Interior Painting Business Working Workbook

Work, Money & Place | Local review edition | November 20, 2026

Editable blank forms come first. Completed fictional examples follow in a separate section. Make a copy of the blank master for your own business; case examples do not supply actual permissions, skill evidence or demand.

Each form is linked to the lessons that use it. Type in the blank response paragraphs, or print and write by hand. The complete course contains the full technical methods and reasoned exercise answers.

Blank working forms

F01 Starter offer and local viability

Choose a workable service before equipment commitments.

Lessons: L01. Use actual observations and conversations. Examples are fictional, not demand evidence.

Included service

List surfaces, method, access and result.

Response _____

_____

Excluded work

Name tasks that require a different offer.

Response _____

_____

Local evidence

Record dates, candidate rooms, whole route and matching-scope willingness.

Response _____

_____

Cash commitment

Compare practice, rental and purchase with actual quotes.

Response _____

_____

Decision and unresolved facts

Choose proceed, clarify or stop and name required evidence.

Response _____

_____

F02 Authority and early hazard review

Resolve legal scope and old-coating concerns before disturbance.

Lessons: L02. Do not treat customer statements as regulatory determinations.

Property and authorizer

Record property use, construction evidence and permission.
Response _____

_____

Permit and business lane

Record official source, date and exact scope.
Response _____

_____

Coating and material concerns

Record observations and qualified assessment needs.
Response _____

_____

Insurance and access conditions

Record actual coverage questions and safe access requirements.
Response _____

_____

Go or pause

Name the unresolved item and responsible next step.
Response _____

_____

F03 Kit and practice record

Prove a modest method before offering it.

Lessons: L03. Use actual tool instructions and permitted practice surfaces.

Selected kit

Separate reusable equipment, consumables, rental and missing items.
Response _____

_____

Practice surface and permission

Record substrate, coating history and permission.
Response _____

_____

Tasks demonstrated

Include protection, patch, primer, cut-in, roll and cleanup.
Response _____

_____

Inspection criteria

Describe observable finish and property protection.
Response _____

_____

Result and correction

Record actual reviewer feedback and next action.
Response _____

_____

F04 Client outreach and acquisition log

Track suitable inquiries and matching campaign economics.

Lessons: L04. Use only actual permission-based conversations in the learner copy. Do not store unnecessary household data.

Offer and proof

Write truthful profile copy and portfolio status.
Response _____

_____

Two week actions

Name channel, dates and permission basis.
Response _____

_____

Qualified inquiry definition

Define service area, scope and real purchasing conversation.
Response _____

_____

Campaign cash and population

Keep unrelated referrals and repeats separate.
Response _____

_____

CPL CAC and decision

Divide by the matching population and review owner time.
Response _____

_____

F05 Room inspection and scope

Convert the inquiry into an assessed surface and property record.

Lessons: L05. Obtain photo permission and retain unresolved conditions as open.

Included surfaces

Name each wall and excluded opening or surface.
Response _____

_____

Condition and evidence

Describe soundness, texture, sheen, repairs, stains and concerns.
Response _____

_____

Property and access

Record clearance, floor, furniture, pets, work zone and exits.
Response _____

_____

Sample and compatibility decision

Record method, permission, timing and observation.
Response _____

_____

Assessment conclusion

State stop, clarify or proceed with conditions.
Response _____

_____

F06 Wall takeoff and whole pack purchase

Trace dimensions through coating quantity and stock.

Lessons: L06. Use consistent units; do not treat floor area as wall area.

Wall dimensions

List lengths and heights.
Response _____

_____

Openings and net area

Record each excluded opening.
Response _____

_____

Coats coverage and allowance

State product range and chosen planning assumption.
Response _____

_____

Whole purchases

Round physical pack counts up and use actual all-in costs.
Response _____

_____

Actual use loss and remainder

Keep units and ownership clear.
Response _____

_____

F07 Quote and accepted financial baseline

Price the whole owner cycle and freeze the accepted plan.

