

FREE GUIDE

7 scope & quoting mistakes that **cost tradies money**

The quiet margin-killers hiding in everyday quotes, and the simple fix for each one. Most of these cost you money on jobs you already won.

Brain dump the job. We'll build the scope.

You do not lose money only on the jobs you miss. You lose it on the jobs you win, through work you forgot to price, scope you never wrote down, and quotes that went out too late. Here are the seven that come up again and again, and how to close each one.

01 No supervision or admin in the price

You run the job, chase the other trades, and do the paperwork at night, but none of it is in the quote. That time is real and it comes straight out of your margin.

WHAT IT COSTS

Hours of unpaid coordination and admin on every single job.

THE FIX

Open every scope with a Preliminaries section that allows for supervision and administration for the duration of works.

02 Vague scope wording

"Renovate bathroom" means one thing to you and another to the client. Vague wording is an open invitation to scope creep and to "I thought that was included".

WHAT IT COSTS

Free extras, arguments at handover, and variations you cannot back up.

THE FIX

Itemise the actual tasks, trade by trade. If it is not written down, it is not in the price.

03 Confusing PC and PS allowances

A Prime Cost (PC) item is a supply-only allowance. A Provisional Sum (PS) is a supply-and-install allowance. Tagging one as the other misstates your price and your contract.

WHAT IT COSTS

Under-quoted labour, awkward adjustments, and a client who no longer trusts the numbers.

THE FIX

Keep PC and PS in two separate lists. Never tag a PS allowance as PC, or the other way around.

04 Forgetting site clean-up and rubbish removal

Bins, tip runs and the final clean are easy to leave off the quote and impossible to avoid on site.

WHAT IT COSTS

Tip fees and a half-day of labour you never charged for, on most jobs.

THE FIX

Make rubbish removal and final clean a standing line in your Preliminaries so it is never missed.

05 No exclusions list

If you do not say what is out, the client assumes it is in. Silence always gets read in their favour.

WHAT IT COSTS

Doing work you never priced, because the quote did not rule it out.

THE FIX

Add a short, specific exclusions list to every quote (for example asbestos, council fees, works by others).

06 Pricing from memory

Quoting off the top of your head means you forget line items, and you only notice when you are already on the tools.

WHAT IT COSTS

Whole tasks left out of the price, found out the hard way.

THE FIX

Price from the same scope structure every time, so nothing slips through.

07 Quotes that go out too late

The job often goes to whoever quotes first, not whoever is cheapest. Take a week and the client has already signed someone else.

WHAT IT COSTS

Work you would have won, lost to a faster competitor.

THE FIX

Use a repeatable system so a professional scope can go out the same day you see the job.

BuildScope fixes most of these by default

Talk through the job or paste your site notes, and BuildScope writes the scope: Preliminaries first every time, supervision, admin and clean-up allowed for, and PC and PS kept separate. Quotes that used to take an evening go out the same day.

Brain dump the job. We'll build the scope.

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