

"MAN OVERBOARD"

FADE IN:

OVER OPENING TITLES

1 EXT. MASON MARINE - LOT - DAY 1

A large sign on the entrance wall reads: "MASON MARINE BOAT SALES." Underneath, another sign reads: "GIGANTIC BLOWOUT SALE."

A dozen 17-25 foot powerboats are evenly spaced in a neat line -- family boats, fishing boats, small cabin cruisers, and ski boats. The boats are all spotless and shine in the afternoon sun. The boats are marked with balloons and signs: "ON SALE," "THIS WEEKEND ONLY," "ONE OF A KIND."

2 INT. MASON MARINE - RETAIL SPACE - DAY 2

A large whiteboard displays monthly sales figures. "C.J." has sold more than the other three salesmen combined.

C.J. MASON writes on the whiteboard. Three salesmen sit at a table watching him. C.J. is the owner of Mason Marine. He's around 40, fit, white smile.

Behind C.J. are several black and white pictures of he and his father fishing - one picture when C.J. is a young boy holding a toy TUG BOAT, one picture where C.J. is a teenager, and one more recent picture. *

Meet FRANK, 50ish, bearded, wearing a Hawaiian shirt, and stuffing a bear claw in his mouth; STEVE, looks like Neil Diamond in a shirt and tie; and KYLE, early 20's, spiked, frosted hair.

C.J.
You've got to create urgency with the customer.

C.J. talks with a lot of intensity. He writes "Create Urgency" on the whiteboard and underlines it three times.

3 EXT. MASON MARINE - LOT - DAY 3

Kyle and a customer, DEAN, walk around a 19-foot fishing boat. *

KYLE
You've got time. This thing's been here for like six months.

C.J. steps up next to Kyle.

CONTINUED

3 CONTINUED:

3

C.J.
 Actually, I have someone coming in
 this afternoon to put a deposit on
 this boat. We've got some other ones
 if you want to look at those? *

DEAN
 No, I kind of like this one.

C.J.
 Well, my customer is coming at two,
 so if you decide you want it, let me
 know before then. *

Dean looks at his watch.

4 INT. MASON MARINE - RETAIL SPACE - DAY

4

C.J. writes "Begin Negotiation" on the whiteboard.

C.J.
 Every customer is a buyer, no matter
 what they say. Buyers are liars.
 You just have to decide on a price.

5 EXT. MASON MARINE - LOT - DAY

5

Steve and ADAM look at a 20-foot ski boat. *

STEVE
 This big bad boat is twelve thousand
 nine hundred and ninety-nine dollars.
 Do you want to pay with cash or
 credit card? *

ADAM
 I really can't afford that much.

Adam turns to leave. C.J. steps in.

C.J.
 Suppose I could sell you this boat
 for a dollar? Would you take it
 right now?

Adam turns back and looks at C.J. and Steve.

ADAM
 Yeah, let's hook it up to my truck.

6 MOMENTS LATER

6

Steve, C.J. and Adam look at the boat, which is now hooked up to Adam's truck.

C.J.
Looks good, doesn't it?

ADAM
It sure does.

C.J.
Now of course I can't sell it to you for a dollar. But what price did you have in mind?

ADAM
I was looking to spend around ten thousand dollars.

C.J.
What if I could make it happen for two fifty a month, would you take this boat home today?

Adam rings his hands together nervously and thinks for a moment.

C.J.
What about two forty a month?

7 OMITTED

7

8 INT. MASON MARINE - RETAIL SPACE - DAY

8

C.J. writes "Follow Through" on the whiteboard and underlines it four times.

C.J.
Follow through is everything in sales. If you're not going to follow through, you might as well not even be here.

Frank takes a bite of his bear claw and NODS, clearly off in space.

9 EXT. MASON MARINE - LOT - DAY

9

Frank and PATRICK look at a 17' bass boat.

PATRICK
I have to talk to my wife.

CONTINUED

9 CONTINUED:

9

FRANK

Okay, great. I'll be here all week.
Give me a call and let me know what
she says.

Frank turns and starts walking away. C.J. moves up next to
Frank and turns him back around towards Patrick.

C.J.

Is your wife home now? Let's drive
over and show it to her.

PATRICK

I think it would be better if I
talked to her first.

C.J.

Okay. Let me get your phone number.
I've got someone coming to look at
the boat this afternoon. If they
don't buy it, I'll give you a call.

Patrick NODS.

C.J.

How late are you up?

10 OMITTED

10

11 I./E. C.J.'S TRUCK (TRAVELING) - NIGHT 11

C.J. drives on the freeway, talking into a cell phone headset.

C.J.
What did your wife say?
(and)
I'm sorry to hear that. Is she there
now?
(and)
Could I talk to her?

12 EXT. GAS STATION - NIGHT 12

C.J. continues to talk into his headset. He puts the gas nozzle into his tank and gets back into his truck, still talking.

C.J.
Yeah, I understand. I've been there
myself. You have to remember, you're
buying more than a boat. You're
buying memories for your family.
(and)
Some of my best childhood memories
are being out with my dad on our 1956
Bell Boy.

13 OMITTED 13

14 EXT. C.J.'S HOUSE - DRIVEWAY - NIGHT 14

C.J. gets out of his truck, still talking into the headset.

C.J.
(into phone)
I'll even throw in a Wave Raider tube
to pull the kids behind the boat
with. They'll love it.

C.J. sees the gas nozzle dangling from his car. Without missing a beat, he pulls it out and drops it into the trash can.

15 INT. C.J.'S HOUSE - DINING ROOM - NIGHT

15

C.J. and his family eat dinner. C.J. continues to talk on the phone.

His family consists of his two sons, TOMMY (age 8), TYLER (age 6), and his wife, MADELINE (age 35), who's pregnant.

The house is quite small, and the dining room area is merely an extension of the living room.

C.J.
(into phone)
Sometimes me and my wife take the boat out for a romantic weekend without the kids.

MADELINE
(sotto)
You must mean your other wife.

TOMMY
Why is daddy on the phone so much?

MADELINE
He's a hyperactive, neurotic, pathological salesman.

C.J. motions for them to be quiet.

16 INT. C.J.'S HOUSE - BEDROOM - NIGHT

16

The bedroom is tiny. C.J. and Madeline lie in bed. C.J. continues to talk on the phone. Madeline picks up her cell phone and dials -- C.J. doesn't notice.

C.J.
Congratulations. You're going to be so happy with this boat.
(and)
Could you hold on a second? I have a call on the other line.
(and)
Hello?

MADELINE
(into phone)
It's time for bed!

17 INT. MASON MARINE - RETAIL SPACE - DAY

17

Steve, Frank, and Kyle stare at C.J. as he finishes his story.

CONTINUED

17 CONTINUED:

17

C.J.

I was on the phone with his wife for four hours. I got a brain tumor, but I made the sale.

Steve starts clapping. Kyle and Frank join in with him, although Frank's effort is half-hearted at best.

STEVE

You're amazing, just amazing. That's a great sale, man.

C.J.

So let's make this our best month ever. Anyone who pulls a hat trick gets a two hundred and fifty dollar cash bonus.

*

18 EXT. MASON MARINE - LOT - DAY

18

Steve talks to a young hip customer, BILL.

STEVE

This is a great boat. I can just see you cruising through the harbor in this thing, everyone looking at you, all the chicks asking you for a ride. I could go out with you and be your wingman. The Stevester and Bill out on the water.

BILL

Oh, yeah, sure. Listen I have to run. I have to meet my fiancée for dinner.

STEVE

Oh, a romantic dinner? So you're setting her up for a little bit of the old in and out?

Steve PUMPS his hips back and forth.

*

19 EXT. MASON MARINE - LOT - DAY

19

Frank talks to a MIDDLE-AGED CUSTOMER.

FRANK

You're going to need a boat. Unless the government does something about global warming, this whole place is going to be underwater. Forget Jesus, Al Gore is the only one who can save us now.

CONTINUED

19 CONTINUED:

19

The middle aged customer looks at Frank and NODS politely. *

20 EXT. MASON MARINE - LOT - DAY

20

Kyle talks to an OLDER CUSTOMER.

KYLE

Dude, do you want it or not? This thing is tight.

21 EXT. HOFFERMAN HOUSE - BACKYARD - DAY

21

A badminton net is set up in the middle of the huge backyard.

C.J. and Tyler are on one side of the net and Tommy and KEVIN HOFFERMAN are on the other side. Kevin is Madeline's father. He's around sixty-five and in great shape, with a tattoo of an eagle on his forearm.

Tommy whacks the shuttlecock over to the other side of the net and it hits the ground.

MR. HOFFERMAN

Nice shot, Tommy! You're not like your father. You're a winner!

C.J.

Don't listen to your grandfather, Tommy. He's an insecure, egomaniac who resents me because I have a career that I'm passionate about.

MR. HOFFERMAN

He's right, Tommy. I wish I'd barely gotten by selling used boats instead of fighting for our freedom and then having a very successful career in banking and vacationing in Europe. Not to mention a real house to raise my family in.

C.J.

Aren't you late for your next cocktail?

Mr. Hofferman serves the shuttlecock hard and it hits C.J. in the chest.

C.J.

Ouch!

MR. HOFFERMAN

Victory!

CONTINUED

21 CONTINUED:

21

Mr. Hoffergerman gives Tommy a high-five.

MR. HOFFERGERMAN
Down for twenty.

Mr. Hoffergerman and Tommy drop to the ground and start doing push-ups.

MR. HOFFERGERMAN
Tyler, come over here. You're a winner, too. You just ended up on the wrong team.

Tyler runs over to Tommy and Mr. Hoffergerman and starts doing push-ups. Mr. Hoffergerman jumps up from doing his push-ups.

MR. HOFFERGERMAN
Hooah!

TOMMY AND TYLER
Hooah!

Madeline and MRS. HOFFERGERMAN exit the house. Mrs. Hoffergerman carries a cocktail and hands it to Mr. Hoffergerman.

MR. HOFFERGERMAN
There's an open house across the street. Since you're so successful selling used boats, why don't we go take a look at it.

C.J.
That sounds like a fantastic idea.

MR. HOFFERGERMAN
Great. Let's go.

As Mr. Hoffergerman turns away, C.J. scratches his forehead with his middle finger.

22 EXT. PACIFIC HEIGHTS - STREET - DAY

22

C.J., Madeline, Tommy, Tyler, and Mr. and Mrs. Hoffergerman walk across the street.

Mr. Hoffergerman carries ten pound dumbbells and does reps as he chants:

MR. HOFFERGERMAN
I don't know, but I've been told.

CONTINUED

22 CONTINUED:

22

TOMMY AND TYLER

I don't know, but I've been told.

MR. HOFFERMAN

Selling boats is for assholes.

TOMMY AND TYLER

Selling boats is for assholes.

MADELINE

Dad!

23 EXT. FANCY HOUSE - DAY

23

The house is gorgeous. A lush green lawn leads up to two pillars on either side of a large, dark wooden door.

24 INT. FANCY HOUSE - FOYER - DAY

24

C.J., Madeline, Tommy, Tyler, and Mr. and Mrs. Hofferma enter.

A huge chandelier hangs down from the second story. A large staircase leads up. The house is elegant and enormous. *

JOHNNY CROSS (age 35), the realtor, tall and handsome, strides towards them oozing used car salesman charm. *

JOHNNY

How are you folks today?

MRS. HOFFERMAN

Fine, thank you. We live across the street, but wanted to bring our daughter and son-in-law over to see the place.

MR. HOFFERMAN

They really can't afford it. He sells used boats.

JOHNNY

Actually, you might be surprised. There are some very creative loan options out there.

MR. HOFFERMAN

You'd have to be Michelangelo to create that loan.

C.J.

I sell a lot of boats, and we have considerable equity in our house.

CONTINUED

24 CONTINUED:

24

JOHNNY

I'm sure we can work something out.
Obstacles are meant to be overcome.

Mr. Hofferma rolls his eyes as he continues to do reps with the dumbbells.

25 INT. FANCY HOUSE - LIVING ROOM - DAY

25

Johnny, C.J., Mr. and Mrs. Hofferma, Madeline, Tyler, and Tommy enter. The living room is every bit as elegant as the rest of the house, with a huge sprawling kitchen on one side and a great living area on the other. Two french doors lead out to a huge backyard.

MADELINE

What ungodly amount of money are they asking?

JOHNNY

Seven and a quarter. The phone hasn't stopped ringing since they listed it. I'm tempted to buy it myself and flip it.

Johnny pulls a mini-football out of his briefcase.

JOHNNY

Hey, kids. Why don't you go outside and throw the football around. It's a great backyard.

TOMMY AND TYLER

Yeah!

Johnny tosses the football to Tommy as they run outside.

MRS. HOFFERMAN

I'll keep an eye on them.

