



APPLIANCE REPAIR BLUE BOOK

Job Rate Guide Made Easy
Your Solution to Appliance Repair Profits



CHRIS STOKES

Appliance Repair Blue Book – Job Rate Guide

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Chapter 1 - Hourly Job Rates vs Flat Rates

Appliance technicians are generally paid by the amount of work they produce (known as “flat rate” compensation), or by the hour. Some companies combine hourly pay with incentives for above-average productivity. Here’s what to consider when determining which is right for you:

Defining the Terms

In an Appliance Company that pays by the hour, employees are compensated for the amount of time they actually work. If the Appliance Repair job that standard “books” estimate will take an hour turns into a three-hour ordeal, the employee is paid for all three hours.

Under the flat-rate pay system, the technician is paid by the job. Similar to the example above, if a job that is estimated at one hour takes three, the employee is still paid at the flat rate -- the equivalent of one hour. However, if he completes the work in just 30 minutes, he still receives the full flat rate.

Pros and Cons

Most Appliance Companies know “Hourly rates are predictable,” As an employee “You know at the beginning of the week what you’ll make at the end.” Technicians working for a flat rate have the potential to double or even triple their earnings.

However, since our course is mainly focused for the Technicians that want to Start their Own Appliance Repair Company, we highly suggest "Flat Rate" vs "Hourly Rate". Why?

We’re old school, “We’ve been in the Appliance Repair Industry (repair & service for a combined 40 years). Technicians that Start their own Company, on the other hand, can “make a killing off flat rate, because they’re almost always busy.”

There’s no reason to work quickly, yet ensure you repair the appliance or service it correctly.

When the technician(you) work fast and efficiently under a flat rate: "If you know you can '**schedule**' **4 to 6 calls a day**, and you will if you follow our course. One of the problems with technicians (and it is a good problem) that start

to see the potential of making an AWESOME Daily Income like this. You have to closely monitoring their work to ensure that don't get OVERLY motivated to make money at the expense of doing the Appliance Repair right... the first time.

The Bottom Line

Ultimately, of course, the right choice depends the Appliance Repair Company You work for or You as the Appliance Repair & Service Business Owner (which is what we **HIGHLY recommend**). Because the majority of Residential Appliance Repair Jobs

only take **20 to 30 minutes (once you gain experience)** the **Flat Rate Job Rate** is the best choice by far. "If you're a hustler, the opportunity is definitely there to do very, very well,"

Again, I have been doing this business myself (at the time of this eBook) 10 years and counting. "**Flat Rate**" is the way to go!

[Are You Making \\$65,000 to \\$80,000 Where You Live? If Not, You Should Be...](#)

Chapter 2 - How to Troubleshoot and Appliance BEFORE You See it

Here is where you will want to pay close attention to what I am about to tell you and show you. If you listen to big Appliance Repair Training Companies or Courses. They will make learning Residential Appliance Repair extremely complicated and expensive.

If you have been looking and my Appliance Repair Training Videos on YouTube or checked out my bio on my about me page. You have seen how I got started, where I was trained and that I have trained 6 or 7 guys in my local area (1 was my son & a nephew). The guys that I have trained ages were from 18 to 56.

I can tell you with hesitation, ***“Residential Appliance Repair & Service” is without a doubt one of the easiest*** Small Business Ideas you will ever encounter. Also, it is one of the lowest startup cost, start from scratch, AWESOME income Potential, You get paid Daily & ALWAYS Residual Income.

Now, that we have that out of the way. Let’s get started on “How to Troubleshoot an Appliance Before You see it”. I created this course help as many people as I can to; Be their Own Boss, Start a Business that they Can Be Proud Of, Provide for themselves as well as their Families, Get out of the 9 to 5 Rat Race, Quit a Job that they Hate, etc...

Once you ***learn that basics or fundamentals of Residential Appliances, the rest is super easy.*** If you need training in learning the basics, we can help you with that. Just click on this link; [**Cornerstone Appliance Training Course.**](#)

All you have to do is know what questions to ask the customer while you are making the appointment and you will know with about ***80% to 90% certainty*** what is wrong with the appliance BEFORE you see it!

And to ensure you know which questions to ask, I have made it super easy & created a ***“Daily Schedule Sheet”*** to make it as simple as possible. The Schedule sheet is provided in the Membership Course you purchased “Appliance Repair Blue Book – Job Rate Guide”.

Daily Schedule Sheet Example

Chris Appliance Daily Schedule

Date: _____

Name: _____ Phone: _____ Appt Time: _____ S _

Address: _____ R _

Brand: _____ Appliance: _____ Problem: _____ P _

Name: _____ Phone: _____ Appt Time: _____ S _

Address: _____ R _

Brand: _____ Appliance: _____ Problem: _____ P _

Name: _____ Phone: _____ Appt Time: _____ S _

Address: _____ R _

Brand: _____ Appliance: _____ Problem: _____ P _

Name: _____ Phone: _____ Appt Time: _____ S _

Address: _____ R _

Brand: _____ Appliance: _____ Problem: _____ P _

Name: _____ Phone: _____ Appt Time: _____ S _

Address: _____ R _

Brand: _____ Appliance: _____ Problem: _____ P _

WP = Whirlpool | KM = Kenmore | FG = Frigidaire | MT = Maytag | AD = Admiral | HT = Hotpoint

GE = General Electric | SG = Samsung | AM = Amana | KI = Kitchenaid |

How to use the Schedule Sheet? As you can see the “Daily Schedule Sheet” is self-explanatory.

