

ACT 1

INT. TELEMARKETING OFFICE- DAY

Situated around a plain, rectangular table are five non-descript chairs and 80's push button telephones. Various coffee cups and scattered paper is strewn over the table.

Sitting around the table are MAX, 40's, COLIN, early 20's, CRYSTAL, mid 20's and HARRY, late 60's. Standing beside the table is their Manager, MARTIN, late 20's.

MARTIN

(to the audience)

I don't know what I'm doing here. I'm single, 27, STILL live at home and work here so I can save up enough money to go back to college. Oh... I work for Golden Marketing Services- a sales and marketing company. Right now our project is telemarketing newspaper subscriptions for one of the local papers. Only we aren't allowed to say telemarketing. It's telesales!

TONY, the owner, early 50's, yells for Martin

OFF

TONY

Martin. Who are you talking to?

Martin ignores him.

One thing I've learned about telemar... I mean TELESALLES... is that people don't do it because they enjoy it. They do it because they have to- like me. But it's not so bad. I've had the same group of people here since I started. On the end is Max, my best salesperson- which he never lets anyone forget. What he lacks in modesty, he more than makes up for in sales.

Max hangs up the phone triumphantly.

MAX

Another one! If there was an Olympics for sales, I'd have won the gold, the silver AND the bronze!

MARTIN

Beside him is Colin- a high school dropout. Junior high to be exact. His dream is to become a standup comedian. However, his lack of sales isn't that funny.

COLIN

(on the phone)

And for today only, if you take a full 7-day delivery, I will personally act out the comics section. Hello... hello?

MARTIN

Beside him is Crystal. She's currently going to beauty school in the evenings. If you ask me, her sales technique could definitely use a makeover.

CRYSTAL

(on the phone)

Are you positive you don't want the paper? (pause) Then how about this year's latest hair style? You will just... hello?

MARTIN

And finally there's Harry. Harry used to be a top salesperson... around 30 years ago. These days he spends more time reminiscing about sales than actually making any.

HARRY

(on the phone)

Whaddy a mean you don't want the paper? If this were the 60's you'd be begging me to take it!! (pause) I know what year it is!! (pause) Hello?

MARTIN

Then there's my boss TONY. You've already heard him before. He says his management style is "old school". It's more like "reform school" if you ask me. Tony spent a couple of years in prison for beating up a former business associate. In fact-

Tony, 50's, looking like a Mafia don, enters.

TONY

Hey moron. Are you talking to yourself again?

MARTIN

I gotta go. Coming Tony!

TONY

Get over here ya numbskull. How can you expect to manage your guys when you're never around?

Walks over to the team and stands behind them.

TONY

Max buddy. How ya doing?

MAX

Hey, you know me. How's a Rolls Royce? How's a Mercedes? Poetry in motion

Everyone groans as he gives Tony a high five.

TONY

How about you Colin?

COLIN

Not so great to-

TONY

(interrupting)

Whaddya mean not so great? I don't pay you morons not to get results. If things don't change soon, then things are REALLY gonna change. Get it?

HANG UPS

EVERYONE:

IT WOULD SEEM, WE'RE A TEAM
IF WE COULD JUST GET ALONG
SURE WE ALL HAVE OUR HANG UPS
THAT WE'RE TRYING TO OVER COME

IF WE COULD ONLY PLEASE THE BOSS,
MAKE THAT SALE AT ANY COST,
THEN WE'D TURN AROUND,
TAKE THE MONEY AND RUN.

MARTIN:

I'M MANAGING (MISMANAGING?), A NICE BUNCH
OF FOLKS. IF THEY WERE ANY NICER (WE'RE SO
NICE?), I'D BE GOING BROKE. BUT NONE OF THEM
CAN SELL, ALL EXCEPT FOR MAX. IT'S A FACT SIT
BACK, AND WATCH HIS HEAD SWELL BLOODY
HELL!)

MAX:

I'M JUST THE BEST THERE IS, THERE'S NOBODY
BETTER. I'VE GOT MORE SKILLS, THAN ALL THE
REST OF YOU PUT TOGETHER.

COLIN:

YOU ARE A BUFFOON, A BALLOON FILLED WITH
YOUR OWN HOT AIR. IF EGO WAS MONEY YOU'D BE
A FREAKIN' MILLIONAIRE.

CRYSTAL:

I AM JUST A SIMPLE GIRL, I'M SO MISUNDERSTOOD.
I'D PREFER TO BE CUTTING HAIR, ALL DAY IF I
COULD.

HARRY:

AND I THINK I COULD REALLY SELL, IF I WAS 10
YEARS YOUNGER. IF I MAKE ANY MONEY AT ALL, I
SPEND IT ON MY HUNGER (HOLDING STOMACH)

TONY:

COME ON GET IT TOGETHER, WAKE UP AND SMELL
THE COFFEE OR YOU'LL BE HANGING UP YOUR
PHONES, AND SLEEPING IN THE ALLEY.

