

COLD OPEN:

FADE IN:

ACT I

INT. CUSTOMER HOUSE. DAY

A guy in his house looking up, different information on cars, you can see he is extremely focused, researching, prices, and vehicle information and printing pages. He looks as if he's preparing to go to war.

ASIAN CAR CUSTOMER (COCKY)

I'm finally, going to get these car salesmen. I'm going to make them pay me to drive a car off, the lot!

INT. CAR SALES TRAINING. DAY

A typical-looking used car lot, this car lot doesn't have many cars. Some cars looked completely broken down and others are in fair shape. There are only five cars, that look ready for sale.

The rest of the vehicles, look like they need some serious work to be sellable. You see outside the door, mechanics on break walking around smoking cigarettes, and slouching around.

This is the new salesperson orientation, there are about 30 guys, there are twenty-three new salespeople, dressed in random outfits ranging from professional to confused, in sales orientation the six veteran car salesmen are dressed sharp.

Of which three are part of upper management including sales managers, and one is a finance manager.

In addition to this, the place is advertised as Luxury, but it's a ghetto luxury, looks like an uncomfortable courtroom with wallpapers all over. There are wooden tables, from 30 years ago. The place is not impressive like a modern upper-class Luxury dealership but rather a relic from the past which has been neglected from its glory days 30 years ago.

INT. NEW CAR SALES MEETING. DAY

Three store managers in front, each fatter than the next. They look like Mobsters or Gangsters from New York or the Tri-State area.

New car salesmen in training are all curious about what they got themselves into with some looking even scared, they came in for an interview. And now it seems to them, like they coming into some kind of crime syndicate. every manager is more aggressive than the next.

You see motivational posters in the employee sections of the building saying, liars are buyers. Another sign says, crack them for their money. A poster of a businessman, slamming a money safe or vault, with a hammer.

Sales managers walk in, each sleazier than the next. They all wear expensive suits, each more than the next, and Italian suits.

SALES MANAGER

First day to some of you, how my vets.
(respond)This for your new salesmen,
the car biz is the most lucrative
business for sale people. If You can
make it. (Sarcastic) Six figures, a
year. You can make double six figures,
there is a lot of money here. But you
got to be tough enough and always
hungry, to survive.

USED CAR MANAGER

All these customers, going to walk
through those doors are liars. They
going to come in with papers, and
prices. Their little fucking research
notepad papers, cars they picked.
Ignore it, switch them to a different
car. Toss those papers. We got to
crack them. Take all their money! Fuck
em.

NEW SALES PERSON

What is cracking them?

SALES MANAGER

Beat them up mentally, wear them down!
get the gross. Till their money, comes
flying out their pockets.

NEW SALES PERSON

Damn.

SALES MANAGER

I need to know if you can handle that,
green pea? can you do that? I need to

know, right now. Or you can't work in the car biz.

USED CAR MANAGER

Welcome to the car business. Sell them everything, car mats, car keys, mirrors. even the engine, if they don't turn on the car.

NEW SALES PERSON

Oh, snap. Wait a minute. Don't cars come with a 2nd pair of keys, and mirrors. engine..dam.

SALES MANAGER

Unless they ask before the deal closes. Sell them everything, and keep selling.

NEW SALES PERSON

Wait. Before they leave?

USED CAR MANAGER

No, before the paper is signed, deal over.

2ND USED CAR MANAGER (LOOKS LIKE MOBSTER)

Car's don't come with anything...you sell...and keep selling. A car can be broken down, one door missing, engine missing, if they buy it, no returns.

everyone in attendance, clapping. Some people are petrified. A few new guys, inaudible say, This is despicable. I quit and walk out.

NEW SALES PERSON

Shoot...that is rough.

everyone stares, at the weaker, new salesperson speaking.

VETERAN SALESMEN

You haven't met the evil customers, you think we are bad. They are worse, where like a ping pong ball, bouncing between managers and customers.

A few more new salespeople, in orientation, quit before they even got started.

NEW SALES PERSON 2

I quit, it's too much pressure.

SALES MANAGER

It's better you quit now, you have no idea. Goodbye, weak sucks!

Know you see the room of salesmen, went from the number you had before, to only the same seven used car salesmen, and the three new green peas, which are new salesmen.

2ND USED CAR MANAGER (LOOKS LIKE MOBSTER)

You guys need to understand one thing, you picked the toughest job in the world, car sales. Can't be "puss" here, you got rough customers. Who gonna take your money and spit on you. You got to fight back to earn a living.

every new car salesman is terrified. They don't know what to expect next, one of the veteran salesmen. Take the new salespeople outside. You finally see the name of the dealer, its' "Tri-state luxury used auto mall".

VETERAN SALESMEN

This is the ghetto service department.

The veteran salesmen, show the guy's service department. Where they check the cars, the service department looks ok, they have, one hot secretary.

