

MONTHLY OVERHEAD

Rent or lease	Utilities
Insurance	Tools and software
Other	Monthly overhead, total

TECH WAGES

Number of techs	Wage per hour
Billable hours, per tech per week	Weeks worked, per year

TARGET PROFIT

Target profit, percent

FIGURE IT OUT

STEP	HOW TO FIGURE IT	YOUR NUMBER
Monthly billable hours	Techs × billable hours a week × (weeks worked a year ÷ 12)	
Monthly tech wages	Wage per hour × monthly billable hours	
Target profit	(Monthly overhead + monthly tech wages) × target profit percent	
Charge per hour	(Monthly overhead + monthly tech wages + target profit) ÷ monthly billable hours	

TWO MORE NUMBERS

CHARGE	HOW TO FIGURE IT	YOUR NUMBER
Minimum charge, a 15-minute job	Charge per hour × 0.25	
Diagnostic fee, a 30-minute check	Charge per hour × 0.5	