

Freelance rate worksheet

Companion to calc.desklinehq.com — capture your take-home goal, hours, and haircuts.

1. Your planning inputs

Annual take-home goal (\$)

What you want to keep after tax

Billable hours / week

Hours you actually sell, not hours at desk

Working weeks / year

Often 44–48 after time off

Tax set-aside (%)

Illustrative — not tax advice

Platform / payment fees (%)

e.g. Stripe, marketplace cuts

Overhead / non-billable (%)

Admin, sales, tooling

Buffer / profit cushion (%)

Optional safety on required revenue

Hours in a work day

For day-rate conversion

2. Suggested rates (fill after calc or by hand)

Hourly rate (\$)

From take-home → hours after haircuts

Day rate (\$)

Hourly × hours/day

Weekly rate (\$)

Illustrative planning figure

3. Notes for next quote
