

WORKSHEET 6

Rate Sheet Fill-In Template

Build your professional rate sheet to email prospects — Chapter 16

■ courierbusinessinsider.com/california-worksheets — Download all 9 fillable worksheets free. Password: CALIFORNIA2026

Complete this and save as a PDF to email to prospective clients. California market rates are higher than the national average — see Chapter 14 rate tables for LA, Bay Area, San Diego, and Central Valley.

[YOUR BUSINESS NAME]

Same-Day Local Courier Service | [City, CA] | [Phone] | [Email] | [Website]

SERVICE RATES

Service	Rate
Standard Same-Day Delivery (under ____ miles)	\$ ____
Per Mile After Base Distance	\$ ____ / mile
Rush Delivery (pickup within 1 hour)	\$ ____ or + ____% premium
Dedicated Hourly Rate	\$ ____ / hour (____ hr minimum)
Monthly Retainer (recurring scheduled routes)	Contact for custom quote

EVERY DELIVERY INCLUDES

✓ \$1,000,000 commercial auto liability coverage
✓ Photo proof of delivery on every job
✓ Real-time status updates via text or email
✓ Certificate of Insurance available on request
✓ Direct communication with the owner on every job