



Simple Steps For Setting Up Your Embroidery Business For Success!

Module 3

Creating Pricing Codes & Adding Them To Import Sheets



1



Learning Objective:

Learning Objective: Creating your Pricing Codes and adding your Products and Services to the Import Sheets.



2



In This Module I Will Cover:

- Different levels of pricing
- Creating Pricing Codes
- Adding The Pricing with Codes to the Import Sheets



3



Part 1

Different Levels of Pricing



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Different Levels of Pricing

- Wholesale
- Corporate
- Retail



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Wholesale Pricing

- May include garment, most of the time it is decoration only
- Adding decoration only-charging only for decoration
- Mark up 25 to 50%
- One could be wholesale – Other dealer



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Corporate Pricing

- Product & Decoration pricing together for corporate accounts
- Anyone that purchases products & embroidery together
- Mark up 75%
- Also need Corporate price list for embroidery only



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Product & Embroidery Together

1 Piece										2-5 Pieces										6-11 Pieces										12-23 Pieces										24-47 Pieces									
A	B	C	D	E	F	G	H	I	J	A	B	C	D	E	F	G	H	I	J	A	B	C	D	E	F	G	H	I	J	A	B	C	D	E	F	G	H	I	J	A	B	C	D	E	F	G	H	I	J
1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000



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Retail Pricing

- Customer walks through the door with their own items for embroidery only
- Not a dealer, could be an individual, or organization furnishing their own items
- Markup 100%



