



CHARGING FOR QUOTES

Offering free quotes is NOT OK; it assumes your price is worth nothing, your skills, qualifications are not worth paying for and you are beholden to the prospective client who may or may not give you a job.

If you get a random request for a quote for a job and they would like you to email it to them, you can be assured the same request has gone out to at least 3 builders and they will begin a process they do not really value or have any sort of vested interest in.

The builders desperate for work will obviously comply and those who have a pipeline of work may not jump at the opportunity of playing that game.

Asking to meet with them before quoting to gauge:

- ✓ whether it's the right type of work,
- ✓ in the right area
- ✓ in the right budget range
- ✓ for the type of client you would like to work with, must be imperative first step for you!

If the client does not want to spend the time to meet with you, you definitely don't want to spend the time quoting for that client.

A mutually beneficial relationship must be the aim for both parties for it to be a successful outcome.

Knowing what to ask for, how to gauge their interest, their values, 'hot-buttons', credit worthiness and ability to work well with you and your team, is the first step.

Once you both meet and think you can work with each other, you must put in a big effort and provide them with a value-based quote; not just a detailed inclusions, exclusions and price quote.

If you need assistance on the best way of doing this, reach out and send us an email on harry@acclaimedresults.com.au or call Harry Pontikis on 0411 258 058.