However, I need to explain it in a little more detail. On the ***Schedule Sheet from top to bottom; Name, Date and then 5 additional blocks*** for the Appliance Appointments you are going to schedule for today’s Appliance Repair & Service.

The first 2 lines are easy, the customer’s information. However, the last line is where the magic is! Beginning at the word “Brand”. Brand is what type of appliance? For example, Whirlpool, Kenmore, Maytag, GE, etc...

One space over is the word “Appliance”. Appliance is What kind of household appliance? For example, Washing Machine, Dryer, Refrigerator, Stove, etc...

****Important* This is the BIG one! The word “Problem”!*** Problem is where you ask the right questions & will Troubleshoot on the phone and know with 80% to 90% certainty what parts you need and bring them with you.

Here is an example of easy it is;

Customer: I have a whirlpool dryer that will not start?

Tech: Ok, Ma’am, I need to get a little bit of information from you.

Customer: Ok

Tech: Will follow the Schedule Sheet and get the usual information, i.e. Name, address, phone, address, etc...

Problem; Ma’am was the dryer running and just stopped? Or did you try to start it and nothing happen?

Customer: Yes, I had just finished a load and went to restart and nothing happen.

Solution: How to Repair – Thermal Fuse, Voltage or Door Switch. Thermal Fuse is \$5 to \$7, Door Switch \$15 to \$25. Checking Voltage with Multi-meter.

How to Know which parts to bring? ***Ask the customer for the model number.*** If they cannot find it, just tell them how.

How did I know what the problem is & what parts to bring? That's easy!
Because I learn the Basics/Fundamentals of Residential Appliances. Our
Appliance Training Course will teach you the same thing at: [**Cornerstone
Appliance Training Course.**](#)

Note: We teach you in our parts course, common parts like these you should
have on the truck.

Please see the Video at; [**Appliance Repair Blue Book – Job Rate Guide**](#)

[**Learning Residential Appliance Repair May Be the Easiest
Money You May Ever See!**](#)

Chapter 3 - How to Price Your Appliance Repairs & Services – Formula

This is a lot easier than what everyone is trying to make you believe. You will learn a very simple Formula that works with any appliance repair or service.

Before we get started, I want you to remember to view the videos to get even more clarification and see the formula in action.

Here is how the Appliance Pricing works... the Easy Way! As an Appliance Repair Tech you need to make a profit on ALL of your Appliance Repairs & Services... Period!

First, let's talk about the Your Appliance Service Call. When you make an Appliance Service Call Appointment, You ALWAYS let the Customer know upfront that there is a Charge for a Service Call.

In my area the average Service Call is; \$55 to \$85. You need to do a little homework in your area. Just call about 3 to 5 Appliance Repair Companies and let them know you have an Appliance that You need to have serviced or repaired. Then just ask how much is their service call?

After calling a minimum of 3 to 5 companies about different appliances such as; washer repair, dryer, refrigerator, dishwasher, etc... You should have an idea of what you should charge.

Crush Your Competition Tip: Always start at a lower service call than your competitors. For example, if your ***competitors are charging an average of \$75*** in your area.

I would ***suggest you start at \$55 to \$65 (an awesome way to grow your business a lot faster)***. People ***LOVE*** to save money! And just ***\$5, 10 or \$15 will make all the difference in the world*** to which Appliance Company they choose to make the appointment with.

Again, ALWAYS get paid for Your Services!

Appliance Repair & Services Formula... Made Easy!

There is ***NO need to walk around with a book*** in your pocket or trying to remember how much you are supposed to charge for each and EVERY Appliance Repair.

Also, those so called, Appliance Blue Book – Job Rate Sheets ***can actually hurt your business (especially NEW Businesses).***

How? If you start out ***OVER CHARGING*** customers, your name & company will get out fast... ***Not to use you!*** I have seen the Price Sheets that those companies recommend and ***they would not work in my area*** & I would say with boldness, that those prices wouldn't work in a lot of other cities & states as well.

YOU need to know your area and charge accordingly... ***it's that Simple!***

The Appliance Repair Pricing Formula...

Here is How it Works (This Works with *ANY & ALL* Appliance Repairs):

Formula: Part + Price (Retail) + Price (Wholesale) + Labor (Time) + Price Quote = Profit

Here are some Examples (Don't forget to watch the Video to make it easier to understand):

Let's start with an easy one;

1. Kenmore Top Load Direct Drive Washer Repair – Replacing the Water Pump:

Part: Pump - #WP3363394

Price Retail (in my area) = \$33.99 + (3.15) Tax = \$37.13

Price Wholesale (my area) = \$20

Labor (\$100 - \$125) = About 20 minutes

Price Quote = \$140 to \$165 (This includes the cost of the part)

Profit = \$105 to \$125

Whirlpool Dryer Repair - Heating Element

Part: Heating Element - #279838

Price Retail (in my area) = \$44.99 + (4.16) Tax = \$49.15

Price Wholesale (my area) = \$28

Labor (\$100 - \$125) = About 20 minutes

Price Quote = \$150 to \$175 (This includes the cost of the part)

Profit = \$100 to \$125

LG Front Load Washer - Water Inlet Valve (Cold)

Part: Water Inlet Valve - #5220FR2075L

Price Retail (in my area) = \$59.99 + (5.54) Tax = \$65.53

Price Wholesale (my area) = \$45

Labor (\$115 - 145) = About 25 minutes

Price Quote = \$185 to \$215 (This includes the cost of the part)

Profit = \$120 to 150

LG Front Load Washer – Bellow or Door Gasket

Part: Water Inlet Valve - #5220FR2075L

Price Retail (in my area) = \$97.99 + (9.06) Tax = \$107.05

Price Wholesale (my area) = \$80

Labor (\$125 - \$150) = About 45 minutes

Price Quote = \$235 to \$265 (This includes the cost of the part)

Profit = \$155 to \$185

Note: *Watch the Videos* to Make this easier to understand and apply to your company.