VETERAN SALESMEN

This is the mechanic shop, where ten mechanics, try to figure out. How to fix one light bulb.

Then the mechanic shop, there are ten mechanics, but only like three cars, being worked on. You can't tell if they all working or just joking around. Then, finally, the admin and the new car floor are skipped. It looks empty, with no cars on display.

The new salesmen. Are brought to the used car section, where angry customers are waiting for the doors to open. Inside you see the salesmen, some waiting, some freaking out. A few bargainers, look like they are there for blood. This is a hilarious and bizarre moment, at the same time.

One new salesman goes outside. Gets run over, a white sign on his hands, that hilariously reads. I quit. And finally down

to just two, new car salesmen.

The veteran salesmen shows, the new salesmen, the sales floor, and their desk.

INT. CAR SHOW ROOM DAY

VETERAN SALESMEN

That was quick, we have only two new green peas left.

NEW SALES PERSON

What's a green pea?

VETERAN SALESMEN

You are. A new salesperson.

NEW SALES PERSON

Oh.

HOTSHOT SALESMAN

Don't be thinking, that you are special, If you don't sell ten cars, in your first month, they will fire you.

NEW SALES PERSON 2

Thanks for the tip.

ASIAN WHISPERER

Does anyone want some kimchi and hummus!

VETERAN SALESMEN

That stuff stinks up the place. Need gum?

6 MONTH SALES GUY

These bargainers look like they are here for blood, just waiting outside with their pamphlets. And online printouts.

THE BEAST

I'm out for blood, they gonna get cracked today.

ONE YEAR GUY

Facts. All I see is money.

SALES MANAGER/FLOOR MANAGER

Guys, get to work, you lazy bums. Open the dam doors. Let these Schmuck in. Before, I fire all of you, lazy bastards. And crush those, bargainers.

USED CAR MANAGER/DESK MANAGER

Another day, a sack of money. Peanut head. Yo "beast", did you call that Arab guy about our money? for the shipment?

THE BEAST

Yes, I'm so pissed. I'm ready to go back to his house and pick it up, from him personally.

USED CAR MANAGER

Hold a minute, give him a day.

ROTATION SALESMEN

I'm cracking these bargainers.

SALES MANAGER

Make sure you don't get beat up!

NICE SALESMAN

It's going to be fun.

USED CAR MANAGER

Stop being so freaking nice, and sell a car, bob.

NEW SALES PERSON 2

Let's see how much money, I can make here.

SALES MANAGER

Relax, sell a car first.

The beast opens the double doors. And looks back to signal to get ready. Some salesmen are ready, some nervous as hell. The crowd swamps the sales floor, the new salespeople trip over the excitement, kind of like in slow motion, and toss a bunch of paper in the air for the, purchase order.

It's a very diverse crowd of people, from Indians and Asian bargainers to black hood people, and a few Jewish people. Some of the characters are hilariously exaggerated, as we see some of the salesmen approaches.

Some are able to take control, some have a hard time with more uncontrollable customers. You see a combination of scenes, from people sitting, to people standing, some customers are walking the salesmen, all around the showroom. Some salesmen, take control and sit the customers down.

Some customers start yelling, about the price before they even start "Price".

Jewish bargainers, reading the price disclaimer. He sits on the 1-year salesmen's desk before he even shows the customer, a car.

HASIDIC HAGGLER

What's this paper, and disclaimer? Do we have to pay, for the vehicle Repair order?

1-YEAR CAR SALESMEN

Let me show you a car first.

HASIDIC HAGGLER

No, what's this disclaimer?

1-YEAR CAR SALESMEN

Yes, vehicle Reconditioning, is part of knowing your car is good. When you drive out, you don't have to spend any additional money. On fixing your car, like transmission, engine. All the parts have gone through, the inspection process.

HASIDIC HAGGLER

This is a rip-off, why are you charging me your cost?

1-YEAR CAR SALESMEN

In many dealership lots, you get a car, drive off in a used car and spend money. No work has been done to it. this work gives you peace of mind you have a good car.

HASIDIC HAGGLER

I don't want to pay for this.

1-YEAR CAR SALESMEN

Unfortunately, sir, if you want to buy the car that's a fee. I'm saving you two thousand, five hundred dollars,

which does cover most of that cost,
are you going to be financing with us,
or paying cash?

HASIDIC HAGGLER

Paying cash.

1-YEAR CAR SALESMEN

When you pay cash there is a \$1 fee,
for doing business through your own
bank. If you finance with us I can
save you, that \$1.

HASIDIC HAGGLER

Are you charging me, a fee to pay cash

1-YEAR CAR SALESMEN

Yes. It's in the disclaimer, sir.
paragraph 3. We're giving you a
discount to do business with us if you
don't unfortunately, we have to charge
that fee. It's only \$1 dollar.

HASIDIC HAGGLER

That's a rip-off, a rip-off.