Lessons: L07. Use the planner for calculations. Baseline values stay dated and static.

Price and tax classification

Record pretax revenue, customer tax and contract type.
Response _____

_____

Accepted baseline

Date, price, full owner minutes and complete economic cost.
Response _____

_____

Actual inputs

Record owner time, job cash, stock, allocations and processing.
Response _____

_____

Cash funding

Record opening cash, purchases, receipts and designations.
Response _____

_____

Economic result

Keep labor value and reserve distinct.
Response _____

_____

F08 Scope agreement and change authorization

Make the promise, conditions and change route reviewable.

Lessons: L08. Adapt terms for the actual business and law. Filled examples below belong only to the fictional P-2026-1120-v2 record; no real agreement or signature exists.

Work and products

Identify surfaces, repair limits, exact product and selected coats.

Response _____

_____

Exclusions and customer preparation

Identify furniture, occupancy and excluded surfaces.

Response _____

_____

Price payment and dates

State price, tax treatment, payment and conditional visits.

Response _____

_____

Drying care and access

Agree ventilation, household control and product-specific care.

Response _____

_____

Change or stop record

Record added scope, quote, schedule effect and accept/decline.

Response _____

_____

Parties and approval status

Record provider/customer, property, issue/validity dates and actual affirmative approval; never fabricate a signature.

Response _____

_____

F09 Protection and preparation log

Record that the surface and work zone are ready for the chosen system.

Lessons: L09. Do not disturb unknown older coatings or cover unresolved moisture.

Arrival confirmation

Record room clearance, existing damage and authorizer.
Response _____

_____

Protection and access

Record route, stable floor protection, ventilation and household controls.
Response _____

_____

Cleaning and repairs

Name selected method, product and actual quantity.
Response _____

_____

Drying dust and inspection

Record readiness evidence and any stop.
Response _____

_____

Actual minutes and variance

Record complete active preparation.
Response _____

_____

F10 Product and sample decision

Keep current instructions and compatibility evidence together.

Lessons: L10. Record actual labels and current technical/safety sheets. All filled dates, conditions, product record IDs and observations below are invented Case P teaching data. The full calendar is in Case P.

Product identification

Name base, sheen, color formula, batch and sheet date.

Response _____

_____

Primer and repair system

Match substrate and bare repairs to approved products.

Response _____

_____

Permitted sample

Record location, permission, timing and outcome.

Response _____

_____

Application and timing

Record instructions and actual conditions separately.

Response _____

_____

Care discrepancy and decision

Record conflicting guidance and conservative agreement.

Response _____

_____

Filled release schedule

For G1–G5, record last application time, actual conditions, observation, pass/hold, next task and delay action.

Response _____

_____

F11 Coat and material log

Show the application sequence and actual stock use.

Lessons: L11. Record each coat and actual drying gate; unattended waiting is not automatically labor.

Primer record

Product, area, time and readiness.

Response _____

_____

First finish coat

Start/finish, conditions, method and observed defects.

Response _____

_____

Second finish coat

Record interval, inspection, corrections and time.

Response _____

_____

Finish stock

Record issued, applied, lost and useful return.

Response _____

_____

Stop or next task

State unresolved defects and next permitted action.

Response _____

_____

Active time versus elapsed time

Reconcile the active blocks to owner time; add actual supervision, extra checks or visits.

Response _____

_____

F12 Cleanup waste and care handoff

Secure the site and explain remaining restrictions.

Lessons: L12. Confirm the actual commercial waste route before work; the example is not permission.

Waste type and receiver

Record classification, acceptance, packaging, fee and receipt.
Response _____
_____

Tool cleaning and transport

Record containment and product instructions.
Response _____
_____

Stock ownership

Record useful leftovers and transfer if agreed.
Response _____
_____

Room and care

Record finalcoat, ventilation, use limits and customer needs.
Response _____
_____

Customer handoff and follow up

Record open items, acknowledgement and included support.
Response _____
_____

F13 Acceptance payment and actual comparison

Close the order and retain the learning.

