Price list template

AI tools quote only as well as the price list you give them. One line per item, with the unit and what changes the price.

Sample: part of Brightline's price list

ITEM OR SERVICE	UNIT	PRICE	WHAT CHANGES IT
Diagnostic visit	per visit	$89	Waived if repair approved; after hours $189
AC tune-up	per system	$129	Second system same visit $99
Capacitor replacement	each	$185	Includes part and labor
16 SEER2 two-stage condenser + coil (3-ton)	each	$6,150	Size and brand
Removal and disposal of old system	per system	$450	R-22 systems same price
Permit, inspection, pad and line set	per install	$950	Long line runs extra, quoted
Smart thermostat, installed	each	$850	Customer-supplied: $150 labor

STANDARD TERMS

Valid 30 days. 50% deposit on new systems, balance on completion. Repairs: 1 year parts and labor.

NEVER QUOTE WITHOUT A VISIT

New systems, ductwork, anything behind a wall.

What makes a price list AI can use

One line per quote line

Write items the way they appear on a quote, not your supplier's codes.

The unit, always

Each, per hour, per system, per square foot. Without it, quantities go wrong.

What changes it

Size, brand, access, after hours. Listing them stops wrong totals.

Visit-only items

List what you never price without seeing it, so the AI leaves it blank.

YOUR PRICE LIST

[Business name] prices

Keep it as one file. Update it here first, then reload it into your Quotes project.

ITEM OR SERVICE	UNIT	PRICE	WHAT CHANGES IT

STANDARD TERMS

Validity, deposit, payment, warranty.

NEVER QUOTE WITHOUT A VISIT

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