First Mobile Detailing Quote Kit

Build a clear first quote from scope, whole-job costs, and a useful review.



For a solo beginner mobile detailer quoting one ordinary compact car. Define the work, verify the site, count time and costs, explain the price, and compare the completed job with the plan. Includes a fictional case and six printable worksheets.

GUIDE AND PRINTABLE WORKSHEETS

October 2026

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Count the Whole Job

Estimate from the first job-specific conversation to the final record, not only the time with tools in hand. Include preparation, both directions of travel, setup, the agreed service, pack-down, handover, and administration. Keep general business development separate so the same time is not counted twice.

Jordan's illustrative plan uses seven stages. The service itself takes half of the planned effort. These minutes are a teaching example, not a recommended compact-car schedule; replace them with evidence from your own suitable practice and completed jobs.

Stage	Planned minutes
Intake / quote	15
Preparation / loading	20
Round-trip travel	40
Setup	15
Agreed service	120
Pack-down	15
Handover / administration	15

Total: 240 minutes / 60 = 4 hours. At Jordan's fictional labor valuation of USD 30 per hour, planned owner-time cost is USD 120. This is an internal assumption, not a wage benchmark or guaranteed owner payment.

Distinguish total effort from the appointment window. Intake and loading may happen before arrival; return travel and administration may happen afterward. Agree arrival and handover separately. Record each estimate's basis: difficult access can affect setup even when the service is unchanged.

Include necessary breaks and transitions in your real schedule. Enter job-specific time explicitly or document its place in wider capacity planning. The example is not permission to skip a needed break. Protect pack-down and handover; finishing the cleaning does not finish the visit.

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Mobile Site Readiness

PRIVATE WORKING SHEET. A completed row records evidence; it does not grant permission. Unknown or unsuitable essentials keep the firm quote and dependent work on hold.

Job reference, proposed location, and proposed visit:

Check	Status	Evidence / source / date	Owner / next action
Site authority and permission			
Access, parking and clearance			
People, routes and operating restrictions			
Water supply for actual equipment			
Power arrangement for actual equipment			
Runoff containment and local disposal route			
Weather and stop / reschedule process			

Specific conditions, missing information, and confirmation required:

Proceed, hold, alternative site, or decline; reason and next review:

Confirm requirements with the relevant local authority or utility and the actual equipment instructions. Customer reassurance, a visible drain, or a low-water product label does not verify a lawful or suitable disposal arrangement.

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