



Mechanical Service Contractors of Canada

Charge Out Rates

How To Increase Your Profits and Improve Your Cash Flow

Are you using realistic charge out rates? Do you know how to calculate them? We will provide you with a spreadsheet to calculate your rates. We will review other options like quoted prices and flat rate pricing. You will identify where the hidden costs are, develop a truck charge, and much more - you will certainly be surprised at how much more money you'll make.



Topics Covered:

Charge Out Rates

- Calculating charge out rates
- Identify the key elements in direct cost and in overhead
- Identify productivity levels
- Using an Excel spreadsheet we will calculate charge out rates for a sample company
- Each company will receive a copy of the spreadsheet so that they can calculate the rates for their own company
- The facilitator will review the calculations of any company that prepares them outside the class at no additional charge.
- Motivating higher charge out rates
- Flat rate pricing
- Other elements that can be added to costs to enhance revenue
- The language of sales



Ron Coleman - Ronald Coleman is a Professional Accountant, Certified Management Consultant and professional member of the Canadian Association of Professional Speakers. Ron has written seven books on business management for the construction industry, six of which are part of the Canadian Construction Association Gold Seal Program. He has also written and delivered a variety of education courses, he has co-authored three degree courses and does presentations on a regular basis in both Canada and the US. His passion in business is helping contractors to be more successful. In addition to a successful speaking and consulting practice Ron also has an accounting practice and is the President of Coleman Management Services.