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EMBROIDERY COACH

Price List Prep Sheet

No.	Stitch Count	Numh. Runs	Machine Speed	Run time Set up Each	Total Job Minutes	Total Job Hours	Total Job Cost per Minute	Embroid Cost	Clean up Cost	Prep Cost	Applicator Pieces	Applicator Cost	Final Cost per Piece	Wholesale Percent	Corporate Percent	Retail Price	Wholesale Price	Corporate Price	Retail Price		
QuntHeader		Total Runs																			
1	5000	1.00	3.00	790.00	6.67	30	18.92	0.32	0.36	\$ 6.81	\$0.49	\$0.38	0.12	0	\$ 7.79	125%	150%	175%	\$9.74	\$ 11.68	\$ 13.63
2	5000	2.00	2.00	790.00	6.67	30	22.83	0.46	0.36	\$ 5.81	\$0.49	\$0.38	0.12	0	\$ 6.99	125%	150%	175%	\$7.46	\$ 8.98	\$ 10.48
3	5000	3.00	1.00	790.00	6.67	30	26.83	0.60	0.36	\$ 4.81	\$0.49	\$0.38	0.12	0	\$ 6.19	125%	150%	175%	\$6.59	\$ 7.93	\$ 9.38
4	5000	4.00	0.50	790.00	6.67	30	30.83	0.74	0.36	\$ 3.81	\$0.49	\$0.38	0.12	0	\$ 5.49	125%	150%	175%	\$5.81	\$ 6.94	\$ 8.06
5	5000	5.00	0.25	790.00	6.67	30	34.83	0.88	0.36	\$ 2.81	\$0.49	\$0.38	0.12	0	\$ 4.79	125%	150%	175%	\$5.03	\$ 6.03	\$ 7.03
6	5000	6.00	0.10	790.00	6.67	30	38.83	1.02	0.36	\$ 1.81	\$0.49	\$0.38	0.12	0	\$ 4.09	125%	150%	175%	\$4.25	\$ 5.15	\$ 6.05
7	5000	7.00	0.05	790.00	6.67	30	42.83	1.16	0.36	\$ 0.81	\$0.49	\$0.38	0.12	0	\$ 3.39	125%	150%	175%	\$3.55	\$ 4.35	\$ 5.15
8	5000	8.00	0.02	790.00	6.67	30	46.83	1.30	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 2.69	125%	150%	175%	\$2.85	\$ 3.55	\$ 4.25
9	5000	9.00	0.01	790.00	6.67	30	50.83	1.44	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 1.99	125%	150%	175%	\$2.15	\$ 2.85	\$ 3.55
10	5000	10.00	0.00	790.00	6.67	30	54.83	1.58	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 1.29	125%	150%	175%	\$1.45	\$ 2.15	\$ 2.85
11	5000	11.00	0.00	790.00	6.67	30	58.83	1.72	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.59	125%	150%	175%	\$0.75	\$ 1.45	\$ 2.15
12	5000	12.00	0.00	790.00	6.67	30	62.83	1.86	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
13	5000	13.00	0.00	790.00	6.67	30	66.83	2.00	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
14	5000	14.00	0.00	790.00	6.67	30	70.83	2.14	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
15	5000	15.00	0.00	790.00	6.67	30	74.83	2.28	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
16	5000	16.00	0.00	790.00	6.67	30	78.83	2.42	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
17	5000	17.00	0.00	790.00	6.67	30	82.83	2.56	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
18	5000	18.00	0.00	790.00	6.67	30	86.83	2.70	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
19	5000	19.00	0.00	790.00	6.67	30	90.83	2.84	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
20	5000	20.00	0.00	790.00	6.67	30	94.83	2.98	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
21	5000	21.00	0.00	790.00	6.67	30	98.83	3.12	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
22	5000	22.00	0.00	790.00	6.67	30	102.83	3.26	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
23	5000	23.00	0.00	790.00	6.67	30	106.83	3.40	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
24	5000	24.00	0.00	790.00	6.67	30	110.83	3.54	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
25	5000	25.00	0.00	790.00	6.67	30	114.83	3.68	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
26	5000	26.00	0.00	790.00	6.67	30	118.83	3.82	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
27	5000	27.00	0.00	790.00	6.67	30	122.83	3.96	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
28	5000	28.00	0.00	790.00	6.67	30	126.83	4.10	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
29	5000	29.00	0.00	790.00	6.67	30	130.83	4.24	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
30	5000	30.00	0.00	790.00	6.67	30	134.83	4.38	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
31	5000	31.00	0.00	790.00	6.67	30	138.83	4.52	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
32	5000	32.00	0.00	790.00	6.67	30	142.83	4.66	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
33	5000	33.00	0.00	790.00	6.67	30	146.83	4.80	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
34	5000	34.00	0.00	790.00	6.67	30	150.83	4.94	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
35	5000	35.00	0.00	790.00	6.67	30	154.83	5.08	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
36	5000	36.00	0.00	790.00	6.67	30	158.83	5.22	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
37	5000	37.00	0.00	790.00	6.67	30	162.83	5.36	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
38	5000	38.00	0.00	790.00	6.67	30	166.83	5.50	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
39	5000	39.00	0.00	790.00	6.67	30	170.83	5.64	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
40	5000	40.00	0.00	790.00	6.67	30	174.83	5.78	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
41	5000	41.00	0.00	790.00	6.67	30	178.83	5.92	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
42	5000	42.00	0.00	790.00	6.67	30	182.83	6.06	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
43	5000	43.00	0.00	790.00	6.67	30	186.83	6.20	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
44	5000	44.00	0.00	790.00	6.67	30	190.83	6.34	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
45	5000	45.00	0.00	790.00	6.67	30	194.83	6.48	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
46	5000	46.00	0.00	790.00	6.67	30	198.83	6.62	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
47	5000	47.00	0.00	790.00	6.67	30	202.83	6.76	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
48	5000	48.00	0.00	790.00	6.67	30	206.83	6.90	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
49	5000	49.00	0.00	790.00	6.67	30	210.83	7.04	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85
50	5000	50.00	0.00	790.00	6.67	30	214.83	7.18	0.36	\$ 0.36	\$0.49	\$0.38	0.12	0	\$ 0.29	125%	150%	175%	\$0.45	\$ 1.15	\$ 1.85

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 Part 2 Creating Codes For The Price Lists <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th> <th data-kind="ghost"></th>																			
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 THE EMBROIDERY COACH

Pricing & Stitch Count Categories

A - 5,000 stitches or less

B - 50001 to 8,000 stitches

C – 8001 to 12,000 stitches

D – 12,001 to 16,000 stitches

E – 16,001 to 20,000 stitches

F – 20,001 to 24,000 stitches

The logo for The Embroidery Coach, featuring a stylized orange and yellow 'C' shape.

