FREE SAMPLE · BRAINFY STUDIO

Sample — from Cleaning Business Operations Kit v1.0.1

What this is

Page 2 of this file is page 7 of 13 (“Worked example — estimate (fictional)”) copied unchanged from Cleaning-Business-Forms-Letter.pdf, the US Letter PDF delivered with Cleaning Business Operations Kit version 1.0.1. Only the small sample label and the faint watermark were added.

What the full product adds

The full product adds a 9-sheet workbook (a worked example and a blank copy, with editable rates and assumptions) that prices labour, supplies, overhead, selling price and profit margin separately, plus 13 pages of forms in PDF and editable DOCX (US Letter and A4): client intake, property details, scope of work, the estimate worksheet, recurring schedules, room checklists, a supply count and follow-up messages.

Printing

Print page 2 at 100% (“Actual size”) on US Letter paper. Page sizes are checked in the file, not on a printer.

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Full product

www.brainfystudio.com/p/cleaning-business-operations-kit

Worked example — estimate (fictional)

Avery Hart is a fictional client. The rates are example assumptions, not market prices.

Clean type: Standard _____ **Frequency: Every 2 weeks** _____

Condition: Average _____ **Cleaners: 2** _____

Room or task	Count	Minutes each	Minutes
Kitchen	1	40	40
Full bathroom	2	30	60
Half bathroom	1	15	15
Bedroom	3	20	60
Living room	1	25	25
Dining room	1	15	15
Hallway / stairs	1	15	15
Total			230

Labour hours (230 min ÷ 60)	3.83 h (1.92 h on site with 2 cleaners)
Labour cost (× $24.64 loaded rate)	$94.37
Supplies (× $1.80 per hour)	$6.89
Overhead (× $9.06 per hour)	$34.70
Travel	$6.00
Total cost	$141.96
Price at 25% margin (cost ÷ 0.75)	$189.28
Every-2-weeks discount (10%)	− $18.93
Price per visit before tax	$170.35
Tax at the example 5% rate	$8.52
Price per visit including tax	$178.87
Profit per visit	$28.39 — margin 16.7%, markup 20.0%

The discount lowers the achieved margin from 25% to about 16.7%. Raise the price, the margin or the minimum if that is too low.

SAMPLE