Lessons: L13. Use actual money dates and preserve the original estimate.

Acceptance and open items

Compare included scope under agreed viewing conditions.
Response _____

_____

Invoice and receipts

Record gross invoice, receipts, tax, fees and balance.
Response _____

_____

Refund or change

Record authorized amount and actual fee treatment.
Response _____

_____

Baseline variance

Compare price, time and complete costs without rewriting baseline.
Response _____

_____

Next estimate and follow up

Name one evidence-based change; record actual review permission.
Response _____

_____

F14 Complete order readiness

Make one evidence-based launch decision.

Lessons: L14. A critical unresolved requirement means pause, regardless of other completed fields.

Authority and suitable offer

Confirm scope, actual local requirements, coverage and hazard review.
Response _____

_____

Practical skill and controls

Demonstrate finish, access, property protection and waste handling.
Response _____

_____

Finance and capacity

Confirm the full cycle, purchase funding, price willingness and calendar.
Response _____

_____

Stress cases

Explain material, time, payment and no-sale effects.
Response _____

_____

Decision and next action

Choose proceed or pause with named evidence.
Response _____

_____

Completed fictional examples

All people, measurements, evidence, permissions, prices, conditions and outcomes are fictional teaching examples. No physical test or customer job occurred.

F01 Starter offer and local viability

Choose a workable service before equipment commitments.

Lessons: L01. Use actual observations and conversations. Examples are fictional, not demand evidence.

Included service

Assessed interior drywall walls, brush and roller, written preparation and care handoff.

Excluded work

No ceiling, trim, closet, cabinets, spraying, high access, moisture remediation or hazardous-coating remediation.

Local evidence

Teaching example only. No real inquiries, assessed rooms, willingness statements or bookings were collected.

Cash commitment

Illustrative $650 reusable-kit ceiling. No purchase authorized or made. Case P uses an already-owned kit.

Decision and unresolved facts

Paper case proceeds conditionally. A real launch still needs demonstrated skill, actual authority, coverage, demand and waste acceptance.

F02 Authority and early hazard review

Resolve legal scope and old-coating concerns before disturbance.

Lessons: L02. Do not treat customer statements as regulatory determinations.

Property and authorizer

Case P, fictional Austin residence built in 2005. The owner authorizes the four room walls only.

Permit and business lane

Austin lists painting as building-permit-exempt. Changed structural or electrical work is not authorized. Business obligations require separate confirmation.

Coating and material concerns

Fictional sound modern drywall. No suspect texture or unresolved moisture observed. Unknown older coatings would stop disturbance.

Insurance and access conditions

Case P assumes suitable separately demonstrated access skill. No insurer approval or actual credential is claimed.

Go or pause

Proceed within the fictional assessed lane only. Real eligibility must be established independently.

F03 Kit and practice record

Prove a modest method before offering it.

Lessons: L03. Use actual tool instructions and permitted practice surfaces.

Selected kit

Owned brush, frame, extension pole, safe access equipment, protection and containers. A $15 per-job reusable allocation is included.

Practice surface and permission

Fictional permitted modern drywall practice board. Safe access practice is separate from the coating trial.

Tasks demonstrated

Illustrative rehearsal covers all steps. This paper example records no real physical practice.

Inspection criteria

Even film, controlled edges, no runs or missed areas, protected floor, clean waste handling and a complete record.

Result and correction

Blank in the learner master. The fictional case assumes competence; no learner pass is inferred.

F04 Client outreach and acquisition log

Track suitable inquiries and matching campaign economics.

Lessons: L04. Use only actual permission-based conversations in the learner copy. Do not store unnecessary household data.

Offer and proof

Assessed local wall repainting, written scope and care handoff. Practice images are labeled as practice.

Two week actions

Days 1–4: prepare offer and samples. Days 5–7: five permission-based introductions. Days 8–12: qualify and follow up. Days 13–14: review.

Qualified inquiry definition

In area, likely eligible wall repaint, authorized contact, and a real timing and scope discussion.