Mrs. Hofferma goes out after them.

MR. HOFFERMAN

If you married Blake Frasier, you'd be living here now.

MADELINE

Blake used to wear dresses and loved musicals.

MR. HOFFERMAN

That's absurd. He was a marine.

CONTINUED

25 CONTINUED:

25

C.J.
Come on, Kevin. Like you never
soaped up with your platoon mates.

MR. HOFFERMAN
You watch your tongue!

MADELINE
Enough!

JOHNNY
What is your current payment?

C.J.
Around eighteen hundred per month.

JOHNNY
So if I could get you into this house
for around the same amount, you'd put
in an offer today?

C.J.
Yeah, I guess.

JOHNNY
How much equity do you have in your
house?

C.J.
About a hundred thousand.

Johnny whips out a calculator and starts inputting numbers.

JOHNNY
If you could put down one-fifty, and
placed an offer of seven hundred, and
took a fifty year mortgage, your
payment would only be around twenty-
four hundred. That's pretty close to
your current payment.

MADELINE
Not really.

C.J.
A fifty year mortgage? I'm forty-one
years old.

MADELINE
I'm sorry, but we can't afford this
place.

JOHNNY
Why don't you guys put in an offer
for seven hundred.
(more)

CONTINUED

25 CONTINUED: (2)

25

JOHNNY (cont'd)
It probably won't even be accepted.
And even if it is, you can always
back out during escrow.
(a beat)
It really would be perfect for your
family.

C.J. looks out the window at Tommy and Tyler throwing the
football around the huge backyard.

MR. HOFFERMAN
You're wasting your time. Mickey
Mouse has bigger balls than he does.

Madeline gives her father a look. He looks away and starts
doing reps again.

C.J. rings his hands together nervously. A long beat, and
then --

C.J.
(with renewed
confidence)
Let's put in the offer.

26 INT. C.J.'S HOUSE - BEDROOM - NIGHT

26

C.J. and Madeline enter. Madeline starts quickly undressing.
She's pissed.

C.J.
We've always wanted to live in a
house like that.

MADELINE
How are we going to afford an extra
six hundred dollars a month?

C.J.
Don't worry. It's going to be okay.

MADELINE
Did you think about the property
taxes? The taxes are going to be
three times what they are on this
place.

C.J.
Just trust me on this. I got it.

CONTINUED

26 CONTINUED:

26

MADELINE

And how in the world are we going to come up with a hundred and fifty thousand dollars? We're lucky if we have eighty-five in this place.

C.J.

I'm going to be making some major changes down at the shop.

MADELINE

What are you going to do?

C.J.

I'm going to hire some new guys who are really motivated to sell. And if the old guys don't step up, I'm going to let them go.

MADELINE

You've been saying that for five years. You're too nice. You're never going to let them go.

C.J.

Once I get some better sales guys, I'm going to make them commission only. It'll starve the beast. They'll either sell or they won't make any money.

Madeline pulls off her earrings and sets them on the counter.

C.J.

Let me do this for our family.

C.J. moves up behind Madeline.

C.J.

We can't let fear run our lives.

MADELINE

Okay, mister infomercial, I'm not letting fear run my life. I'm letting reality run my life.

Madeline rolls her eyes and walks into the bathroom.

27 EXT. MASON MARINE - DECK - DAY

27

The deck is roped off like a dock and has several pieces of patio furniture on it, including a table and chairs.

CONTINUED

27 CONTINUED:

27

Frank eats a doughnut. Steve sits at the table drinking Diet Coke. Kyle sits next to them writing in his notebook and DRUMMING out beats on the table. *

Steve lights a cigarette and offers one to Kyle, who accepts it. Frank fans the smoke away, annoyed. *

FRANK

He may sell twice as many boats as I do, but I have balance in my life. Do you know what I was doing last night while he was selling boats?

STEVE

Petting the one-eyed snake?

FRANK

No, asshole. I was coaching my daughter's soccer team in the regional quarterfinals.

STEVE

Same difference.

Kyle continues drumming on the table.

STEVE

(to Kyle)

What are you doing?

KYLE

I'm writing a new song, man.

FRANK

All the great rock was written in the seventies. You should write a song like Stairway To Heaven. Led Zeppelin was the greatest band of all time.

KYLE

You're high, dude. We're way better than Led Zeppelin. You should see my guitar player. He's a lot better than that guy... what's his name?

FRANK

Jimmy Page? Your guitar player is better than Jimmy Page? *

KYLE

Yeah, a lot better.

FRANK

What's his name, Eddie Van Hendrix?

CONTINUED

27 CONTINUED: (2)

27

KYLE
No, his name is Mike.

FRANK
Forget it.

Kyle goes back to writing in his notebook.

28 AT THE ENTRANCE

28

HARVEY enters. He's a bit eccentric, wearing an old windbreaker patched with duct tape and glasses that are a bit large for his balding head.

28A BACK TO SCENE

28A

*

Frank shoots Steve a look and Steve winks at him.

STEVE
Kyle, since you're the new guy, why don't you take this one.

KYLE
That guy? He looks homeless.

FRANK
The ones who look like that have all the money.

STEVE
I'll take him, but when I sell him that Four Winns cabin cruiser, don't come crying to me.

Steve stands up. Kyle glances at him and then stands up.

KYLE
I got it.

Kyle moves out toward Harvey.

29 ON THE LOT

29

Kyle holds out his hand to Harvey.

KYLE
Welcome to Mason Marine. I'm Kyle.

Harvey gives him a once over.

CONTINUED

29 CONTINUED:

29

HARVEY

I just bought three boats at a
charity auction. Got a great deal.
Two hundred fifty bucks for all three.

CONTINUED

29 CONTINUED: (2)

29

Kyle turns his head and shoots Steve and Frank a really mean glance.

30 ON THE DECK

30

Steve and Frank bust up LAUGHING.

31 ON THE LOT

31

HARVEY

I buried two of the boats in the ground and made septic tanks out of them.

KYLE

Septic tanks?

HARVEY

Yeah, I just put some old plywood over them and ran the plumbing to my trailer.

KYLE

Are you serious?

HARVEY

Yeah, it works great. The third boat runs pretty well, and I want to take it to Mexico.

Kyle just NODS his head as Harvey continues to RAMBLE on.

*

32 EXT. MASON MARINE - LOT - LATER

32

Steve stands talking to a young couple, DAN and DEBBIE, beside a ski boat.

In the background, Kyle still talks to Harvey.

STEVE

I'm envious. You guys are going to have a great summer! Let's go in and finish up the paperwork. You'll have to take the Stevester skiing sometime.

Steve extends his hand to both of them and they shake.

33 INT. MASON MARINE - LOBBY - DAY

33

C.J. stands at the counter talking to Kyle.

CONTINUED

33 CONTINUED:

33

C.J.
You're helping Harvey?

KYLE
You know that guy?

C.J.
He comes in here all the time. If you want to be successful in sales, you have to know the difference between light and heat.

KYLE
He's cool. I won't spend too much more time with him.

Kyle exits. Steve enters carrying a stack of papers.

STEVE
I just sold that Larson out there. Made a great deal on it.

C.J.
Did you up sell any accessories?

STEVE
Nah, they could barely afford the boat.

C.J.
Finance the accessories.

STEVE
Yeah, I'll talk to them about that as an option.

Frank's sits at the counter. He looks up at Steve and C.J. and notices Dan and Debbie standing outside. *

FRANK
Did you just sell to that couple?

STEVE
Yeah, why?

FRANK
That's my be-back. I talked to them last week!

STEVE
Yeah, right, prove it.

Frank pulls out a small pad and starts flipping through it.

CONTINUED

FRANK
(to Steve, pointing
at his pad)
Here, right here, Dan and Debbie!

Steve rolls his eyes.

STEVE
You're the "half deal" king because
you can't close anything yourself.
This is my deal.

FRANK
(to C.J.)
C'mon C.J., you know this is half my
deal.

Frank shows C.J. his pad of paper.

C.J.
Steve, it does look like he talked to
them last week.

STEVE
C'mon C.J., quit standing on my dick!
Whoever closes the deal should get
the money. I'm just going to start
taking down names and taking half
deals. That'd be a hell of a lot
easier than closing them.

C.J.
You know the rules.

STEVE
(to Frank)
Then you go out there and up sell the
accessories.

C.J.
Yeah, that's a good idea.

FRANK
Forget it. You can have it.

C.J.
What? Where is your motivation?
I'll go out there and sell them the
accessories myself!

C.J. angrily snatches the paperwork out of Steve's hand and
walks out the door.

*

34 EXT. MASON MARINE - STREET - DAY

34

C.J., Frank and Steve wave as Dan and Debbie drive away in their SUV towing the boat.

The SUV is packed with accessories, literally falling out the windows -- life jackets, rubber bumpers, anchors, ropes, a fire extinguisher, a boat cover, water skis, a wake board, and a huge inflatable yellow hotdog wave rider strapped to the roof. *

C.J.
You know what guys? I've had it!
You guys are --

MUSIC blares as Johnny pulls up in his Corvette. C.J. turns and sees Johnny Cross. *

JOHNNY
Hey, Captain, so this is your lot?

Johnny steps forward and holds out his hand to Frank and Steve.

JOHNNY
Johnny Cross. A pleasure to meet you. *

They shake hands.

C.J.
Have you heard anything on my offer?

JOHNNY
It's being handled by another agent in the office. I'm getting out of real estate. *

C.J.
Really?

JOHNNY
That's actually why I came by.
(beat)
I've sold all kinds of stuff from lemonade when I was a kid to cars to real estate, and I've always been the best. And while I love to sell, I've never loved what I was selling.

Frank rolls his eyes.

JOHNNY
When I was a kid, my grandfather used to take me fishing.
(more)

CONTINUED

34 CONTINUED:

34

JOHNNY (cont'd)

We'd leave early in the morning when the lake was like glass. I used to love watching the wake from the motor behind the boat. To this day, the smell of gasoline and two-stroke oil brings me right back there. So when you and I met, it was like I got slapped in the face. Why not sell boats? I brought my work history with some references.

*
*
*

Johnny hands C.J. his RESUME. C.J. glances at it.

*

FRANK

We don't need another salesman.

C.J.

Actually, we do. We're headed into the busy season.

(to Johnny)

But you really have to know boats to be able to sell them.

JOHNNY

I learn quickly. Give me a shot. You won't be sorry.

C.J. hesitates.

JOHNNY

I'll work on commission only. It's a no lose situation.

C.J. considers this.

C.J.

Wouldn't you make a lot more money in real estate?

JOHNNY

It's not about the money. I've got plenty. I just want to do something I enjoy for a change.

STEVE

Let's see if he can sell to Harvey.

C.J.

Great idea. If you can sell a boat to Harvey, you got the job.

CONTINUED

34 CONTINUED: (2)

34

JOHNNY
Money in the bank.

C.J.
(calling to Kyle)
Kyle. Come over here for a second.

35 OTHER SIDE OF THE LOT

35

Johnny approaches Harvey.

JOHNNY
Hello, welcome to Mason Marine.

HARVEY
Thanks. Are you new?

JOHNNY
I started today. How can I help you?

HARVEY
I want to take a trip to Mexico in a boat I bought for a hundred dollars, but the gas tank isn't big enough. I was thinking of constructing a raft and putting six 55-gallon drums on it and filling them with gas and running a fuel line from the raft to my motor. Do you think it would work?

JOHNNY
That's very Macgyver of you. But, no, I don't think it will work. I do however have the perfect boat for you. Wait here.

Johnny shows Harvey over to the deck and pulls out a chair for Harvey to sit in.

36 MOMENTS LATER

36

Harvey sits on the deck waiting.

Behind him, in the distance, Johnny pulls a beat up old DINGY out of the dumpster. *

Johnny pushes the dingy on a wheelbarrow up to Harvey. This boat is a real piece of crap. *

JOHNNY
We're having a sale on this boat.
It's only a hundred dollars.

CONTINUED

36 CONTINUED:

36

HARVEY

A hundred dollars? For that?

JOHNNY

How much would you pay for it?

HARVEY

I'll give you ten dollars for it. It actually would make a good planter for some of my cacti.

Johnny pauses like he's really thinking about this offer.

JOHNNY

No. I can't go that low. It won't take much to get this back on the water. I think I'll keep this one for myself.

Johnny starts rolling the wheelbarrow away.

HARVEY

Okay, twenty-five.

JOHNNY

Thirty-five and it's yours.

HARVEY

I'll take it.

37 A MINUTE LATER

37

Johnny, C.J., Frank, Steve, and Kyle watch as Harvey drives away with the dingy in the back of his truck.

Johnny hands C.J. thirty-five dollars.

FRANK

That doesn't count. That was in the dumpster.

JOHNNY

Nobody said which boat.

