

» DISCOVER THE POSSIBILITIES

QUICKBOOKS ENTERPRISE SOLUTIONS
USER CONFERENCE

ESTIMATING AND INVOICING FOR CONTRACTORS

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Leslie Shiner

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- **Financial & Management Consultant for Contractors**
 - *MBA in Accounting and Finance from U.C. Berkeley*
- **Certified QuickBooks ProAdvisor**
- **Certified QuickBooks Enterprise Solution 7.0**
- **CEDIA Certified Trainer, Top 10 Instructor**
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 - *Best Fit Construction Management Software*
 - *Implementing New Business Management Software*
 - *Health Checkup for Your Construction Business*

Goals

- **Understand the purposes of estimates and how they integrate with purchasing and invoicing**
- **Create progress billings based on percentage of completion (AIA)**
- **Generate Time and Material (T&M) billings with multiple wage rates**
- **Customize invoices and create invoice templates**
- **Apply payments or credits and create statements for customers**
- **Implement a process to create estimates for each job**

Agenda

- **Why use an estimate?**
- **Summary estimate as basis for proposal, progress billing, milestone billing**
- **Detailed estimates as basis for purchasing and job costing**
- **Time and Material invoicing (T&M)**
- **Invoices and cash receipts**
- **Change order management**

Contractor 101 – Job Costing Basics

- **Job costing steps**
 - Create a job
 - Create an estimate
 - Code all direct costs (COGS) to the job
 - Determine revenue
 - Create invoices to the client for more than the bills
 - Or sell project for more than the cost
 - Measure profit
 - Take the money to the bank!
- **But life is not that simple**

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Create the Estimate

- **Every job must have an estimate**
 - To utilize QuickBooks reports
- **“QuickBooks is not an estimating program”**
 - But every estimate belongs in QuickBooks
- **What items should you use in an estimate?**
 - CSI divisions as a basis (per sample company)
 - Don't let the project manager rule over the item list
 - Is your item list used for inventory?
- **What does the estimate look like? It depends on:**
 - Will you use it to create a purchase order?
 - Will you use it to create an invoice?
 - Will you use it to create a progress bill?
 - Will you use it to send to the client?

What Should the Estimate Provide?

- **Establishes a budget that provides a basis for:**
 - Comparing estimated costs to actual costs
 - Managing the project
 - Evaluating the project after completion
- **Provides the basis for the proposal and subsequent progress billing**
 - Add overhead to budget
 - Then: add profit to arrive at the price
 - “OH&P” is not one word
- **Provides item lists for Purchase Orders**

The Item List is the Key

- **Items are used for:**
 - Estimates/Proposals
 - Job Costing
 - Purchase Orders
 - Invoicing
- **You may need to create different items for estimating, invoicing, and/or purchasing**
- **Can you use the same items list?**
- **What items do you need?**
 - Subtotal items work best for job costing
 - Specific items work best for purchase orders
 - General items work best for progress billings

“Items” Tips

- **Use Subitems**
 - To group items on list together
 - Easier to find items
- **Group items**
 - Combine several items
 - Can hide detail on printed documents
- **Subtotal items**
 - Used for creating invoices with subtotals
- **Other Charge items**
 - To show markup on a separate line
- **Item names can be changed on Invoices**
 - No need to create an item for everything you invoice

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Estimate as Basis for Proposal

- Summary items to show to a client
- Can be based on CSI (Construction Specification Institute) format
- Excellent for Progress Billing (AIA)