Campaign cash and population

Fictional test: $60 spend, six qualified inquiries and two campaign bookings. No messages were sent.

CPL CAC and decision

$10 per qualified inquiry and $30 per campaign booking. Add an attributable job charge only if it is not already counted in overhead.

F05 Room inspection and scope

Convert the inquiry into an assessed surface and property record.

Lessons: L05. Obtain photo permission and retain unresolved conditions as open.

Included surfaces

Four walls. Ceiling, door and frame, window trim, baseboards and closet are excluded.

Condition and evidence

Fictional light eggshell on sound drywall, eight shallow nail holes, and no observed continuing dampness.

Property and access

Customer clears the light desk and small items. Pre-existing baseboard scuffs documented. Heavy moving excluded.

Sample and compatibility decision

Permitted sample using the selected system. Fictional acceptable appearance with no observed lift or bleed-through.

Assessment conclusion

Proceed after written scope, a cleared room, confirmed products, and a lawful commercial waste arrangement.

F06 Wall takeoff and whole pack purchase

Trace dimensions through coating quantity and stock.

Lessons: L06. Use consistent units; do not treat floor area as wall area.

Wall dimensions

Two 12-foot walls and two 14-foot walls, all eight feet high. Gross wall area 416 square feet; floor area 168 square feet.

Openings and net area

Door 3 × 7 = 21 square feet. Window 4 × 4 = 16 square feet. Net wall area 379 square feet.

Coats coverage and allowance

Two finish coats, 758 coat-square-feet, a 350-square-foot-per-gallon planning rate, and 10% loss allowance give 2.3822857143 gallons.

Whole purchases

Three one-gallon finish packs at $45; one gallon primer at $20; 16-fluid-ounce patch at $8; 60-yard tape at $8; one cover at $8. Total $179.

Actual use loss and remainder

Finish 2.20 gallons used plus 0.20 lost, leaving 0.60. Primer 0.10 used plus 0.02 lost, leaving 0.88. Total stock consumption and loss $125.125.

F07 Quote and accepted financial baseline

Price the whole owner cycle and freeze the accepted plan.

Lessons: L07. Use the planner for calculations. Baseline values stay dated and static.

Price and tax classification

$900 residential lump-sum repair and repaint. No customer sales tax. Contractor material costs include assumed purchase tax.

Accepted baseline

2026-11-20: $900 price, 660 owner minutes, $563.425 economic cost, and $336.575 before-reserve result.

Actual inputs

720 minutes at $30 per hour; $40 job cash; $125.125 stock; $6 vehicle; $15 equipment; $20 overhead; $27.30 processing fee.

Cash funding

$1,500 opening cash, $179 stock purchase, $900 receipt, $2,153.70 closing cash, $35 business reserve, and $2,118.70 free modeled cash.

Economic result

Actual cost $593.425. Profit before reserve $306.575. After-reserve management remainder $271.575. These are not personal take-home pay.

F08 Scope agreement and change authorization

Make the promise, conditions and change route reviewable.

Lessons: L08. Adapt terms for the actual business and law. Filled examples below belong only to the fictional P-2026-1120-v2 record; no real agreement or signature exists.

Work and products

Included lump-sum scope: assess and repaint only the four walls of one 12 × 14 × 8-foot room in the fictional 2005 residence; net wall area 379 square feet after one 3 × 7-foot door and one 4 × 4-foot window opening. Protect the floor and route; remove the case's surface dust; repair eight shallow nail holes under 1/8 inch deep with DAP DRYDex; wet-sand as appropriate, remove residue and re-dry; spot-prime bare repaired areas with BEHR No. 73; apply two coats of BEHR Premium Plus Interior Eggshell No. 2050, approved factory Ultra Pure White (UPW); include controlled cleanup, stock/waste record, agreed visual acceptance and written product/care handoff. Useful leftover business stock stays with the provider.

