Name _____

Cost a Commission

Log a typical week, then fill in the four parts of every price. For the full sums, use our free costing spreadsheet, linked in the article.

1 Log a typical week

Bench hours are the making clients pay for. Labouring is work a junior could do.

Day	Bench hours	Labouring and admin	What took the time?
Monday			
Tuesday			
Wednesday			
Thursday			
Friday			
Saturday			
Total			

Share of my week at the bench _____ %

Making 8 hours a day plus 5 of labouring, and business is healthy? A junior could free you up for the work that makes the money. Only 3 of 8 hours at the bench? Think hard about how you earn your living.

2 The four parts of every price

Part	How to work it out	£ a year
Fixed overheads	Your wage, rent, insurance, accountant, van, software, marketing	£
Stock overhead	Value of stock you hold £ _____ × 20%	£
Equipment	Each item's price ÷ its useful life, 4 years at most	£
Profit	A cash figure you choose: at least half your wage	£
Total to recover from your work		£

3 Job costs checklist

Before you quote, have you included:

- ☐ Timber from a cutting list, plus waste (about double for waney-edged oak)
- ☐ A written quote from every subcontractor
- ☐ Consumables costed as whole tins, boxes and rolls
- ☐ Delivery: Congestion Charge, parking and a second pair of hands

Notes