TestQuote

Your Position Before You Send

Quote 1095 | Prepared for Dan | QLD

WHAT YOU ASKED US
Make sure the customer clearly understands what's included and what isn't; check whether the plastering allowance is exposed; and give you a clean path if additional repairs are discovered.

Our read

Scope clarity	**Needs tightening.** The plaster repair is included, but its anticipated extent and finish are not defined.
Commercial position	**Check before send.** The labour and waste figures you supplied need reconciling against the ex-GST quote value.
Customer expectations	**Mostly clear.** Several exclusions are stated, but the quote could better connect responsibilities, allowances and extras to the actual job.

CHECK BEFORE SEND - COMMERCIAL SENSE-CHECK
You told us you've allowed approximately **$1,920** for your own labour (24 hr x $80/hr) and **$500** for waste. If both figures are costs/allowances against this quote, they total **$2,420**. The quote provides **$2,150 before GST**.

On that basis, those two figures alone would exceed the ex-GST quoted revenue by **$270** - before plaster materials, overhead or profit.

We don't know whether $80/hr is your internal cost, customer charge-out rate or another pricing input, or whether the 24 hours represents the complete quoted scope. So this is **not a conclusion that the job loses money**. It is a number we'd resolve before sending.

Three things we'd resolve first

1. Price build-up	Confirm what the $80/hr represents and reconcile labour, waste, materials, overhead and profit against the $2,150 ex-GST sale value.
2. Plaster boundary	Define the anticipated plaster repair and the finish actually included in your allowance.
3. Extras pathway	Make it clear how additional or unforeseen work will be identified, priced and approved before it proceeds.

How we got there

YOUR QUOTE SAYS	Remove old kitchen and four non-load-bearing feature posts; includes ceiling plaster repairs; waste is $500; painting, electrical/plumbing disconnect, asbestos and underlying damage are excluded.
YOU TOLD US	Plastering time is uncertain; waste is an allowance for your scope; electrical, plumbing and painting are handled separately.
TESTQUOTE FOUND	Your internal assumptions are more specific than the customer-facing quote, and the supplied commercial inputs deserve a reconciliation before send.

Make the Quote Stronger

1. Define the plaster repair without inventing scope

The customer can see that plaster repairs are included, but not the anticipated extent or finish. Because you told us this is the uncertain part, define only what you have genuinely priced.

HOW THIS COULD READ
Kitchen & feature post removal - $1,650
Remove existing kitchen and four identified non-load-bearing feature posts.

Plaster repairs: Make good ceiling plaster affected by the identified removal works, limited to the repair extent reasonably anticipated at the time of quoting.

Finish included: [state the finish actually allowed for - for example, stopped/sanded ready for painting, if applicable].

Excludes: painting; electrical and plumbing disconnection/reconnection; asbestos/ACM removal or remediation; and concealed or pre-existing damage.

If additional repairs are exposed: we will show you what has been found and agree on any additional scope and price before that extra work proceeds.

Clarity example only. It deliberately leaves the finish as a prompt because the supplied information does not confirm what finish was priced.

2. Check the responsibilities that can quietly become cost

Item	Responsibility to confirm	Commercial treatment
Floor protection	Who supplies, installs and removes it?	Included / excluded / customer / check
Dust containment	Who sets up containment and performs the clean?	Included / excluded / check
Return visits	Will plastering require more than one attendance?	Allowed / check
Waste	Your scope only, or other trade/customer waste too?	$500 - fixed or allowance?
Trade coordination	Who sequences electrical/plumbing prerequisites?	Included / customer / other trade
Contents / access	Who clears the work area and provides timely access?	Customer / included / check

We're not suggesting you automatically add these items to the customer's price. Decide who owns them. If they're yours, make sure you've allowed for them. If they belong to the customer or another trade, make that clear.

3. Two smaller items worth checking

Structural assumption	The quote identifies four feature posts as non-load-bearing. Make sure the basis for that assumption is established before removal. The supplied information doesn't tell us how it was confirmed.
P.S. wording	The quote says the client carries extra cost if P.S. items exceed an allowance, but we couldn't identify a P.S. item or allowance amount in the supplied quote. Connect the clause to the relevant item/amount, or check whether it belongs in this quote.

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Before You Hit Send

Resolve these points and the quote should better match the job you believe you've priced.

☐	**Price build-up**	Clarify what the $80/hr represents and reconcile the full ex-GST build-up.
☐	**Plaster extent**	Define the anticipated plaster repair boundary.
☐	**Plaster finish**	State the finish actually included - don't assume 'ready for painter' unless priced.
☐	**Waste**	Confirm whether $500 is fixed or an allowance and whose waste it covers.
☐	**Structural basis**	Confirm the basis for treating the four posts as non-load-bearing.
☐	**P.S. clause**	Identify the relevant allowance/item or remove/rework the disconnected wording.
☐	**Extras**	State how extra work will be shown, priced and approved before proceeding.

If the job changes

Customer asks for something extra

SIMPLE SCRIPT
"Yep, we can look at that. It's outside the current quote, so I'll price the additional work first and send it through for approval before we proceed."

You uncover something that wasn't visible when you quoted

SIMPLE SCRIPT
"We've found some additional repair work that wasn't visible when I quoted the job. The original quote covered the work we reasonably anticipated, but this area sits outside that scope. Before I do anything extra, I'll show you what we've found and give you the additional cost so you can approve it first."

Additional work	[Describe what has been found or requested]
Additional cost	$_____ including GST
Timing effect	[No change / additional time required: _____]
Approval	Customer approval before additional work proceeds

The TestQuote principle

We're not trying to make your quote more expensive. We're trying to make sure the price reflects the job you're actually agreeing to do - and that the customer can understand the same agreement you have in your head.

A note from Dan

A good quote does more than name a price. It makes the agreement easier to understand before the work starts. That's what I want TestQuote to give trades - another experienced set of eyes from the customer's side of the table, so you can protect your margin, show your value and deal with grey areas before they become your cost.

Dan
Founder · Registered Builder
TestQuote

FOUNDING CUSTOMER THANK YOU
Returning-customer offer included with your completed review.

Protect your margin. Show your value. Quote with confidence.