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 **EMBROIDERY COACH**

Quantity Categories

One piece – 1
 2-5 pieces – 2
 6-11 pieces – 6
 12-23 pieces 12
 24-47 pieces 24
 48-71 pieces 48
 72-143 pieces 72
 144-287 pieces 144
 288 pieces and above 288



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 **EMBROIDERY COACH**

Total Codes Spelled Out - Wholesale

EMBWA1 = Embroidery-Wholesale-Up to 5,000 stitches-one piece
EMBWA2 = Embroidery-Wholesale- Up to 5,000 stitches-2-5 pieces
EMBWA6 = Embroidery-Wholesale- Up to 5,000 stitches-6-12 pieces
EMBWA12 = Embroidery-Wholesale- Up to 5,000 stitches-12-23 pieces
EMBWA24 = Embroidery-Wholesale- Up to 5,000 stitches-24-47 pieces
EMBWA48 = Embroidery-Wholesale- Up to 5,000 stitches-48-71 pieces
EMBWA72 = Embroidery-Wholesale- Up to 5,000 stitches-72-143 pieces
EMBWA144 = Embroidery-Wholesale- Up to 5,000 stitches-144-287 pieces
EMBWA288 = Embroidery-Wholesale-Up to 5,000 stitches-288 & above



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 **EMBROIDERY COACH**

Wholesale Price List With Codes

Stitch Count	1 Piece	2-5	6-11	12-23	24-47	48-71	72-143	144-287	288 & up
EMBWA-5000	\$9.74	\$7.49	\$5.99	\$5.61	\$5.43	\$5.33	\$5.30	\$5.27	\$5.25
EMBWA-6500	\$10.64	\$8.39	\$6.89	\$6.51	\$6.33	\$6.23	\$6.20	\$6.17	\$6.15
EMBWB-8000	\$11.53	\$9.29	\$7.79	\$7.41	\$7.22	\$7.13	\$7.10	\$7.07	\$7.05
EMBWA-10000	\$12.73	\$10.49	\$8.99	\$8.61	\$8.42	\$8.33	\$8.30	\$8.27	\$8.25
EMBWC-12000	\$13.93	\$11.68	\$10.19	\$9.81	\$9.62	\$9.53	\$9.50	\$9.47	\$9.45
EMBWA-14000	\$15.13	\$12.88	\$11.38	\$11.01	\$10.82	\$10.73	\$10.70	\$10.67	\$10.65
EMBWD-16000	\$16.33	\$14.08	\$12.58	\$12.21	\$12.02	\$11.93	\$11.90	\$11.87	\$11.85
EMBWA-18000	\$17.53	\$15.28	\$13.78	\$13.41	\$13.22	\$13.13	\$13.10	\$13.06	\$13.05
EMBWE-20000	\$18.73	\$16.48	\$14.98	\$14.61	\$14.42	\$14.33	\$14.30	\$14.26	\$14.25
EMBWA-22000	\$19.93	\$17.68	\$16.18	\$15.81	\$15.62	\$15.53	\$15.49	\$15.46	\$15.45
EMBWF-24000	\$21.13	\$18.88	\$17.38	\$17.01	\$16.82	\$16.72	\$16.69	\$16.66	\$16.65



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 **Corporate Price List With Codes**

