

# SETTING YOUR LABOR RATE (EXAMPLE)

<b>WAGE</b>	<i>The actual hourly cost of your techs: 22%-30% of the rate you charge customers</i>		<b>\$35/HR</b>
<b>BENEFITS</b>	<i>The typical benefits load: 22-24% of wage</i>		<b>24%</b>
<b>FULLY LOADED HOURLY COST</b>	<i>Average tech hourly wage multiplied by one plus the benefit load: <math>35 \times (1 + .24) = 43.4</math></i>		<b>\$44</b>
<b>EXPECTED MARGIN</b>	<i>A benchmark target—determine after you research and calculate your overhead.</i>		<b>60%</b>
<b>HOURLY LABOR RATE</b>	<i>Your fully loaded cost, divided by one minus your expected margin: <math>\\$44 / (1 - 60\%) = \\$109.55</math></i>		<b>\$109.55/HR</b>

# Labor Rate Guide

**G Psacharopoulos**



## Labor Rate Guide:

## The Enigmatic Realm of **Labor Rate Guide**: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing short of extraordinary. Within the captivating pages of **Labor Rate Guide** a literary masterpiece penned by a renowned author, readers embark on a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting affect the hearts and minds of those that partake in its reading experience.

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