

JOB COSTING Analysis Worksheet



HOW TO USE: Ask yourself and your team these questions for your top 20% and bottom 20% jobs. Add your own questions to this list as you think of them or use the Job Costing Brain Dump worksheet.

What is the layout of this property? What is different about this property?

Who is working this property?

What equipment am I using on this property? Can I standardize equipment or does this property require special equipment?

How often am I using the equipment I need for this property?

Does the client take up a lot of time?

Is the client happy?

As a company are we equipped / trained to handle this type of property?

Could we be the best in our local market at servicing properties of this type?

How could we attack this property differently?

What equipment are we missing?

Why is our tech / crew saying it takes so long / do they have a complaint or feedback?

What if I tried this job with a different crew?

Is there equipment or chemicals that would speed up this job?

Are there parts I need for this job that are not on the truck?

Did we have the materials to complete the job or did we have to do a pickup?

What time of year is it? Is this a time of year anomaly?

Do they have: Animals? Kids or toys? Gated Community or Other Security? Client constraints or special requests?

Is the Client picky?

Lots of cars – increased chance of broken glass?

Higher safety or damage risks?

Can you build a big business around jobs and properties like this?

Can you train around this or is it difficult?

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Can you train an employee to bid this type of work?

Is this type of client high risk if economy changes?

Is this client a significant % of my revenue?

Can this client lead me to other clients?

Can I use this type of property as an example in my marketing?

Does this property have a problem with rabbits, raccoons, etc.?

Does this property have problems with bad weather?

Is their property difficult to plow?

Is it nearly impossible to satisfy the client, because you will get blamed for something or the client is too picky?

Why are the estimated Man-hours different from actual hours?

Why is the estimated material cost different from the actual material cost?

What would happen if I added or removed one person from the crew?

What if materials were drop-shipped vs. picked up and delivered?

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