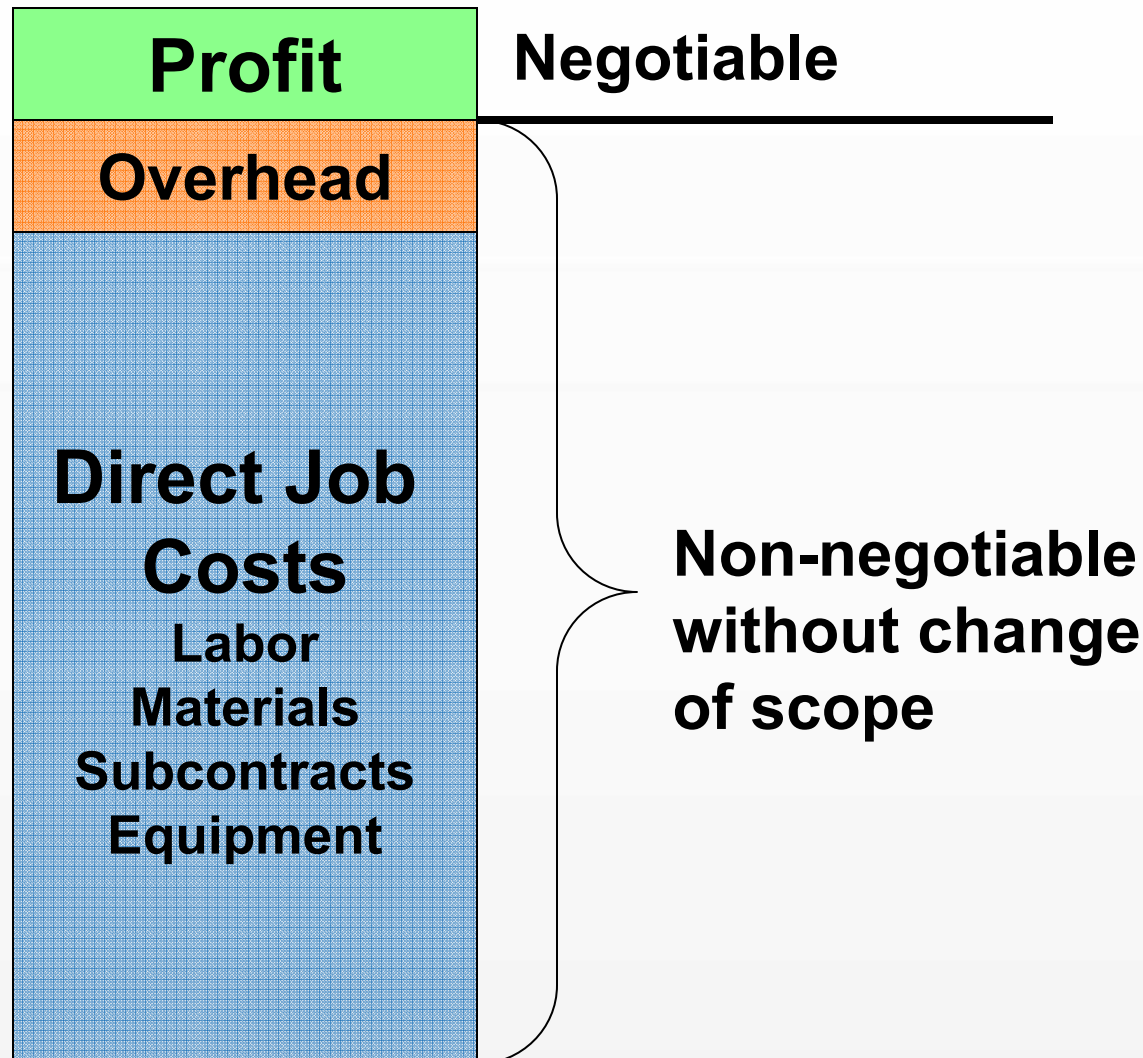
ITEM	DESCRIPTION	QTY	PRICE	TOTAL COST	MARKUP	TOTAL	Tax
01 Plans & Per...	Plans & Permits	1	8,000.00	8,000.00	50.0%	12,000.00	Non
02 Site Work:0...	Demolition	1	15,000.00	15,000.00	50.0%	22,500.00	Non
03 Excavation	Excavation	1	20,000.00	20,000.00	50.0%	30,000.00	Non
04 Concrete	Concrete	1	6,000.00	6,000.00	50.0%	9,000.00	Non
05 Masonry	Masonry	1	10,000.00	10,000.00	50.0%	15,000.00	Non
06 Floor Framing	Floor Framing	1	12,000.00	12,000.00	50.0%	18,000.00	Non
07 Wall Framing	Wall Framing	1	3,000.00	3,000.00	50.0%	4,500.00	Non
08 Roof Framing	Roof Framing	1	1,500.00	1,500.00	50.0%	2,250.00	Non
09 Roof Flashing	Roofing, Flashing	1	1,500.00	1,500.00	50.0%	2,250.00	Non
10 Exterior Tri...	Exterior Trim & Decks	1	2,000.00	2,000.00	50.0%	3,000.00	Non
11 Siding	Siding	1	6,000.00	6,000.00	50.0%	9,000.00	Non
12 Doors & Trim	Doors & Trim	1	5,000.00	5,000.00	50.0%	7,500.00	Non

Customize Header and Columns

- Decide columns you need to use on screen
- Decide columns client sees on Proposal
- Change titles
- Customize header
- Create professional looking Proposal