Stitch Count	1 Piece	2-5	6-11	12-23	24-47	48-71	72-143	144-287	288 & up
EMBCA-5000	\$11.68	\$8.98	\$7.19	\$6.74	\$6.51	\$6.40	\$6.36	\$6.32	\$6.31
EMBC-6500	\$12.76	\$10.06	\$8.27	\$7.82	\$7.59	\$7.48	\$7.44	\$7.40	\$7.38
EMBCB-8000	\$13.84	\$11.14	\$9.34	\$8.89	\$8.67	\$8.56	\$8.52	\$8.48	\$8.46
EMBC-10000	\$15.28	\$12.58	\$10.78	\$10.33	\$10.11	\$10.00	\$9.96	\$9.92	\$9.90
EMBCC-12000	\$16.72	\$14.02	\$12.22	\$11.77	\$11.55	\$11.44	\$11.40	\$11.36	\$11.34
EMBC-14000	\$18.16	\$15.46	\$13.66	\$13.21	\$12.99	\$12.87	\$12.84	\$12.80	\$12.78
EMBCD-16000	\$19.60	\$16.90	\$15.10	\$14.65	\$14.43	\$14.31	\$14.28	\$14.24	\$14.22
EMBC-18000	\$21.04	\$18.34	\$16.54	\$16.09	\$15.86	\$15.75	\$15.72	\$15.68	\$15.66
EMBCE-20000	\$22.48	\$19.78	\$17.98	\$17.53	\$17.30	\$17.19	\$17.15	\$17.12	\$17.10
EMBC-22000	\$23.91	\$21.22	\$19.42	\$18.97	\$18.74	\$18.63	\$18.59	\$18.56	\$18.54
EMBCF-24000	\$25.35	\$22.66	\$20.86	\$20.41	\$20.18	\$20.07	\$20.03	\$19.99	\$19.98

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 **Retail Price List With Codes**

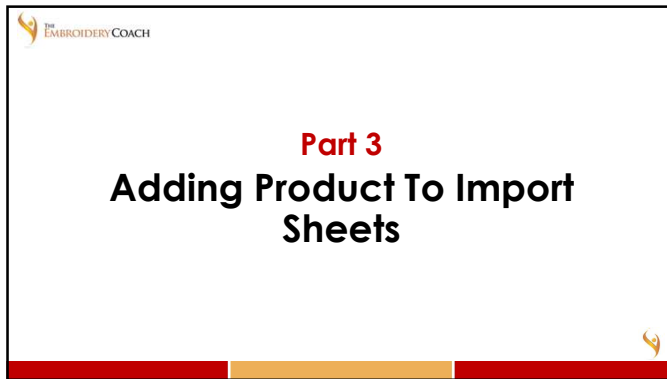
Stitch Count	1 Piece	2-5	6-11	12-23	24-47	48-71	72-143	144-287	288 & up
EMBRA-5000	\$13.63	\$10.48	\$8.38	\$7.86	\$7.60	\$7.47	\$7.42	\$7.38	\$7.36
EMBR-6500	\$14.89	\$11.74	\$9.64	\$9.12	\$8.86	\$8.72	\$8.68	\$8.64	\$8.62
EMBRB-8000	\$16.15	\$13.00	\$10.90	\$10.38	\$10.11	\$9.98	\$9.94	\$9.90	\$9.87
EMBR-10000	\$17.83	\$14.68	\$12.58	\$12.06	\$11.79	\$11.66	\$11.62	\$11.58	\$11.55
EMBR-12000	\$19.51	\$16.36	\$14.26	\$13.73	\$13.47	\$13.34	\$13.30	\$13.25	\$13.23
EMBR-14000	\$21.18	\$18.04	\$15.94	\$15.41	\$15.15	\$15.02	\$14.98	\$14.93	\$14.91
EMBRD-16000	\$22.86	\$19.72	\$17.62	\$17.09	\$16.83	\$16.70	\$16.66	\$16.61	\$16.59
EMBR-18000	\$24.54	\$21.39	\$19.30	\$18.77	\$18.51	\$18.38	\$18.33	\$18.29	\$18.27
EMBRE-20000	\$26.22	\$23.07	\$20.97	\$20.45	\$20.19	\$20.06	\$20.01	\$19.97	\$19.95
EMBR-22000	\$27.90	\$24.75	\$22.65	\$22.13	\$21.87	\$21.74	\$21.69	\$21.65	\$21.63
EMBRF-24000	\$29.58	\$26.43	\$24.33	\$23.81	\$23.55	\$23.41	\$23.37	\$23.33	\$23.31

