

Sort costs so a quiet month and a busy month stay comparable.

The idea

Type	Meaning	Examples
Fixed	Similar even when work is quiet	Rent, insurance, basic phone, repayments
Variable	Moves with sales or jobs	Stock, materials, delivery fuel, casual labour

Your quick sort

MY MAIN FIXED COSTS

MY MAIN VARIABLE COSTS

WHAT MY PRICE MUST COVER (FIXED SHARE + VARIABLE + PROFIT)

● TIP

Finish the lists in your records

Add every recurring cost to your notebook once — revisit when you price a new job.

One pricing or cost action

NEXT STEP

TARGET DATE
