

# Paul McGee

SUMO



[www.TheSumoGuy.com](http://www.TheSumoGuy.com)

**E + R = O**

**Event + R = Outcome**

**Event + Response =  
Outcome**



Thinking

the

Emotions

T.E.A.R.

Actions

model

Results



# Faced with a challenge?

7 questions to help you  
**S.U.M.O.**



**1: Where is this issue on a scale of 1 - 10?**



**2: How important will this be in 6 months time?**



**3: Is my response appropriate and effective?**



**4: How can I influence or improve the situation?**



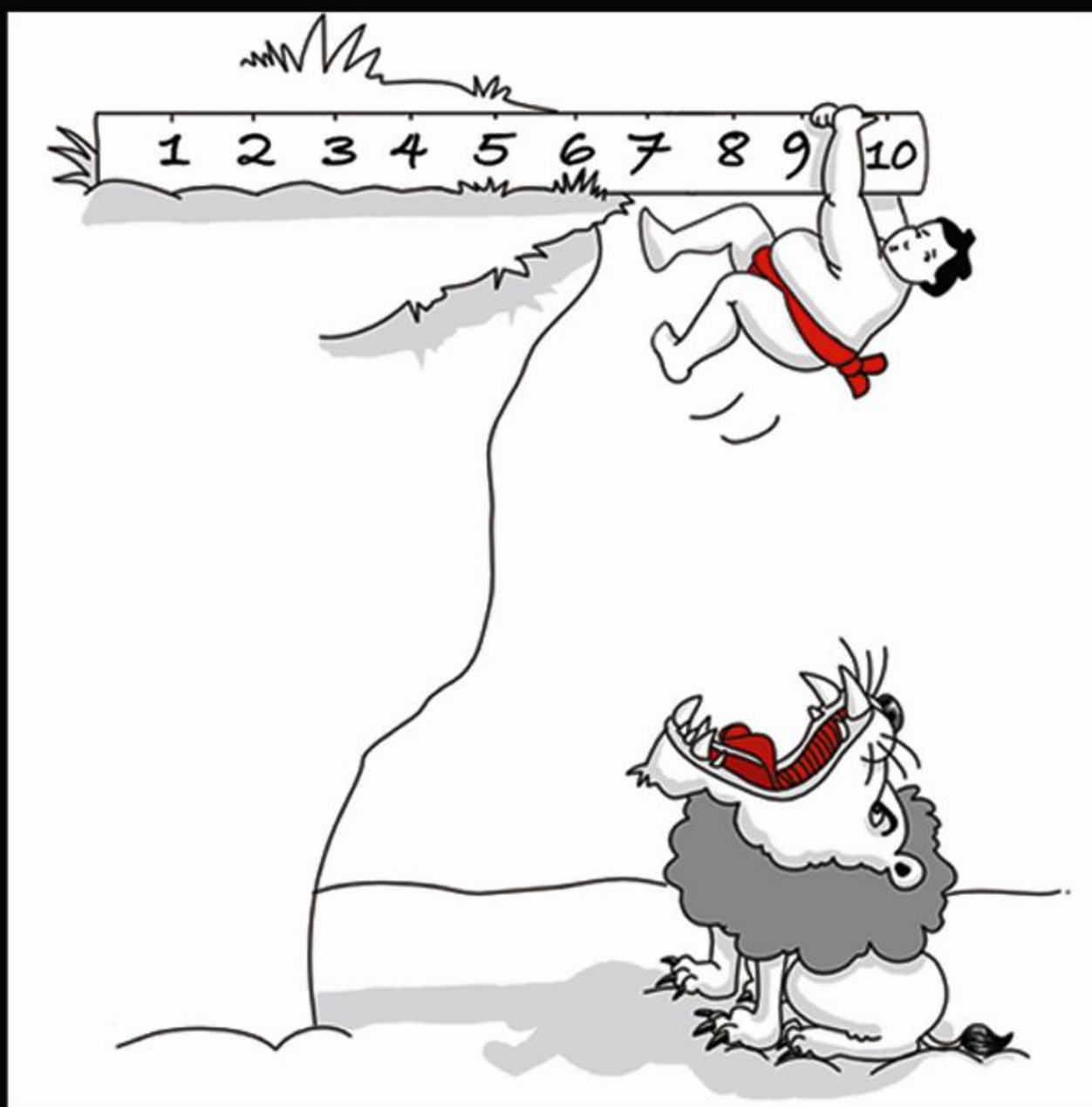