Exclusions and customer preparation

Excluded: ceiling, trim, door/frame, window trim, closet, heavy furniture moving, deep or moving cracks, skim coating, stain remediation, moisture or coating-failure repair, hazardous coating disturbance, spraying, high-access and specialty work. The optional closet price of $150 is declined and excluded from this record. If assessment or preparation exposes an unsuitable surface or changed scope, pause and provide a written scope/price/tax/date decision before changed work; this estimate authorizes no automatic extra charge.

Price payment and dates

Price before customer sales tax: $900.00. Customer sales tax for this selected Texas residential lump-sum remodeling lane: $0.00. Total due: $900.00. Contractor supply costs already include assumed purchase tax. No deposit; one $900 payment is due after agreed acceptance and invoice. No payment has occurred. The fictional processing fee is a provider expense, not an added customer charge. The estimate is a teaching record, not legal or tax advice for a different contract/location. Target access windows: November 23, 2026, 09:00–17:00 and November 24, 09:00–12:30, conditional on all G1–G5 gates in the attached Case P calendar. Customer clears small belongings and the light desk before arrival and keeps household members/pets outside the controlled room; provider confirms protection, safe access and ventilation. The accepted labor estimate is 660 complete owner minutes including offsite tasks and travel; it is not 660 continuous onsite minutes. The later actual record is 720 minutes because preparation takes 60 more minutes within scope, with no customer surcharge. Unattended drying/breaks are not active labor; any real extra supervision/visit requires actual time and a schedule/cost decision.

Drying care and access

Completion boundary: inspect the included walls under agreed ordinary room lighting when they can be assessed without damaging the fresh film; document open appearance items before final acceptance. The fictional acceptance/handoff target is November 24, 12:00–12:15, subject to actual readiness, not guaranteed by elapsed time. No washing before December 22, 2026, 11:00 under this conservative four-week case plan; confirm current product advice if earlier cleaning is needed. Touch-dry/recoat/cure and household occupancy are separate decisions; no universal occupancy time or health clearance is promised. Provider records care follow-up with permission. Customer and provider names here are typed identifiers only, not signatures.

Change or stop record

Optional closet proposal of $150 declined. No changed work or money enters Case P. Unexpected unsuitability pauses work.

Parties and approval status

FICTIONAL ACCEPTED ESTIMATE / BOOKING RECORD — P-2026-1120-v2. Issued November 20, 2026; quote valid through November 27, 2026. Provider: Clear Corner Painting, an invented teaching business, office@clearcorner.example.com. Customer: Morgan Ellis, morgan.ellis@example.com. Property: 18 Example Lane, Austin, Texas (invented address, no actual customer or property). Status: accepted within the fictional scenario by a recorded written “I agree” on November 20; no actual message, signature, payment or booking exists. Signature field: not used in this teaching example.

F09 Protection and preparation log

Record that the surface and work zone are ready for the chosen system.

Lessons: L09. Do not disturb unknown older coatings or cover unresolved moisture.

Arrival confirmation

Fictional room cleared. Owner confirms four walls. Existing baseboard scuffs recorded.

Protection and access

Clear exit, stable protected floor, safe access footprint, children and pets outside the work zone, and contained material station.

Cleaning and repairs

Case P: dust only, no dirt/grease deposit found. Damp-cloth dust removal followed by drying; this is not a grease-cleaning method. If dirt/grease existed, the selected BEHR pages require detergent wash, rinse and dry, with actual cleaner compatibility/instructions resolved. Eight shallow holes: DAP DRYDex 2 fl oz used + 0.25 fl oz loss.

Drying dust and inspection

Fictional November 23: G1 at 11:00 fails because pink remains; recheck 12:00 passes with all white/no pink and dry observation. Wet sand/residue pickup 12:05–12:25. G2 at 12:50–12:55 confirms clean/sound/dry again. No universal fixed re-drying time; any wet/soft area blocks primer.

Actual minutes and variance

180 minutes actual versus 120 allowed. Extra 60 minutes within original scope, not an unapproved customer charge.

F10 Product and sample decision

Keep current instructions and compatibility evidence together.