FRANK

Yeah, but --

C.J.

You're hired.

C.J. and Johnny shake hands.

38 EXT. MASON MARINE - DECK - DAY

38

Johnny, Kyle, Steve, and Frank sit on the deck. A half empty box of doughnuts sits on the table. Frank eats a maple log. Johnny reads a boating magazine.

C.J. exits the shop pushing a dolly with a helium tank on it.

C.J.

Let's start blowing up some balloons
and make this place look like we're
having a party.

Johnny gets up, followed by Kyle.

JOHNNY

Aye aye, Captain.

STEVE

I'll be right there. Let me just
finish this cigarette.

FRANK

Let me just hit the head real quick.

Frank exits.

39 EXT. MASON MARINE - LOT - DAY

39

Johnny and Kyle stand blowing up balloons.

JOHNNY

What is their deal? Are they here to
sell or eat free doughnuts?

KYLE

Yeah, they're a little lazy, but they
know how to sell boats.

JOHNNY

Are you kidding? Listen, Kyle, I'm
about to sell more than the three of
you combined. If you want to learn
how to sell, you come talk to me.

KYLE

Yeah, I appreciate that, but I'm only
going to be here for a couple more
weeks. My band is about to be signed.

Frank exits carrying a big sign that says "SUPER GIGANTIC BLOWOUT SALE." (The word "SUPER" has been added to the old sign.) He hangs the sign on the fence, crooked, and walks away.

Johnny walks over to the sign and straightens it.

CONTINUED

39 CONTINUED:

39

JOHNNY
Sales is all about the details.

40 EXT. MASON MARINE - LOT - DAY

40

Johnny and GARY look at a 22' Boston Whaler.

JOHNNY
Do I hear a bit of an accent? Where are you from?

GARY
Asheville, North Carolina.

JOHNNY
Really, I lived in Asheville. Right off Tunnel Road by Pete's Diner.

GARY
No kidding. I used to eat there all the time.

JOHNNY
Yeah, Pete's a great guy. If you're back in Asheville, tell him I said hello.

GARY
I'll do that.

Johnny passes the hull of the boat.

JOHNNY
I hate to see it go, but if someone's going to buy it, I'd really like you to have it. This was my grandfather's Whaler. He taught me how to fish and chase women in this boat.

GARY
Really, then why are you selling it?

JOHNNY
He just passed away and it's too emotional when I fish out of it now.

GARY
I'm really sorry about that.

JOHNNY
Thanks. He took great care of this boat. You're not going to find one in better condition.

41 EXT. MASON MARINE - STREET - DAY 41

The Whaler is hooked up to Gary's truck. Johnny pulls the chains connecting the trailer to the truck to make sure they're secure.

JOHNNY
You're all set.

Johnny waves and Gary drives away.

42 ON THE LOT 42 *

Frank stands beside a ski boat talking to a YOUNG CUSTOMER.

FRANK
It's the Mercruiser 4.3 Liter. The way the Republicans have screwed up gas prices, your better off with this one than the 5.0. It's got plenty of pep and is a lot better on gas.

43 ON THE OTHER SIDE OF THE LOT 43

Kyle stands beside a low-profile, high performance boat.

KYLE
This is a pussy-boat. You'll get so much play in this thing, your dick will fall off.

The CAMERA PANS OVER to an 80-YEAR-OLD MAN wearing a floppy, white fishing hat. *

80-YEAR-OLD
Son, it fell off years ago. You got anything I can fish out of?

44 ACROSS THE LOT 44

Steve stands beside a fishing boat talking to a man and his son, LARRY and LARRY JUNIOR. Steve is smoking a cigarette.

STEVE
My dad never took me fishing when I was a kid. Now I hate him... Just kidding... He's a great guy... When he's not drinking. So what do you think, cash or charge? *

45 ELSEWHERE ON THE LOT 45 *

Johnny kneels down at the back of another truck. He pulls on the safety chains, making sure they are tight.

CONTINUED

45 CONTINUED:

45

JOHNNY

Okay, you're good to go. Enjoy yourself out on the water.

The truck drives off towing the boat.

Johnny walks back toward the building. The sun is setting. C.J. stands in the doorway.

Frank walks by.

C.J.

How'd it go with that customer?

FRANK

Real good. He's got to check with his credit union and then he'll be back this weekend.

C.J.

Did you get his phone number?

FRANK

Nope. Trust me, my customers call me back.

C.J.

Come on, Frank, you know better than that.

Frank shrugs, goes into the building.

46 INT. C.J.'S HOUSE - DINING ROOM - NIGHT

46

C.J. enters, talking on the phone.

C.J.

(into phone)

Great, great, you're going to love this boat. I'll see you tomorrow.

Madeline approaches C.J. as he hangs up the phone.

MADELINE

They accepted our offer on the house.

C.J. pauses for a moment, unsure.

C.J.

Great, that's fantastic!

MADELINE

Is it?

CONTINUED

46 CONTINUED:

46

C.J.

Absolutely. Things are going great down at the shop. Johnny is just a phenomenal salesman.

Tommy and Tyler enter. Tyler carries TUGGY the tug boat, the old toy tug boat that was seen earlier in the picture of C.J. and his father. Tyler sets Tuggy on the table.

MADELINE

Tyler, take Tuggy off the table.

Tyler sets Tuggy on the floor.

*

C.J.

(to the kids)

We're moving to the new house!

TOMMY

Will I get my own room?

C.J.

Yes, you will.

TYLER

Can I get a dog?

MADELINE

Only if it's a sled dog that can pull down an extra pay check.

(to C.J.)

We're going to need every dollar we can get to pay for this house.

47 EXT. MASON MARINE - LOT - DAY

47

Johnny stands beside a Ranger bass boat talking to a customer, MATT. Frank stands nearby.

JOHNNY

Do you want the hundred and fifty horsepower motor for an extra five hundred or the ninety horsepower motor for the advertised price?

MATT

It doesn't come with this motor?

JOHNNY

Not for that price. We'd lose our shirts if we did that. The ninety horsepower is a fine motor. It will get the job done, but this boat will scream with that hundred and fifty.

CONTINUED

47 CONTINUED:

47

Frank walks up.

FRANK

The hundred and fifty horsepower motor comes standard with this boat.

JOHNNY

Are you sure?

FRANK

Positive.

JOHNNY

Wow, my mistake. This boat is a hell of a deal. Thanks, Frank.

Johnny turns back to Matt.

JOHNNY

Sorry about that, Matt, but it's all the better deal for you. Since you're saving five hundred dollars, let's take a look at a bimini top and some accessories to really cherry it out.

48 INT. MASON MARINE - C.J.'S OFFICE - DAY

48

Johnny enters carrying a stack of paperwork.

JOHNNY

I got full bill on that Ranger and sold about a grand worth of accessories.

C.J.

That's great! You're doing a terrific job. I'd venture to say that you're almost as good a salesman as I am.

Johnny smiles and turns to leave, but then turns back to C.J.

JOHNNY

You and I should have a sell-off. You know, just for fun.

C.J.

I wouldn't want to embarrass you in front of the other guys.

JOHNNY

Right, right. Well if you change your mind, let me know.

49 INT. MASON MARINE - BATHROOM - DAY

49

Frank enters the bathroom. Johnny shoots in after him and pushes him up against the wall.

JOHNNY

Listen Jimmy Buffett, if you ever cut in on one of my sales again, you'll be eating your doughnut through a straw.

Johnny throws Frank to the side and walks away. Frank rubs his sore neck.

50 EXT. MASON MARINE - DECK - DAY

50

Johnny waves to ANOTHER CUSTOMER, who drives away towing a boat.

Frank, Kyle, and Steve sit on the deck. Steve and Kyle smoke.

KYLE

That guy can really sell, huh?

FRANK

I could sell ten times as many boats as he does if I were willing to flush my integrity down the toilet.

STEVE

Yeah, right.

Johnny approaches them. C.J. walks out of the building.

C.J.

Great sales today.

JOHNNY

Thanks, man. Hey, you guys want to go grab a beer?

FRANK

No, thanks. My daughter has a soccer game.

KYLE

I got band practice.

STEVE

Can't, man. I got a little of this waiting for me.

Steve pumps his hips as he stands up and starts moving away.

STEVE

I met this fine honey online.

CONTINUED

50 CONTINUED:

50

C.J.

I know it's none of my business, but you have a great wife at home. Is this girl really worth the risk?

STEVE

Let me put it to you like this -- she's trying to set up a threesome with her mom.

KYLE

Sweet!

STEVE

(to Johnny)

Count me in next time for that beer. I really want to hear about how you made all those sales today.

Steve exits.

JOHNNY

Looks like it's just me and you.

C.J.

I'd love to, but my wife is going to have dinner on the table in half an hour.

JOHNNY

Come on. Just one beer. I got some ideas I want to bounce off of you. I think they could really get this lot going.

51 INT. BAR - NIGHT

51

C.J and Johnny sit at the bar.

JOHNNY

I just love that feeling when you've got them and there's nothing they can do. You're a big old Cheshire cat grinning down at the little mouse in the corner and they're going to buy whatever you're selling. God it's good!

C.J.

Man, I wish the other guys had the passion for selling you and I have.

JOHNNY

It's addictive. All you have to do is give them a taste of the drug.

CONTINUED

C.J.
Believe me, I've tried. They just don't seem to get it.

JOHNNY
You have to think outside the box. When I was sales manager at Greensboro Ford, I hired a really hot secretary to motivate the guys. She had these big fake tits and a tight little ass. The top salesman of the day got to bang her.

C.J.
Was she a prostitute?

JOHNNY
She wasn't fucking those rednecks for fun.

C.J. laughs a bit nervously.

JOHNNY
Anybody can sell. You just have to find their button.

C.J.
You don't know Frank very well.

JOHNNY
Why don't you let me manage the guys for a while? I've got some ideas I think will get them selling.

C.J.
I don't know, I'm not sure how they would take it with you being here such a short time.

JOHNNY
I outsell the three of them put together.

C.J.
Frank won't listen to me. He's never going to listen to you.

JOHNNY
Come on, just try it for a month and if it doesn't work, I'll go back to straight selling. If it does work, I get a half point on everything they sell.

Johnny smiles at C.J. like a Cheshire cat.

52 INT. MASON MARINE - LOBBY - DAY

52

Kyle, Steve, and Johnny are seated, eating doughnuts and drinking coffee. Frank enters and looks at the half empty box of doughnuts.

FRANK

Who took the bear claw?

JOHNNY

The early bird gets the worm.

Johnny greedily bites into the bear claw.

FRANK

I'll give you a fucking worm.

Frank grabs another doughnut.

C.J. enters.

C.J.

I have an announcement to make. As you all know, Johnny is a seasoned salesman and has been a great asset to the lot since he started. Even though he hasn't been here long, he's really proven himself. I'm not sure I've done the best job in managing you guys and motivating you to sell. With that in mind, I'm going to promote Johnny to sales manager. You will all be reporting to him from now on.

FRANK

I quit.

C.J.

Frank, change is hard, but just give it a chance. You can learn a lot from Johnny. He really is a great salesman.

FRANK

Whatever.

C.J.

Johnny, the floor is yours. I have to go pick up a couple of boats.

C.J. leaves.

Johnny stands up in front of Kyle, Frank, and C.J.

CONTINUED

52 CONTINUED:

52

JOHNNY

I'm here to help you guys, to teach you to sell. I want us all to make a lot of money.

Steve starts CLAPPING.

JOHNNY

Save it, Steve.

Steve stops clapping.

JOHNNY

But let me tell you something. This shit about hanging out on the deck smoking, not helping out with the balloons, being a bunch of lazy asses... That dog don't hunt. You guys have had it too easy for too long. Things are about to change around here, and you're going to have to start producing.

STEVE

We'll just follow your lead, big man.

JOHNNY

Shut up, Steve. I don't need your fucking brown-nose bullshit.

(and)

If you guys get out of line, I'm not afraid to hit you.

Frank, Steve, and Kyle all look at each other, dumbstruck.

JOHNNY

It's called tough love. I want us to be like a family. I know how to sell, and believe me, I want to teach you guys everything I know a lot more than I want to smash your fucking face in.

53 EXT. MASON MARINE - LOT - DAY

53

Frank shakes VICTOR'S hand. Victor is a tattooed hombre wearing a wife-beater.

FRANK

Okay, great, check back with us next week.

CONTINUED

53 CONTINUED:

53

Victor walks away. Johnny moves up next to Frank.

JOHNNY

Did you get his contact information?

Frank sighs.

FRANK

No. My customers call me back...

Johnny pulls out a small hand-held TAZER and touches Frank's arm with it... ZZZZZZZZZZZZ. Frank shudders as the electricity flows through him and he falls to the ground.

