong prospect will align with our core values and culture. Great people make great organizations. The best franchise candidates will have:

Passion

Prospective owners will demonstrate a passion for health and wellness and breaking down barriers and redefining businesses! Our franchisees are excited about our brand and vision and wake up happy to start their day and push through the challenges.

Leadership

FYZICAL franchisees are natural born leaders. They desire to build a culture of mutual respect and integrity. They have the necessary skill set and personality style that will ensure their success and help them to curate a high performing team that demonstrates effective communication and mutual respect.

Community

Our most successful franchise owners are comfortable stepping out into their community to build connections and foster relationships with potential patients and referral sources. They are passionate about making a difference in the health and lives of the citizens in their communities.

Grit

The best candidates have perseverance and passion for their long-term goals. While joining a franchise system is definitively easier than starting a business from scratch, there are still ups and downs and candidates with a growth mindset for opportunities, resilience, and the determination to follow through are ideal traits for our franchisees.



WHY FYZICAL

The Most Trusted, Accessible Entry Point for Wellness and Health

FYZICAL Therapy & Balance Centers is the largest physical therapy franchise in the world with over 575 locations open. FYZICAL specializes in traditional physical therapy services treating patients for injury and surgery rehab as well as our proprietary balance therapy program. FYZICAL was founded in 2012 by franchise industry veteran, Jim Abrams (founder of Ben Franklin Plumbing, One Hour Heating/Air, Mr. Sparky Electric) and the first franchise location opened in 2013.

- Initial investment [average of \$400k]
- Low # of employees
- Professional employee
- No nights, no weekends, no holidays
- No PT or medical background required
- Opportunity to own a business in the growing healthcare field with no PT or medical background required
- Semi-absentee
- Recession resistant essential business





Red identification band on the man's wrist.

FYZICAL

FYZICAL

“As an entrepreneur, I’d never had someone give me a blueprint on how to run a business. FYZICAL does an awesome job telling you what the key aspects are to be successful. If you follow the program you end up with a successful business.”

Bill Capraro

Multi-Unit Owner

18 Open FYZICAL Locations

AREA REPRESENTATIVES



Ryan Mann & Olga Torbello

Ryan and Olga both come from entrepreneurial families. They are Geo-scientists and worked in the oil and gas industry for the same company. Both Ryan and Olga went through Harvard Leadership School and have been on leadership teams. They were drawn to FYZICAL because they are passionate about service, helping others, and developing teams.



Scott Thayer

Scott Thayer has spent more than 30 years leading teams in large corporate and smaller private entities; The Coca-Cola Company, Newell, Soft-Tex. His extensive background includes sales, operations, innovation, business development sourcing, and manufacturing functions. Scott will lead marketing and business development of the Charlotte territory.



Robert Hub

Robert Hub has extensive experience leading teams in privately held, private equity backed, and large corporate entities; Flowserve, SUEZ North America. He brings more than 25 years experience in sales, business development, operations, and manufacturing functions to the partnership. Robert will lead the day-to-day clinical operations in the development of their territory in Charlotte.

Fees Collected: \$330,608
Area Representative | Houston, Texas

Fees Collected: \$333,662
Area Representative | Charlotte, North Carolina

Fees Collected: \$333,662
Area Representative | Charlotte, North Carolina



Sachin Haralkar

Sachin is a strong team leader! As a chief commercial officer at Honeywell leading strategy, pricing, marketing and sales, Steve will make an excellent FYZICAL franchisee. He has a wife and two children, and is looking forward to building and growing a business with FYZICAL. His broad strengths include a skill set that will allow him to delegate and empower the teams he builds. Sachin is looking forward to starting his first clinic with FYZICAL!

Fees Collected: \$104,000
3 Unit Placement | Naperville, Illinois



John & Vian Wheatley

John and Vian Wheatley are a smart and detail oriented husband and wife team working for Caresource Insurance. John is looking forward to focusing on a business venture that they are able to establish, nurture, and ultimately hand down to their children. The Wheatleys were initially drawn to FYZICAL because the opportunity allows them to serve their community as well as their own interests. John and Vian will make excellent franchisees for their two units in Ohio!