	Header	Columns	Footer	Print	
		Screen	Print	Order	Title
Item	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	1	ITEM
Description	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	2	DESCRIPTION
Quantity	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	3	QTY
Class	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	0	CLASS
Other 1	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	0	
Other 2	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	0	
Cost	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	4	PRICE
Amount	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	5	TOTAL COST
Markup	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	6	MARKUP
Total	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	7	TOTAL

Markup? Know Your Costs



Markup – Two Different Methods

1. Include markup as column (previous example)

- Combine OH&P only for presentation purposes for client

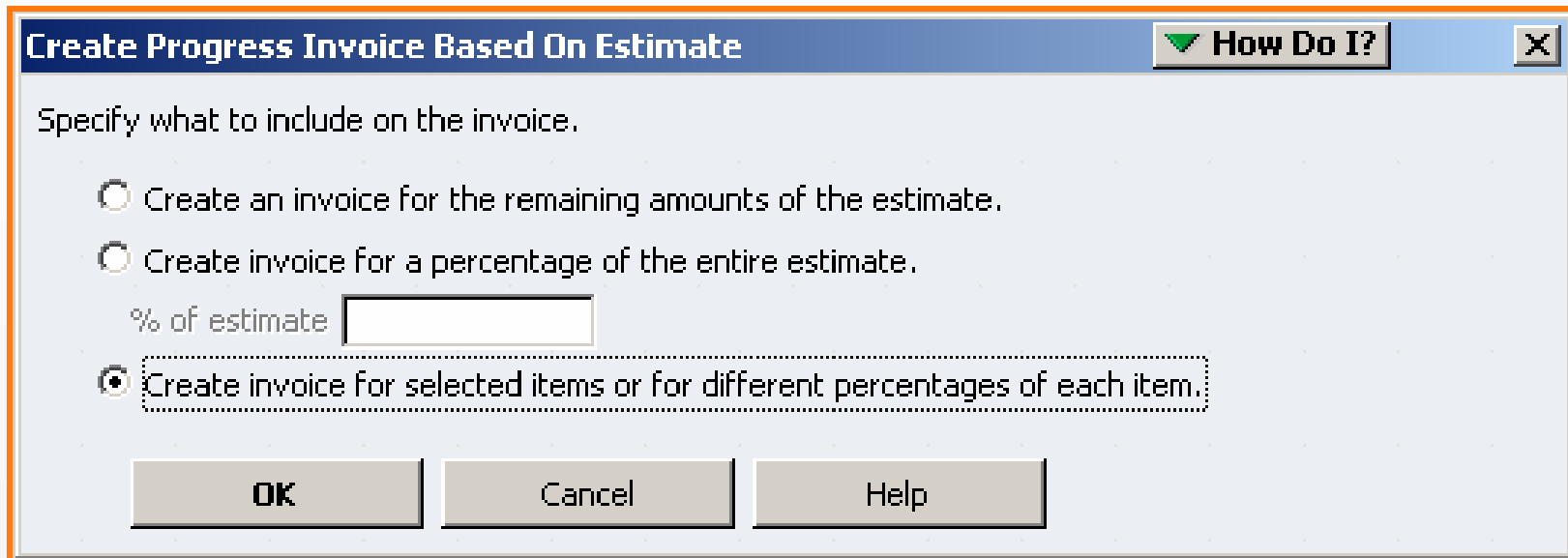
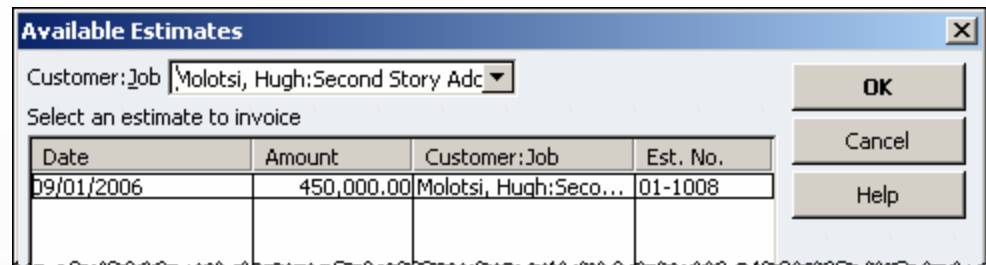
2. Include markup as row

- Add subtotal line
- Create item for “Contractors Fee” on separate line
- Use “Other Charge” item
- Multiplies number above by percentage
- **Also good if markup on material and not on labor**

