FREE PREVIEW / READ-ONLY SAMPLE

Know what a job needs.

Aussie Sole Trader Quote & Break-Even Pack
For Australian one-person service businesses.

01 The idea in one minute

Start with the income you want to recover, add overheads, then divide by realistic billable hours. Cost each job using that recovery rate and actual direct costs. Apply your target margin once. This is planning, not a guarantee of work or income.

02 One fictional example

Annual recovery / billable hours	**A$93,000 / 1,200**
Break-even owner cost allocation	**A$77.50 / hour**
6 hours + materials A$240 + other A$60	**A$765 cost**
Quote subtotal at 25% true margin	**A$1,020**
Planning surplus / equivalent markup	**A$255 / 33.33%**
Total: GST OFF / opted ON	**A$1,020 / A$1,122**

03 Inside the paid pack

Editable .xlsx workbook: setup, transparent rate builder, quote calculator, clean printable client quote, 50-row manual quote log, instructions and a labelled sample job. Plus a three-page Quick Start and testing notes. No macros or external data connections.

MARGIN IS NOT MARKUP

A$765 × 1.25 gives only a 20% margin. For 25% margin, divide the cost by 0.75. GST adds 10% only when opted ON; the switch does not determine registration or legal status.

This free PDF is a read-only preview, not the working calculator. Fictional example only. Not tax, legal or financial advice; no guarantees of earnings. The paid workbook is not included in this preview.