Steve, sitting on the deck, sees what just happened.

STEVE

What was that?

JOHNNY

A motivational technique.

(pointing to a
customer)

Now go help that customer and make
sure you sell some accessories.

STEVE

Yes, sir, big man.

Steve jumps up, throws his cigarette aside, and moves out towards the CUSTOMER.

54 EXT. MASON MARINE - STREET - DAY

54

Johnny catches up with Victor.

JOHNNY

Hey, I'm the sales manager. I just
wanted to see if there was anything
I could do to get your business.

VICTOR

I'm looking for something big and
fast.

JOHNNY

We've got a twenty-foot Four Winns
that'll run in the mid fifties.

VICTOR

Not big enough. Not fast enough.
I'm looking for something that's at
least twenty-five feet and will do
eighty.

CONTINUED

54 CONTINUED:

54

JOHNNY

I can get you that boat. Let me get your phone number and I'll call you.

Johnny takes out a pen and starts writing Victor's phone number down.

55 INT. MASON MARINE - C.J.'S OFFICE - DAY

55

C.J. sits at his desk nervously looking at PICTURES of his new house. Johnny enters and sees the pictures.

JOHNNY

That sure is a nice house.

C.J.

Yeah, it really is. But between you and I, I don't know if I can really afford it.

Johnny moves behind C.J. to get a better look at the pictures, resting a hand on C.J.'s shoulder.

JOHNNY

We're going to get you that house.

C.J.

How? Do you have an extra seven and a quarter you can give me?

JOHNNY

No. But I've got some new motivational techniques I want to try out on the guys. If they work, it'll earn us at least that much.

C.J.

What ever you need to do to get those guys selling, just go and do it.

56 EXT. FRANK'S HOUSE - BACKYARD - DAY

56

Frank's daughter, LUCY, who looks surprisingly like Frank, kicks the ball to Frank.

FRANK

Great kick!

Johnny moves up next to Frank, CLAPPING.

JOHNNY

Is that your daughter?

CONTINUED

56 CONTINUED:

56

FRANK

Yeah.

JOHNNY

What a great little athlete she is.
Lucky girl, she looks just like you.

And then it dawns on Frank that it's a little strange that Johnny is there.

FRANK

What are you doing here?

JOHNNY

I was in the neighborhood.
(a beat)
I told you, I want to be your friend
and your boss.

FRANK

Uh, yeah, right. Do me a favor,
don't come by my house anymore.

Johnny slides the TAZER GUN out of his pocket just enough for Frank to see it. Frank quickly backs away.

JOHNNY

You'll have to have me over for
dinner sometime.
(to Lucy)
See you later.

Johnny waves as he exits.

57 OMITTED

57

58 INT. HOTEL ROOM - NIGHT

58

Steve and his mistress, ANDREA, are in bed having sex doggie-style.

Andrea is a BBW (big beautiful woman).

STEVE

Who's your daddy?! Tell me, baby,
who's your daddy?! Does it feel good
having that big thing inside you?

59 EXT. HOTEL - PARKING LOT - NIGHT

59

Johnny's Corvette is parked next to Steve's car. Johnny gets out of his car holding a CAMERA.

STEVE (O.S.)

The Stevester's your daddy!

60 INT. C.J.'S HOUSE - DINING ROOM - DAY

60

*

Madeline prepares breakfast. C.J.'s phone RINGS. He answers it.

C.J.
 (into phone)
 Hey, Johnny, what's up?

JOHNNY (V.O.)
 Captain, I'm on fire. I've got a customer looking for a 22-foot center console. I was wondering if you had anything like that?

C.J.
 (into phone)
 I was looking at one yesterday. I'll go pick it right up, now.

MADELINE
 Or you could have breakfast with your family.

C.J.
 Maybe tomorrow. I can't right now. I've got to go pick up a boat.

JOHNNY (V.O.)
 You know what, the customer's not coming back until three. Stay and have breakfast with your family.

C.J.
 (into phone)
 Are you sure?

JOHNNY (V.O.)
 Yeah, Captain, I've got everything covered down here.

C.J.
 (into phone)
 Okay, well thanks.

C.J. hangs up the phone.

C.J.
 What's for breakfast?

61 INT. MASON MARINE - C.J.'S OFFICE - DAY

61

*

Steve sits across from Johnny.

CONTINUED

61 CONTINUED:

61

JOHNNY

You're doing better, but there's a lot of room for improvement.

STEVE

Yes, sir, big man, but don't worry --

JOHNNY

(interrupting)

At the end of the day, it's all about the numbers, and yours just aren't there. Here's the deal.

Johnny pulls out a manila folder filled with PICTURES of Steve and Andrea having sex.

JOHNNY

You either start selling or I'm sending these to your wife.

Johnny starts handing the pictures, one by one, across to Steve.

Steve's face goes pale.

JOHNNY

Is her mom still in town for the threesome or did she swim back to the Arctic?

Johnny waits for a response, then flips the last picture to Steve, a picture of JOHNNY having sex with Andrea doggie-style.

CLOSE ON PICTURE

*

Johnny wears a cowboy hat, looks at the camera with a huge grin on his face, and is giving the "thumbs up."

JOHNNY (O.S.)

Who's *your* daddy?

*

62 EXT. USED CAR LOT - DAY

62

C.J. talks with a CAR SALESMAN. Three boats, including the 22-foot center console, sit in the very back of the lot.

CAR SALESMAN

I got them in trade. I don't have any way of selling them. Ten thousand dollars for all three of them.

CONTINUED

62 CONTINUED:

62

C.J.
Deal.

63 INT. MASON MARINE - C.J'S OFFICE - DAY

63

Johnny sits at his desk, Frank sits in front of him.

JOHNNY
You've shown some improvement, but
your numbers need to be about double
what they are now.

FRANK
Yeah, blow me.

JOHNNY
It would be a real shame if your
daughter lost her legs and couldn't
play soccer anymore.

FRANK
You know what, fuck you!
(gives Johnny the
finger)
I quit!

JOHNNY
No, you don't quit, you sell.

Frank gets up and leaves. Johnny follows Frank with his
stare.

64 INT. FRANK'S HOUSE - LUCY'S ROOM - NIGHT

64

Lucy SCREAMS. Frank enters.

In a pile on Lucy's bed are several STUFFED ANIMALS with
their legs cut off.

65 INT. CLUB - NIGHT

65

Kyle is on stage ROCKING with his BAND. A CROWD of about
fifty people dance along to the music. A gaggle of HOT
CHICKS lines the front row, SCREAMING at Kyle.

Johnny is in the back at the bar drinking and listening to
the music.

66 EXT. CLUB - BACK ALLEY - NIGHT

66

Kyle's band moves their equipment into a minivan. Kyle and
Johnny stand in the alley smoking.

CONTINUED

66 CONTINUED:

66

JOHNNY

You guys are actually pretty good.
You could go places.

KYLE

We got a meeting with a major label
next week.

Johnny nods and puffs on his cigarette.

JOHNNY

You really have to sell your band to
the record company.

KYLE

It's art, man, not a boat.

Johnny throws his cigarette down and stomps it out. The
drummer walks by pushing a cart with a drum set on it.

JOHNNY

Everything in life is sales.

The drummer starts loading the van with the drum kit.

JOHNNY

See that drum kit? Someone sold it
to your drummer. Your van? Someone
sold it to your parents. This
building? Sold to the owner. The
concrete we're standing on? Sold to
the city. Do you invite industry
people to your shows and tell them
how great your band is?

KYLE

Yeah.

JOHNNY

Why?

KYLE

So they will sign us.

JOHNNY

Kind of like us inviting customers to
the lot to buy a great boat?

KYLE

Well... I guess.

JOHNNY

I don't care if it's a boat or the
greatest song ever written.

(more)

CONTINUED

66 CONTINUED: (2)

66

JOHNNY (cont'd)
 They both have to be sold and the
 technique is the same. Always has
 been, always will be.

Kyle thinks, NODS.

67 INT. STEVE'S CAR / EXT. MARINA - DOCK - DAY

67

*

Frank and Steve sit in the car, wearing fishing gear.

STEVE
 He had pictures of me and Andrea
 having sex. He said if I didn't
 sell, he'd show them to my wife.

FRANK
 I knew it! He threatened to cut off
 Lucy's legs if I didn't sell.

Frank holds up a STUFFED ANIMAL with cotton spilling out of
 the hole where it's legs were.

FRANK
 He left this as a calling card so I'd
 know he was serious.

STEVE
 Shit. What are we going to do?

FRANK
 We got to go to the cops.

STEVE
 And tell them what? That I'm
 cheating on my wife, and you think he
 tore the legs off Winnie the Pooh to
 get you to sell more boats?

They sit in silence for a beat.

FRANK
 We need to tell C.J. what's going on.
 He'll listen to us.

68 EXT. BOAT - OCEAN - DAY

68

Catalina Island can be seen in the background. A Grady White
 fishing boat drifts along. Steve, Frank, and C.J. all have
 their fishing rods out.

Steve suddenly pulls up sharply on his pole.

CONTINUED

68 CONTINUED:

68

STEVE

Here we go!

Steve starts reeling his rod as it bends down toward the water.

Suddenly the line goes slack and the pole comes up.

STEVE

Damn!

FRANK

You got too anxious. You have to play the fish.

STEVE

Thanks "old man and the sea."

C.J.

(laughing)

I really enjoy being out on the water with you guys. Thanks to Johnny, we'll be able to do this more often.

A long silence. Steve glances at Frank.

FRANK

C.J., we know how much you like Johnny, but he's a sociopath.

C.J.

What are you talking about?

FRANK

He's cheating customers. He shocked me with a tazer gun when I didn't get a customer's phone number. And he threatened to cut off Lucy's legs if I don't sell more.

STEVE

Frank's right, the guy is crazy.

C.J.

Now come on guys, you've been watching too many mob movies. He's not going to cut off anybody's legs. Johnny is a little outside the box with his methods, but he's not going to hurt you.

FRANK

What about the tazer?

CONTINUED

68 CONTINUED: (2)

68

C.J.
It did get you selling.

FRANK
Yeah, and my balls glow in the dark now.

C.J.
I'll tell you what, I'll talk to him and tell him to tone it down a bit.

Steve sets his pole down to grab a beer from the cooler.

FRANK
I wouldn't leave your pole there.

STEVE
It'll be fine.

*

As Steve reaches for a beer, his fishing pole jerks taught and whips over the side of the boat.

Steve reacts, stops. He opens his beer and takes a sip like nothing happened.

69 EXT. MASON MARINE - DECK - DAY

69

Johnny and Kyle sit on the deck. A customer, QUINCY, comes onto the lot.

JOHNNY
Get to know him a bit and then start a negotiation. Ask him if he'd buy the boat for a dollar. Once he agrees to that, it's just a matter of deciding on a price.

Johnny sees Quincy looking at a Wellcraft Bow Rider.

JOHNNY
Go get him, tiger.

Kyle heads out towards Quincy.

70 EXT. MASON MARINE - LOT - DAY

70

Kyle and Quincy stand beside the Wellcraft Bow Rider.

KYLE
Would you buy this boat for a dollar?

CONTINUED

70 CONTINUED:

70

QUINCY

Sure.

KYLE

Well, I can't do that, but what price were you thinking?

71 EXT. MASON MARINE - LOT - DAY

71

C.J. and Johnny blow up balloons.

C.J.

I know this is probably ridiculous, so don't take this the wrong way. But did you shock Frank with some kind of a stun gun?

Johnny pulls out his tazer gun.

JOHNNY

I was just kidding around with him. It doesn't really hurt. It's made for training dogs.

C.J.

I think it upsets Frank, so maybe you better not shock him anymore.

JOHNNY

Yeah, yeah, no problem, Captain.

C.J. hangs the sign on the wall. It reads: "SUPER DUPER GIGANTIC BLOWOUT SALE."

72 ACROSS THE LOT

72

*

Frank stands, eating a jelly doughnut. Johnny approaches.

JOHNNY

Did you tell C.J. I tazered you?

FRANK

No.

Johnny puts the tazer on Frank's arm and ZZZZZZZZZZZZ, Frank shakes, throws his doughnut in the air. He falls to the ground.

Johnny walks away.

73 INT. MASON MARINE - RETAIL SPACE - DAY

73

Steve stands with a customer, RUSTY.

CONTINUED

73 CONTINUED:

73

STEVE

The coast guard requires a horn, a throwable cushion, flares, and a life preserver for every person on the boat. Do you have any of that?

RUSTY

Uh... no.

Steve starts gathering the items off the shelf.

STEVE

You'll probably want an anchor. It would be a bummer to drift away.

RUSTY

Yeah, I guess it would.

Steve puts all the things in a pile on the floor and hurries over to grab an anchor.