Item	Description	Qty	Cost	TOTAL	Tax
Home Theatre:Hardware misc	Hardware	1	6,671.00	6,671.00	Tax
Home Theatre:Prewire	Prewire	25	98.00	2,450.00	Non
Home Theatre:Trim	Trim	18	98.00	1,764.00	Non
Subtotal	Subtotal			10,885.00	
Home Theatre:Contractor Fee	Contractor Fee		25.0%	2,721.25	Non

Use Estimate to Create Progress Bill

- **Create Invoice**
 - From Estimate screen
 - From Customer screen
- **Select the Estimate**
- **Choose selected items with different percentages**



Progress Billing by Percentage

- May be acceptable in place of AIA billing
- (Sometimes referred to as G702/3)
- Can also use 3rd party software (Sunburst)

Show Quantity and Rate Show Percentage Help

Item	Est Amt	Prior Amt	Prior %	Amount	Curr %	Tot %	Tax
01 Plans & Permits :01.1 Plans	14,500.00	14,500.00	100.0%	0.00	0.0%	100.0%	Non
02 Site Work:02.10 Demo	4,350.00	2,392.50	55.0%	1,957.50	45.0%	100.0%	Non
03 Excavation	7,250.00	2,537.50	35.0%	2,900.00	40.0%	75.0%	Non
04 Concrete	7,250.00	725.00	10.0%	3,262.50	45.0%	55.0%	Non
05 Masonry	9,425.00		0.0%	2,356.25	25.0%	25.0%	Non
06 Floor Framing	15,225.00		0.0%	1,522.50	10.0%	10.0%	Non
07 Wall Framing	18,850.00		0.0%	0.00	0.0%	0.0%	Non
08 Roof Framing	21,750.00		0.0%	0.00	0.0%	0.0%	Non
09 Roof Flashing	7,975.00		0.0%	0.00	0.0%	0.0%	Non
10 Exterior Trim & Decks	8,700.00		0.0%	0.00	0.0%	0.0%	Non
Total (w/ taxes)				11,998.75			

Estimate as Basis for Milestone Billing

- Excellent tool for simplified proposal to client
- Excellent tool for simplified invoicing to client
- Not useful for comparing actual costs to estimated cost

ITEM	DESCRIPTION	COST	QTY	TOTAL	Tax
FP Billing	10% due at mobilization	200,000.00	0.1	20,000.00	Non
FP Billing	30% due upon start of demolition	200,000.00	0.3	60,000.00	Non
FP Billing	20% due upon ordering cabinets and appliances	200,000.00	0.2	40,000.00	Non
FP Billing	30% due upon start installation, trim & finishes	200,000.00	0.3	60,000.00	Non
FP Billing	10% due upon substantial completion	200,000.00	0.1	20,000.00	Non
Customer Message					
		Tax	Sales Tax Item	(0%)	0.00
				TOTAL	200,000.00

Items as Basis for Milestone Billing

- Estimate uses only one item (FP Billing)
- Enter item and change description
- Enter quantity as percentage of total contract
- Enter amount as total contract on each line item

Edit Item Type a help question **Ask** How Do I?

Type: **Service** Use for services you charge for or purchase, like specialized labor, consulting hours, or professional fees.

Item Name/Number: **FP Billing** Subitem of

Unit of Measure: **Enable...**

This service is used in assemblies or is performed by a subcontractor or partner

Description: **% due upon start of ___**

Rate: **0.00**

Tax Code: **Non**

Account: **4110 · Constr...**

Item is inactive

OK
Cancel
Custom Fields
Spelling

Create Invoice from Estimate

- **Invoice each specific line item**
- **Be sure to decide Preferences**
 - Jobs and Estimates
 - “Don’t print items that have zero amount”
- **Uncheck to show to the clients**
 - Prior amounts invoiced
 - Current amounts in invoice
 - Future amounts to invoice later
- **Remind yourself to invoice client**
 - Use To-Do list

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Create Detailed Estimate

- Create subtotal items for clarity
- Create classes for better job cost reporting
- Create detailed Purchase Orders

