

SETTING YOUR LABOR RATE (EXAMPLE)

WAGE	<i>The actual hourly cost of your techs: 22%-30% of the rate you charge customers</i>	➡	\$35/HR
BENEFITS	<i>The typical benefits load: 22-24% of wage</i>	➡	24%
FULLY LOADED HOURLY COST	<i>Average tech hourly wage multiplied by one plus the benefit load: $35 \times (1 + .24) = 43.4$</i>	➡	\$44
EXPECTED MARGIN	<i>A benchmark target—determine after you research and calculate your overhead.</i>	➡	60%
HOURLY LABOR RATE	<i>Your fully loaded cost, divided by one minus your expected margin: $\\$44 / (1 - 60\%) = \\109.55</i>	➡	\$109.55/HR

Small Engine Labor Pricing Guide

KJ Lindholm-Leary

A red circular graphic with a gradient, appearing as a partial circle or a stylized arrow pointing to the right, located to the right of the author's name.

Small Engine Labor Pricing Guide:

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