74 EXT. MASON MARINE - LOT - DAY

74

Frank stands with a customer, SAM.

SAM

Thanks for all of your help. I'll give you a call tomorrow after I talk with my wife.

FRANK

Sounds good. Let me get your phone number, and if any other boats come in, I'll give you a call.

Johnny stands nearby smoking a cigarette. He NODS in approval and walks away.

75 INT. MASON MARINE - LOT - LATER

75

*

Johnny stands beside a Larson family boat, showing it to TROY CLOSSON and his wife, JENNIFER.

JENNIFER

I want something really safe. I'm scared to death of the water and I don't swim well.

Johnny LAUGHS and puts his hand on her shoulder.

*

JOHNNY

You have my word, you will leave here with a safe, quality boat that won't sink.

CONTINUED

75 CONTINUED:

75

TROY

What about this Larson?

Johnny pauses a beat, reminiscing.

JOHNNY

Funny you should ask. That was my grandfather's boat. He passed away last month. I was going to keep it, but there are too many memories wrapped up in her.

JENNIFER

I'm really sorry to hear that.

JOHNNY

Thank you. The upside for you is that my grandfather kept this thing in the garage right next to his fully restored 1956 Corvette.

Johnny puts his hand on the boat.

JOHNNY

You won't find a cleaner, safer, or more reliable boat on the lot. Grandpa would love it if he knew a nice, young couple got her.

TROY

Do you mind if I get in?

JOHNNY

Help yourself. But do me a favor and slip your shoes off. Grandpa always insisted.

Jennifer and Troy take their shoes off. Jennifer smiles as Troy helps her into the boat.

76 INT. MASON MARINE - C.J.'S OFFICE - DAY

76

Johnny pulls some paperwork off of the printer. Kyle enters.

KYLE

Hey man, C.J. wanted to check that boat out before it sold.

JOHNNY

Don't worry. I checked it out myself. It's solid as a rock.

77 INT. MASON MARINE - RETAIL SPACE - DAY 77

C.J. walks past Frank's desk. Frank is on the phone.

FRANK

Hey, Bill, this is Frank down at Mason Marine. I just wanted to follow up to see if you had a chance to talk to your wife about that Boston Whaler?

C.J. smiles as he goes into his office.

78 INT. MASON MARINE - C.J.'S OFFICE - DAY 78

Johnny stands at the whiteboard adding up sales.

C.J. enters and looks at the board, incredulous.

C.J.

Frank did eighteen thousand yesterday?

JOHNNY

Yeah, he's really picking it up.

C.J.

And Steve did twenty-two?

JOHNNY

The boys are hustling, Captain. Kyle just sold that VIP, about two grand in accessories and an extended warranty.

C.J.

I'm going to have get more boats.

79 INT. WAREHOUSE - DAY 79

An AUCTIONEER stands in front of a large CROWD of people. A 23' Hallett boat sits on the auction block. C.J. raises his hand.

AUCTIONEER

Going once... going twice... sold to number 36.

The auctioneer points at C.J.

80 INT. C.J.'S HOUSE - BEDROOM - NIGHT 80

C.J. and Madeline lie on the bed. C.J. flips through the classified ads. Madeline leans in and kisses C.J. and tries to pull the classified ads away from him.

CONTINUED

80 CONTINUED:

80

C.J.
Not right now. I got to call this
guy on a Ranger bass boat.

C.J. dials his cell phone.

Madeline HUFFS, rolls her eyes. She pulls a VIBRATOR out of
the night stand and turns it on.

C.J.
(into phone)
Hello, I'm calling about the Ranger
bass boat you're selling?
(and)
How long is it?

MADELINE
Ooooh... It's really long...

Madeline starts to MOAN a little bit and C.J. waves for her
to quiet down. But she just gets louder and louder.

C.J.
(into phone)
Is the motor a two-stroke or a four-
stroke?

MADELINE
Give me the four-stroke.
(yelling)
Oh, yes, yes...

C.J.
Is it oil injected?

MADELINE
Ooooh, yes, inject me with your oil!

C.J.
Nothing, it's just the television.
(holding the phone
down)
Honey, could you turn it down?

MADELINE
Not now, I'm coming... oh... oh...
oh... oh...

C.J.
(into phone)
So how early do you get up in the
morning?
(and)
Okay, great I'll see you at seven.

CONTINUED

80 CONTINUED: (2)

80

C.J. hangs up the phone and Madeline turns off her vibrator and rolls away from him.

C.J.
But what about me?

MADELINE
I just got a long, four-stroke oil injection, and you want to give me *that*?

*

Madeline motions towards C.J.'s obvious erection under the sheets.

Madeline turns off the light.

81 EXT. OCEAN - DAY

81

Troy and Jennifer are out in their new boat.

Troy drives. Jennifer sits in the middle of the boat and has two life preservers on over her bikini.

JENNIFER
(smiling, screaming)
Troy, slow down!

Troy presses down on the throttle a little more and the boat goes even faster. Jennifer SCREAMS playfully.

Troy slowly pulls the throttle back and the boat drifts to a stop.

TROY
Isn't this great?
(seductive)
Why don't you take those life jackets off.

Troy moves to Jennifer and starts taking her life jackets off.

JENNIFER
Oh, Troy, are you going to save me?

82 LATER

82

Jennifer is laid back on the seat, feet on the floor. Troy is on top of her and they are making out.

JENNIFER
(getting up)
Troy, Troy, my feet are in water.

CONTINUED

82 CONTINUED:

82

TROY

What?

Troy gets off of her and looks at the floor of the boat, which is covered in about an inch of water.

JENNIFER
(screaming)

We're sinking! We're sinking! Help!

Troy scrambles to the stern. He kneels down and looks. Water pours in through a torn shift bellow.

TROY

Put your life jacket on!

He moves to the console, frantically trying to start the boat, but it won't start.

83 EXT. FANCY HOUSE - DAY

83

Mr. and Mrs. Hofferma, C.J., and Madeline stand looking at the house. Mr. Hofferma has his dumbbells and is doing shoulder raises.

The REALTOR hangs an "IN ESCROW" sign.

MR. HOFFERMAN

You're putting in a pool?

C.J.

Yeah, the kids will love it.

MR. HOFFERMAN

We'll buy this place for pennies on the dollar when the bank forecloses on it in six months.

MRS. HOFFERMAN

Kevin!

(and)

Let me get him out of here so you can enjoy yourselves.

Mrs. Hofferma pulls Mr. Hofferma away.

C.J.

I wanted to show you something up in the master bedroom.

84 INT. FANCY HOUSE - MASTER BEDROOM - DAY

84

C.J. opens the door and enters with Madeline.

CONTINUED

84 CONTINUED:

84

A trail of rose pedals leads to a blanket, picnic basket and an iced bottle of champagne. C.J. pulls out his cell phone and deliberately turns it off.

He kisses Madeline.

85 OMITTED

85

86 EXT. MASON MARINE - LOT - DAY

86

Johnny smokes a cigarette.

Troy comes storming through the front gate with the look of a madman.

TROY

You mother fuckers sold me a piece of shit, and my wife and I almost died!

Johnny glances into the retail space where C.J. is talking to Frank, and he quickly moves to intercept Troy.

JOHNNY

Hey, I'm really sorry. What happened?

87 INT. MASON MARINE - RETAIL SPACE - DAY

87

C.J. and Frank hear the commotion and move to the doorway as Johnny gets to Troy.

88 EXT. LOT

88

TROY

I hope you have good insurance. I'm going to own this place.

JOHNNY

Okay, okay, let's just take a look at the boat.

As they walk out of the gate, Johnny picks up a 2x4 PIECE OF WOOD leaning against the fence.

He pats the 2x4 in his other hand, testing the strength, as if he's getting ready to hit someone with it.

89 INT. MASON MARINE - RETAIL SPACE - DAY

89

C.J. and Frank watch as Troy and Johnny disappear around the corner.

CONTINUED

89 CONTINUED:

89

FRANK
What's he going to do with that?

C.J. exits. Frank follows.

90 EXT. MASON MARINE - STREET - DAY

90

C.J. and Frank arrive at the boat.

Troy lies on the ground, blood coming out of the back of his head. The 2x4, with a patch of blood on the end, lies nearby.

C.J.
What happened?

JOHNNY
He was getting up in the boat and he fell backwards. Call 911!

C.J. quickly dials his cell phone.

91 EXT. MASON MARINE - DECK - DAY

91

C.J., Johnny, Frank, Steve, and Kyle stand on the deck.

C.J.
What the hell happened?

JOHNNY
He was stepping up on the boat and slipped and fell backwards.

FRANK
On the 2x4?

JOHNNY
Yeah, I've got a bad knee and I was going to use it to help me into the boat. As he was falling, I dropped the 2x4 to try to catch him and he hit his head on it.

FRANK
Ha! That's the most ridiculous story I've ever heard. You hit him in the head with it!

JOHNNY
I don't care what you think. God and I know the truth.
(to C.J.)
You're going to fire me, aren't you?

C.J. pauses for a long moment.

CONTINUED

91 CONTINUED:

91

C.J.
No, I'm not going to fire you.

JOHNNY
This is just like my last job. I come in here and turn this place around, but in the end, I get blamed for any negative shit that happens. You guys are jealous of me.

There's a pause as no one says anything.

JOHNNY
I'm going to the hospital to tell him how terrible I feel about this.

Johnny walks off the lot.

FRANK
C.J., you have to call the cops. You know he hit him with that 2x4.

C.J.
He didn't hit him. Johnny wouldn't do that.

STEVE
I know Frank is a whining little bitch, but I think he's right about this.

C.J.
(a beat, nervously)
Come on, guys, it's ridiculous. Kyle, what do you think?

KYLE
I can't see him hitting someone over the head with a block of wood.

STEVE
You know C.J., we may be selling more boats since Johnny got here, but this place is really sailing in the wrong direction.

C.J. may be defending Johnny, but the look in his eye says he's not so sure.

92 INT. REAL ESTATE OFFICE - DAY

92

C.J. and Madeline sit in front of a desk. C.J. rapidly taps his foot and stares at the floor.

CONTINUED

92 CONTINUED:

92

MADELINE

Are you okay?

C.J.

(snapping to life)

Yeah, yeah, I'm good.

The realtor, PEGGY, sits down at her desk with a bunch of paperwork. Peggy wears a NECK BRACE.

PEGGY

The inspection on the new house passed with flying colors.

C.J.

Oh, great.

PEGGY

And we have three offers on your old house.

Peggy slides some paperwork over to them.

PEGGY

Sign right here.

Peggy points to the paper work. Madeline starts signing.

C.J.

So what happened to Johnny Cross? *

Peggy nervously touches her neck.

PEGGY

Oh, he just decided to move on.

ANOTHER REALTOR with a BROKEN ARM sets some letters on Peggy's desk.

C.J. looks around the office.

A THIRD REALTOR talks on the phone. He has a BANDAGE wrapped around his head.

A WOMAN LIMPS by using CRUTCHES and wearing a LEG CAST.

PEGGY

And sign right here.

Peggy points at the paperwork and C.J. signs.

93 INT. MASON MARINE - C.J.'S OFFICE - DAY 93

C.J. pulls a piece of paper out of a file drawer.

Close on paper

It's Johnny's RESUME. Three references are listed -- all car dealerships.

C.J. picks up the phone and dials the first number.

94 INT. MOTEL ROOM - DAY 94

Johnny sits in bed watching porn. His pants are around his ankles.

On the bureau, THREE CELL PHONES are lined up. The first one RINGS.

Johnny pulls his pants up, grabs the phone, and flips it open.

JOHNNY

(into phone; thick
southern accent)

Bob's Ford of Greenville. This is
Carl, how can I help you today?

INTERCUT

C.J.

(into phone)

Hey, my name is C.J. and I'm looking
to hire Johnny Cross. Can you give
me a reference? *

JOHNNY

(into phone; thick
southern accent)

Johnny? Oh, he was great. I'd give
anything to have him back. We never
sold so many cars.

C.J.

(into phone)

Did you ever have any customer
complaints or...

(gulp)

injuries?

JOHNNY

(into phone, thick
southern accent)

Injuries, nah. He was a model
employee through and through.

Johnny scoops up the other phones and runs out of the hotel room.

Johnny races down the street. The two other cell phones sit on the passenger seat beside him.

JOHNNY
 (into phone, thick
 southern accent)
 You take care of yourself, now.

CONTINUE INTERCUT

C.J. dials the next number on the resume.

The second cell phone RINGS. Johnny picks it up.

JOHNNY
 (into phone; thick
 Boston accent)
 Deal Chevrolet, this is Kevin.

C.J.
 (into phone)
 Hey Kevin, I was calling for a
 reference on one of your former
 salesmen, Johnny Cross? *

JOHNNY
 (into phone; thick
 Boston accent)
 Did a good job for us. Never gave us
 any problems. Hell of a salesman.