Lessons: L10. Record actual labels and current technical/safety sheets. All filled dates, conditions, product record IDs and observations below are invented Case P teaching data. The full calendar is in Case P.

Product identification

Case P: BEHR Premium Plus Interior Eggshell No. 2050, factory Ultra Pure White (UPW), no added tint, May 2025 TDS checked November 20, 2026. P-2050-A is an invented inventory ID, not a real manufacturer batch. Real work needs actual container/lot evidence.

Primer and repair system

DAP DRYDex 16 fl oz tub for eight shallow holes under 1/8 inch; August 2024 TDS. BEHR Drywall Plus No. 73 on bare repairs. November 23 G1: 11:00 pink/blocked; 12:00 white/no pink/dry observation/pass. After wet sanding G2 at 12:50–12:55: clean/sound/dry again/pass. Missing evidence would block primer.

Permitted sample

Case P representative discreet modern-drywall sample and color/sheens already approved in the fictional assessment. November 23 at 12:55 review: no observed lift or bleed-through and light UPW eggshell appearance acceptable. Invented outcome, not a long-term adhesion proof.

Application and timing

Fictional air/wall 77°F, RH 50%; permitted brush/roller system without thinning. No. 73 applied 13:10–13:30 on November 23; G3 14:30–14:40 follows its published one-hour topcoat floor and a passed dry/appearance check. Current No. 73 page states 50–90°F application but its linked TDS timing conditions were unreadable in this review: real label/TDS confirmation is required, not an invented 77°F/50% primer basis. No. 2050 finish reference: 2-hour recoat at 77°F/50% RH, adjusted to actual conditions and film.

Care discrepancy and decision

Reviewed finish TDS lists four-week full cure and a two-week cleaning caution. Case P uses four weeks without washing and requires current manufacturer confirmation for an earlier need.

Filled release schedule

G1 filler dry: Nov 23 11:00 HOLD, 12:00 PASS. G2 after wet sanding: 12:50–12:55 PASS. G3 primer ready: 14:30–14:40 PASS. Coat one 14:40–16:40. G4 coat-one readiness Nov 24 09:00 PASS, then coat two block 09:00–11:00. G5 appearance/handoff 12:00–12:15, conservative no-washing date Dec 22 11:00. All passes fictional; actual failed gates postpone the task and customer target.

F11 Coat and material log

Show the application sequence and actual stock use.

Lessons: L11. Record each coat and actual drying gate; unattended waiting is not automatically labor.

Primer record

Visit A, 12:55–13:10: exact product/approved sample review and primer setup. 13:10–13:30: apply BEHR Drywall Plus No. 73 to the bare repaired areas. 13:30–13:45: active application inspection, stock and system checks. 13:45–14:30: unattended drying, not labor. 14:30–14:40 gate G3 and tool checks: the last primer area has had at least the current product page's one-hour topcoat interval; the fictional film is dry and acceptable under the recorded conditions, with no lift or bleed-through. The current container/TDS must confirm the actual interval and conditions before a real job. Product checks/application total 60 active minutes. A clock or touch check alone cannot overrule the actual instructions. Primer stock: 0.10 gal applied + 0.02 gal lost; 0.88 gal useful return.

First finish coat

Visit A, 14:40–16:40: first BEHR Premium Plus Interior Eggshell No. 2050 finish coat, 120 active minutes. Record completion at 16:40 for the last coated area. Leave the controlled room to dry unattended overnight. The finish TDS's two-hour recoat reference at 77°F/50% RH is a minimum scheduling floor in those reference conditions; colder, more humid or thicker-film work may take longer. The example chooses the next day and does not count unattended time as owner labor. Fictional product P-2050-A (inventory ID only); no observed lift or contamination.

Second finish coat

Visit B, November 24, 09:00–11:00: gate G4 at 09:00 checks conditions, first-coat dryness, hide, edges, contamination and repaired areas before any new paint. The last first-coat area has had 16 hours 20 minutes, but elapsed time alone is insufficient. The fictional check finds it dry and acceptable, so the second coat follows; the gate, minor missed-area correction and application together use 120 active minutes. Record the last second-coat area complete at 11:00. An unexpected soft film, lift or stain would block the coat and trigger reassessment.

