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**MULTI POINT
INSPECTION
NEED**

STEVE SHAW UNIVERSITY

esqu



MPI OBJECTIONS

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.



SALE

SELLING

VS



BUYING

WHICH IS BETTER **BUYING OR SELLING**



BUYING MOTIVES

FEAR OF LOSS

_____ %

AVERAGE CLOSING
RATIO _____ %

HOPE FOR GAIN

_____ %

_____ + _____ = SALE



IMPACT WORDS

DO

IMPORTANT

VITAL

REQUIRED

NECESSARY

DON'T

TELL

SHOULD

RECOMMEND

DUE (OVER)



PRE MULTI POINT INSPECTION

TO PERFORM

PRIME ITEM

TO REVIEW RESULTS

WHY PERMISSION?



MULTI POINT INSPECTION

1. _____

GREEN _____

RED _____

2. _____

3. _____



CUSTOMER REPSONSES

1. _____

OR

2. _____



\$
QUOTE



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