



How to price a job and make a margin



1 Estimate material costs

Create a materials list and compare prices from different suppliers to get the best deal. Don't forget to include hidden costs like fuel and waste to stay within budget and protect your profit margin.

2 Know the competition

Research local competitors' pricing to stay competitive, but base your quotes on your own costs and profitability. Understand your market, highlight your unique selling points, and track your efficiency.

3 Set a profit margin

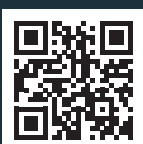
A solid margin helps cover costs, manage risks, and meet financial goals. Factor in job complexity, your baseline needs, and future workload. Consider using a tiered margin system.

4 Calculate labour costs

Estimate hours needed and apply your labour rates accurately. Labour costing is key to business success.

5 Understand overheads

Overheads like insurance, tools, and equipment must be accounted for. Spread these costs over your total billable hours to avoid profit loss.



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