Finish stock

Three gallons purchased, 2.20 applied, 0.20 lost, and 0.60 retained as business stock.

Stop or next task

Visit B, 11:00–11:30: controlled cleanup and stock/waste record. 11:30–12:00: unattended drying without active duty. 12:00–12:15 gate G5 and handoff: appearance is reviewed without rubbing the fresh film; the fictional customer accepts the included walls under agreed room lighting, with no open appearance item. Cleanup and handoff total 45 active minutes. One hour after coat two is only the finish's reference touch time; it is not full cure, a washing release or universal occupancy clearance. Use the four-week no-washing care plan through December 22, 2026, 11:00, and confirm current manufacturer guidance for any earlier cleaning need.

Active time versus elapsed time

Time reconciliation: Visit A 180 preparation + 60 primer/checks + 120 coat one = 360 active minutes. Visit B 120 coat two/checks + 45 cleanup/handoff = 165. Other complete owner time remains 195 minutes: inquiry/estimate 20, assessment 30, assessment travel 30, purchase/loading/travel 40, both

work-visit round trips 60, invoice/bookkeeping/follow-up 15. Total 720 minutes. Unattended breaks and drying are calendar only; any real additional supervision, working wait, travel or visit must be recorded and costed. The accepted 660-minute baseline and its $900 price stay unchanged; the 60-minute preparation overrun explains the actual 720.

F12 Cleanup waste and care handoff

Secure the site and explain remaining restrictions.

Lessons: L12. Confirm the actual commercial waste route before work; the example is not permission.

Waste type and receiver

Fictional commercial route allowance $20. No actual receiver approval or receipt is claimed. Austin household hazardous-waste service excludes business waste.

Tool cleaning and transport

Warm soapy-water cleaning with contained waste. No discharge of paint to unapproved drains. Secured labeled containers.

Stock ownership

Business retains 0.60 gallon finish, 0.88 gallon primer, 13.75 fluid ounces patch and 18 yards tape. Customer receives the product record.

Room and care

Case P uses agreed ventilation and a four-week no-washing care plan. Dry-to-touch is not full cure or occupancy clearance.

Customer handoff and follow up

Fictional owner receives care and product notes. One planned follow-up. New scope or unrelated damage is separately assessed.

F13 Acceptance payment and actual comparison

Close the order and retain the learning.

Lessons: L13. Use actual money dates and preserve the original estimate.

Acceptance and open items

Fictional walls accepted after a minor missed-area correction. Closet untouched. Baseboard scuffs remain documented as pre-existing.

Invoice and receipts

$900 invoice, $900 one-payment receipt, $0 customer tax, $27.30 fee and $0 balance.

Refund or change

Base case has no refund. A separate $100 refund illustration retains the $27.30 original fee and reduces the before-reserve result to $206.575.

Baseline variance

660 baseline versus 720 actual minutes. A 60-minute adverse variance gives a $30 lower economic result.

Next estimate and follow up

Allow more assessed preparation time on similar walls. Request one care follow-up with permission. No invented review or repeat booking.

F14 Complete order readiness

Make one evidence-based launch decision.

Lessons: L14. A critical unresolved requirement means pause, regardless of other completed fields.

Authority and suitable offer

Fictional case illustrates a narrow eligible lane. Real business facts remain learner-specific.

Practical skill and controls

Paperwork does not prove physical competence. Actual practice and appropriate feedback are required.

Finance and capacity

Case P has 720 active minutes across two visits and $179 stock cash. Credible matching-scope willingness still requires real evidence.

Stress cases

250-square-foot-per-gallon coverage requires four finish packs. Two extra owner hours cost $60. Two payments add $0.30 fee. No-sale assessment loss is $73.

Decision and next action

Proceed only when all critical facts and demonstrations are actual. Otherwise identify and resolve each open condition.