Suddenly, Johnny swerves around a pedestrian crossing the street, lays on the HORN.

PEDESTRIAN (O.S.)
 Hey, slow down!

JOHNNY
 Hey, shut the fuck up!

C.J.
 (into phone)
 What was that?

JOHNNY
 (into phone; Boston
 accent)
 We're having the biggest sale of the
 year and customers are getting really
 excited.

C.J.
 Oh.

96 EXT. MASON MARINE

96

Johnny pulls up in front of Mason Marine. The third phone RINGS. Johnny picks it up.

JOHNNY
 (into phone; thick
 Minnesota accent)
 Fargo Toyota and John Deere, can you
 hold please?

C.J.
 (into phone)
 Sure.

END INTERCUT

Johnny enters C.J.'s office.

JOHNNY
 Hey, C.J. we got any hot leads today?

Surprised, C.J. looks up at Johnny and spills his coffee on himself. C.J. drops the phone and jumps up.

Johnny leans down to pick up the phone.

C.J.
 No, no, no, I got it.

C.J. quickly grabs the phone from Johnny.

C.J.
 I'm in the middle of a call. I'll be
 right with you.

JOHNNY
 Who is it?

C.J.
 Nobody, my realt -- wife.

Johnny stares at him for a moment.

JOHNNY
 You want another cup of coffee?

C.J.
 No, I'm okay. Too much caffeine.
 Bad for me.

Johnny exits.

CONTINUED

96 CONTINUED:

96

JOHNNY (V.O.)
 (from phone, thick
 Minnesota accent)
 Thanks for holding. How can I help
 you?

C.J.
 Um, never mind. I think I got a
 wrong number.

C.J. hangs up the phone.

After a moment, he picks up the phone and dials again.

C.J.
 (into phone)
 Yes, could I get the number for the
 Ford dealership in Greenville, South
 Carolina?

C.J. writes down the number on a piece of paper, then dials
 the phone. *

97 INT. GREENVILLE FORD (SOUTH CAROLINA) - DAY

97

A cute receptionist, TINA, answers the phone. *

TINA
 Greenville Ford, how can I help you?

INTERCUT

C.J.
 (into phone)
 Hello, I'm calling for a reference on
 Johnny Cross? *

TINA
 Johnny? That bastard owes me five
 years of back child support. Where
 is he?

C.J.
 Pasadena, California.

TINA
 You tell that no good used car
 salesman I'm coming out there and I
 want my money!

The FORD MANAGER walks by the receptionist's desk.

FORD MANAGER
 Who is it?

CONTINUED

97 CONTINUED:

97

TINA

It's someone asking about Johnny.

The Ford Manager takes the phone from the receptionist.

FORD MANAGER

Who is this?

C.J.

My name is C.J. Mason. I was calling to get a reference for Johnny Cross.

*

FORD MANAGER

Is he out of jail? Yeah, he worked for us for a few months. Sold a lot of cars. Stole a lot of money, too. Then he got in a fight with the sales manager and nearly killed him. And we had a mysterious fire the night before he disappeared. If you're thinking of hiring him, and you also have Satan as a candidate, hire Satan.

C.J.

(into phone)

Okay, thanks.

C.J. hangs up the phone, leans back in his chair, and breathes deeply.

98 EXT. MASON MARINE - LOT - DAY

98

MANAS GREGORIAN drives onto the lot pulling a 23' Fountain boat. This is what is known as a "penis boat," synonymous with guys who drive Corvettes and Ferraris. It's long, sleek, shiny and says "look at me."

C.J. exits the building as Manas jumps out of his Range Rover, followed by his enormous BODYGUARD. Manas has on white shorts and an untucked button-down shirt exposes his gold chain and hairy chest. He wears Gucci sunglasses and speaks with a thick Armenian accent.

As C.J. approaches, Manas holds out his hand and they shake.

MANAS

I need you to sell boat. I need bigger boat, faster boat.

C.J.

Okay, how much do you want for it?

MANAS

Eighty thousand, nothing less.

CONTINUED

98 CONTINUED:

98

C.J.
 Okay, sounds reasonable. We charge
 a ten percent commission on all
 consignment boats.

MANAS
 You give me good deal, two percent.

C.J.
 Uh, no, sorry, it's not worth my time
 to sell it for two percent.

*

MANAS
 I give you five, no more.

C.J. considers this.

C.J.
 Since it's a bigger boat, I'll do it
 for eight.

MANAS
 Six. We have deal.

Manas holds out his hand.

C.J.
 Eight.

MANAS
 Okay, okay, seven. We have deal.

C.J. thinks for a moment and then shakes hands with Manas.

By this time, Frank, Steve and Johnny have all come out and
 are admiring the boat.

FRANK
 Now that's a boat.

C.J.
 (to Manas)
 Let's go inside and we'll get the
 paperwork together.

99 EXT. LASER RECORDS - DAY

99

Establishing. A schwank building in the middle of Hollywood.

100 INT. LASER RECORDS - EXECUTIVE BOARD ROOM - DAY

100

*

Kyle and the rest of the band are seated at a large table.
 Several RECORD EXECUTIVES sit with them. They're listening
 to a CD of the band's original MUSIC.

CONTINUED

100 CONTINUED:

100

The music ends.

ANDREW LASER, the top music executive, NODS his head.

ANDREW LASER
You guys really got a great sound.

KYLE
Thanks, man.

ANDREW LASER
But it's just not quite the right
sound for our label.

There's an awkward silence as the band looks at each other. Kyle squeezes his hands really tight as he thinks for a moment.

KYLE
I heard that's what they told the
Beatles.

ANDREW LASER
Trust me, you guys aren't the
Beatles. Laura will show you out.

Kyle stands up. Andrew and his team start packing up to leave.

KYLE
Thank you for your time. We hate to
run, but we're going to be late for
our meeting over at Capitol.

ANDREW LASER
Who are you meeting over at Capitol?

KYLE
Uh... Eddie. *

ANDREW LASER
Eddie who? *

KYLE
Eddie Van Hendrix. *

ANDREW LASER
Well, good luck.

Kyle and his band turn to leave. But then Kyle turns back to Andrew Laser.

KYLE
What if we toured the country, paid
all our own expenses, and gave you
all the profits. Would you sign us?

CONTINUED

The record executives look at each other and smile, not sure what to make of Kyle.

ANDREW LASER

Why, is your dad a millionaire?

KYLE

No, but if we could present you with a no lose situation, would you sign us? If we paid all our own expenses, did all our own booking and promotion, you wouldn't have to do a thing, and we gave you all the profits, would you sign us?

ANDREW LASER

Sure. Do you guys want to do that?

KYLE

Well, we can't exactly do that. But let's say we paid half our expenses and gave you half the profits?

ANDREW LASER

No, I can't do that.

KYLE

Okay, how about we pay sixty percent of the expenses and we get half the profits?

ANDREW LASER

Okay, we'll split the profits but you guys have to pay seventy percent of your expenses.

KYLE

Deal.

Kyle holds out his hand and they shake.

ANDREW LASER

Welcome to Laser Records.

KYLE

We're going to sell more records than any band, ever.

All the other band mates look at each other wondering what just happened.

101 INT. LAWYER'S OFFICE

101

WILLIAM BERNSTEIN, Troy's large Afro-American lawyer, sits at his desk talking on the phone. Troy sits next to him in a neck brace looking like he's on some heavy pain killers.

C.J. enters.

William stands up and holds out his hand. C.J. looks up at him. William is enormous.

WILLIAM
I'm William Bernstein, Mr. Closson's lawyer.

C.J.
(surprised)
You're his lawyer?

WILLIAM
Is there a problem?

C.J.
No.
(to Troy)
Troy, I just wanted to talk to you.
Do we really need lawyers?

Troy MOANS.

WILLIAM
If you have something to say to my client, you need to say it to me. Since the assault, my client has lost his hearing, has limited motor skills, and has periods of amnesia.

C.J.
Assault? It was an accident. He fell off the back of the boat.

WILLIAM
Is that why your employee came to the hospital and threatened to kill my client and assaulted him with an electric stun gun?

C.J.
But... it's used for training dogs.

WILLIAM
Great danes, maybe. Do you own your own house?

C.J.
Yes.

CONTINUED

101 CONTINUED:

101

WILLIAM
Not anymore.

C.J.
Please. Can't we work something out?

WILLIAM
Well, my client would be willing to settle for fifty thousand dollars. Otherwise, we'll take this to a jury and it could be ten times that amount.

C.J. reacts.

102 OMITTED

102

103 EXT. MASON MARINE - DECK - DAY

103

Steve and Frank sit on the deck. Frank eats a doughnut. Steve smokes. Johnny approaches them.

JOHNNY
We're going to have a little contest this weekend. You guys have to sell ninety thousand dollars between the two of you.

STEVE
That's not a contest, big man.

FRANK
What do we get if we do it?

JOHNNY
Well, Bob, tell them what they're going to win.
(in a game show
announcer voice)
Well, Johnny, Frank's daughter gets to keep playing soccer and Steve's wife won't cut his nuts off.

Johnny smiles and exits.

104 OMITTED

104

105 INT. MASON MARINE - RETAIL SPACE - DAY

105

Johnny stands at the cash register. An OLDER CUSTOMER pays Johnny.

JOHNNY
Thank you for shopping at Mason
Marine.

The older customer walks away. Johnny puts the cash into his pocket.

Steve enters.

JOHNNY
I'm going to lunch. You guys keep
selling.

106 EXT. MASON MARINE - DECK - DAY

106

Frank and Steve sit on the deck eating lunch.

FRANK
I'm having my best day ever and we're
not even going to come close to
ninety thousand.

STEVE
Don't be a little bitch today. I
just can't take much more.

Johnny exits the building.

JOHNNY
What the fuck are you guys doing?
You don't take lunch when you have
ninety thousand dollars worth of
boats to sell! What are you stupid?

FRANK
Yeah, I'm stupid. Stupid for putting
up with you this long. I quit.

CONTINUED

106 CONTINUED: (2)

106

STEVE
Yes, sir, big man.

Steve stands up.

Steve approaches the couple.

STEVE
Hello, folks.

Steve keeps walking right past the couple, onto the street.
He gets in his car and drives away.

107 INT. STEVE'S HOUSE - LIVING ROOM - DAY

107

Steve and HIS WIFE sit on the couch. Steve holds her hands lovingly.

STEVE
I love you and I've made a huge
mistake.

108 EXT. FRANK'S HOUSE - PORCH - DAY

108

A SECURITY SPECIALIST consults with Frank as a WORKER
installs bars over a window in the background.

109 EXT. MOTEL - PARKING LOT - NIGHT

109

Johnny's Corvette drives into the parking lot. Johnny gets
out and goes up to his room.

A moment later, C.J.'s truck pulls in.

110 INT. C.J.'S TRUCK - NIGHT

110

C.J. wears sunglasses and a baseball hat pulled down low. He
watches the motel through a pair of binoculars. A camera
sits on the passenger seat.

His cell phone RINGS. He answers it.

CONTINUED

110 CONTINUED:

110

C.J.
 (low gravely voice)
 Hey honey, how's it going?

MADELINE (V.O.)
 Why are you talking like that?

C.J.
 (normal voice)
 Like what?

MADELINE (V.O.)
 Like you're doing something wrong.

C.J.
 I'm not doing anything wrong. I'm
 just hanging with Johnny.

MADELINE (V.O.)
 (suspicious)
 What are you guys doing?

ANGLE ON

*

Johnny as he walks back out of his motel room and jumps in his car.

BACK TO SCENE

C.J.
 I'm getting to know him a little better.

MADELINE (V.O.)
 Why don't you get to know you're family a little better. I'm cooking --

C.J.
 Oh great, save me some.

C.J. flips his phone closed and watches Johnny's Corvette exit the lot.

111 EXT. HORNY BUNNY STRIP CLUB - NIGHT

111

Johnny's car pulls into the side parking lot

*

ACROSS THE STREET

*

C.J.'s truck slowly pulls to the curb.

*

112 INT. JOHNNY'S CORVETTE

112

Johnny adjusts his rear view, catches C.J.'s truck in it, and smirks. *

113 EXT. HORNY BUNNY STRIP CLUB

113

Johnny gets out of his car and walks around the corner toward the entrance.

C.J. quickly gets out, walks to the corner and peeks around. Nobody. *

FRONT OF CLUB *

C.J. stealthily walks along the wall, glancing cautiously over his shoulder. Nothing.

As C.J. approaches the DOORMAN, he feels a hand on his shoulder.

C.J. spins around to find Johnny standing there with a big grin on his face.

JOHNNY

What's up, buddy? What are you doing here?

C.J.