Item	Description	Class	Quan...	Cost	Amount	Markup	TOTAL	Tax		
FUJ-42 HDTV - Color	Fujitsu 42" Color Bezel Plasma	Material ...	1	3,250.00	3,250.00	35.0%	4,387.50	Tax		
DC-1Gang WP	Direct Connect 1 Gang Wall Plate	Material ...	25	1.99	49.75	125.0%	111.94	Tax		
SA-SF305	Sanus Speaker Mount	Material ...	2	84.95	169.90	125.0%	382.28	Tax		
SA-VMPL28	Sanus Low Profile Plasma Mount	Material ...	2	97.50	195.00	125.0%	438.75	Tax		
SC-MT6.4	Speakercraft MT6 Four (pr)	Material ...	1	195.00	195.00	50.0%	292.50	Tax		
SC-6" CRS Brkt	Speakercraft 6" Round Bracket	Material ...	6	9.85	59.10	50.0%	88.65	Tax		
Subtotal Material	Subtotal Material Charges						5,701.62			
Design	Home Theater-Design	Labor C...	3	48.00	144.00	129.16667%	330.00	Non		
Installation	Home Theater-Installation	Labor C...	8	48.00	384.00	97.91667%	760.00	Non		
Subtotal Labor	Subtotal Labor Charges						1,090.00			
Customer Message										
						Tax Sales Tax Item (7.0%)	399.11			
							TOTAL	4,446.75	2,344.87	7,190.73

Use Detailed Estimate to Create PO's

- **Create Purchase Orders**
 - Assign vendors to items
 - Select items to include
 - Verify against inventory

Create Purchase Order Based on the Sales Transaction

Specify what to include on the purchase order.

Create purchase order for all allowed items.
 Create purchase order for selected items.

Specify Purchase Order Quantities for Items on the Sales Tr

Purchase items for: Davis, Shelley:AV Component-Residential

For each item below, choose the items you will order from your vendor specifying the quantity as needed.

Sort by preferred vendor

✓	Item	Preferred Vendor	On Hand	Qty
	DC-1Gang WP	ESR	148	25 ▲
	FUJ-42 HDTV - Color	Fujitsu	1	1
<input checked="" type="checkbox"/>	SA-SF305	Sanus	0	2
<input checked="" type="checkbox"/>	SA-VMPL28	Sanus	8	2
	SC-MT6.4	Speakercraft	0	1
	SC-6" CRS Brkt	Speakercraft	28	6
	Design			3
	Installation			8

But What About Job Costing?

- **Goal of job costing – compare apples to apples**
- **Will you use the same items for job costing as you do for estimating?**
- **Perhaps you need to create a second estimate with different items**
 - Jobs can (and sometimes should) have multiple estimates
 - Can select which estimate is active depending on needs (job costing vs. invoicing)
- **Job Estimates vs. Actuals**
 - Summary or Detail
 - Must have an estimate to run this report
 - If items on estimate do not match job costing, detail report may not have value

Difference Between a Budget and an Estimate

- **Estimate is very detailed and used for pricing all aspects of the job**
 - QuickBooks was not designed as an estimating program
 - QuickBooks integrates with many outside estimating programs
 - Such as: WinEst, CoreCon, Xactimate to name a few
- **Budget is very general and used to compare actual costs to budgeted costs**
- **Therefore, you decide the level of detail of your items in the estimate and the budget**
- **Use subitems to solve this problem**

Use Subitems

- When estimate has more detail than you can use for costs
- Or - when job costs are more detailed than estimate
- Collapse the report for better tracking

Job Estimates vs. Actuals Detail

Service	Est. Cost	Act. Cost
14 Plumbing		
Plumbing Fixtures	3,500.00	0.00
Finish Plumbing	4,000.00	0.00
Rough Plumbing	5,000.00	0.00
14 Plumbing - Other	0.00	6,500.00
Total 14 Plumbing	<u>12,500.00</u>	<u>6,500.00</u>
Total Service	<u>12,500.00</u>	<u>6,500.00</u>
TOTAL	<u><u>12,500.00</u></u>	<u><u>6,500.00</u></u>

Job Estimates vs. Actuals Detail

Service	Est. Cost	Act. Cost
14 Plumbing	<u>12,500.00</u>	<u>6,500.00</u>
Total Service	<u>12,500.00</u>	<u>6,500.00</u>
TOTAL	<u><u>12,500.00</u></u>	<u><u>6,500.00</u></u>