Fees Collected: \$84,000
2 Unit Placement | Beavercreek & Centerville, Ohio



Matthew Lipsky

Matthew Lipsky is an accomplished Naval Officer currently serving in the Navy Reserves. He holds a Master's degree in business, and is dedicated, ambitious and eager to get started. Matthew's father-in-law is significant in the healthcare field, and the Lipsky's will leverage the network connections that come from their family ties. Both Matthew and Elysa are business savvy and detail oriented and they will make a great addition to the FYZICAL family.

Fees Collected: \$104,000
3 Unit Placement | Winter Haven, Florida

MULTI-UNIT OWNERS



Travis McHenry & Martin Riggs

Martin works in sales for an aerospace company. He is also a real estate investor. Travis was a Managing Partner for Carrabas, focused on operations. Previously, Travis worked as a rehab tech and is very excited to be partnering with FYZICAL and returning to the physical therapy industry. He is passionate about building and inspiring teams and creating a great culture.



Peggy LaRue

Peggy has extensive business background working with everything from start-ups to Fortune 500 companies in a variety of executive level roles. Holly Lunde and Wilson Orahem are her non-equity partners in this business opportunity. This group of individuals are people-service oriented and committed to helping people. They are excited, and enthusiastic about making a difference. They want to promote client and employee experience above all else!

Fees Collected: \$144,000
5 Unit Placement | Raleigh, North Carolina



Jim Taylor

Jim is a former high level director at AT&T. His wife is a physician, his daughter is a sophomore at UGA, and his son is a high school Junior. Jim accepted a corporate buy-out package 3 years ago and has his time spent outside of corporate America - focusing instead on spending time with family and working on personal projects. He turned down a very high paying and powerful corporate role to pursue his passion for franchising with FYZICAL.

Fees Collected: \$124,000
4 Unit Placement | Cumming, Georgia



Michael Grimm

Michael is a spectacular relationship builder. He studied mechanical engineering and his primary career has been in the oil and gas industry. Since taking college coursework in biology and chemistry, Michael has always been passionate about healthcare, especially with a father in pharmaceutical sales and a brother who has invested in an urgent care franchise. He is looking forward to getting started and we are excited to welcome him to the FYZICAL family!

Fees Collected: \$84,000
2 Unit Placement | Houston, Texas



Rolf & Sara Schultz

Rolf is an executive with experience in both brick and mortar and digital retailing. His experience spans Marketing, eCommerce, Omnichannel, Merchandising, Finance, Real Estate, Store Operations and General Management. He most recently served as CEO of the Room Place. Rolf's strength is in creating relationships and bonds. He has managed large teams of 200+. His style is collaborative, involved, empowering and he is a great listener.

Fees Collected: \$144,000
5 Unit Placement | Austin, Texas



Dan Finnerty & Aaron Beck

Dan Finnerty is the Chief Operating Officer of a small brokerage firm and sought a business opportunity that was scalable to build wealth. Both Dan and Aaron looked to FYZICAL as an avenue to do good for "people, planet, and profit", using a business model to do good is core to their belief system. Aaron's core competencies include strong marketing and advertising background, and excellent leadership, development, and organization skills.

Fees Collected: \$104,000
3 Unit Placement | Charlotte, North Carolina

MULTI-UNIT OWNERS



Aaron & Lindsey Carter

Aaron is a regional sales director for a medical device company. Lindsey's background is in custom home design, and together they share four children. One of their daughters has a disability that impacts her hearing as well as her vestibular center, so the Carter's are very familiar with the need and value behind of the services that FYZICAL provides. This opportunity for long term career freedom gives them more time with their family.

*Fees Collected: **\$93,600** - Veteran Discount
3 Unit Placement | Colorado Springs, Colorado*



Chetan & Sandhya Polavaram

Chetan hold a master's degree and is an Internet of Things Product Manager for ATT – which is a supply chain management position for products that combine hardware and software and are connected to the cloud. Sandhya completed her graduate degree and is a lead product manager. They were drawn to FYZICAL because it is a path to freedom from their corporate careers that will allow them the flexibility to spend time with their family.

*Fees Collected: **\$104,000**
3 Unit Placement | Dunwoody, Georgia*



Scott Nix

Scott Nix is a former senior vice president at SunTrust. With a primary goal to build multiple units, Scott joined FYZICAL for the opportunity to grow a business in an industry that both interests and excites him and will remain growth oriented well into the future. Scott is especially drawn to the repeat customer base, the account style relationships through B2B marketing, and the opportunity to do good within his own community - this is a feel-good business!