Uh...I was, uh...you know, looking for a, uh,
(looking at the sign)
horny bunny.

JOHNNY

Well, you've come to the right place! Come on in. I'll treat you to a lap dance with Thumper. *

C.J.

Uh, yeah, that's great.
(looking at his watch)
Oh my god, it's a lot later than I thought. Actually, I better be getting home.

JOHNNY

What are you worried about, your wife? It's not cheating if you're more than a mile from home.

C.J. starts to walk away, but Johnny wraps his arm around him and spins him back towards the club.

C.J.

No, it's not that. I forgot that Tuesday was pizza night with the kids.

CONTINUED

113 CONTINUED:

113

JOHNNY

Just call her and tell her you're
having rabbit.

C.J. ducks out of his arm.

C.J.

If I stay, I'll be here all night.

JOHNNY

Okay, but you don't know what you're
missing.

C.J.

Thanks but I really better go. I
gotta get up early and sell some
boats.

JOHNNY

(sotto)

You better get up *really* early.

Johnny follows C.J. with his stare and exits in the opposite
direction.

114 EXT. MASON MARINE - STREET - NIGHT

114

Johnny screeches up to the lot and jumps out of his Corvette.
He approaches Victor.

JOHNNY

Thanks for meeting me so late. You
got the cash?

VICTOR

You got the title?

JOHNNY

It's in the office.

Johnny and Victor walk toward the front gate.

115 INT. MASON MARINE - LOT - DAY

115

C.J. walks onto the lot and looks at the spot where the
Fountain was sitting. It's gone. C.J.'s usual excitement
over a sale is clearly lacking as he swallows hard.

116 INT. MASON MARINE - C.J.'S OFFICE - DAY

116

C.J. enters quickly, moves to the safe and opens it. In the
safe is a stack of bills with a receipt. C.J. picks up the
receipt, which reads: "Total price... \$5,000."

CONTINUED

116 CONTINUED:

116

C.J. quickly picks up the phone and dials.

117 EXT. STREET - NEIGHBORHOOD - DAY

117

Johnny sits on a fancy Harley Road King. A YUPPIE stands nearby. Johnny's phone RINGS. He answers it.

JOHNNY

Talk to me.

INTERCUT

C.J.

Hey, Johnny, it's C.J. Did you sell the Fountain for five thousand dollars?

JOHNNY

Yeah. He ground me down a little bit. You wanted six for it, right?

C.J.

No, that's an eighty thousand dollar boat!

JOHNNY

Oh, wow, really? Man, did I miss the mark. Sorry about that.

C.J.

Stop fucking around. Where's the rest of the money?

JOHNNY

(to the Yuppie)

I'll take it... I can pay cash.

(into phone)

I'm serious. I sold it for five thousand dollars. Just take it out of my next check.

Johnny flips his cell phone closed.

END INTERCUT

C.J. slams down the phone.

Manas and his large bodyguard appear in the door.

MANAS

Hey C.J., Johnny called and said you sold my boat.

Manas' bodyguard circles around behind C.J.

CONTINUED

117 CONTINUED:

117

C.J.
 (looking over his
 shoulder)
 Uh, yeah, he sure did.

MANAS
 So, where's my money?

C.J.
 He paid with a cashier's check. Can
 I pay you on Monday?

MANAS
 Man, I was headed to Vegas and I was
 hoping to have it. But if I don't
 have it, I guess I can't lose it!

BODYGUARD
 (cracking his
 knuckles)
 We'll see you Monday.

118 EXT. VICTOR'S HOUSE - DAY

118

Victor lives in a shabby neighborhood.

C.J. stands on the porch. He RINGS the doorbell. A moment
 later, Victor answers the door.

C.J.
 Hey, my name is C.J. Mason... I run
 Mason Marine.

VICTOR
 Is there a problem?

C.J.
 Johnny sold you the Fountain boat?

VICTOR
 Yeah, he gave me a hell of a deal on
 it.

C.J.
 Yeah, see, that's the problem. He
 wasn't authorized to sell the boat
 for five thousand dollars.

C.J. pulls out the five thousand dollars and the receipt.

VICTOR
 No, no, I paid forty-five thousand
 dollars. Cash.
 (more)

CONTINUED

118 CONTINUED:

118

VICTOR (cont'd)

Johnny wrote the receipt for five to save me on the taxes. But honestly it doesn't matter. The boat's probably off the coast of Encinada by now.

C.J.

Well, great, we can just call the coast guard and tell them to intercept it.

Victor steps towards C.J.

VICTOR

No, esse, you don't want to do that.

C.J. steps backwards nervously.

119 EXT. MASON MARINE - DECK - DAY

119

C.J., Frank, and Steve sit on the deck.

C.J.

Listen, I made a big mistake and I'm really sorry. Johnny is gone and I want you guys to come back.

FRANK

I just got hired at Perry Nissan. The worst salesman made like 150k last year. Unless you can match that, I can't see coming back.

STEVE

Yeah, I appreciate it, but I'm starting my own thing.

C.J. NODS. Hangs his head.

FRANK

(to Steve)

What is it?

STEVE

You'll know soon enough, but let's just say I'll be making thirty grand a month working from home in my bathrobe.

C.J.

I really need your help.

CONTINUED

119 CONTINUED:

119

FRANK

Sorry, C.J. We told you Johnny was
a sociopath and you wouldn't listen.

120 EXT. FANCY HOUSE - DAY

120

The realtor takes the "IN ESCROW" sign down and puts up a
"FOR SALE" sign.

121 INT. C.J.'S HOUSE - DINING ROOM - NIGHT

121

C.J., Madeline, Tommy, and Tyler sit at the table.

C.J.

I don't know how to say this.

(and)

But we're not moving into the new
house.

Madeline puts her hand on C.J.'s arm.

TOMMY

Why not?

C.J.

Well, because I'm having some trouble
down at the shop and we can't afford
it right now.

TOMMY

That sucks.

Tommy gets up from the table and walks out of the room.

MADELINE

Tommy, you get back in here!

C.J.

It's okay, he's right. Let him go.

Tyler gets Tuggy the tug boat off of the counter.

TYLER

Can I go outside and play with Tuggy?

C.J.

Sure.

C.J. puts his head in his hands. Madeline rubs his back.

122 EXT. MASON MARINE - DECK - DAY

122

C.J. sits on the deck, head still in his hands. Mr. Hofferma n walks onto the lot. He takes the seat next to C.J.

MR. HOFFERMAN

So how's the used boat business?

C.J.

Great.

An awkward silence follows.

MR. HOFFERMAN

I talked to Madeline --

C.J.

I'm a stable guy, but if you say the wrong thing right now, we'll have an all-out brawl.

MR. HOFFERMAN

I came by to apologize. I know that since you and Madeline met, I've been really hard on you. It's in my nature, I guess.

C.J.

Is there a joke coming?

MR. HOFFERMAN

No joke. I just wanted to say that I admire you. You're hard working, honest, and have always been wonderful to Madeline. Not to mention giving me two amazing grandchildren. The world needs more people like you.

C.J.

Right, people who can't pull it together enough to get their family a proper house.

MR. HOFFERMAN

I shared a bedroom with four brothers. It's not the size of the house, but what goes inside.

C.J.

Never thought of it that way.

MR. HOFFERMAN

Maybe it's time to start. When was the last time you went out on a boat with the family?

123 EXT. MASON MARINE - LOT - NIGHT 123

C.J. walks around the lot looking at the prices displayed on each boat windshield and entering them in a calculator.

C.J. gets to the last boat and looks at his watch.

CLOSE ON WATCH - 1:00am

124 EXT. MOTEL - NIGHT 124

C.J. KNOCKS on the door. Johnny answers. Several packed suitcases lie behind him on the bed.

JOHNNY

Wow. What are you doing here?

C.J.

We need to talk.

125 INT. BAR - NIGHT 125

Johnny and C.J. sit at the bar.

C.J.

Why did you do this to me?

JOHNNY

What? Help you sell hundreds of boats and make you thousands of dollars?

C.J.

My business is facing a lawsuit, I'm losing my house, my employees left me, and you stole an eighty thousand dollar boat from me.

JOHNNY

That's just mismanagement! That's your own fault.

C.J.

I could go to the cops and have you arrested.

JOHNNY

With what evidence? You're an idiot.

Johnny stands up and starts to leave. C.J. hesitates, finally jumps off his stool --

C.J.

I want to challenge you to a sell-off.

CONTINUED

125 CONTINUED:

125

JOHNNY

Don't tempt me with a good time.

C.J.

This Saturday. One day only. Gross sales. Winner gets forty thousand dollars.

JOHNNY

I appreciate the offer, but I'm headed to Vegas on my new motorcycle that I paid cash for.

C.J.

What, are you scared?

JOHNNY

Of you? No.

C.J.

I think you are. You're nothing but a sleazy, used car salesman. I could out-sell you any day of the week and you know it.

Johnny pauses, thinks about this.

JOHNNY

Your shop is nothing more than a goat rodeo. But if you really think you can beat me, I'll play. But it has to be worth my time. If you win, I'll give you the forty thousand. And if I win, I get all the money we bring in for the weekend. In cash.

C.J. takes a deep breath.

C.J.

Fine. The contest ends when every boat is sold or when the lot closes.

Johnny holds up his drink, shoots it.

126 EXT. BUCKLES MARINE CENTER - DAY

126

A large lot with tons of new boats. Johnny stands with ALAN PERRY, a salesman. He counts out a thousand dollars in hundreds and hands it to Alan.

JOHNNY

Thanks, Alan. I owe you one.

127 EXT. MASON MARINE - LOT - DAY

127

Madeline, Tommy, Tyler, Mr. and Mrs. Hofferma, and C.J. blow up balloons and tie them to the front gate. A huge sign hangs out front: "SUPER DUPER DUPER GINORMOUS BLOWOUT SALE!"

C.J. looks at his watch.

Johnny pulls up in his Corvette.

JOHNNY
Let the games begin.

BEGIN MONTAGE

128 LOT - LATER

128

A.) Johnny sees a customer, LYLE, step onto the lot and --

JOHNNY
Mine!

He quickly moves toward him.

B.) C.J. sees a black guy, FRED, step onto the lot and --

C.J.
Mine!

He approaches Fred, hand outstretched.

C.) Johnny stands with a customer, HARISH, an Indian man in his late forties. They look at a Mako center console fishing boat.

JOHNNY
Really, I sold rugs at the market
right near Shivaji Park.

D.) C.J. talks to a YOUNG COUPLE with two YOUNG CHILDREN.

C.J.
I'll give you free storage here at
the lot for five years.

E.) Johnny talks with a customer, DARIN.

JOHNNY
You live up in Big Bear? Was your
house damaged in the wildfire?

DARIN
No, but my neighbors house burned to
the ground.

CONTINUED

128 CONTINUED:

128

JOHNNY

That's just terrible. The good news is that, this weekend, we're giving a hundred and ten percent of our profits to the Red Cross to help the wildfire victims.

*
*

129 C.J.'S OFFICE

129

CLOSE ON WHITEBOARD

Johnny is in blue, C.J. is in green. The bar graph shows Johnny slightly ahead of C.J. with \$7,000.

C.J. hands Madeline some paperwork and she adds more green to the whiteboard.

130 EXT. BUCKLES MARINE CENTER - LOT - DAY

130

Alan stands talking to a customer, BENJAMIN.

ALAN

We don't have any in stock. But they've got one over at Mason Marine. Just make sure you talk to Johnny...

131 LOT

131

A.) C.J. hooks up a boat trailer to a truck.

B.) Johnny drives the forklift pulling a boat towards the street.

C.) C.J. stands on the deck. Benjamin approaches.

BENJAMIN

Alan told me to talk to Johnny.

Johnny wraps his arm around Benjamin and leads him away, much to C.J.'s dismay.

D.) C.J. stands on the deck. Another customer, CHUCK, approaches.

CHUCK

Are you Johnny? Alan said --

E.) And another customer, DAVE --

DAVE

Hey is Johnny around?

132 C.J.'S OFFICE

132

Johnny hands Madeline some paperwork. Madeline starts adding blue above Johnny's name.

CLOSE ON WHITEBOARD

The bar graph shows C.J. ahead of Johnny until Madeline adds the recent sale, which puts Johnny at \$14,000 and C.J. at \$12,000.

133 LOT

133

A.) Johnny talks with a customer, DARYL.

DARYL

I saw your ad in the paper for the 17 foot Whaler?

JOHNNY

I'm sorry, we just sold that one, but let me show you another boat. It's actually a much better deal.

B.) C.J. talks to a customer, DYLAN.

C.J.

I'll take you out on your new boat and teach you how to operate it. As many private lessons as you need, for free.

134 C.J.'S OFFICE

134

C.J. sits at his desk and pulls out a stack of papers. He picks up the phone.

