

# SETTING YOUR LABOR RATE (EXAMPLE)

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

# Labor Rate Manual

**M Mosston**



## **Labor Rate Manual:**

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