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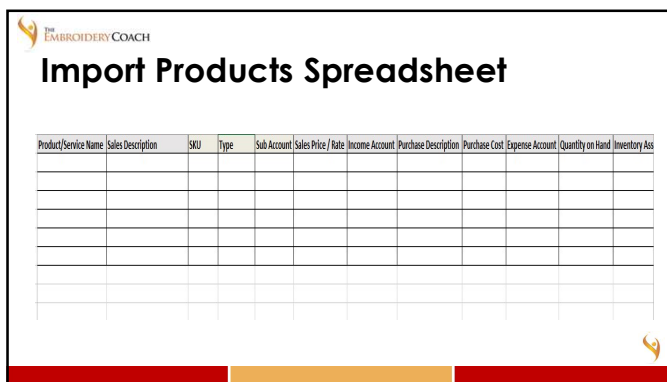
 **Client Retail Pricelist with Codes**

Stitch Count	1 Piece	2-5 Pieces	6-35 pieces	36-71 pieces	72-143 pieces	144 pieces & up
4000-A	\$17.52	\$9.12	\$6.47	\$5.09	\$4.86	\$4.79
8000-B	\$21.25	\$11.83	\$8.33	\$7.01	\$6.73	\$6.66
12000-C	\$24.98	\$13.70	\$10.20	\$8.93	\$8.60	\$8.52
16000-D	\$28.72	\$15.57	\$12.07	\$10.85	\$10.46	\$10.39
20000-E	\$32.45	\$17.43	\$13.93	\$12.77	\$12.33	\$12.26
24000-F	\$36.18	\$19.30	\$15.80	\$14.69	\$14.19	\$14.12
30000-G	\$41.78	\$22.10	\$18.60	\$17.57	\$16.99	\$16.92
35000-H	\$46.44	\$24.43	\$20.93	\$19.97	\$19.33	\$19.25
40000-I	\$51.11	\$26.76	\$23.26	\$22.37	\$21.66	\$21.59
45000-J	\$55.78	\$29.09	\$25.60	\$24.76	\$23.99	\$23.92
50000-K	\$60.44	\$31.43	\$27.93	\$27.16	\$26.32	\$26.25