**5: What can I learn from this?**



**6: What will I do differently next time?**



**7: What can I find that's positive in this situation?**



**1: Where is this issue on a scale of 1 - 10?**





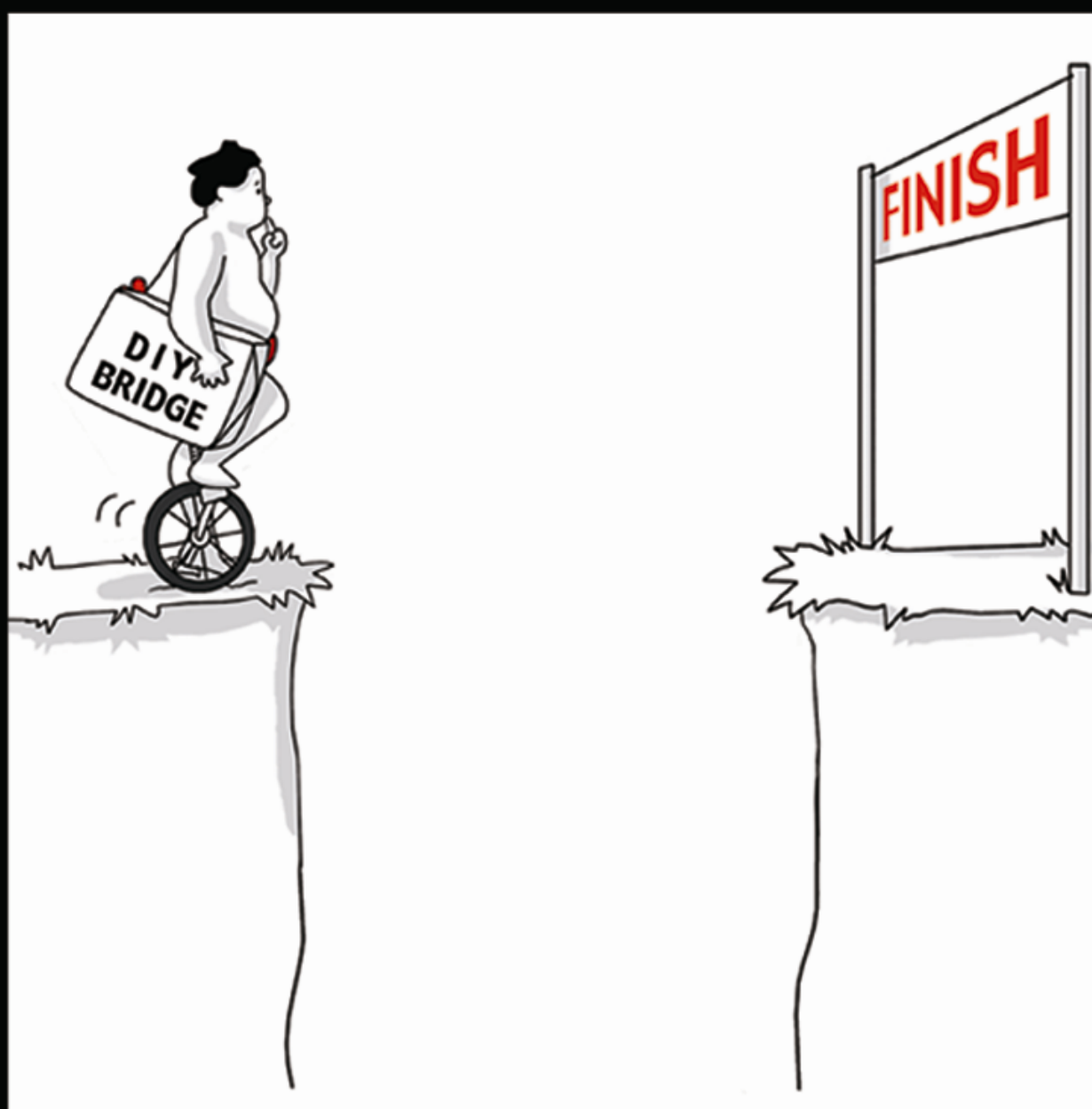
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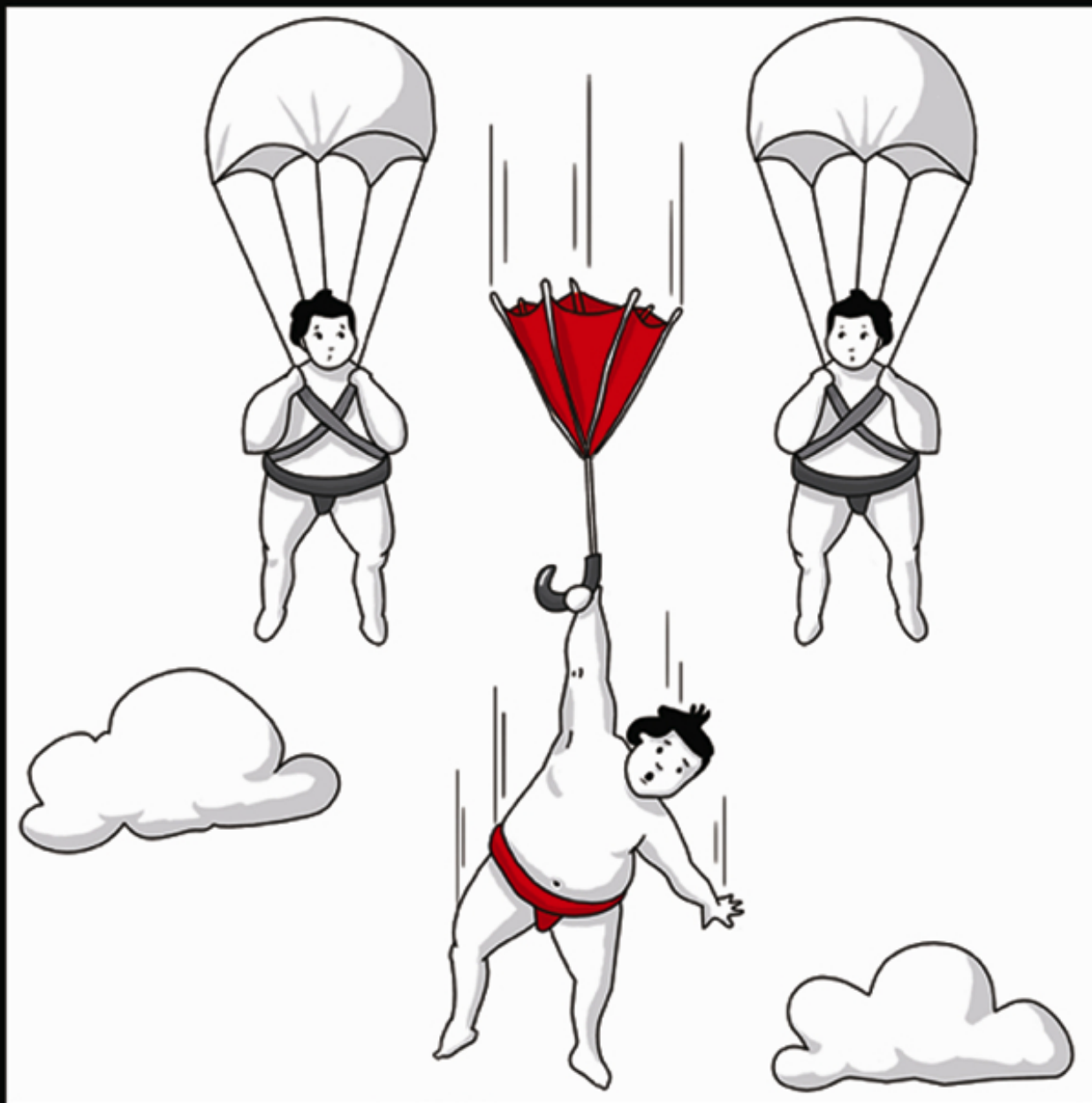
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**5: What can I learn from  
this?**





**6: What will I do differently next time?**





**7: What can I find that's positive in this situation?**





SUMMO




# Carpe Diem

## Seize The Day!



# Business & Management

**S.U.M.O. S.U.M.O. S.U.M.O. S.U.M.O. S.U.M.O. S.U.M.O.**  
(SHUT UP, MOVE ON!)



THE STRAIGHT-TALKING GUIDE TO CREATING AND ENJOYING A BRILLIANT LIFE  
PAUL MCGEE

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THE DEFINITIVE GUIDE TO JAZZ LANGUAGE  
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of the Month**

**SUMMO**



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The International No.1 Bestseller  
**The TIPPING POINT**

**THE RULES**

**THE RULES**

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