

MULTI POINT
INSPECTION
NEED

STEVE SHAW UNIVERSITY





# MPI OBJECTIONS

1.			
2.			
3.			
4.			
<b>4. 5.</b>			
6.			
7.     8.			
9.			
10.			

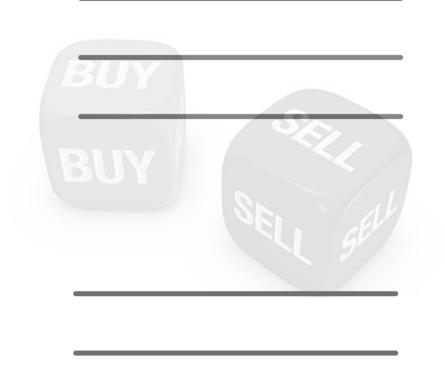


## SALE

**SELLING** 

VS

**BUYING** 



WHICH IS BETTER BUYING OR SELLING



## **BUYING MOTIVES**

FEAR OF LOSS

%

AVERAGE CLOSING RATIO %

### **HOPE FOR GAIN**



\_\_\_\_ + \_\_\_ = SALE



### IMPACT WORDS

DO

**DON'T** 

VITAL

REQUIRED

NECESSARY

TELL
SHOULD
RECOMMEND
DUE (OVER)



## PRE MULTI POINT INSPECTION

**TO PERFORM PRIME ITEM TO REVIEW RESULTS** WHY PERMISSION?



## MULTI POINT INSPECTION

1.				
	CDEEN			
2.				
3.				



## **CUSTOMER REPSONSES**

1.

OR OR



\$ QUOTE



#### MULTI-POINT VEHICLE INSPECTION CHECKLIST

Dealer Name:		Date:			
Customer Name:		Year/Model:			
Mileag	e:VIN: LILILI	Repair Order #:			
	e Advisor:	Technician:			
REPO	RT CARD	TIRES			
	PASS INSPECTION	Left Front Right Front			
1		Tire Tread 32nds Tire Tread 32nds			
	FAIL INSPECTION INTERIOR / EXTERIOR	Wear Pattern Wear Pattern			
-	Head Lights / Tail Lights / Turn Signals / Brake Lights Hazard Warning Lights / Exterior Lamps	Tire Pressure psi Tire Pressure psi			
		Left Rear Right Rear			
-	Windshield Washer Spray / Wiper Blades	Tire Tread 32nds Tire Tread 32nds			
-	Windshield Condition (Inspect for Cracks, Chips, or Fitting)	Wear Pattern Wear Pattern			
	Uphoistery / Carpet / Floor Mats / Mirrors / Glass	Tire Pressure psi Tire Pressure psi			
	Emergency Brake Adjustment	THE PIESSURE DOI:			
	Horn Operation	☐ Wheel balance needed ☐ Alignment check needed ☐			
	Fuel Tank Cap Gasket	BRAKES			
	In-Cabin Microfliter (if equipped)	Brake Inspection Not Performed This Visit			
	Clutch Operation (if equipped)	Left Front Brake LiningmmFront Disc Brakes			
	Dome light / Amp	Left Rear Brake Liningmm 137 64 30			
	Light Dimmer	Right Front Brake Lining mm Rear Drum Brakes			
	Parking Brake Operation	Right Rear Brake Uningmm 4-3 2 1-0			
	Check Driver's floor mat	BATTERY PERFORMANCE			
	UNDER HOOD	Battery Terminals / Cables / Mountings			
	Fluid Levels: Oil / Coolant / Battery / Power Steering Brake / Clutch / Washer / Automatic Transmission	Check Condition of Battery (Storage Capacity Test)			
	Engine Air Fitter	Good Replace			
	Drive Belts (condition and adjustment)				
	Engine Coolant System	PLEASE INDICATE BODY DAMAGE / WEAR			
	Cooling System Hoses / Heater Hoses / Air Conditioning Hoses and Connections				
	Radiator Core and Cap				
	UNDER VEHICLE				
	Shock Absorbers / Suspension				
	Steering Gear Box / Linkage and Boots / Ball Joints / Dust Covers				
	Muffler / Exhaust Pipes / Mountings				
	Engine Oil and/or Fluid Leaks				
	Brake Lines / Hoses / Parking Brake Cable				
	Drive Shaft Boots / Constant Velocity Boots / U-Joints /				
	Transmission Linkage (if equipped) Transmission / Differential / Transfer Case (Check Fluid Level, Fluid Condition and Fluid Leaks)				
	Fuel Lines and Connections / Fuel Tank Band / Fuel Tank Vapor Vent System Hoses				
STATE	INSPECTION EXPIRES:	COMMENTS:			
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		pal .			

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#### PASS / FAIL ELEVATES THE DEALER MPI TO HIGHER STATUS

**\*"LIKE STATE INSPECTION"** 



# NOTES



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