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The EMBROIDERY COACH						
Wholesale Embroidery Price List						
Product/Service Name	Sales Description	Taxable	SKU	Type	Sales Price / Rate	Income Account
1. EMIWA1	Wholesale Embroidery - 1 piece up to 5,000 stitches	No		Service	5.74	Embroidery/Wholesale-Embroidery
2. EMIWA2	Wholesale Embroidery - 2-5 pieces up to 5,000 stitches	No		Service	7.49	Embroidery/Wholesale-Embroidery
3. EMIWA6	Wholesale Embroidery - 6-13 pieces up to 5,000 stitches	No		Service	5.99	Embroidery/Wholesale-Embroidery
4. EMIWA12	Wholesale Embroidery - 12-23 pieces up to 5,000 stitches	No		Service	5.61	Embroidery/Wholesale-Embroidery
5. EMIWA24	Wholesale Embroidery - 24-47 pieces up to 5,000 stitches	No		Service	5.43	Embroidery/Wholesale-Embroidery
6. EMIWA48	Wholesale Embroidery - 48-71 pieces up to 5,000 stitches	No		Service	5.33	Embroidery/Wholesale-Embroidery
7. EMIWA72	Wholesale Embroidery - 72-143 pieces up to 5,000 stitches	No		Service	5.3	Embroidery/Wholesale-Embroidery
8. EMIWA144	Wholesale Embroidery - 144-287 pieces up to 5,000 stitches	No		Service	5.27	Embroidery/Wholesale-Embroidery
9. EMIWA288	Wholesale Embroidery - 288 pieces and up to 5,000 stitches	No		Service	5.25	Embroidery/Wholesale-Embroidery
10. EMIW001	Wholesale Embroidery - 1 piece 5001-8000 stitches	No		Service	11.53	Embroidery/Wholesale-Embroidery
11. EMIW002	Wholesale Embroidery - 2-5 pieces 5001-8000 stitches	No		Service	9.29	Embroidery/Wholesale-Embroidery
12. EMIW006	Wholesale Embroidery - 6-13 pieces 5001-8000 stitches	No		Service	7.79	Embroidery/Wholesale-Embroidery
13. EMIW012	Wholesale Embroidery - 12-23 pieces 5001-8000 stitches	No		Service	7.41	Embroidery/Wholesale-Embroidery
14. EMIW024	Wholesale Embroidery - 24-47 pieces 5001-8000 stitches	No		Service	7.22	Embroidery/Wholesale-Embroidery
15. EMIW048	Wholesale Embroidery - 48-71 pieces 5001-8000 stitches	No		Service	7.13	Embroidery/Wholesale-Embroidery
16. EMIW072	Wholesale Embroidery - 72-143 pieces 5001-8000 stitches	No		Service	7.1	Embroidery/Wholesale-Embroidery
17. EMIW144	Wholesale Embroidery - 144-287 pieces 5001-8000 stitches	No		Service	7.07	Embroidery/Wholesale-Embroidery
18. EMIW008	Wholesale Embroidery - 288 pieces and 5001-8000 stitches	No		Service	7.05	Embroidery/Wholesale-Embroidery
19. EMIWC1	Wholesale Embroidery - 1 piece 8001-12000 stitches	No		Service	13.93	Embroidery/Wholesale-Embroidery
20. EMIWC2	Wholesale Embroidery - 2-5 pieces 8001-12000 stitches	No		Service	11.68	Embroidery/Wholesale-Embroidery
21. EMIWC6	Wholesale Embroidery - 6-13 pieces 8001-12000 stitches	No		Service	10.19	Embroidery/Wholesale-Embroidery
22. EMIWC12	Wholesale Embroidery - 12-23 pieces 8001-12000 stitches	No		Service	9.84	Embroidery/Wholesale-Embroidery
23. EMIWC24	Wholesale Embroidery - 24-47 pieces 8001-12000 stitches	No		Service	9.62	Embroidery/Wholesale-Embroidery
24. EMIWC48	Wholesale Embroidery - 48-71 pieces 8001-12000 stitches	No		Service	9.51	Embroidery/Wholesale-Embroidery
25. EMIWC72	Wholesale Embroidery - 72-143 pieces 8001-12000 stitches	No		Service	9.5	Embroidery/Wholesale-Embroidery
26. EMIWC144	Wholesale Embroidery - 144-287 pieces 8001-12000 stitches	No		Service	9.47	Embroidery/Wholesale-Embroidery
27. EMIWC288	Wholesale Embroidery - 288 pieces and 8001-12000 stitches	No		Service	9.45	Embroidery/Wholesale-Embroidery

