

Quotation & Proposal Builder

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This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Builds a professional quotation/proposal — package summary and deliverables, price, inclusions/exclusions, payment schedule, cancellation and delivery timeline, plus a personal/portfolio touch — so clients get a clear, trust-building proposal that closes. Use it to quote a client. For the cost behind it use the Project Cost Calculator.

Purpose of this tool & output

Send proposals that win the booking

How the output is used

Use it to send proposals that win the booking — a quotation and proposal builder that presents value clearly and converts.

Important cautions

Spell out deliverables, delivery timeline and cancellation clearly in the proposal — vague scope and timelines cause the disputes that hurt referrals. For weddings, sell the experience and trust, not just a price.

Companion documents

- Pricing Model
- Project Cost Calculator
- Value-Based Pricing Strategy
- Price Negotiation & Objection Handling
- Package Price Optimization
- Seasonal & Demand Pricing

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