

Profit Levers Worksheet

Identify the fastest ways to lift profit without guessing.

Your current position (quick snapshot)

Average monthly sales	Gross profit %	Overheads (monthly)	Net profit %

Profit levers (choose your top 3)

Lever	Example actions	Estimated impact (\$/month)	Priority (H/M/L)	Owner
Price / margin	Increase pricing, improve quoting accuracy, reduce discounting.			
Mix / higher-value work	Push higher-margin jobs, drop low-value clients.			
Volume	More leads, better conversion, increase capacity utilisation.			
Labour efficiency	Reduce rework, improve scheduling, increase billable hours.			
Materials / suppliers	Renegotiate, reduce waste, standardise			

	products.			
Overheads	Trim, renegotiate leases, stop low ROI spend.			

Commitments

What we will do in the next 30 days	Owner	Due date	Measure