

ALIGN YOUR WORK WITH PROFIT



Week 2 Worksheet

Overview

Not all jobs are equal.

Some look impressive but make very little money. Others are simple, repeatable and profitable.

This week you will analyse your recent work and identify which services deserve more attention.

This strengthens Specialise and Systemise.

At 20:00 on Tuesdays, we will be Live in the Group answering your Questions.

Week 2 Task 1

Audit Your Last Five Jobs

1. What is required

Review your last five completed jobs and calculate:

Completed Job	Time spent	Money charged	Estimated material costs	Estimated profit
1.				
2.				
3.				
4.				
5.				

2. Learning outcome

You will see clearly which jobs were actually worth doing.

3. Evidence required

Post a screenshot of your completed table or write out the breakdown clearly in the **Week 2 Task Post** comments.

Tips for mastery

Include realistic time including travel and collection of materials.

Be honest about scope creep.

Week 2 Task 2

Identify Your Three Most Profitable Services

1. What is required

From your audit, identify which service types consistently deliver good margin.

2. Learning outcome

You begin narrowing focus towards profitable work.

3. Evidence required

Post your top three service types in the Week 2 Task post comments.

Tips for mastery

Consider profit, demand and enjoyment.

Specialising improves positioning and marketing.

Week 2 Task 3

Confirm Alignment To Your Minimum Charge

1. What is required

Confirm that all new quotes from today forward will reflect your new Minimum Charge.

Explain briefly how you will enforce this.

2. Learning outcome

You shift from analysis to action.

3. Evidence required

Written confirmation in the Week 2 Task Post.

Example: "From today forward, all quotes will reflect my Minimum Charge of £____. I will enforce this by making sure no job is quoted below this amount and declining work that does not meet the Minimum Charge."

Tips for mastery

Build your quoting system around your Minimum Charge.

Do not rely on memory or emotion.



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