

## "How much should I charge in commercial?"

On every commercial job just fill out ALL of the columns which will then let you calculate the two headings **in bold** on the right hand side of the log- "Sq. feet/hour" and "\$ per hour". This form just formalizes what you have been doing subconsciously for years- pondering on which jobs were profitable and WHY! Now you will finally have the data to bid work right!

Fill this PPA Log out while on the job and then run your numbers at the end of every day (night?) of commercial work. Then at least monthly divide up all your different jobs by category, then divide the total square footage by your total hours worked on these accounts and voila! Your average production per hour per different type of commercial job!

Remember to "discount" jobs where you have had supply or mechanical problems. As Chuck Violand always says, "The only thing worse than no numbers is bad numbers!"

[Let me know how this PPA Log works for you!](#)

*Steve Toburen*

### If you like this PPA Log, you'll love *Strategies for Success-*

Invest 5 days with Strategies for Success (SFS) and you'll gain **years** of experience in measuring your financials, creating a marketing plan and building a truly lucrative, "real" business.

Do you struggle with any of the challenges below? Then just click for the solutions! Remember, this is just a taste of the proven "Success Resources" SFS will give you:

- [Why do I always get under-bid in commercial work?](#)
- [I do good work. Why don't I get more referrals?](#)
- [I'm sick of employees. Why can't they be more like me?](#)
- [How can I stop competing on price in residential?](#)
- [Why can't I make a profit? Finances scare me.](#)

There is no other program like SFS. Interested? Call your Jon-Don rep or follow these links:

- [Frequently Asked Questions about SFS](#)
- [Why should I invest five days of my life to attend SFS?](#)
- [Here is what you will learn at SFS- day by day.](#)
- [Skeptical with all the "snake oil" out there? Read what our members say...](#)
- [Read these SFS Member "bios" of what happened after SFS!](#)

Remember, SFS has transformed the lives of almost 3,000 people in the cleaning and restoration industry. **Why not you?** I urge you to investigate SFS.

*Steve Toburen*

# Commercial Production/Pricing Analysis Log