Using Classes in the Estimate

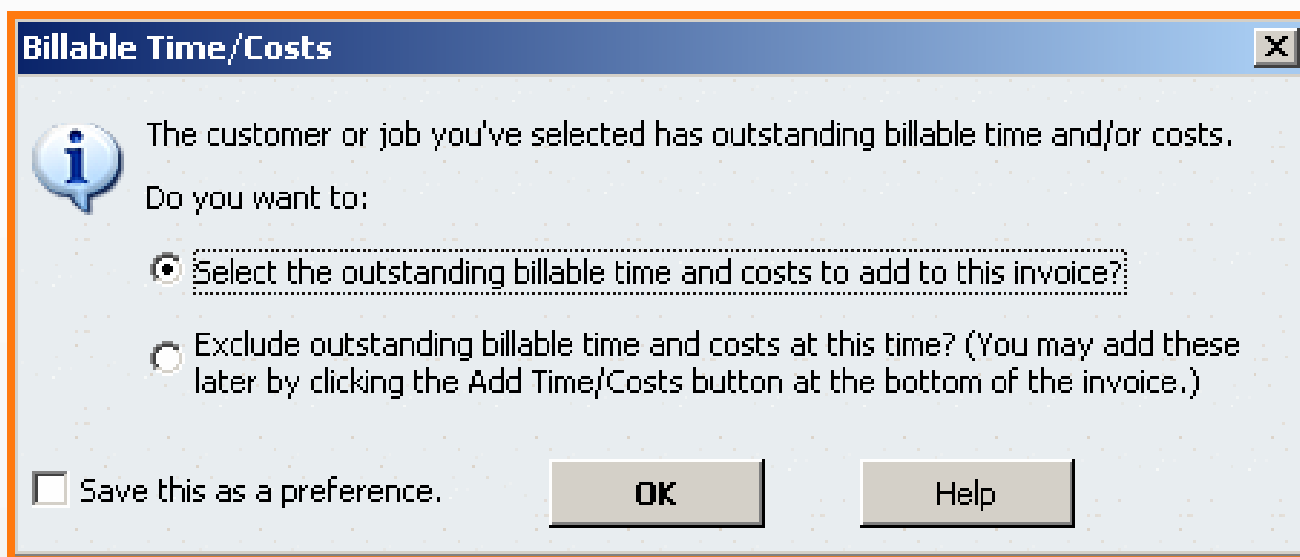
- **Create class for each cost type**
 - Material
 - Labor
 - Equipment
 - Subcontract
- **Code estimates items by class**
- **Code costs by item by class**
- **Analyze estimated costs to actual costs by class as well as item**
- **Create Job Estimate vs. Actuals – modify report to display columns by Class**

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T&M Invoicing (Time & Material)

- Sometimes referred to as “Cost Plus”
- Does not require an estimate
 - In fact, do not use estimate to create invoice (click cancel)
- Must track billable expenses by job or time by job
 - Reason to use items!



Must Job Cost to Create T&M Invoice

- Enter items or expenses
- If you use expenses:
 - Directly code to General Ledger account
 - But, you can only make overhead costs billable
 - COGS expenses cannot be billable
- Another reason to use items!

Expenses		Items			
\$1,000.00		\$0.00			
Account	Amount	Memo	Customer:Job	Bill...	Class
6103 · Repairs & Maintenance	500.00		Molotsi, Hugh:Second Story ...	<input checked="" type="checkbox"/>	
5110 · Job Related Costs	500.00		Molotsi, Hugh:Second Story ...	<input type="checkbox"/>	

Pick Items To Include

- Can summarize to one line item
- Pick from time, expenses, mileage and items
- Mileage and time not necessarily tied to GL

Choose Billable Time and Costs Type a help question **Ask** **How Do I?**

Time and Costs For: **Hamby, Shane:Hamby Pool House**

Time \$4,000.00
 Expenses \$0.00
 Mileage \$0.00
 Items \$7,350.18

Click on Options... to customize how information from timesheets is brought into QuickBooks invoices

✓	Date	Employee	Service ...	Hours	Rate	Amount	Notes	Hide
✓	12/31/2007	Mitchell, Clark	26 Lands...	8.00	100.00	800.00		
✓	01/01/2008	Mitchell, Clark	23 Floor ...	8.00	100.00	800.00		
✓	01/02/2008	Mitchell, Clark	23 Floor ...	8.00	100.00	800.00		
✓	01/03/2008	Mitchell, Clark	24 Paint	8.00	100.00	800.00		
✓	01/04/2008	Mitchell, Clark	25 Cleanup	8.00	100.00	800.00		

Print selected time and costs as one invoice item
 Total billable time and costs 11,350.18

Add Subtotal, Add Markup

- **Add subtotal items for better presentation as well as different markups**
 - Some contractors include markup in labor billing rate and only show “markup” for materials
- **Add markup item (some still call it OH&P for clients)**
 - Automatically multiplies previous amount times percent