Chapter 4 - Appliance Forms, Invoices & Price Chart

****See Attached Forms at End of Ebook****

You will find the forms you need in Membership Area All You Have to do is download them. I will attached the links below.

All You need is the Schedule Sheet & the Appliance Invoice to Start Your Business.

Note: Use a Local Mom & Pop Printing Company to edit the invoice to your company information. Also, ***print the Appliance Invoice in 2 ply (original & carbon)***

Example of Blank Schedule Sheet:

Chris Appliance Daily Schedule

Date: _____

Name: _____ Phone: _____ Appt Time: _____ S __

Address: _____ R __

Brand: _____ Appliance: _____ Problem: _____ P __

Name: _____ Phone: _____ Appt Time: _____ S __

Address: _____ R __

Brand: _____ Appliance: _____ Problem: _____ P __

Name: _____ Phone: _____ Appt Time: _____ S __

Address: _____ R __

Brand: _____ Appliance: _____ Problem: _____ P __

Name: _____ Phone: _____ Appt Time: _____ S __

Address: _____ R __

Brand: _____ Appliance: _____ Problem: _____ P __

Name: _____ Phone: _____ Appt Time: _____ S __

Address: _____ R __

Brand: _____ Appliance: _____ Problem: _____ P __

WP = Whirlpool | KM = Kenmore | FG = Frigidaire | MT = Maytag | AD = Admiral | HT = Hotpoint

GE = General Electric | SG = Samsung | AM = Amana | KI = Kitchenaid |

Example of Completed Schedule Sheet:

Chris Appliance Daily Schedule

Date: 10/4/2015

Name: JOHN DOE Phone: 410 213 4567 Appt Time: 8-11 (MON) S

Address: 1234 DEER Rd, BALTIMORE 21202 R

Brand: KM Appliance: Dryer Problem: IS NOT HEATING P

Name: JANE DOE Phone: 225-1122 Appt Time: 9-12 S

Address: 448 GREEN TREE Rd, BALTIMORE 21205 R

Brand: WP Appliance: WASHER Problem: WILL NOT SPIN P

Name: MARY JOHNSON Phone: 222-1234 Appt Time: 10-1 S

Address: 555 WHITE DR, ANNAPOLIS 21402 R

Brand: FG Appliance: SBS/REFRIG Problem: IS NOT COOLING P

Name: WALTER EVANS Phone: 223-6789 Appt Time: 12-3 S

Address: 7221 Hickory Hill Rd, ANNAPOLIS 21403 R

Brand: GE Appliance: GAS/STOVE Problem: OVEN IS NOT WORKING P

Name: WENDY JONES Phone: 211-0081 Appt Time: 2-5 S

Address: 1004 CHESTER Rd, BALTIMORE 21206 R

Brand: LG Appliance: WASHER Problem: LEAKING WATER P

WP = Whirlpool | KM = Kenmore | FG = Frigidaire | MT = Maytag | AD = Admiral | HT = Hotpoint

GE = General Electric | SG = Samsung | AM = Amana | KI = Kitchenaid |

Example of Appliance Invoice - Initial:

Chris Appliance Company

(800) 888-8888 P.O. Box 231
 [REDACTED], TN [REDACTED]

M#	CUSTOMER: <u>John Doe</u>		
S#	PHONE: <u>410/213-4567</u>		
MFG# <u>KM</u>	<u>1234 DEER AVE, BALTIMORE 21202</u>		
SERVICE TECH NOTES:	DATE	MAKE	MODEL
	<u>10/4/2015</u>	<u>KENMORE</u>	<u>DRYER</u>
	DESCRIPTION		AMOUNT
	<u>Dryer - will NOT HEATING AT ALL</u>		
CREDIT CARD			
CARD TYPE: _____			
CARD NO. _____			
EXPIRATION: _____ CVC: _____			
NAME: _____			
BILLING ADDRESS: _____			
			SALES TAX:
THANK YOU!			TOTAL:

AUTHORIZATION TO PERFORM REPAIRS	MINIMUM	MAXIMUM
COST OF REPAIRS.....	\$.....	\$.....
SERVICE CALL.....	\$.....	\$.....
SUB TOTAL.....	\$.....	\$.....
SALES TAX.....	\$.....	\$.....
TOTAL	\$.....	\$.....

I authorize repairs to the above named appliance in the amount stated above. I understand that terms are cash on completion of work; that all checks accepted are subject to clearing; that deposits for work are non-refundable; that Chris Appliance Co. will not be liable or responsible for any loss or damages result from equipment failure, food loss, testing or other conditions beyond our control; that in the event a suit must be brought to collect the above amount, I will be expected to pay collection cost including attorney's fees.

Signature of Owner or Representative: X

30 DAY GUARANTEE ON SERVICE AND LABOR. 90 DAY GUARANTEE ON PARTS
 Installed at this time, unless otherwise stated. Guarantees void unless charges are paid upon completion of job.
ALL CHARGES ARE DUE UPON COMPLETION OF WORK. DEPOSITS ARE NON-REFUNDABLE. NO WARRANTY ON REFRIGERANT INSTALLED. Diagnosis guaranteed only if repairs are preformed by our technicians. I understand the above warranty and acknowledge completion of work above.

