



FREE PLAYBOOK

Win more building jobs without ads or cold calls

The simple four-part play for turning more enquiries into signed jobs. It comes down to being faster and clearer than the other quote, not cheaper.

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

BuildScope · AI Scope of Works software

For Australian builders, tradies and estimators

Most tradies think they lose jobs on price. Far more often, the job goes to whoever replied first and made the scope easiest to understand. You do not need ads, cold calls or a big following to win more work. You need to be fast, clear and easy to trust. Here is the play.

The fast-quote play

1 Respond fast

The first quote in the door has a real advantage. Acknowledge every enquiry the same day, even if it is just to say when the full quote will land. Speed signals that you are organised and that you want the work.

2 Quote clearly, not as a lump sum

A single big number invites the client to do one thing: compare it on price. An itemised scope shows everything they are getting and shifts the conversation from "how much" to "how thorough".

3 Look the part

A clean, consistent, itemised scope makes a one-person operation look like a serious outfit. Same layout every time, your details on it, no spelling mistakes. It does more selling than you think.

4 Follow up twice

Most quotes are never followed up, so a simple, polite nudge puts you ahead of the field. Two touches is plenty. Use the templates below.

Copy-paste follow-up templates

Swap the bracketed parts for the real details. Short and friendly beats long and formal.

SAME-DAY ACKNOWLEDGEMENT (SMS)

Hi [name], thanks for the call about the [job] at [address]. I will have a full itemised quote to you by [day]. Anything in particular you want me to allow for? Cheers, [your name].

FOLLOW-UP ONE, THREE DAYS AFTER SENDING (EMAIL OR SMS)

Hi [name], just checking the quote for [job] came through ok. Happy to walk you through any line on it or adjust the scope. Keen to help you get it sorted.

FOLLOW-UP TWO, ONE WEEK AFTER SENDING

Hi [name], no pressure at all, just letting you know I still have room to start your [job] in [timeframe]. If now is not the right time, all good, just say the word and I will close it off.

Why speed and clarity beat price

1st

2 touches

0 ads

The first clear quote in the door sets the benchmark every other quote is judged against.

A simple two-step follow-up puts you ahead of the many quotes that are never chased at all.

None of this needs paid ads, cold DMs or a following. Just a fast, professional response.

Make "fast and clear" your default

BuildScope is how you quote the same day without cutting corners. Talk through the job or paste your site notes, and it writes a clean, itemised scope you can send straight away, formatted the same professional way every time.

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

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No credit card. Cancel any time.

BuildScope · AI Scope of Works software · Brain dump the job. We'll build the scope.
General guidance for Australian trades. Adapt the templates to your own voice and business.