Item	Description	Hrs/Qty	Rate	Amount	Tax
26 Landscape & Paving	Landscape & Paving	8	100.00	800.00	Non
23 Floor Coverings	Floor Coverings	8	100.00	800.00	Non
DC-1Gang WP	Direct Connect 1 Gang Wall Plate	148	4.4776	662.68	Tax
FUJ-42 HDTV - Color	Fujitsu 42" Color Bezel Plasma	1	4,387.50	4,387.50	Tax
SA-VMPL28	Sanus Low Profile Plasma Mount	8	121.875	975.00	Tax
Subtotal	Subtotal			7,625.18	
Markup	Overhead and Profit		25.0%	1,906.30	Non
Customer Message			Tax Sales Tax Item (7.0%)	421.76	
				Total	9,953.24

Price Levels

- **Without Price Level, sales price (standard rate) from item is pulled into invoice**
- **With Price Level, you can assign different sales price to customers or jobs**
 - Enter in Additional Information Tab
- **Can set sales price by item. Example:**
 - Carpentry charged at \$85 per hour
 - Electrical charged at \$95 per hour
- **Can set amount as percentage markup (or discount) of price**
 - Adds or subtracts set percentage to default sales price
 - Used to create global discounts or surcharge to jobs
- **Create price level as a list**

Create a Price Level

Edit Job

Job Name: Hamby Pool House
 Current Balance: 0.00 [How do I adjust the current balance?](#)

Address Info | **Additional Info** | Payment Info | Job Info

OK
 Cancel
 Notes

New Price Level

Price Level Name: Good Client Discount Price Level is inactive

Price Level Type: **Per Item** (Selected)
 Fixed %
 ✓ Per Item

Use this type of price level to set custom prices for individual items when setting up prices for different customers or jobs.

✓	Item	Cost	Standard Price	Custom Price
✓	Installation	48.00	95.00	85.00
✓	Design	48.00	110.00	105.00
	02 Site Work:02.10 Demo	0.00	0.00	

Mark All

Adjust price of marked items to be than its

Round up to nearest

Billing Rate Levels

- **Billing Rate Level** allows you to assign different sales price by employee or vendor
- **Can set custom hourly rate per service item.** Example:
 - Carpenter charged at \$85 per hour
 - Forman charged at \$95 per hour
- **Can set fixed hourly rate for all items per billing rate**
 - Example: Project Manager at \$95 for any item worked on job
- **First: Create billing level as a list**
- **Second: Assign billing level to employees and/or subcontractors (vendors)**
 - Additional information tab
- **Used only for invoicing – does not affect payroll**
- **A "per item" price level overrides both billing rate levels and standard rates**

Create Billing Rate and Then Assign It

Employee

Information for: Mitchell, Clark

Change tabs: Personal Info

Personal Address and Contact **Additional Info**

Account No. (Employee ID) Billing Rate Level Master

Custom Fields < Add New >

Last Review Date Apprentice

Birthdate ✓ Master

Pager Number Journeyman

OK Cancel Notes Help

Employee is inactive

Vendor

Vendor Name Denine's Drywall

Current Balance : 0.00 [How do I adjust the current balance?](#)

Address Info **Additional Info**

Account No. Billing Rate Level

Custom Fields < Add New >

Categorizing and Defaults

Type Subcontractors

Terms

OK Cancel Notes Help

Vendor is inactive

T&M Tips and Tricks

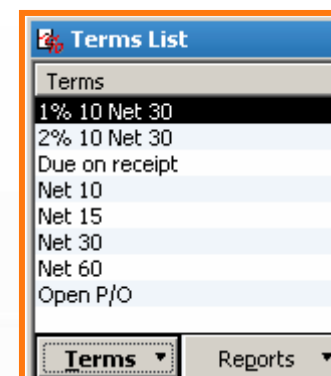
- **Can bill for subcontractors and/or employees by hour without processing in accounting**
 - If you need to bill subcontractor by hour, enter timecard
 - Beware! Is this a subcontractor or an employee?
 - The IRS may decide differently than you!
- **Be careful when voiding T&M invoice**
 - Items will not become billable again
 - New to 2007 – cannot preview without saving
 - Added to prevent fraud
 - But...check out your preferences! (Release 6)
 - General, Company: uncheck “Save transactions before printing”

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Invoices

- Keep them simple
- Save and print
 - Can email as PDF
- Include in statements
- Invoice date is **crucial** to true accrual accounting
 - Income recognized based on invoice date
 - Create terms
 - Make sure all customers and jobs have valid terms
 - Set in Additional Information tab
 - Otherwise, aging report is always wrong
- Workaround: Customize to use “ship date” for date mailed to show to clients instead of invoice date