HOW DID I END UP WITH THIS BUNCH OF CRUMB
BUM DUMB NUMBSKULLS. THEIR SALES SMELL,
EXCEPT FOR MAX, WELL NONE OF THEM CAN SELL

EVERYONE:

IT WOULD SEEM, WE'RE A TEAM
IF WE COULD JUST GET ALONG.
SURE WE ALL HAVE OUR HANG UPS
THAT WE'RE TRYING TO OVER COME.

IF WE COULD ONLY PLEASE THE BOSS,
DO OUR JOBS AND NOT GET TOSSED,
THEN WE'D TURN AROUND,
TAKE THE MONEY AND RUN.

REPEAT CHORUS 3X AND FADE OUT.

Tony exits.

CRYSTAL

What do you think he meant by that?

HARRY

Twenty years ago when I had my own company, I would take out my best clients for
dinner once a year. We'd order lobster, steak-

MARTIN

And your point is?

HARRY

Wait. What was the question again?

MAX

What it means is that Tony will can you jokers and he'll get me to start running things
around here.

CRYSTAL

But not everyone can sell like Max.

MAX

Ya got that right toots! After all, there's only one me.

COLIN

I don't know. Another five pounds and you could be twins.

Max scowls at Colin.

MARTIN

Listen up guys. We have a new employee starting today but I can't remember his name let alone pronounce it. He's recently immigrated from Sri Lanka and thought I'd give him a tryout. Just try to make him feel like one of us okay?

Exits

COLIN

Why? What did he ever do to us?

MAX

Yeah, yeah. I've seen it all before and it never works out. The accent's too thick. People hate accents.

HARRY

Just a minute there. I remember 30 years ago the same thing happened with this guy I hired right off the boat from Korea. He had a PhD for Chrissakes. Barely spoke a word of English.

CRYSTAL

And through hard work and dedication he learned the language and became one of your top salesmen right?

HARRY

Nah. I fired him the next day. No one could understand what the hell he was saying.

Martin enters with ED, 30's.

MARTIN

Everyone. I'd like to introduce you to...uh... uh...

ED

Gurvinder Koomaswamy Neranjan Narayansingh. (BEAT) But you can call me Ed for short.

Everyone breathes a collective sigh of relief.

MARTIN

(clearing his throat)

ED... this is Max, Colin, Crystal and Harry.

COLIN

My real name is Colin but you can call me Rumpelstiltskin for short.

ED

Rum... Rumpestits...

COLIN

Colin works great too.

ED

Very well. It is your most sincere pleasure to meet my acquaintance.

MAX

I'm REALLY glad to see you!

The lights go off for a few seconds, indicating the passage of one hour.

Martin walks around the table with his clipboard in hand.

MARTIN

How many sales for you this hour Max?

MAX

Take a guess.

MARTIN

I don't have time-

Come on! MAX

Two? MARTIN

Uh uh. MAX

Three? MARTIN

Closer! MAX

Four? MARTIN

You got it Toyota! MAX

Impressive! MARTIN

Way to go Max. CRYSTAL

Hey, what can I say? You know me. MAX

What about you Colin? MARTIN

Guess. COLIN

Not again. MARTIN

Guess! COLIN

One? MARTIN

Uh uh. COLIN

Two? MARTIN

Not even close. COLIN

THREE??? MARTIN

Wrong again! COLIN

Then how many?? MARTIN

NONE! COLIN

Colin! You can't just- MARTIN

COLIN
(interrupting)

Starts shaking for a few seconds.

Are you alright?? MARTIN

COLIN

Yeah. No biggie. I just had an out of body experience that's all.

MARTIN

If your sales don't pick up you're about to have an out of job experience. How about your Crystal?

CRYSTAL

Nothing this hour. I'm really sorry. I'll try harder, I promise.

MARTIN

How about you Harry?

Harry goes through his papers and does some imaginary calculations while muttering to himself.

HARRY

NONE! But I was close.

MARTIN

Okay! Ed, how about-

HARRY

(interrupting)

You know Martin, I remember when I was your age.

Long beat.

MARTIN

AND?

HARRY

And nothing. I just remember when I was your age, that's all.

MARTIN

Fantastic. How about you Ed? I don't suppose you've managed to get anything considering you just finished training?

ED

I am most very pleased to announce that I have one sale.

MARTIN

That's fantastic.

CRYSTAL

Way to go!

COLIN

Awesome!

HARRY

You know, you remind me of myself when I first started in sales in 1947. Or was that '57?

MARTIN

Well Max. Are you going to say something?

MAX

What's to say? I knew the kid was a natural as soon as I heard him speak. I have an ear for talent. What can I say? It's a gift.

CRYSTAL

Really??

The others throw balls of paper at him in disgust.

As the lights fade to black we hear Harry speak.

HARRY

It was 1952!

ACT 1 SCENE II

As the lights are brought up, the team is hard at work except for Max, who has his feet on the desk while casually doing a crossword puzzle.

MAX

Hey Martin. What's an eight letter word for bowling?

MARTIN

Hmm.... Let me see.

Catches himself thinking about it and then knocks Max's feet off the table.

MARTIN

What do you think you're doing?