

Jameson, an 18 year old boy wearing a suit, approaches an older man working in his garden.

JAMESON

Uh, excuse me, hi. Uh, do you have a minute?

MARTY

What is it?

JAMESON

Oh, it's nothing. It's just, my name's Jameson and I'm here with a company called Summit Security-

MARTY

I'm not buying any security system.

JAMESON

Oh, no, I'm not a salesman. I'm actually, well I'm just, just here with our advertising department. We want to get our name out there-

MARTY

Look, kid, not today. I came out here to weed my garden then I've got to get back to the office. I'm two years away from retiring and they're working me like an intern. I don't have time for this.

JAMESON

Oh, I won't take long, if I could just explain what it is we're doing.

MARTY

You think I'm an idiot or something?

JAMESON

Uh, no. No, sir!

MARTY

I know what you people do. You show up here and pretend like you're not the salesmen, that you're just here to get the word out about the product. Then you tell me that just this once, just today, if I help you with some advertising you'll give me a discount on a security system.

(MORE)

MARTY (CONT'D)  
You just need my credit card  
number. Is that it? Is that it?

JAMESON  
Ugh, alright, yes. That's true. I'm  
the salesman.

MARTY  
Yeah, I knew it! Now leave me  
alone.

JAMESON  
But even still, sir, it's a great  
deal. I mean, the discount I can  
offer you today will save you an  
awful lot of money.

MARTY  
Did you hear me? I said no! Get out  
of here!

**Jameson begins walking away. Marty watches.**

MARTY (CONT'D)  
(sighs) Now, hang on! You get back  
here, son!

**Jameson walks back.**

MARTY (CONT'D)  
That's it? You're giving up that  
easily?

JAMESON  
Well, you said you weren't  
interested.

MARTY  
Everyone says that! How many  
security systems have you sold?

JAMESON  
None yet, sir.

MARTY  
And how long have you been doing  
this?

JAMESON  
Three weeks, sir.

MARTY  
Three weeks?! And you haven't made  
one sell yet?!

JAMESON  
Well... no, sir.

MARTY  
Then get out of here! I'm not  
buying anything from such a bad  
salesman!

JAMESON  
Okay, sir. Sorry.

**Jameson begins walking away again.**

MARTY  
There you go again, giving up too  
easy! Now get back here, boy!

**Jameson returns.**

MARTY (CONT'D)  
Oh, lord, I can tell this will take  
some serious work. Alright, Jacob-  
it's Jacob, right?

JAMESON  
Jameson, sir.

MARTY  
Jameson, that's fine. Alright,  
Jameson, let's start from the  
beginning. Where are you from?

JAMESON  
Idaho.

MARTY  
Idaho?! How the hell did you end up  
in Kentucky? Nevermind that,  
nevermind. Now, Jameson, first  
thing you've gotta learn about  
sales is how to deal with  
opposition.

JAMESON  
Opposition?

MARTY  
Yes, opposition! People disagreeing  
with you, people not liking you!  
That's going to happen all the  
time! You've gotta learn to stand  
up for yourself! Because, believe  
it or not, you're not a very  
likable guy.

JAMESON

I'm not?

MARTY

My goodness, there you go again!

JAMESON

Well, I'm sorry, sir, but what am I supposed to say?

MARTY

Anything! Tell me I'm wrong, tell me I'm overweight, tell me to go to hell, say anything, anything except "I'm not." You gotta feel it!

JAMESON

I gotta feel it. Alright, I think I can do that. I'll try again. Tell me you don't want to buy a security system from me.

MARTY

No, see, then it's forced. That won't work, you won't learn anything. You've got to feel genuinely threatened. Let's see... your clothes!

JAMESON

What about them?

MARTY

Well, nothing brings out a man's true nature like the clothes he wears. I mean, what are you wearing? You're trying to look professional in that suit but it looks like you stole it from your dad's closet.

JAMESON

I'm a salesman.

MARTY

You're a kid! What, 18 years old? 19? You should be wearing a t-shirt with skulls on it!

JAMESON

But I need to look the part.

MARTY

What part? You're supposed to be a good-for-nothing punk! Grow your hair out, pierce your ears, get a tattoo! You're young! You can be white collar next decade.

JAMESON

I'm sorry, this isn't working. I'm not feeling it. I don't really care if you don't like how I dress. I mean, look at *you*; you're wearing a green sweater to do your yard work.

MARTY

Hey, this is fashionable for my age! But I guess you're right. We'll have to dig deeper to really get you going. What about your beliefs?

JAMESON

My beliefs?

MARTY

Yes, beliefs! I'll attack your beliefs and you'll stand up for yourself. It's as good a place to start as any. Nothing brings out a man's true nature like having his dearest beliefs torn down. What do you believe?

JAMESON

You mean like religion?

MARTY

Well, for example, are people generally good or bad?

JAMESON

Good.

MARTY

Good? No, no. People are two things: selfish and stupid.