Customer Signature: [Signature] Serviced By: [Signature]

Example of Appliance Invoice Completed:

Chris Appliance Company
 P.O. Box 231
 (800) 292-2141 ~~_____~~ ~~_____~~ ~~_____~~
 Arlington, TN 38002

M# 110,2869899 S# 02486711 MFG# KM	CUSTOMER: <u>John Doe</u> PHONE: <u>410/213-4567</u> <u>1234 DEER Rd, BALTIMORE 21202</u>																		
SERVICE TECH NOTES:	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 33%;">DATE</td> <td style="width: 33%;">MAKE</td> <td style="width: 33%;">MODEL</td> </tr> <tr> <td><u>10/4/2015</u></td> <td><u>KENMORE</u></td> <td><u>Dryer</u></td> </tr> <tr> <td colspan="2" style="text-align: center;">DESCRIPTION</td> <td style="text-align: center;">AMOUNT</td> </tr> <tr> <td colspan="2"><u>Dryer - will NOT HEATING AT ALL</u></td> <td></td> </tr> <tr> <td colspan="2"><u>NEED A NEW HEATING ELEMENT INSTALLED</u></td> <td></td> </tr> <tr> <td colspan="2"><u>REPLACED HEATING ELEMENT AND CHECKED Dryer</u></td> <td style="text-align: right;"><u>145.00</u></td> </tr> </table>	DATE	MAKE	MODEL	<u>10/4/2015</u>	<u>KENMORE</u>	<u>Dryer</u>	DESCRIPTION		AMOUNT	<u>Dryer - will NOT HEATING AT ALL</u>			<u>NEED A NEW HEATING ELEMENT INSTALLED</u>			<u>REPLACED HEATING ELEMENT AND CHECKED Dryer</u>		<u>145.00</u>
DATE	MAKE	MODEL																	
<u>10/4/2015</u>	<u>KENMORE</u>	<u>Dryer</u>																	
DESCRIPTION		AMOUNT																	
<u>Dryer - will NOT HEATING AT ALL</u>																			
<u>NEED A NEW HEATING ELEMENT INSTALLED</u>																			
<u>REPLACED HEATING ELEMENT AND CHECKED Dryer</u>		<u>145.00</u>																	
CREDIT CARD CARD TYPE: _____ CARD NO. _____ EXPIRATION: _____ CVC: _____ NAME: _____ BILLING ADDRESS: _____	CK# <u>2006</u> SALES TAX: <u>— 0 —</u> THANK YOU! TOTAL: <u>145.00</u>																		

AUTHORIZATION TO PERFORM REPAIRS	MINIMUM	MAXIMUM
COST OF REPAIRS.....	\$.....	\$.....
SERVICE CALL.....	\$.....	\$.....
SUB TOTAL.....	\$.....	\$.....
SALES TAX.....	\$.....	\$.....
TOTAL	\$.....	\$.....

I authorize repairs to the above named appliance in the amount stated above. I understand that terms are cash on completion of work; that all checks accepted are subject to clearing; that deposits for work are non-refundable; that Chris Appliance Co. will not be liable or responsible for any loss or damages result from equipment failure, food loss, testing or other conditions beyond our control; that in the event a suit must be brought to collect the above amount, I will be expected to pay collection cost including attorney's fees.

Signature of Owner or Representative: X

30 DAY GUARANTEE ON SERVICE AND LABOR. 90 DAY GUARANTEE ON PARTS
 Installed at this time, unless otherwise stated. Guarantees void unless charges are paid upon completion of job.
 ALL CHARGES ARE DUE UPON COMPLETION OF WORK. DEPOSITS ARE NON-REFUNDABLE. NO WARRANTY ON REFRIGERANT INSTALLED.. Diagnosis guaranteed only if repairs are performed by our technicians. I understand the above warranty and acknowledge completion of work above.

Customers Signature: X Serviced By: [Signature]

A HANDLING FEE OF \$25 WILL BE CHARGED ON ALL RETURNED CHECKS

Job Rate Guide Video Links:

Here are the video links to the Appliance Blue Book – Job Rate Guide;

[Job Rate Guide](#) or

<http://cornerstoneappliancecourse.com/members-area-appliance-blue-book/>

[Our Courses](#) or <http://cornerstoneappliancecourse.com/our-courses/>

How to Process Credit Cards

If you are one those people that HATE Contracts, I would highly recommend PayPal or Square. Here are the links to the videos:

[How to Process Credit Cards](#) or

<http://cornerstoneappliancecourse.com/members-area-appliance-blue-book/>

Initial Parts, Parts Supply Companies & Tools

Here are the Initial Parts & Tools you need to start your business. Also, the Parts Supply Companies I recommend.

[Initial Parts, Tools & Supply Companies](#) or

<http://cornerstoneappliancecourse.com/members-area-appliance-blue-book/>

How to Handle First Call Jitters

Here is where you learn to be comfortable and make that First Appointment and Service Call. Almost everyone is a little intimidated when doing something for the First time. Don't let that stop you, just follow this Blueprint;

[First Appointment Jitters](#) or

<http://cornerstoneappliancecourse.com/members-area-appliance-blue-book/>

Appliance Repair Marketing Solutions (ARMS) – Need More Customers

3 Words That Will Have Your Phone Ringing Off the Hook!

Advertising or Marketing Your Business.

