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# ContractorOS™ Multiplier Cheat Sheet

Keep this quick-quote pricing reference sheet inside your truck cab or clipboard.

## CRITICAL MARGIN RULES:

■ **\*\*Rule #1: Never Use Amateur Markup Math!\*\*** Multiplying cost by 1.30 does NOT give you a 30% profit margin. It yields only 23% margin, leaking 7% of your revenue directly into the client's pocket. Use the multipliers below.

■ **\*\*Rule #2: Burden Before Margin.\*\*** Always factor your total labor burden cost (wages + tax + insurance + PTO) and company overhead cost \*before\* multiplying for profit.

## QUICK-QUOTE MULTIPLIER TABLE:

| Target Profit Margin % | Multiplier (Multiply Cost By...) | Exact Mathematical Formula |
|------------------------|----------------------------------|----------------------------|
| 5%                     | 1.053x                           | Total Project Cost / 0.95  |
| 10%                    | 1.111x                           | Total Project Cost / 0.90  |
| 15%                    | 1.176x                           | Total Project Cost / 0.85  |
| 20%                    | 1.250x                           | Total Project Cost / 0.80  |
| 25%                    | 1.333x                           | Total Project Cost / 0.75  |
| 30%                    | 1.429x                           | Total Project Cost / 0.70  |
| 35%                    | 1.538x                           | Total Project Cost / 0.65  |
| 40%                    | 1.667x                           | Total Project Cost / 0.60  |
| 45%                    | 1.818x                           | Total Project Cost / 0.55  |
| 50%                    | 2.000x                           | Total Project Cost / 0.50  |