JAMESON

Now hang on-

MARTY

People always act out of self-interest, all the time.

JAMESON

That's not true. My grandma's the best person I know and she's not selfish or stupid. She's an angel!

MARTY

No she's not! She's a selfish old whore who only does nice things because they make her *feel* better. She goes to church so others will see her there and she donates to Red Cross out of guilt.

JAMESON

Guilt?!

MARTY

Yes, guilt! Nothing brings out a man's true nature like guilt. She's a sweet old lady because she feels guilty for sleeping around in her younger days, for buying risque underwear, for flirting with the milkman.

JAMESON

Sleeping around?!

MARTY

Absolutely! Her generation is the most promiscuous one this good Earth's ever known! The most immoral! And the most **(clears throat)**, talented, I may add.

JAMESON

That's enough! You can't say that about my grandma, you've never even met her! How do you know what she's like? You don't know! So just shut up about it!

MARTY

That's it, boy! Now we're getting somewhere! You feel that anger? Doesn't that feel good?

JAMESON

**(pause)** I... That did feel good! Let's try another! But, maybe this time, leave my grandma out of it.

MARTY

Alright, then, fine. Let's see...uh... Romance! You got a girl?

JAMESON

A girl?

MARTY

Yes, a girl! Nothing brings out a man's true nature like a girl. So do you got one or not?

JAMESON

Well, no, not right now... I've never had a girlfriend.

MARTY

You're straight, aren't ya?

JAMESON

Straight? Yeah, yeah I'm straight. It's just, I haven't found the right girl.

MARTY

And you never will.

JAMESON

What do you mean?

MARTY

No such thing as the "right" girl.

JAMESON

Well, sure there is.

MARTY

No, no. Absolutely not. You believe in love?

JAMESON

Of course I do! Love's the most important-

MARTY

Stop right there! Let me tell ya something, kid, something nobody else has the heart to tell ya: There's no such thing as love.

JAMESON

Is too!

MARTY

Oh yeah? And what exactly is love?

JAMESON

It's...it's... When two people want to be with each other no matter what, when they want to help each other at all costs, sacrifice everything for the other.

MARTY

Right, right, sacrifice. Devotion. Patience. People may feel that at first but it fades. It always fades.

JAMESON

Doesn't have to fade.

MARTY

It does too, boy. You ever heard of entropy?

JAMESON

No.

MARTY

Entropy's a force in the universe. It means that everything is breaking down all the time. Everything. You see, that suit you're wearing? In a few hundred thousands years that won't exist. Molecules separate and break down. You're going to die. This planet won't be around forever. Everything falls apart. Even relationships.

JAMESON

That's not true!

MARTY

Oh, it isn't? What about me? I was in love once. Susan and I loved each other when we were first married and for a few good years after that. But we drifted apart. People always do. Sometimes the transition is smooth, like water on glass. Sometimes it's rough, like bones breaking. My ex and I just slid away from each other until we couldn't touch anymore. But my daughter, hers was rougher.

(MORE)



MARTY (CONT'D)

Her husband didn't let go of bad habits. Drove her wild, until she hit him. Well, he hit her back only much worse. It's entropy, kid. Everything falls apart eventually.

JAMESON

Can't people resist it? If you go into marriage with your whole heart, knowing the dangers, can't you stay together?

MARTY

**(fury)** I'd like to see it; you show me one couple who has stayed together. I don't mean that they stayed married, I mean they've really stayed together, stayed connected after years and years. These 75th anniversary couples, they're not happy. They're fooling themselves. It's like I said, Jameson, people are stupid and selfish. That's it!

JAMESON

But I can do it! I can meet someone and stay with her! I can stay connected.

MARTY

No you can't, kid! That's what I'm telling you, it can't be done!

JAMESON

I have to! I can't be like my parents!

MARTY

**(Pause)** Your parents split up?

JAMESON

They're about to. They were just waiting for me, the last kid, to leave the house. Now it's over.

MARTY

Jameson, I'm sorry.

JAMESON

I can't be like them. I won't put my kids through that.

MARTY

Well... I guess, maybe it's possible, I mean if you find the right girl. Not the "right girl," I mean, uh, if you find someone who's willing to work on it as hard as you are.

JAMESON

No, you were right. It's naive. People are stupid and selfish. There's no way to avoid it. Even my grandma's divorced. Twice. Anyways. Thanks for trying to help me, Mr. I guess I'd better keep knocking doors. Got a lot of people to talk to today.

**Jameson begins walking away.**

MARTY

Jameson, wait!

**Jameson stops and turns around.**

MARTY (CONT'D)

Do...uh...Do you...I...I mean... Maybe you could tell me more about this security system. I guess I could use one, as long as you cut me a deal.

JAMESON

**(Pause)** Really?!

MARTY

Yeah, I mean, I'm away from home a lot, it'd be good to have. But you better give me one hell of a deal.

JAMESON

I can do that! Absolutely!

**They sit down to look over paperwork.**

END