When you start to Advertise your Appliance Repair Business, you want the ***most bang for your buck!*** You are about to learn how to crush your competition and have customers calling your phone instead of your competitors.

I have been using this exact phrase for 10 years and counting and... it works tremendously!

Here are the 3 words... **Same Day Coupon!** Place them in your title ads (keyword optimized).

Here are some examples;

- Appliance Repair Same Day Coupon
- Washer Dryer Repair Same Day Coupon
- Refrigerator Repair Same Day Coupon
- Dishwasher Repair Same Day Coupon
- Oven Repair Same Day Coupon

Customers looking for Appliance Repair & Service are ***looking for 2 things;***

- They want it done ASAP!
- Everyone wants a deal or discount... hence the word "coupon".

Place these 3 words in ***"all" of your Free & Paid Ads*** and your phone will begin to ring like you would not believe!

Conclusion

I hope you've taken away some valuable information from this guide. I made every attempt to make it newbie friendly for those who are somewhat new to Starting an Appliance Repair Business.

Remember - this will only work if you put in the effort! If you're looking for a "push button" Get Rich Quick method, I'm afraid there is no such thing.

However, if you're looking to Start Your Own Business or a way to make an extra income on the side, or a Low Startup Small Business Idea, then a Residential Appliance Repair Business is the definitely the route I suggest you take.

With the instructions I gave above, you should have NO PROBLEMS growing your Business day after day, month after month and be able to Quit the 9 to 5 job in a very short time.

The best thing is? Those appliances are always breaking down and in need of repair & service. Also, this is one of the businesses, once YOU learn the basics. it will **work in ANY City, State or Country.**

Have any questions or need help setting up your business? Or just have a general question? Please feel free to contact us (800)215-5495 or (901)387-7525

Feel free to send me an email at: CornerstoneApplianceTraining@yahoo.com

Thank you for stopping by.

Be Blessed & Be Encouraged
Chris

Learn How to Help Your Company Grow & Become Extremely Profitable

1. [Are You Making \\$65,000 to \\$80,000 a Year Where You Live? If not, You Should Be](#)
2. [Fundamentals of Appliance Repair Course](#)
3. [Refrigerator Appliance Repair Course](#)
4. [Advanced Troubleshooting & Repair Course](#)
5. [Sell Used Appliances – How to Make on Average \\$3000 to \\$5000 a Month](#)
6. [20 Page Appliance Repair Business Website – Everyone Needs a Website](#)
7. [Custom Appliance Repair Videos for Your Company](#)
8. [Complete Business Course Discount Bundle – All-in-One – Everything You Need to Have a Profitable Appliance Business from the Start](#)

Appliance Blue Book – Flat Rate Guide – Price Charts

Top Load Washing Machine – Service Charge= \$65 - \$85

Job Title	Flat Rate	Part Cost/ Part Number	Total with Parts Included
Motor Coupling	100 – 125	12.31 PN: 285753A	120 - 145
Agitator Repair Kit	110 – 125	3.95 PN: 285811	110 - 135
Inlet Valve	120 – 145	21.25 PN: 80040	135 - 165
Lid Switch Assembly	120 – 145	30.55 PN: 285805	150 - 175
Suspension Spring	100 - 115	2.92 PN: 63907	105 - 120
Direct Drive Drain Pump	110 – 130	32.35 PN: 3363394	145 - 165
Clutch	165 – 185	31.95 PN: 285785	200 - 220
Suspension Spring	95 - 125	3.35 PN: W10250667	100 - 130
Analog Timer	100 - 125	103.99 PN: WP8566184	215 - 235
Drain Hose	100 - 115	23.65 PN: W10189267	115 - 130
Drive Belt	115 - 135	21.33 PN: WE12M29	140 - 160
Agitator	100 - 125	79.95 PN: 3951744	185 - 215
Transmission	175 - 225	204.77	380 - 425
Inner Tub	175 - 200	159.61	335 - 360
Outer Tub	175 - 200	177.95	345 - 375

Top Load Washing Machine – Service Charge= \$65 - \$85

****Note** If Customer Purchase Parts – Still Charge Flate Rate for Labor**

Job Title	Flat Rate	Part Cost/ Part Number	Total with Parts Included
Supply Hose/ Fill Hose	95 - 125	26.22 PN: 8212487RP	120 - 145
Pressure Switch	110 – 125	72.93 PN: W10339251	185 - 215
Main Circuit Board	150 – 175	400.39 PN: W10189966	550 - 575
Drive Motor	150 - 185	141.98 PN: 279827	295 - 325
Timer Knob	95 - 125	30.00 PN: WP3402594	125 - 155
Selector Knob	95 125	29.92 PN: WP3402572	125 - 135
Door	100 - 115	131.82 PN: W10193861	235 - 245
Tub Seal & Bearing Kit	125 - 150	87.89 PN: W10435302	215 - 240
Terminal Kit	115 - 135	31.49 PN: 279318	145 - 165
Wire Connector	100 - 125	11.65 PN: WP2172937	115 - 125
Tub Ring	125 - 145	56.91 PN: W10215107	185 - 205
Tub to Pump Hose	100 - 125	20.44 PN: AEM73213001	125 - 145