C.J.

(into phone)

Hey Jeff, this is C.J. down at Mason Marine. I sold you that 17' Larson last year...

135 LOT

135

C.J. stands with JEFF. They shake hands.

136 DECK

136

C.J. talks with his family.

CONTINUED

136 CONTINUED:

136

C.J.

We need bodies in here. Go through the customer database and call all our past customers and tell them we're having the biggest sale of all time!

137 RETAIL SPACE

137

A.) Madeline talks on the phone. *

MADELINE

Do you have any interest in upgrading your boat? We're having a huge sale.

B.) Mr. Hofferma n talks on his cell phone.

MR. HOFFERMAN

Always good to talk to a fellow marine. Hey, bring your boat down here and we'll give you top trade in value...

C.) Tyler talks on the phone. *

TYLER

Are you interested in a boat upgrading?
(and)
I'm six.

138 C.J.'S OFFICE

138

CLOSE ON WHITEBOARD

Madeline adds to C.J.'s total. The bar graph shows that C.J. has \$23,500 and Johnny is at \$36,000.

Madeline pulls out her cell phone and dials.

MADELINE

(into phone)

Frank, it's Madeline. C.J. really needs your help...

139 LOT

139

A.) C.J. stands with another customer, HARRY.

C.J.

I'll tell you what, if you buy it today, I'll deliver the boat to your brother in Vermont.

CONTINUED

139 CONTINUED:

139

B.) Johnny talks with another customer, ROBERT.

JOHNNY
So do you want the windshield with
the boat, too?

ROBERT
It doesn't come with the windshield?

JOHNNY
No, but if you buy this boat today
with the windshield upgrade, I'll
give you three thousand dollars cash
back. You just can't tell my manager.

Johnny pulls out a wad of hundred dollar bills from his
pocket.

C.) Frank, Steve, and Kyle walk onto the lot and approach
Madeline.

FRANK
These two jokers decided to tag along.

140 RETAIL SPACE

140

Frank, Steve, Kyle, and C.J.'s family all talk on their cell
phones.

141 LOT

141

Frank and Steve flank C.J. as he shakes hands with a
customer, JOE.

*
*

There is only one boat left on the lot, an 18' Larson
bowrider.

142 C.J.'S OFFICE

142

CLOSE ON WHITEBOARD

Johnny is at \$60,300 and C.J. is at \$59,600.

END MONTAGE

143 EXT. MASON MARINE - DECK/LOT - DAY

143

*

Everyone sits on the deck.

CONTINUED

143 CONTINUED:

143

KYLE

We almost starved out on the road.
That deal I made was crap. I won't
make that mistake again.

CONTINUED

FRANK

If you guys really are as good as
Zeppelin, you'll get some more chances.

KYLE

Thanks man, I really hope so.

C.J. and Johnny stand on the deck looking at the lot entrance
like a couple of hungry wolves. Suddenly Harvey appears at
the gate. He starts walking towards the deck.

C.J./JOHNNY

Mine!

JOHNNY

Back off, I said it first. That's my
customer.

C.J.

You're crazy! That was all me.

Harvey has slowed, watching C.J. and Johnny.

Johnny turns and starts walking toward Harvey. C.J. quickly
follows, grabbing Johnny's arm.

Harvey sees Johnny and C.J. coming toward him. He
nonchalantly turns and starts walking back out of the lot.

JOHNNY

(to Harvey)

Hey, Harvey. How's it going?

Johnny sprints after Harvey, followed by C.J.

C.J.

How did you hear about our sale? We
only have one boat left!

JOHNNY

It was my grandfather's boat. He
took really good care of it.

C.J.

Would you buy this boat for a dollar?

HARVEY

I'll come back later. I just needed
an anchor for my automatic toilet
flusher.

C.J.

There won't be any later.

CONTINUED

143 CONTINUED: (3)

143

JOHNNY

Harvey, why don't you at least take a look at our last boat? We're practically giving it away. I know you like bargains.

C.J.

What do you have to lose by looking?

HARVEY

You know, I was thinking about taking a voyage to Indonesia this summer.

JOHNNY

This is the perfect boat.

144 OMITTED

144

145 EXT. MASON MARINE - LOT - LATER

145

C.J., Johnny and Harvey stand looking at the Larson.

C.J.

I can get you into this boat for \$299 per month.

Johnny steps between C.J. and Harvey.

JOHNNY

Buy it from me and I'll throw in a lap dance at the Horny Bunny. You know what I'm talking about.

HARVEY

How much does it weigh? I want something light so I can add solar panels to it and still cruise at ten nautical miles per hour.

JOHNNY

This is one of the lightest boats ever made. It'll be perfect.

C.J. steps in front of Johnny.

C.J.

The dry weight of this boat is eighteen hundred pounds. You'll have no problem adding some solar panels to it.

HARVEY

Maybe this is the boat for me. I'm going to need brackets and deep cycle batteries with at least 540 cranking amps.

Johnny steps in.

JOHNNY

Harvey, Crazy Johnny is making deals today. I'll throw them all in for free.

Johnny holds out his hand to Harvey.

C.J.

He's actually not authorized to give away free accessories. But I am. I'll throw them all in free of charge.

HARVEY

What about a GPS with side imaging technology?

CONTINUED

145 CONTINUED:

145

C.J.

Yes. I'll throw that in for free,
too.

Behind them, Johnny picks up a wooden paddle. Frank, Steve and Mr. Hofferma run off the deck and up next to Johnny.

JOHNNY

I was just kidding around.

Johnny drops the paddle. He looks at his watch.

HARVEY

What about an anchor, bumpers and a
VHF radio?

C.J.

Yes, yes, I'll throw it all in. Do
we have a deal?

Johnny steps in between Harvey and C.J.

JOHNNY

He doesn't even have any VHF radios.

C.J.

I've got a whole case of them inside.

JOHNNY

You better take a look at it. I
think we sold the last one yesterday.
And I don't think he has any GPS's
either.

HARVEY

I want to see the accessories.

C.J. sighs and walks towards the retail space.

145A INT. MASON MARINE - RETAIL SPACE - DAY 145A

C.J. moves around the room grabbing accessories.

145B EXT. MASON MARINE - LOT - DAY 145B

In the background, C.J. exits the retail space with an armload of accessories. He approaches Harvey.

C.J.
I've got them all right here. So we
have a deal, right?

C.J. holds out his hand to Harvey.

HARVEY
Okay.

JOHNNY (O.S.)
Sorry Captian, I just sold this boat.

The CAMERA PANS over to reveal Johnny standing with Alan.
Johnny holds a handful of cash.

JOHNNY
He paid cash.
(shaking Alan's hand)
You're going to be very happy with
this boat.

146 DECK - LATER

146

C.J., Steve, Frank, Kyle, Madeline, and Mr. and Mrs. Hofferma sit on the deck in silence. C.J. looks like a boxer whose just gotten pummeled for ten rounds.

Alan drives his truck away towing his new boat. Johnny approaches the deck. *

JOHNNY

Nice try.

MADELINE

It's not six o'clock yet. There's still five minutes.

JOHNNY

Yeah, but too bad there's no more boats to sell. I'll take the cash today and I'll be back on Monday for the credit card purchases.

C.J. gets up and goes into the retail space.

147 INT. MASON MARINE - RETAIL SPACE

147

Tommy and Tyler play with Tuggy the tug boat.

C.J.

Come on, we're getting ready to leave.

C.J. grabs Tommy's hand Tommy hands Tuggy to C.J. *

A realization crosses C.J.'s face.

148 EXT. MASON MARINE - DECK - DAY

148

C.J. exits Mason Marine with Tuggy. He sets it down on the deck, where everyone sits.

C.J.

This is the last boat for sale on the lot. Maybe ever. This is no ordinary boat. This has been my personal boat for the last 37 years and it's always been stored indoors. That isn't to say it hasn't gotten used much. On the contrary, when I was a kid I took this boat from the creek in my backyard in Georgia to ports all over the world.

(more)

CONTINUED

C.J. (cont'd)

We pulled tankers to safety, rescued people from boats that were sinking, saved the girl next door from a big water monster, and transported a salamander down river to a new home. This isn't just some boat, this is a legend.

(picking the boat up
and turning it over)

Considering its age, it only has minor scratches, no major damage at all. It is an extremely low maintenance boat. The buyer of this boat will receive a lifetime warranty bow to stern, free delivery anywhere in the world, and unlimited free storage if you're local. All this for the unbelievable low price, for the next...

(looking at his watch)

... three minutes, of thirteen thousand dollars.

A long beat. Everyone looks at each other, gets it.

FRANK

I'll take it.

JOHNNY

Yeah, right. Too bad your broke-ass doesn't have thirteen thousand dollars.

*

STEVE

(to Frank)

You want to partner up? I'll kick in a thousand if you do.

FRANK

Let's do it.

KYLE

I got a '57 Stratocaster that's worth like two G's.

JOHNNY

No, no, no, that's bullshit. That's not even a real boat.

MR. HOFFERMAN

Count me in for the rest.

C.J.

Sold!

CONTINUED

148 CONTINUED: (2)

148

JOHNNY

Oh, man, that's a great sale. Too bad you only have one minute to come up with the money.

Mr. Hofferma pulls out his gold card.

MR. HOFFERMAN

Put it all on this. I've got unlimited credit. I know everyone else is good for it.

Johnny is furious and starts toward C.J.

JOHNNY

You're going to give me my money or I'm going to kick your ass.

Everyone on the deck stands up and Johnny stops in his tracks.

MR. HOFFERMAN

I wouldn't come any closer if I were you.

Johnny hesitates.

JOHNNY

This isn't the end of this.

Johnny turns to leave.

149 AT THE FRONT GATE

149

*

TINA, the receptionist from Greenville Ford, and two POLICE OFFICERS enter.

TINA

That's him! That's the no good used car salesman!

The officers approach Johnny.

POLICEMAN #1

We have a warrant for your arrest for not paying child support.

JOHNNY

Fuck you.

Johnny tries to walk past Policeman #1 and Policeman #2 steps in front of him.

POLICEMAN #2

Get on your knees, hands behind your back, now!

CONTINUED

149 CONTINUED:

149

JOHNNY

I've never seen this bitch before in my life.

Johnny keeps walking past the cops. Policeman #1 pulls out a stun gun and tazers Johnny. Johnny shudders and falls to the ground.

On the deck, everyone CLAPS and CHEERS. Especially Frank.

150 INT. MASON MARINE - C.J.'S OFFICE - NIGHT

150

C.J. enters and sits down at his desk. Madeline enters.

C.J.

After I pay back the consignment money and settle the lawsuit, I'll be left with nothing and no inventory to sell, either.

Madeline pulls out a wad of CASH from her purse.

MADELINE

You forgot about the five thousand he left.

C.J. stands up and gives her a huge hug.

C.J.

I'm sorry. I really wanted to get you the bigger house.

MADELINE

I know. And that's what I love about you. But I've always been happy in our small house. It just makes us a closer family.

They share a hug and kiss.

151 EXT. OCEAN - DAY

151

A 23' Seaswirl motors along the ocean. C.J., Madeline, Mr. Hofferman, and Mrs. Hofferman eat, drink, and LAUGH.

PULL BACK TO REVEAL Tommy and Tyler being towed behind the boat on a yellow inflatable hotdog.

*

FADE OUT.

OVER ENDING CREDITS:

152 EXT. MASON MARINE - LOT - DAY

152

Kyle talks with a MILD MANNERED CUSTOMER.

KYLE

Let me ask you a question. If I were to offer you this boat for a dollar, would you buy it today?

MILD MANNERED CUSTOMER

No.

KYLE

What? You wouldn't? For one dollar?

MILD MANNERED CUSTOMER

I'm not sure what I want yet.

Kyle pauses, not sure what to say.

KYLE

How about fifty cents?

153 LOT - SAME TIME

153

Frank talks to an OLD CUSTOMER.

FRANK

Can I get your name and number and I'll call you if something else comes in?

OLD CUSTOMER

No.

FRANK

Well, okay, give me a call if you change your mind.

Frank turns and walks away.

154 LOT - SAME TIME

154

Steve talks with a THIN CUSTOMER. The boat is hooked up to his truck.

STEVE

It looks good, doesn't it?

THIN CUSTOMER

It sure does.

STEVE

Let me ask you something. Would you buy this boat for one dollar?

CONTINUED

154 CONTINUED:

154

THIN CUSTOMER

Sold!

The thin customer stuffs a dollar bill into Steve's front pocket.

STEVE

I can't sell you this for a dollar.

THIN CUSTOMER

(interrupting)

No, no, no, you said it was a dollar
and I've already paid you.

The thin customer jumps into his truck and drives away towing the boat. Steve runs along side of him banging on the window.

STEVE

Stop!

The end