Other Tips and Tricks for Customization

- **Customize your invoices and estimates**
 - Lists, Templates
 - Always make a copy – Never edit canned invoices
 - Visit the Template Gallery for more options
 - Lists, Templates, Templates, Download Templates
 - <http://www.quickbooksgroup.com/qblibrary/forms/>
- **Form templates for estimates, invoices, and more!**
- **Customize to export to Word® using “Letters”**
 - See help: Microsoft Word Letters
 - Can create templates in Word for more customization

Receive Money from Clients

- **Two step process:**
 - Receive payments
 - Then, make deposits
- **Run Open A/R Invoice report regularly**
 - Did someone create an invoice and then make deposit?
 - Are you double counting income?
- **Creating Customer Credits**
 - QuickBooks now asks if you want to apply it to an invoice
 - Newer versions (2005 and later)
 - Sometimes, you should say “No!”
 - Do you need to show credit on statement?

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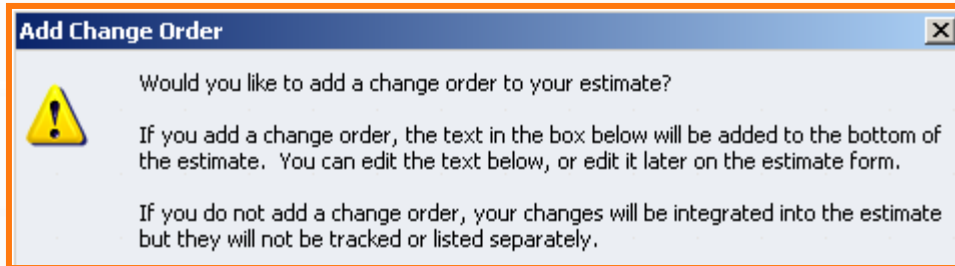
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Change Orders

- **Any changes to an estimate can be noted on original estimate**
 - Specific to Contractor Version
- **Record changes to both sides:**
 - Update estimate to change budgeted costs
 - Include markup to change the estimated revenue as well
- **You decide how to record changes orders**
 - Do it the old way – create another estimate
 - Do it the new way – modify the estimate and save as change order
- **Both ways will update total budgeted costs**
 - Better to use change orders to communicate changes to client
 - Provide detail – what has changed and why it changed
- **Depends on how change order will be integrated into invoicing**

Change Orders – Flexibility

- You can decide when you change an Estimate
- Add Change Order?



- It will show on the Estimate as separate section
- Do you want the change integrated or as separate lines?

ITEM	DESCRIPTION
Plumbing:Rough Pl...	Rough Plumbing per Subcontractors Bid
Plumbing:Finish Plu...	Finish Plumbing per Subcontractors Bid
Plumbing:Pumbing ...	Plumbing Fixtures Allowance
	~~~~~ CHANGE ORDER ~~~~~
	December 15, 2007
	>Total Invoice exceeded Allowance
	Increased price of Pumbing Fixtures from \$4,375.00 to \$7,000.00.
	Total change to estimate +\$2,625.00
	~~~~~

Change Order Management

- **Must add to estimate if you want to include on Progress Bills**
 - Do you want the change integrated or as separate lines?
- **May need to create a new job if you need to bill T&M**
 - Create a contract job and bill milestones
 - Create a change order as a different job and bill T&M

The 80/20 Rule – Pareto's Principle

- The 80/20 rule means that in anything, 20% is vital and 80% is trivial
- Focus on that 20%, don't get lost in the 80%
- The more complex the estimate, the less value in the report
 - In fact, the more detailed information, the less valuable the reporting becomes
- Create process that would work for anyone reviewing the job
- Do not rely on information "in your head"

Session Summary

- The type of estimate you create is a function of why you are creating an estimate
- Detail vs. Summary – you decide
- Use QuickBooks for all your invoicing needs, including Progress Billing (AIA), Milestone Billing, T&M Billing
- No one method is standard. Use the flexibility with Enterprise to work for you
- Use estimates to jump-start your project management with Purchase Orders and Job Cost Reports

Agenda

- Why use an estimate?
- Summary estimate as basis for proposal, progress billing, milestone billing
- Detailed estimates as basis for purchasing and job costing
- Time and Material invoicing (T&M)
- Invoices and cash receipts
- Change order management



» DISCOVER THE POSSIBILITIES

QUICKBOOKS ENTERPRISE SOLUTIONS
USER CONFERENCE

Questions and Answers



Thank You

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