Dishwasher – Service Charge= \$75 - \$95

Job Title	Flat Rate	Part Cost/ Part Number	Total with Parts Included
Circuit Board	125 - 150	275.80 PN: W10084141	400 - 425
Timer	110 - 135	86.61 PN: WD21X10155	200 - 225
Detergent Dispenser	110 - 135	84.33 PN: W10199696	195 - 225
Thermal Fuse	100 - 125	24.57 PN: W10258275	125 - 150
Door Gasket/Seal	100 - 125	48.62 PN: W11196317	155 - 175
Door Handle	100 - 125	34.52 PN: W10195738A	135 - 165
Heating Element	125 - 150	40.94 PN: W10518394	165 - 195
Door Cable	100 - 125	21.88 PN: 8194001	125 - 145
Door Hinge	115 - 135	30.44 PN: 5304513274	145 - 170
Drain Hose	110 - 135	15.78 PN: 8269144A	125 - 155
Inlet Hose	100 - 125	29.12 PN: W10878507	135 - 165
Timer Knob	95 - 125	24.96 PN: 9741853	120 - 150
Latch Assembly	100 - 125	28.62 PN: 5304516818	135 - 165
Drain Pump	125 - 150	57.66 PN: W10348269	185 - 215
Float Switch	100 - 125	28.24 PN: W10195039	135 - 155

Dishwasher – Service Charge= \$75 - \$95 (Page 2)

Job Title	Flat Rate	Part Cost/ Part Number	Total with Parts Included
Door Switch	95 - 125	11.08 PN: WD21X10261	115 - 135
High Limit Thermostat	100 - 125	19.35 PN: W10195091	125 - 150
Door Spring	95 - 125	22.74 PN: 8270182	120 - 135
Inlet Valve	115 - 145	59.43 PN: W10648041	175 - 205
Center Wash Arm Assembly	95 - 125	26.77 PN: 675808	125 - 145
Touch Pad	115 - 135	137.55 PN: W10243209	245 - 275
Rack Adjuster	100 - 125	34.27 PN: W10712394	140 - 165
Dishwasher Installation Remove Old & Install New	175 - 225	No Part – Labor Only	175 - 225
Terminal Block	100 - 125	18.41 PN: 00640476	125 - 145
Pump Clean Out	100 - 125	No Part – Clean Out Remove Debris	100 - 125
Dish Rack Replacement	100 - 125	130.63 PN: W10728159	225 - 245
Pump Filter	95 - 125	27.23 PN: W10872845	125 - 145
Leaking Supply Line	95 - 125	No Part – Tighten Supply Line Nut	95 - 125
Clogged Drain at Disposal	95 - 125	No Part – Clean Out at Disposal	95 - 125
Out Tub	150 - 200	151.66 PN: 154729401	305 - 355

****NOTE** If Customer Purchase Parts... You still charge the Flat Rate for Labor**

Electric Dryer - Service Charge = \$65 - \$85

Job Title	Flat Rate	Part Cost/ Part Number	Total with Parts Included
Thermal Fuse	95 - 125	8.48 PN: 3392519	105 - 140
Dryer Belt	110 - 125	14.94 PN: 341241	125 - 145
Drum Roller	100 - 115	11.10 PN: W10314173	115 - 135
Dryer Drum Slide, Glide or Pads	100 - 115	6.98 PN: WE1M504	120 - 130
Heating Element	110 - 135	45.27 PN: 279838	155 - 185
Door Switch	110 - 125	18.79 PN: WP3406107	135 - 155
Thermal Fuse Set – Cut Off & High Limit	115 - 130	48.52 PN: 279816	165 - 185
Lint Filter	100 - 115	30.06 PN: W10120998	140 - 155
Drum Bearing Kit	125 - 150	13.35 PN: 5303281153	145 - 165
Idler Pulley	115 - 135	21.87 PN: 279640	140 - 155
Door Catch	100 - 115	3.74 PN: W10111905	105 - 120
Idler Pulley Assembly	125 - 145	21.78 PN: W10837240	145 - 165
Drum Support Roller & Axle	115 - 125	26.58 PN: 4581EL2002C	145 - 165
Timer	125 - 145	114.95 PN: W10185982	240 - 265
Drive Motor	195 - 225	141.98	340 - 375

Electric Dryer - Service Charge = \$65 - \$85 (Page 2)

Job Title	Flat Rate	Part Cost/ Part Number	Total with Parts Included
Blower Wheel	110 - 125	42.36 PN: WP697772	155 - 175
Light Bulb 40 Watt	95 - 125	3.93 PN: 8009	100 - 125
Inner Door Panel	100 - 125	74.42 PN: 37001028	175 - 205
Duct Side Venting Kit	100 - 125	93.79 PN: 3911EZ9131X	195 - 215
Dryer Vent Exhaust	110 - 125	14.18 PN: 4396009RP	125 - 135
Dryer Air Duct	110 - 125	78.06 PN: W11117302	190 - 215
Dryer Blower Housing	115 - 130	53.54 PN: W10256512	170 - 185
Dryer Felt Seal	115 - 145	47.54 PN: 280114	165 - 195
Dryer Drum Assembly	125 - 150	198.70 PN: 3045EL1002S	325 - 350
Dryer Door Handle	110 - 125	27.85 PN: 3405184	140 - 155
Timer Knob	100 - 115	26.16 PN: WP688865	125 - 135
Selector Knob	100 - 115	8.77 PN: 131965300	110 - 125
Leveling Leg	100 - 115	6.95 PN: DC97-12150A	110 - 125
Bottom Panel	110 - 125	57.87 PN: 134321702	160 - 175
Power Cord	100 - 125	23.92 PN: PT600L	125 - 145

