

Worksheet 6: Rate Sheet Fill-In Template

Complete before your first client outreach call. Colorado market ranges provided. Lockheed Martin, Raytheon, and military clients expect professional documentation.

Business Name: _____

Phone: _____

Email: _____

Service Area: _____

e.g. Denver Metro + Front Range Corridor + Colorado Springs

Service Type	Colorado Market Range	Your Rate
Standard same-day (under 15 mi)	\$55-\$90	
Per mile after 15-mile base	\$1.75-\$2.75/mile	
Rush delivery (1-hour pickup)	\$90-\$160	
Dedicated hourly rate	\$65-\$105/hr	
Medical / specimen transport	\$70-\$120	
Aerospace parts / defense runs	\$80-\$140	
Legal document / court filing	\$65-\$110	
Denver to Boulder (30 mi)	\$80-\$110/run	
Denver to Colorado Springs (70 mi)	\$145-\$195/run	
Denver to Fort Collins (65 mi)	\$135-\$185/run	
Denver to Lakewood / Lockheed (12 mi)	\$55-\$80/run	
After-hours / weekend surcharge	20-30% above base	
Holiday surcharge	50% above base	
Waiting time (after 15 min)	\$1.00-\$1.50/min	

PAYMENT TERMS

- ☐ Net 15 days for recurring clients
- ☐ Net 30 days for large aerospace / corporate clients
- ☐ Due on delivery for new clients (first 3 runs)
- ☐ Credit card surcharge: ____% (if applicable)

■ Download all 9 worksheets free at courierbusinessinsider.com/colorado-worksheets

■ Password: **COLORADO2026**