TidyMargin

Remote Quote Scorecard

One page to check the math, scope, and next step before a residential cleaning quote leaves your inbox.

THE FLOOR

TOTAL ESTIMATED COST = labor + direct job costs + overhead allocation

PRICE FLOOR = total estimated cost ÷ (1 − target gross margin)

1 · Ask five useful questions

Home-size band · bathrooms · service type/frequency · current condition · pets. Add must-have tasks, access limits, and any material add-ons.

2 · Model the cost

Person-hours: Crew size × work time, adjusted for service, frequency, condition, bathrooms, pets, and add-ons.

Loaded labor: Person-hours × hourly cost to the business.

Direct costs: Supplies, travel, parking, disposal, and job-specific materials.

Overhead: Monthly fixed overhead ÷ realistic completed jobs.

3 · Check the quote

Scope: What is included, excluded, and optional?

Change rule: What unseen condition or request could change the range?

Client clarity: Can the client understand the price, next step, and confirmation point?

Business fit: Does the price clear the modeled floor and still make sense in your market?

4 · Close the loop

Log the estimate, source, status, and next follow-up date. After the job, record actual revenue and actual cost. Recalibrate from patterns—not one unusual job.

STOP AND REVIEW

Do not send when the scope is unclear, important inputs are missing, the price is below your chosen minimum, or you cannot explain what would change the estimate. Educational planning aid only: validate costs, taxes, labor rules, contracts, privacy, and local pricing. No outcome is guaranteed.