MMR / DEALER CHECKLIST

Picks and Capos: Fit Them Before You Sell Them

Two small accessories deserve a short, useful demonstration.

Pick comparison

Use one instrument and one phrase. Record material/model, thickness, grip, flexibility, and attack observations for up to three options.

Capo fit

Instrument / neck width / fingerboard type / number of strings / maker compatibility.

Demonstrate

Install close behind fret. Check straight placement, clean sound, and tuning. Adjust pressure if available.

Customer repeats

Remove and refit. Play every string and the same chord. Explain shape versus sounding chord.

Handoff

Selected models / fitting notes / exchange terms explained / gift recipient instrument confirmed or unknown.

Name / class or store: _____ Date: _____