

Contractor Pricing Checklist PDF

Before you quote the next job, run through these pricing checks so busy work does not become low-margin work.

1. Labor: include wages, payroll taxes, workers comp, benefits, non-billable time, and your own owner labor.
2. Materials: include supplier cost, delivery, sales tax, waste, returns, and material handling time.
3. Overhead: allocate truck, fuel, insurance, software, licenses, office, bookkeeping, and marketing across billable work.
4. Profit: choose target margin before quoting. Markup and margin are not the same number.
5. Risk: add margin for emergency work, unknown conditions, callbacks, warranty exposure, and schedule disruption.
6. Payment: require deposits or progress billing on large jobs so you are not financing the customer project.

Next: use protradehq.com/tools/contractor-job-pricing-calculator/.