****NOTE** If Customer Purchase Parts... You still charge the Flat Rate for Labor**

Electric Stove/Range – Service Charge= \$65 - \$85

Job Title	Flat Rate	Part Cost/ Part Number	Total with Parts Included
Stove/Oven Control Board	125 - 150	188.23 PN: 316207511	315 - 345
Bake Element	100 - 125	30.01 PN: 316075103	135 - 165
Broil Element	100 - 125	38.74 PN: W10201551	145 - 175
Coil Surface Element	95 - 115	18.84 PN: 316442301	105 - 115
Coil Surface Element Kit	125 - 150	74.64 PN: 4392061	205 - 225
Oven Burner Drip Bowl	95 - 115	3.96 PN: 316048413	95 - 105
Terminal Block	100 - 125	19.02 PN: 9761958	125 - 155
Oven Bulb Replacement	95 - 110	7.42 PN: A3073101	95 - 110
Oven Grease Filter Replacement	95 - 115	21.03 PN: 707929	100 - 135
Power Cord	100 - 125	26.50 PN: PT500	135 - 155
Surface Element Switch	100 - 135	23.14 PN: 316436001	125 - 155
Oven Control Knob	95 - 125	16.09 PN: WPY700854	105 - 125
Oven Temperature Sensor	100 - 125	31.06 PN: 12001656	135 - 165
Oven Temperature Control Thermostat	125 - 150	65.55 PN: 316032411	185 - 215
Element Receptacle & Wire Kit	100 - 125	11.39 PN: 330031	115 - 145

Electric Stove/Range – Service Charge= \$65 - \$85 (Page 2)

Job Title	Flat Rate	Part Cost/ Part Number	Total with Parts Included
Door Panel	115 - 135	122.05 PN: WB56K38	240 - 260
Inner Door Glass	125 - 150	62.54 PN: 74003645	195 - 225
Oven Outer Door Glass	125 - 150	128.52 PN: W10118455	255 - 280
Oven Drawer Front	100 - 125	61.23 PN: W11219377	165 - 185
Oven Drawer Glide (2)	95 - 125	9.59 PN: WB2K68	105 - 135
Oven Door Handle	100 - 125	56.53 PN: 316443601	160 - 185
Oven Rack Replacement	95 - 125	44.11 PN: W10282492	135 - 155
Oven Overlay	100 - 125	17.05 PN: 316419137	115 - 135

****NOTE** If Customer Purchase Parts... You still charge the Flat Rate for Labor**

Front Load Washing Machine – Service Charge= \$75 - \$95

Job Title	Flat Rate	Part Cost/ Part Number	Total with Parts Included
Main Control Board	135 - 165	168.05 PN: 137005010	295 - 335
User Interface Display Board	135 - 165	105.21 PN: EBR32268105	245 - 275
Motor Control Board	150 - 200	287.09 PN: W10384843	440 - 495
Noise Filter	125 - 150	41.19 PN: EAM60930601	175 - 200
Tub Bearing Kit	175 -225	87.89 PN: W10435302	265 - 315
Detergent Dispenser	100 - 125	50.77 PN: W10015190	155 - 175
Door Assembly	145 - 175	190.67 PN: 3581ER1008Z	235 - 265
Rear Drum Bearing	200 - 250	185.96 PN: AJQ73413811	385 - 435
Rear Drum Support	150 - 200	100.15 PN: 4434ER0002D	250 - 300
Door Boot Seal/Gasket	135 - 165	128.61 PN: 8182119	265 - 295
Door Lock/Latch	115 - 135	78.95 PN: 131763256	195 - 225
Rotor Stator Assembly	150 - 175	180.33 PN: W10419333	330 - 355
Rotor Assembly	150 - 175	102.79 PN: 4413ER1003A	255 - 280
Rotor Position Sensor	125 - 150	34.39 PN: W10348269	165 - 195
Drain Pump	135 - 165	61.44 PN: 4681EA2001T	190 - 225

Front Load Washing Machine – Service Charge= \$75 - \$95 (Page 2)

Job Title	Flat Rate	Part Cost/ Part Number	Total with Parts Included
Shock Absorber	125 - 150	49.11 PN: W10822553	175 - 200
User Interface Control Panel	125 - 150	69.06 PN: 134496200	195 - 225
Power Cord	100 - 125	48.05 PN: W10820044	150 - 175
Pressure Switch	115 - 135	139.13 PN: W10415587	255 - 275
Leveling Leg	95 - 125	4.42 PN: W10001130	100 - 115
Heating Element	115 - 135	112.05 PN: W10426377	230 - 240
Touch Pad	100 - 125	82.65 PN: 8566625	185 - 205
Drive Belt	115 - 135	42.19 PN: 134051003	160 - 180
Inlet Valve	145 - 175	50.95 PN: 134371220	195 - 225
Terminal Wiring Kit	100 - 125	31.94 PN: 279318	135 - 160

****NOTE** If Customer Purchase Parts... You still charge the Flat Rate for Labor**

Gas Dryer – Service Charge = \$65 - \$85

Job Title	Flat Rate	Part Cost/ Part Number	Total with Parts Included
Main Circuit Board	115 - 145	145.98 PN: EBR36858801	260 - 290
Timer	100 - 125	134.24 PN: W10857612	235 - 260
Thermal Fuse	100 - 125	10.41 PN: 3392519	115 - 140
Belt	100 - 125	14.94 PN: 341241	115 - 145
Drum Roller	100 - 125	16.70 PN: 12001541	120 - 145
Drum Glide	95 - 125	6.98 PN: WE1M504	105 - 115
Gas Valve Solenoid	100 - 125	18.76 PN: 279834	120 - 145
Door Switch	95 - 110	18.79 PN: 3406107	115 - 135
Conversion Kit	100 - 125	21.14 PN: W10606694A	125 - 150
Dryer Valve Assembly	125 - 150	119.76 PN: 5221EL2002A	245 - 270
Gas Valve Assembly	125 - 150	152.84 PN: 306176	275 - 305
Gas Valve Solenoid Kit	125 - 150	101.45 PN: 12001348	235 - 255
Orifice	100 - 125	12.76 PN: 4948EL4001B	115 - 140
Burner Tube	115 - 135	54.24 PN: 33002793	170 - 190
Gas Valve Kit	100 - 125	236.85 PN: 280119	340 - 365

