



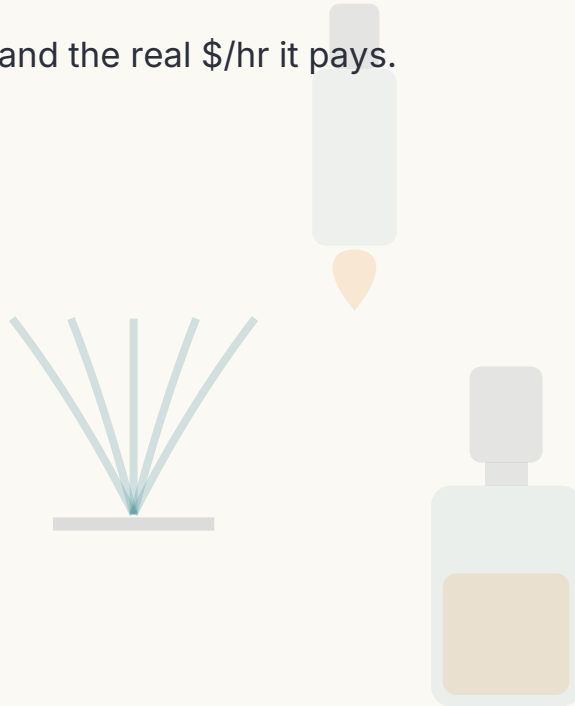
ARDENT WORKSHOP

AN ARDENT WORKSHOP PRODUCT

Service-Cost Calculator

What one service actually costs — and the real \$/hr it pays.

Free from Ardent Workshop



Cost per use — the number everything rests on

You buy supplies by the container and spend them by the client. Until you have made that conversion, a supply simply cannot appear in a price — the units do not match, so the brain skips it. This calculator makes the conversion, then builds one service price on top of it.

The three numbers

- Supplies. Container price ÷ how many services you get from it = your cost per use. Multiply by how much of one use the service takes.
- The room. Your overhead for a period ÷ the hours you actually work in it = your room cost per hour. Apply it to the service's chair time. Do not include product here — it is already costed per service, and counting it twice makes every service look worse than it is.
- Your time. The hourly you intend to earn after supplies and the room — treat it like a wage you are setting, not a hope.

A worked example

Supply	Container	Uses	Qty	Line cost
Classic lash tray	\$14.00	10	1	\$1.40
Lash adhesive	\$32.00	25	1	\$1.28
Table linens + disposables	\$40.00	80	1	\$0.50
Supply cost				\$3.18

At 120 minutes of chair time, a \$11.29/hour room (\$316 of overhead across 28 worked hours) adds \$22.57. Supplies + room + \$45/hour for your time gives a floor of \$116. At the \$140 charged in this example, the service returns \$57/hour — which clears the target.

THE SUGGESTED PRICE IS A FLOOR

It is what the service must clear to be worth doing, with nothing added for skill, demand, or reputation. A high-skill service should beat it by a wide margin. Judge a price by the real dollars-per-hour, never by the floor.

What this free tool does not do

This costs one service from three supply lines. The full Esthetician, Nail Tech & Lash Artist Studio Workbook prices your whole menu from a 22-supply cost-per-use library and an 87-line service build, so one supplier price change reprices everything it touches. It also logs appointments with what each one cost to deliver, tracks retail margin and your attachment rate, flags overdue clients who never rebooked, and nets it all to a take-home split by discipline — nine tabs in Excel and Google Sheets, plus five guides.

The living version of this workbook

A spreadsheet is a great place to learn your numbers and run a solo room. The day you add a second set of hands, or your product and retail stock start living across more than one file, a folder of spreadsheets starts to creak — and your client book lives in a tab you have to remember to update.

Keeping it straight from the start is far easier than untangling it later — so the time you save goes back to the room.

MEET ARDENT SELLER — RUN THE WHOLE OPERATION

Ardent Seller is inventory, sales, and client software for small operators — and it's the place this workbook graduates to. Your services and retail become tracked sales with their real costs; your supplies and backbar live in one place; and your income, margin, and clients are computed for you across the whole operation. There's a free plan to start. [Try it free at ardent seller.app](https://ardentseller.app) >

This workbook is one of many operator tools from Ardent Workshop — spreadsheets, planners, and toolkits for people who run the operation by hand. See them all at ardentworkshop.com.

A note on the numbers, and on scope. This workbook is a business reference, not licensed tax, accounting, legal, or clinical advice. Every figure in the examples is illustrative — your supply prices, uses per container, room rent, and tax rate are yours to set. Renting a room or a suite makes you self-employed: the workbook helps you set aside for taxes, but it does not file or calculate them. It is also not training or clinical guidance: your scope of practice, the treatments and product strengths you may perform, sanitation requirements, and your license and insurance obligations are set by your state board and are yours to meet. Confirm all of it with the appropriate qualified professional.

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