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The EMBROIDERY COACH						
Corporate Embroidery Price List						
Product/Service Name	Sales Description	Taxable	SKU	Type	Sales Price / Rate	Income Account
1. EMIAC1	Corporate Embroidery - 1 piece up to 5,000 stitches	No		Service	9.74	Embroidery/Corporate-Embroidery
2. EMIAC2	Corporate Embroidery - 2-5 pieces up to 5,000 stitches	No		Service	7.49	Embroidery/Corporate-Embroidery
3. EMIAC6	Corporate Embroidery - 6-13 pieces up to 5,000 stitches	No		Service	5.99	Embroidery/Corporate-Embroidery
4. EMIAC12	Corporate Embroidery - 12-23 pieces up to 5,000 stitches	No		Service	5.61	Embroidery/Corporate-Embroidery
5. EMIAC24	Corporate Embroidery - 24-47 pieces up to 5,000 stitches	No		Service	5.43	Embroidery/Corporate-Embroidery
6. EMIAC48	Corporate Embroidery - 48-71 pieces up to 5,000 stitches	No		Service	5.33	Embroidery/Corporate-Embroidery
7. EMIAC72	Corporate Embroidery - 72-143 pieces up to 5,000 stitches	No		Service	5.3	Embroidery/Corporate-Embroidery
8. EMIAC144	Corporate Embroidery - 144-287 pieces up to 5,000 stitches	No		Service	5.27	Embroidery/Corporate-Embroidery
9. EMIAC288	Corporate Embroidery - 288 pieces and up to 5,000 stitches	No		Service	5.25	Embroidery/Corporate-Embroidery
10. EMIAC001	Corporate Embroidery - 1 piece 5001-8000 stitches	No		Service	11.53	Embroidery/Corporate-Embroidery
11. EMIAC002	Corporate Embroidery - 2-5 pieces 5001-8000 stitches	No		Service	9.29	Embroidery/Corporate-Embroidery
12. EMIAC006	Corporate Embroidery - 6-13 pieces 5001-8000 stitches	No		Service	7.79	Embroidery/Corporate-Embroidery
13. EMIAC012	Corporate Embroidery - 12-23 pieces 5001-8000 stitches	No		Service	7.41	Embroidery/Corporate-Embroidery
14. EMIAC024	Corporate Embroidery - 24-47 pieces 5001-8000 stitches	No		Service	7.22	Embroidery/Corporate-Embroidery
15. EMIAC048	Corporate Embroidery - 48-71 pieces 5001-8000 stitches	No		Service	7.13	Embroidery/Corporate-Embroidery
16. EMIAC072	Corporate Embroidery - 72-143 pieces 5001-8000 stitches	No		Service	7.1	Embroidery/Corporate-Embroidery
17. EMIAC144	Corporate Embroidery - 144-287 pieces 5001-8000 stitches	No		Service	7.07	Embroidery/Corporate-Embroidery
18. EMIAC288	Corporate Embroidery - 288 pieces and 5001-8000 stitches	No		Service	7.05	Embroidery/Corporate-Embroidery
19. EMIAC008	Corporate Embroidery - 288 pieces and 5001-8000 stitches	No		Service	7.05	Embroidery/Corporate-Embroidery
20. EMIAC001	Corporate Embroidery - 1 piece 8001-12000 stitches	No		Service	13.93	Embroidery/Corporate-Embroidery
21. EMIAC002	Corporate Embroidery - 2-5 pieces 8001-12000 stitches	No		Service	11.68	Embroidery/Corporate-Embroidery
22. EMIAC006	Corporate Embroidery - 6-13 pieces 8001-12000 stitches	No		Service	10.19	Embroidery/Corporate-Embroidery
23. EMIAC012	Corporate Embroidery - 12-23 pieces 8001-12000 stitches	No		Service	9.84	Embroidery/Corporate-Embroidery
24. EMIAC024	Corporate Embroidery - 24-47 pieces 8001-12000 stitches	No		Service	9.62	Embroidery/Corporate-Embroidery
25. EMIAC048	Corporate Embroidery - 48-71 pieces 8001-12000 stitches	No		Service	9.53	Embroidery/Corporate-Embroidery
26. EMIAC072	Corporate Embroidery - 72-143 pieces 8001-12000 stitches	No		Service	9.5	Embroidery/Corporate-Embroidery
27. EMIAC144	Corporate Embroidery - 144-287 pieces 8001-12000 stitches	No		Service	9.47	Embroidery/Corporate-Embroidery
28. EMIAC288	Corporate Embroidery - 288 pieces and 8001-12000 stitches	No		Service	9.45	Embroidery/Corporate-Embroidery

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The EMBROIDERY COACH

Action Steps

- Figure out what different price levels you are offering
- Figure you Quantity Price Breaks
- Create Your Coding System
- Print out your Price Lists
- Add your Products & Price Lists with codes to your Import Sheets

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Next Lesson

- Import our Product Lists into QuickBooks
- Set up Classes for Products



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