



**PAINTING  
CONTRACTORS  
ASSOCIATION**

# JON BRYANT

PaintScout



## PCA EXPO 2025 SPEAKER

Workshop: Gain a Clear Understanding of How to Estimate Using Production Rates

JON CO-FOUNDED PAINTSCOUT IN 2018, AFTER GROWING ONE OF WESTERN CANADA'S LARGEST RESIDENTIAL PAINTING COMPANIES FOR MORE THAN 10 YEARS. HE WENT FROM GUESSTIMATING, TO PRICING BASED ON PREVIOUS PROJECTS OR MARKET RATES, TO FINALLY FINDING THE RIGHT APPROACH: TIME-BASED ESTIMATION (ALSO CALLED PRODUCTION RATE ESTIMATION). HE SOON DISCOVERED THAT, WHILE SOME ESTIMATING SOFTWARE EXISTS FOR GENERAL CONTRACTORS, THERE WASN'T ANYTHING DESIGNED TO SOLVE A CRITICAL PROBLEM IN THE PAINTING INDUSTRY: HOW TO PROPERLY PRICE AND SELL PAINTING PROJECTS QUICKLY AND CONSISTENTLY, DELIVER AN AWESOME PROPOSAL AND CREATE A WORK ORDER TO LET THE TEAM GET THE JOB DONE PROFITABLY. TODAY, WITH THE HELP OF A SOLID TEAM, PAINTSCOUT SERVES AN AWESOME COMMUNITY OF PAINTING CONTRACTORS WORLD-WIDE, AND HAS HELPED DELIVER OVER 500,000 ESTIMATES THAT HAVE CREATED OVER \$1.3 BILLION DOLLARS IN PAINTING SALES. JON HAS BEEN FEATURED IN AND WRITTEN ARTICLES FOR A NUMBER OF TRADE MAGAZINES, SPOKEN ON THE TOPIC OF SALES AND ESTIMATION, AND IS PASSIONATE ABOUT IMPROVING THE PAINTING INDUSTRY AS A WHOLE.