
FREE QUOTE CHECKLIST

Before you send the next quote.

Use this checklist to make assumptions explicit. A planning price depends on the scope, time estimate, and costs you enter. It is not a local market-rate recommendation.

01 / Define the work

Confirm rooms, tasks, property condition, access, parking, and excluded extras. Separate an initial or deep clean from recurring maintenance work.

02 / Count every paid person-hour

Cleaners × (on-site hours per cleaner + paid travel hours per cleaner). Add individual hours when crew members work different durations.

03 / Include working labor costs

Include an owner wage when the owner cleans. Use your own additional employer-cost assumption. Do not add the same paid travel labor twice.

04 / Enter direct costs and overhead

Add supplies and other job costs. Allocate fixed overhead on a consistent paid-hours basis. Avoid counting the same cost in two categories.

05 / Check price, fees, and discount

Use your provider's payment-fee assumptions. A target margin is different from a markup. A discount lowers revenue even when job costs stay the same.

06 / Save and review

Save the original estimate. After the visit, record actual time and costs. Review repeated differences before changing scope or price.

Free calculator and worked guides: <https://maidbench-cleaning-tools.elisha1.chatgpt.site/calculator/>