SPECIALIST TRACK: MARKETING FOR DÉCOR, FLORALS AND RENTALS

Delivery, minimums and quote calculator

Lesson: Delivery zones, minimums and quoting · about 15 minutes

Use your own costs to set delivery zones, minimums and a quote template you can use tomorrow.

Your business (name, service, main city):

1. **Calculate your hourly cost for a delivery run: truck costs, crew wages, payroll costs and the total.**

2. **Draw your zones by drive time and calculate the cost and published fee for each.**

3. **Calculate your handling cost per order and your minimum order for pickup, delivery and peak dates.**

4. **List every surcharge you use, mark each optional or venue-dependent, and write how it will appear online.**

5. **Draft the terms section of your quote: validity, reservation, deposit, damage and cancellation.**

Check: can you now

- Calculate delivery zone fees and an order minimum from your real truck, crew and handling costs
- Publish delivery terms that meet Canada's all-in pricing rules and set clear expectations
- Build a quote template that answers the client's questions before they ask

One change you will make this week