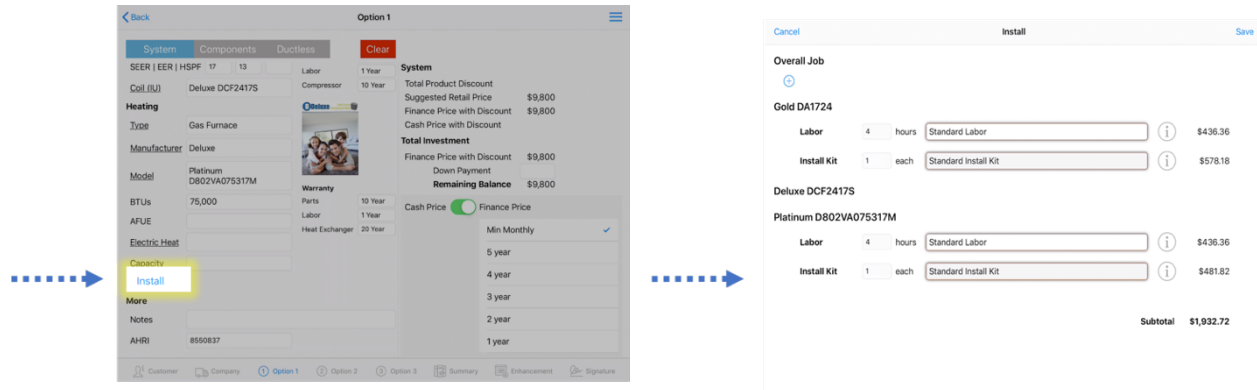


## How Do I Add Additional Job Costs to a Quote While Building the Proposal?

1) Tap the **Install** button on the **Equipment Option** tab to view the labor and install kit costs included in the displayed sale price.

Labor and Install kit dollar amounts will appear in the app if "Show line item pricing for install items" is turned on in the Business Rules.



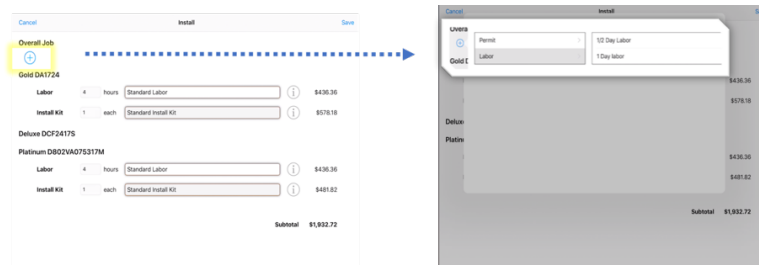
2) Tap the **Overall Job "+"** to add additional cost to the option.

This button is frequently used to add permits, additional labor, or job difficulty levels.

Items selected in the Overall Job Cost section will display in the materials section of the customer proposal.

Managers set the overall job cost items and what install items display on the customer proposal in the Management Portal Business Rules.

If the Overall Job button does not appear in your app, notify your company's Sales Builder Pro administrator.



3)  Green filled circles are recommended items and will be included in the sale price.

Deselect the option to remove from the sale price.

The screenshot shows the 'Install' app interface. At the top, there are 'Cancel' and 'Save' buttons. Below is a section for 'Overall Job' with a green circle next to 'Permit', a quantity of 1, the unit 'each', a dropdown menu showing 'County HVAC Permit', an information icon, and a price of \$125.00. Below this is a section for 'Gold DA1724' with two items: 'Labor' with a quantity of 4, unit 'hours', dropdown 'Standard Labor', information icon, and price \$436.36; and 'Install Kit' with a quantity of 1, unit 'each', dropdown 'Standard Install Kit', information icon, and price \$578.18. Plus icons are visible below each section.

4) Standard Install kits and labor costs are included in the sale price. Standard Install kits cannot be deselected or adjusted in the app.

The screenshot shows the 'Install' app interface with a 'Subtotal' of \$2,057.72 at the bottom right. It displays four sections: 'Overall Job' (Permit, 1 each, County HVAC Permit, \$125.00), 'Gold DA1724' (Labor, 4 hours, Standard Labor, \$436.36; Install Kit, 1 each, Standard Install Kit, \$578.18), 'Deluxe DCF2417S' (empty section), and 'Platinum D802VA075317M' (Labor, 4 hours, Standard Labor, \$436.36; Install Kit, 1 each, Standard Install Kit, \$481.82). Plus icons are visible below each section.

In the example below:

- Standard Labor (\$436.36) and the Standard Install Kit (\$578.18) are included in the sale price. These items cannot be adjusted in the app.
- Additional Overall Job costs for the Permit (\$125) and Extra Labor (872.72), selected in the app, will be included in the adjusted sale price.

| Overall Job |   |       |                            |          |
|-------------|---|-------|----------------------------|----------|
| Permit      | 1 | each  | County HVAC Permit         | \$125.00 |
| Labor       | 8 | hours | Extra full day (crew of 2) | \$872.72 |
| Gold DA1724 |   |       |                            |          |
| Labor       | 4 | hours | Standard Labor             | \$436.36 |
| Install Kit | 1 | each  | Standard Install Kit       | \$578.18 |

### 5) Additional cost materials appear on the customer proposal in the Install Materials section.

Managers set which items will display on the proposal in the Pricing Rules.

**Customer Proposal**

Additional cost item

**Install Materials - Selected**

- ✓ County HVAC Permit, qty: 1
- ✓ Return air filter box \$100
- ✓ 1 inch filter rack
- ✓ Low voltage wiring
- ✓ Drain pan

Subtotal \$100

**Option 1 Total Investment**

Total: \$10,310  
Payment: Cash

Materials selected on Enhancement tab