



THE PROFITABLE QUOTE SYSTEM

How Aussie Painters Can Win
Jobs and Keep the Margin



You Don't Need More Jobs. You Need More Margin.

If you're a skilled Aussie painter quoting your own work...

But still asking yourself, "Where the hell did the money go after that job?"

You're not alone.

Painters across Australia are quoting fast, winning jobs, staying busy – and still feeling broke.



Why Most Painters Feel Busy But Still Broke

- ! Copying another painter's rates
- ! Charging "what feels fair"
- ! Flat markup pulled out of thin air
- ! Square metre pricing with no adjustment for real-life conditions



The 3 Part Quote Framework

1  Labour

2  Materials

3  Margin

Step 1: Labour Breakdown

Task × Area ÷ Production Rate = Labour Hours

LABOUR BREAKDOWN

Task	Time Estimate
Prep – walls and ceilings	6 hrs
Apply 2 coats	4 hrs
Setup and cleanup	2 hrs
Total Labour	12 hrs



Step 2: Material Mapping

- ✓ Build a list **BEFORE** quoting
- ✓ Estimate every product you'll need, room by room
- ✓ Add **10–15% buffer** for waste.

MATERIALS

Material	Qty	Cost (ex-GST)
Ceiling white – 10L	1	\$82
Wall low sheen – 15L	1	\$115
Tape, filler, sandpaper	–	\$35
Rollers, covers, trays	–	\$40
Total Labour		12 hrs

Add 10–15% buffer for waste.



Step 3: Margin Back Calculation

- ✓ Build a list **BEFORE** quoting
- ✓ Estimate every product you'll need, room by room
- ✓ Add **10–15%** **buffer** for waste.

COST VS QUOTE

Item	Amount
Labour	\$780
Materials	\$300
Tape, filler, sandpaper	\$35
Rollers, covers, trays	\$40
Total Materials	\$1,545

Markup is not margin.



Copy This Quote Template Today

QUOTE TEMPLATE

Task	Hours	Rate	Subtotal
Wall Prep	6	\$65	\$390
Paint Application	4	\$65	\$260
Setup and Cleanup	2	\$65	\$130
Labour Total			\$780
Materials			\$300
Total Cost			\$1,080
Quote (43% markup)			\$1,545



5 Quoting Mistakes That Kill Profit

- ✓ **Guessing hourly rate** – without accounting for super, tax, leave, overheads
- ✓ **Flat m² pricing** – that ignores prep, ceiling height, access
- ✓ **Forgetting setup/cleanup** – those hours add up
- ✓ **No material buffer** – 3 extra litres and you're in the red
- ✓ **Markup ≠ margin** – if you don't reverse-engineer your profit, you won't keep it



This System Works. And It's Just the Start.

- ✓ **Work less and make more profit per job!**
- ✓ **Send quotes that protect your margin and win more jobs.**
- ✓ **Forgetting setup/cleanup - those hours add up**
- ✓ **No material buffer - 3 extra litres and you're in the red**
- ✓ **Markup \neq margin - if you don't reverse-engineer your profit, you won't keep it**

Ready to master profitable quoting?

[Book Your Free Call](#)



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