

Worksheet 6: Rate Sheet Fill-In Template

Complete before your first client outreach call. Michigan market ranges provided. Automotive clients expect professional documentation — print and bring this to meetings.

Business Name: _____

Phone: _____

Email: _____

Service Area: _____

e.g. Detroit Metro + Ann Arbor + Lansing Corridor

Service Type	Michigan Market Range	Your Rate
Standard same-day (under 15 mi)	\$50-\$85	
Per mile after 15-mile base	\$1.75-\$2.75/mile	
Rush delivery (1-hour pickup)	\$85-\$150	
Dedicated hourly rate	\$60-\$100/hr	
Medical / specimen transport	\$65-\$115	
Automotive parts / urgent production	\$75-\$135	
Legal document / court filing	\$65-\$110	
Detroit to Ann Arbor (45 mi)	\$95-\$135/run	
Detroit to Lansing (85 mi)	\$155-\$210/run	
Detroit to Grand Rapids (155 mi)	\$255-\$330/run	
Detroit to Flint (65 mi)	\$120-\$165/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 automotive / corporate clients
- ☐ Due on delivery for new clients (first 3 runs)
- ☐ Credit card surcharge: ____% (if applicable)

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

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