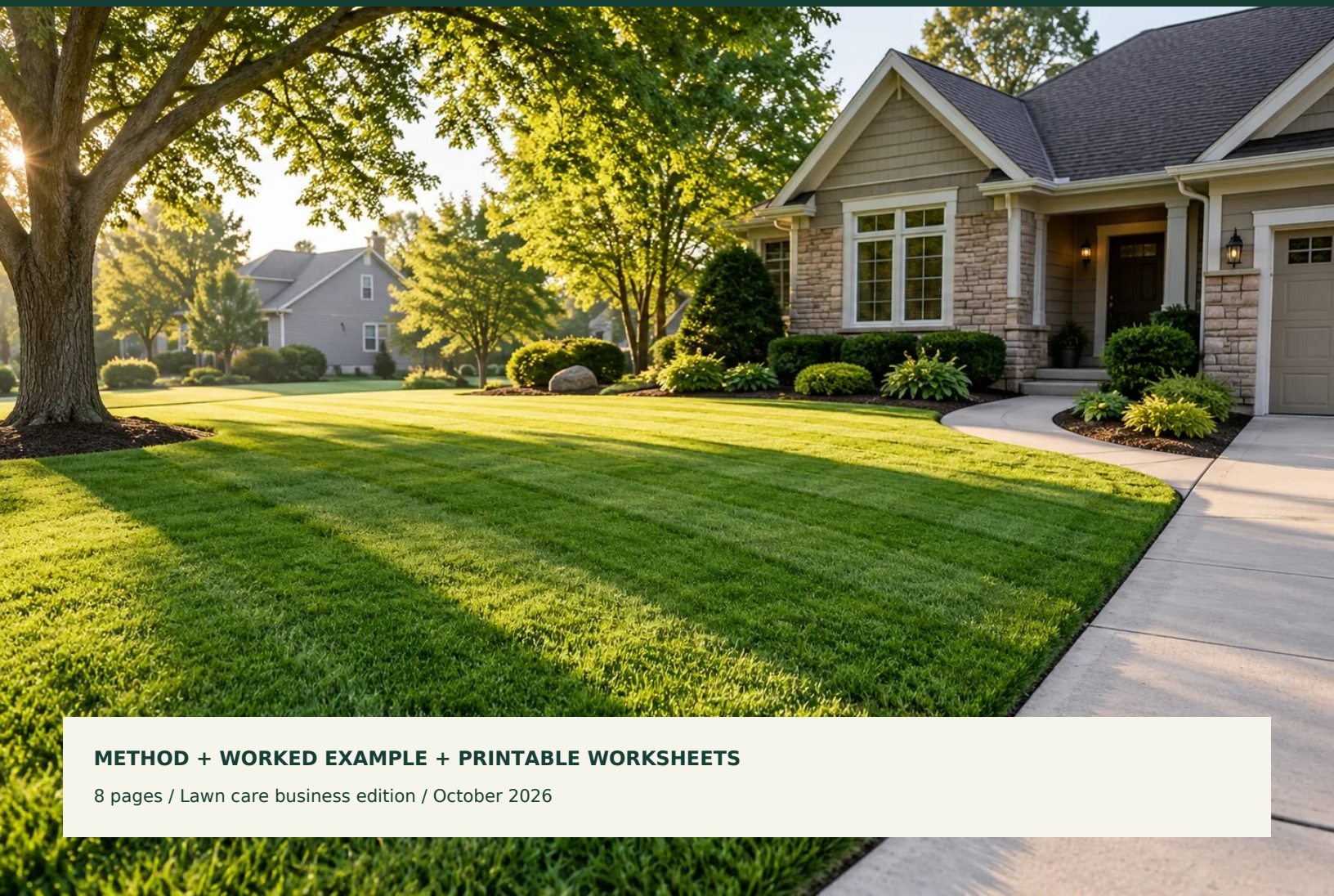
BOOKED WORK PRO / FREE FIELDBOOK

Plan the whole season

Count visits, test capacity, review collections and build a season plan you can revisit.



METHOD + WORKED EXAMPLE + PRINTABLE WORKSHEETS

8 pages / Lawn care business edition / October 2026

Count the season explicitly.

A season is a stated number of planned visits, not four weeks multiplied by a vague month count.

Keep the visit count visible

Enter properties and actual planned visits per property. Distinguish planned visits, performed visits, billed visits and money collected. Those are different records and should not become one optimistic revenue total.

