



Tradie Gauge™ – User Manual

SETUP

1. **Seven** simple things to put in to get going:

- Name
- Credit Card Details (We do not ever know what these are as they are confidential between you and our card processor. All we know is if a transaction is approved or declined)
- Monthly fixed costs – approximate value
- How much time wasted (e.g. 20% = 20% of the time worker is allocated to the job is wasted)
- Twist™. This is leverage (80% = Task takes 80% less than time charged). Enter 100% if no twist.
- Target Monthly Profit
- Earning months per year

That's it for setup. You can change and fine tune these over time as you wish.

2. For each quote

- Rates and mark-ups for up to 10 workers. Treat yourself as a worker even if you own the business
- Rates and mark-ups for up to 10 materials

These are already there from the last quote. The system does not retain a database of quotes. Ensure that you write on the carbon copy in your quotation book what the results of Tradie Gauge™ is.

We suggest that you write down the HFA number – How Far Ahead on the particular quote. This is also how much discount you can afford to give away while maintaining your Desired Profit.

3. How to interpret all the numbers in Tradie Gauge™

This section under development.

We welcome any changes and additions to this document. You can submit these to peter@elevanto.com.au