Gas Dryer – Service Charge = \$65 - \$85

Job Title	Flat Rate	Part Cost/ Part Number	Total with Parts Included
Gas Tube or Connector	115 - 135	42.40 PN: WE01X10202	160 - 175

****NOTE** See Price Chart for Electric Dryer for Remaining Prices on Parts**

****NOTE** If Customer Purchase Parts... You still charge the Flat Rate for Labor**

Refrigerator (Top Freezer) – Service Charge = \$65 - \$85

Job Title	Flat Rate	Part Cost/ Part Number	Total with Parts Included
Defrost Timer (Analog)	100 – 125	18.60 PN: W10822278	120 - 145
Thermostat (Defrost)	110 – 125	23.81 PN: W10225581	145 - 155
Temperature Cold Thermostat	125 – 145	84.72 PN: 2198202	215 - 235
Heater Assembly (Glass Tube)	125 – 150	47.26 PN: WR51X10055	175 - 200
Heating Element (Cattle Rod)	125 - 150	56.92 PN: 2323198	185 - 215
Water Filter	100 - 115	56.16 PN: EDR1RXD1	155 - 175
Ice Maker	110 - 135	138.17 PN: 4317943	235 - 265
Dispenser Kit	125 - 150	51.15 PN: W10823377	175 - 200
Run Capacitor (Compressor)	100 - 125	25.39 PN: 297286803	135 - 165
Refrigerator Door Gasket/Seal	125 - 150	54.37 PN: WR24X10231	185 - 215
Freezer Door Gasket	125 - 150	91.08 PN: 12550116Q	215 - 245
Evaporator Fan Blade	100 - 125	21.80 PN: 5308000010	125 - 145
Condenser Fan Blade	100 - 125	32.53 PN: W10139483	135 - 160
Evaporator Fan Motor	125 - 150	59.51 PN: 2315539	185 - 215
Condenser Fan Motor	125 - 150	86.07 PN: W10124096	215 - 245

Refrigerator (Top Freezer) – Service Charge = \$65 - \$85 (Page 2)

Job Title	Flat Rate	Part Cost/ Part Number	Total with Parts Included
Auger Motor	125 - 150	135.80 PN: 2252130	260 - 285
Door Hinge Kit	115 – 135	47.70 PN: 5303918455	165 - 185
Bottom Hinge Cam	115 - 135	31.90 PN: WR13X10020	155 - 175
Upper Door Hinge Cam	115 - 135	3.35 PN: 4430JJ2004A	120 - 135
Water Inlet Valve (Dual)	115 - 135	27.72 PN: 4318046	135 - 165
Single Water Inlet Valve	100 - 125	25.27 PN: 242252603	125 - 145
Water Inlet Valve (4 Port)	125 - 150	87.05 PN: 5221JA2006D	215 - 245
Temperature Sensor	100 - 125	26.44 PN: 240597203	135 - 155
Refrigerator Start Device	125 - 150	48.67 PN: W10613606	155 - 185
Overload Relay Kit	125 - 150	60.83 PN: 8201786	195 - 225
Refrigerator Compressor Replacement	250 - 350	301.16 PN: TCA35271202	565 - 675
Capillary Tube	200 - 250	258.20 PN: 5304421289	450 - 525
Refrigerator Condenser	200 – 250	151.12 PN: 67006131	350 - 415
Evaporator Coils Replacement	200 - 250	208.39 PN: 12001940	410 - 465
Refrigerator Filter Drier	150 - 200	57.95 PN: ADH73150207	215 - 265

****NOTE** If Customer Purchase Parts... You still charge the Flat Rate for Labor**

Refrigerator (Top Freezer) – Service Charge = \$65 - \$85 (Page 3)

Job Title	Flat Rate	Part Cost/ Part Number	Total with Parts Included
Heat ExChanger	175 - 225	238.21 PN: 5303918263	415 - 465
Water Filter Cover	100 - 125	35.07 PN: 67006331	145 - 165
Door Shelf Bin	100 - 115	30.16 PN: WP2187172	135 - 145
Drawer Support	125 - 150	19.30 PN: W10874836	145 - 175
Rear Panel	100 - 125	45.29 PN: 2188755	145 - 165
Control Panel	100 - 125	32.57 PN: WR17X12852	135 - 165
Damper Control Assembly	125 - 150	80.72 PN: 241600906	215 - 245
Ice Dispenser Kit	115 - 135	98.06 PN: 13005701B	215 - 245
Water Line Replacement	125 - 150	31.05 PN: 8201597	155 - 185
Water Tubing Coupler	100 - 125	18.07 PN: W11033771	125 - 145
Water Line Repair (Splicing with Coupler)	115 - 135	7.24 PN: MJU62070602	125 - 145
Hose Connector	100 - 115	13.94 PN: 2300868	115 - 125

****NOTE** If Customer Purchase Parts... You still charge the Flat Rate for Labor**