Use the price and cost you reviewed

The season calculator multiplies rounded per-visit price and cost allowances. Contribution is revenue less the stated allowance, not net profit unless all relevant costs are included. Review fixed overhead and owner time separately if omitted.

No automatic month assumption.

A fictional property with 28 visits at $110.85 generates $3,103.80 in scenario revenue before tax. It does not establish that every visit happens or the customer pays on time.

A season scenario you can audit.

Fictional sample details explain the workflow. Replace every assumption with actual information.

Properties × planned visits	**20 × 28 = 560**
Unperformed / unbilled scenario	**5%**
Performed visits (rounded down)	**532**
Revenue: 532 × $110.85	**$58,972.20**
Cost allowance: 532 × $83.14	**$44,230.48**
Scenario contribution	**$14,741.72**
10% planning reserve	**$1,474.17**
Contribution after reserve	**$13,267.55**

The scenario reduces visits, revenue and variable cost together. A reserve is allocated only from positive contribution. Neither reserve nor contribution calculates taxes or collection timing.

Leave room in the route day.

Test elapsed time before promising another recurring property.

One day, one crew

An eight-hour day has 480 elapsed minutes. Subtract 45 minutes for fixed activity and 45 minutes of reserve. At 45 minutes service plus 15 travel, six whole stops fit in the remaining 390 minutes.

Compare a different assumption

At 55 service minutes plus 15 travel, five whole stops fit. Two workers change labor-hours, not the elapsed time available. Route order, actual geography, access and equipment still require your own review.

My route-day assumptions

Day ___ hours; daily fixed ___ min; reserve ___ min; service ___ min; travel ___ min.

What needs review?

Record an unresolved detail and who owns the next action.

Connect completed work to billing.

A plan, invoice and receipt describe different events. Keep them distinct.

Fictional completed visits	**4**
Reviewed per-visit price	**$110.85**
Invoice total, no tax assumed	**$443.40**
Payment actually received	**$200.00**
Remaining balance	**$243.40**

Invoice actual agreed work

Use completed visit references and approved extras. Enter your reviewed tax treatment and actual due date. An invoice requests payment; it is not evidence that money arrived.

Record actual payments once

A receipt documents a received amount, date, method and invoice reference. Do not subtract the same payment as both an earlier payment and the current payment. The tools prepare documents; they do not process money or send invoices.

My season assumptions.

A printable worksheet to use with your own property and operating records.

Properties and planned visits

Properties ___; actual planned visits per property ___; total planned visits ___.

Price and cost basis

Price per visit $___; cost allowance $___; what costs are omitted?

Unperformed-visit scenario

Scenario percentage ___%; performed visits ___; revenue $___; cost $___.

Reserve and cash review

Contribution $___; reserve ___%; collection timing and fixed costs to review.

Review the season against actual records.

Close the loop with a clear decision and a current reference.

What actually happened?

Completed, moved or omitted visits; access and conditions; actual time.

What did the record show?

Scope questions, approved extras, invoiced work and payments received.

What changes next?

State one change, the responsible person and a realistic review date.

Which record needs updating?

Current scope, pricing assumptions, route capacity or season model.

Keep the method. Use your own details.

All companion tools and field guides are FREE to use without an account.

Use the matching tools

Mowing price estimator: bookedworkpro.com/resources/lawn-care/mowing-estimator
Service scope: bookedworkpro.com/free-tools/lawn-service-scope
Route capacity: bookedworkpro.com/free-tools/lawn-route-capacity
Season plan: bookedworkpro.com/free-tools/lawn-season-plan

Follow the complete fictional example

bookedworkpro.com/resources/lawn-care/sample-service
Review visit costs, recurring scope, four completed visits and a partial-payment receipt. The example is not an actual customer project, a recommended rate or an approved agreement.

Read the detailed field guides

bookedworkpro.com/resources/lawn-care
Find original guides on recurring scope, rain and access, route-time review and seasonal cleanup, plus the honest Google reviews guide.

Limits and responsible use

Business planning and communication guidance only. Not a turf diagnosis, treatment instruction, route optimizer, tax calculation or legally reviewed contract. Use actual property conditions, equipment instructions, applicable requirements and appropriate professional advice. Website photography is illustrative.

Original Booked Work Pro edition / October 2026. Browser tools prepare local planning results and documents; your team remains responsible for assessment, approval, scheduling, production and collection.