

MULTI POINT
INSPECTION
NEED

STEVE SHAW UNIVERSITY





MPI OBJECTIONS

| 1. | | | |
|-----|--|--|--|
| 2. | | | |
| 3. | | | |
| 4. | | | |
| 5. | | | |
| 6. | | | |
| 7. | | | |
| 8. | | | |
| 9. | | | |
| 10. | | | |

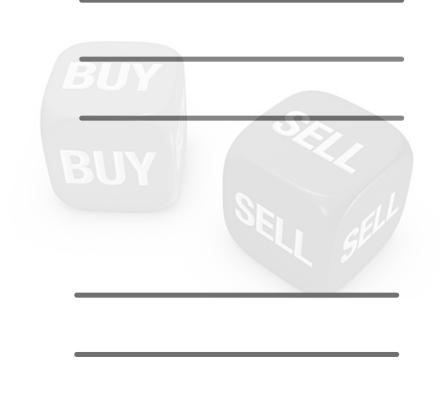


SALE

SELLING

VS

BUYING



WHICH IS BETTER BUYING OR SELLING



BUYING MOTIVES

FEAR OF LOSS

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. | | | | |
|----|--------------------|--|--|---|
| | | | | |
| | | | | |
| | GREEN _. | | | - |
| | RED . | | | - |
| 2. | | | | |
| | | | | |
| | | | | |
| 3. | | | | |
| | | | | |
| | | | | |
| | | | | |



CUSTOMER REPSONSES

1.

OR



\$ QUOTE



MULTI-POINT VEHICLE INSPECTION CHECKLIST

| Dea | aler | Name: | Date: |
|----------|------|---|--|
| Cus | tom | ner Name: | Year/Model: |
| Mile | age | e:VIN: LILILI | Repair Order #: |
| | _ | Advisor: | Technician: |
| RE | POR | T CARD | TIRES |
| | | PASS INSPECTION | Left Front Right Front |
| | | | Tire Tread 32nds Tire Tread 32nds |
| П | Г | FAIL INSPECTION | Wear Pattern Wear Pattern |
| <u>+</u> | ± | INTERIOR / EXTERIOR Head Lights / Tall Lights / Turn Signals / Brake Lights | Tire Pressure psi Tire Pressure ps |
| | - | 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) | Tire Tread32ndsTire Tread32nds |
| | | Uphoistery / Carpet / Floor Mats / Mirrors / Glass | Wear Pattern Wear Pattern |
| | | Emergency Brake Adjustment | Tre PressurepsiTre Pressureps |
| | | 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 Lining mm Front Disc Brokes |
| | | Dome light / Amp | Left Rear Brake Liningmm 137 64 30 |
| | | Light Dimmer | Right Front Brake Lining mm Rear Drum Brakes |
| | | Parking Brake Operation | |
| | | Check Driver's floor mat | Right Rear Brake Liningmm 4-3 2 1-0 mm |
| _ | | UNDER HOOD | |
| | | Fluid Levels: Oil / Coolant / Battery / Power Steering Brake / Clutch / Washer / Automatic Transmission | Battery Terminals / Cables / Mountings Check Condition of Battery (Storage Capacity Test) |
| | | Engine Air Filter | Good Replace |
| | | Drive Bells (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, | 60 |
| | | Fiuld Condition and Fiuld Leaks) Fuel Lines and Connections / Fuel Tank Band / Fuel Tank | |
| STA | TE | Vapor Vent System Hoses INSPECTION EXPIRES: | COMMENTS: |
| _ | | | |
| | | | 2 |

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PASS / FAIL ELEVATES THE DEALER MPI TO HIGHER STATUS

***"LIKE STATE INSPECTION"**



NOTES



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