206

MULTI POINT INSPECTION NEED

STEVE SHAW UNIVERSITY


SSU

1

MPI OBJECTIONS

1.

2.

3.

4.

5.

6.

7.

8.

9.

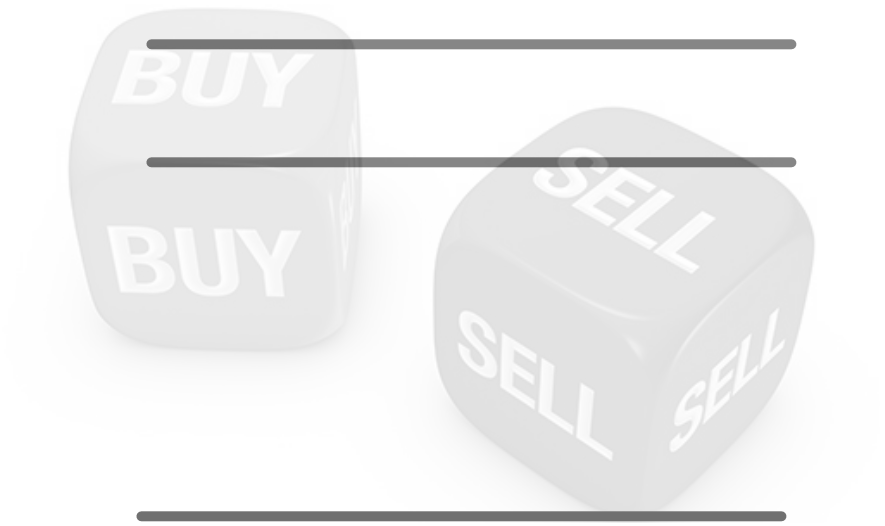
10.

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	DON'T
IMPORTANT	TELL
VITAL	SHOULD
REQUIRED	RECOMMEND
NECESSARY	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

MULTI-POINT VEHICLE INSPECTION CHECKLIST

Dealer Name:_____ Date:_____

Customer Name:_____ Year/Model:_____

Mileage:_____ VIN: | | | | | | | | | | | | | | | | | Repair Order #:_____

Service Advisor:_____ Technician:_____

REPORT CARD

PASS INSPECTION

FAIL INSPECTION

		INTERIOR / EXTERIOR
☐	☐	Head Lights / Tail Lights / Turn Signals / Brake Lights Hazard Warning Lights / Exterior Lamps
☐	☐	Windshield Washer Spray / Wiper Blades
☐	☐	Windshield Condition (Inspect for Cracks, Chips, or Fitting)
☐	☐	Upholstery / Carpet / Floor Mats / Mirrors / Glass
☐	☐	Emergency Brake Adjustment
☐	☐	Horn Operation
☐	☐	Fuel Tank Cap Gasket
☐	☐	In-Cabin Microfilter (If equipped)
☐	☐	Clutch Operation (If equipped)
☐	☐	Dome light / Amp
☐	☐	Light Dimmer
☐	☐	Parking Brake Operation
☐	☐	Check Driver's floor mat
		UNDER HOOD
☐	☐	Fluid Levels: Oil / Coolant / Battery / Power Steering Brake / Clutch / Washer / Automatic Transmission
☐	☐	Engine Air Filter
☐	☐	Drive Belts (condition and adjustment)
☐	☐	Engine Coolant System
☐	☐	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:

TIRES

Left Front		Right Front	
☐	Tire Tread_____32nds	☐	Tire Tread_____32nds
☐	Wear Pattern_____	☐	Wear Pattern_____
☐	Tire Pressure_____psi	☐	Tire Pressure_____psi
Left Rear		**Right Rear**	
☐	Tire Tread_____32nds	☐	Tire Tread_____32nds
☐	Wear Pattern_____	☐	Wear Pattern_____
☐	Tire Pressure_____psi	☐	Tire Pressure_____psi

☐ Wheel balance needed ☐ Alignment check needed

BRAKES

☐ **Brake Inspection Not Performed This Visit**

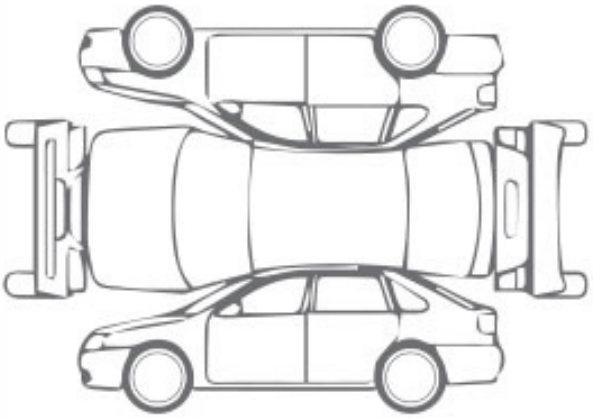
☐	Left Front Brake Lining _____ mm	Front Disc Brakes	12-7 mm, 6-4 mm, 3-0 mm
☐	Left Rear Brake Lining _____ mm		
☐	Right Front Brake Lining _____ mm	Rear Drum Brakes	4-3 mm, 2 mm, 1-0 mm
☐	Right Rear Brake Lining _____ mm		

BATTERY PERFORMANCE

☐	☐	Battery Terminals / Cables / Mountings	
☐	☐	Check Condition of Battery (Storage Capacity Test)	

Good ☐ Replace ☐

PLEASE INDICATE BODY DAMAGE / WEAR



COMMENTS:

_____

_____

_____

PASS / FAIL ELEVATES THE DEALER MPI TO HIGHER STATUS

*"LIKE STATE INSPECTION"

NOTES

CONTACT

www.steveshawuniversity.com

(424) 237-4973

Steve@SteveShawTraining.com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