



206

**MULTI POINT
INSPECTION
NEED**

STEVE SHAW UNIVERSITY

esv



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

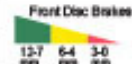
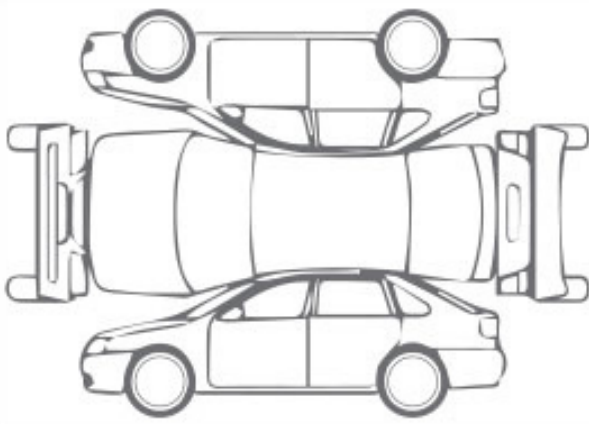


MULTI-POINT VEHICLE INSPECTION CHECKLIST

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
☐ Left Rear Brake Lining _____ mm	
☐ Right Front Brake Lining _____ mm	 Rear Drum Brakes
☐ 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: _____

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PASS / FAIL ELEVATES THE DEALER MPI TO HIGHER STATUS

*"LIKE STATE INSPECTION"



NOTES

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