*Fees Collected: **\$84,000**
2 Unit Placement | Chamblee & Decatur, Georgia*

SINGLE UNIT OWNERS



Mark & Ruth Oordt

Mark and Ruth opened their first location in San Antonio, in 2022. Prior to joining the FYZICAL family, Mark spent 30 years in the United States Air Force. He earned a Ph.D. in clinical psychology and worked to advance mental health services to Service Members and their families. Ruth has her Ph.D. in clinical psychology, focusing on children and adolescents. Mark and Ruth were looking for a business opportunity in which they could work together and give back to their community.

Fees Collected: \$44,100
1 Unit Placement | San Antonio, Texas



Adrienne DeQuarto

Adrienne has worked in all levels of the corporate environment in retail and has a retail merchandise marketing degree. She then worked in the jewelry industry and decided she wanted to own her own business which led her to FYZICAL. She loves FYZICAL because she knows she can help people and bring something special to her community. Her mom had Parkinson's and worked hard with her on her balance. She is excited to help her community get back to loving their lives.

Fees Collected: \$49,000
1 Unit Placement | Land O Lakes, Florida



David Choma & Amber Henry

David Choma and Amber Henry are a young couple with the entrepreneurial spirit. David recently sold a CrossFit gym that he started in the same market where they will have their FYZICAL clinic. David was an exercise science pre-med pre-PT major. He is driven and impressive. Amber is working in a dental office and has extensive experience as a patient of physical therapy, as well as a passion to serve their community.

Fees Collected: \$49,000
1 Unit Placement | Strongsville, Ohio

EXECUTIVE TEAM



Brian Belmont
Chief Executive Officer

Originally from Colorado, I relocated to FYZICAL Headquarters as CEO and brought along a wealth of franchising knowledge and experience. I have worked in five franchise organizations including Camp Bow Wow, Quiznos, and Planet Fitness. I have been and still am a successful multi-unit franchisee. During my time at Planet Fitness, I had a hand in growing the business into one of the world's most successful fitness franchises by contributing to large-scale growth and increased profitability. As both a multi-unit owner and a franchisor executive, my understanding of franchising brings exciting opportunities to independent business owners in the FYZICAL organization.



Scott Wendrych
Chief Operating Officer

For the past 19 years, I have been deeply involved in the franchise industry; I began this journey as a franchisee myself. The experience as a small business owner ignited my passion for franchising. I was instrumental in the Fitness Together franchise brand's growth, which grew to more than 400 U.S. locations and expanded internationally. I co-founded the Elements Massage franchise brand's launch and served as the Chief Development Officer for WellBiz Brands Inc. until 2018. As Chief Operations Officer, I oversee the franchise operations, development, and marketing teams. My franchise experience will help guide the pre- and post-open operations, real estate and construction, development, and marketing teams.



Michael Freiburghouse
Chief Financial Officer

I joined FYZICAL in July 2024 and have been charged with overseeing the Company's financial planning and analysis, accounting, and technology teams. Prior to joining FYZICAL, I served as Professional Eye Care Associates of America's ("PECAA") Chief Financial Officer where I played an instrumental role in leading the organization through the successful sale of Nautic Partners' ownership interest to VSP Vision. Prior to joining PECAA, I served as the Vice President of Finance of Logitix after spending roughly 7 years in public accounting with both Kaufman Rossin and KPMG. I have also been selected to the prestigious 40 Under 40 list for 2024 by the South Florida Business Journal.



Rick Douglass, PT, DPT, OCS, FAAOMPT
Chief Clinical Officer

As the Chief Clinical Officer, I lead our 60 Company Clinic locations, and oversee the Clinical Education Team. I spearhead our advocacy efforts and work closely with our vendor partners to ensure that further development of clinical programs meets the needs of our patients across the country. As an early franchisee owner, I am dedicated to helping ensure clinical excellence at FYZICAL. I owned my own private practice for 13 years. I also earned a Fellowship in the American Academy of Orthopedic Manual Physical Therapists. Clinically, I specialize in the evaluation and treatment of orthopedic and spine dysfunction. Additionally, I am a member of the American Physical Therapy Association.