

Jerry Maguire (USA 1996)

Key

The world according to Jerry Maguire

The job

1. Match Jerry's clients with their sport and additional information:

Dallas Malloy	Boxing	Seattle	Lawsuit
Frank Cushman	American football	Odessa, Texas	Most important client
Clark Hodd	Basketball	Indiana	100 points
Erica Sorgi	Diving	-----	Olympics
Art Stallings	Baseball	Indio, California	Pure joy

2. Jerry works for SMI. What does this stand for?

Sports Management International

3. Match the following figures with the descriptions below:

	264	33	72	1685
Sports agents employed by SMI	33	SMI's clients		1685
Jerry's clients	72	Phone calls Jerry makes a day		264

The problem

4. Why isn't Jerry happy in his job anymore? **It was not about sport anymore, just money. Criminal behaviour, corporate greed, corruption. Bad for athletes**
5. Why does the injured Steve Remo have to play at the weekend? **Must play 65% of games to get bonus**
6. Why was Remo's son angry with Jerry? **Jerry doesn't protect his father and stop him playing**
7. What had Jerry become? *Just another **shark** in a **suit***

The solution

8. At the corporate conference in Miami, what happened? *Breakdown = **Breakthrough***
9. Which changes to the company's current business practice did Jerry include in his mission statement?

Let us be **honest**

Fewer **clients**

Less **money**

10. What is the key to Jerry's business? **Personal relationships**

11. What did Jerry call his mission statement?

*"The **things** we **think** and do not **say**. The **future** of our **business**."*

12. How long do Jerry's colleagues give him at the company? **About a week**