1-YEAR CAR SALESMEN

Sir, it's just part of doing business.
I'll let you borrow a penny, it's only
99 cents, Let me ask you a question
you own a jewelry store right?

HASIDIC HAGGLER

Yes.

1-YEAR CAR SALESMEN

Do you give me your price, if I buy a
diamond ring or a sales price?

HASIDIC HAGGLER

A sales price, but I don't, charge all
these fees.

1-YEAR CAR SALESMEN

You do add cost to cut diamond, right?

HASIDIC HAGGLER

Yes.

1-YEAR CAR SALESMEN

Do you add the cost of labor also?

HASIDIC HAGGLER

Yes.

1-YEAR CAR SALESMEN

Do you charge taxes to your customers?

HASIDIC HAGGLER

Yes.

1-YEAR CAR SALESMEN

Sir, it's just part of doing business. You might not disclose this to your customers, cause they are familiar with the fees. But you will still get the fees, on their bill.

HASIDIC HAGGLER

This is a rip-off, you bastards are doing business the wrong way. Is this legal to charge these fees?

1-YEAR CAR SALESMEN

Yes.

The sales manager comes over, looking at the customer. He picks up the chair, slams it down. points at the customer.

SALES MANAGER

Get out!

HASIDIC HAGGLER

It's the principle, You bastard.

SALES MANAGER

Out!You penny pincher...

Opens the door and kicks customers out. the other customers look but stay quietly in their sections as if nothing happened.

1-YEAR CAR SALESMEN

Can you believe that guy?

SALES MANAGER

What a penny pincher. One whole dollar, ha. ha...

1-YEAR CAR SALESMEN

The guys a millionaire didn't do the deal, over one dollar? wow.

SALES MANAGER

You'll get the next one James.

EXT. SHOWING CARS ON THE LOT. DAY

One of the two new car salesmen has the bad luck to get an Indian bargainer customer, as his first customer. He goes outside, comes back in, running to get keys. You see the salesmen going back and forth showing five different cars, another set of five keys.

You see the new car salesperson, sweating. His clothes are all out of order his tie is out of place, his shirt, out. His shoes lost their shine.

Thirty minutes later, an Indian guy sent a new car salesperson, to get another five-set of keys. The new car salesperson, looks like someone in the desert, about to drink from the water.

The new car salesperson, finally brings the Indian bargainers, into the showroom.

INT. CAR SHOW ROOM DAY

A new car salesperson who looks like they are about to pass out gets a cup of water.

Sits down at his desk, he has 5 keys on his left. every car you can imagine, the Indians.

INDIAN BARGAINER

John, Please get the best price from your manager.

NEW SALES PERSON

On which car? you haven't made a decision. Which one are you taking? the exus, the cedes, the mwb, or the udi?

INDIAN BARGAINER

I want to see the prices, of all of them.

NEW SALES PERSON

Sir, what's the point of getting the price on all the cars, if you only like a few?

INDIAN BARGAINER

I like all of them it doesn't matter,
it's just a car. I care about price.

NEW SALES PERSON

If it doesn't matter why we saw ten
cars outside?

INDIAN BARGAINER

Just to see the best fit.

NEW SALES PERSON

So which one best fit?

INDIAN BARGAINER

It depends on the price.

NEW SALES PERSON

If the price wasn't a concern, which
one fits best?

INDIAN BARGAINER

One with the, lowest price.

NEW SALES PERSON

Ok, sir. To show my manager you are
serious. I need a license, and a
credit card, if the price is right
you'll take the car home today.

INDIAN BARGAINER

Maybe, I still have not decided, if I
will.

NEW SALES PERSON

Sir, I can't go to my manager. And ask
for five deal prices, I'll get fired.

INDIAN BARGAINER

If you ask, I might buy a car.

NEW SALES PERSON

Sir, if you are serious you will show
your commitment by letting me take a
card, they won't charge you anything.

INDIAN BARGAINER

John, if you want to make a deal. Talk
to your manager.

The new car salesperson just got defeated by a bargainer. His

the head is down, he is about to go to the manager. With five requests for numbers.

SALES MANAGER

What is it?

NEW SALES PERSON

Mr. Sonji wants numbers on all these cars?

SALES MANAGER

First, why did you show him all these cars? You looked like some bum asking for money, fix yourself.

NEW SALES PERSON

Yes, sir.

SALES MANAGER

I got this.

The sales manager tosses all four prints of cars in the trash, he gets up as a bulldozer. And heads, to the client. Sonji already looks upset.

SONJI

Hi.

SALES MANAGER

Hi, Mr. Sonji. John told me that you wanted prices on all five cars, unfortunately, My printer stopped working I have this car on sale. It's at this price.

SONJI

That's too much, I saw it advertised at \$21,999.

SALES MANAGER

That was our deal yesterday, the car goes to the regular price of \$39,999 today.

SONJI

That's ridiculous, I won't pay more than \$21,999 for this car.

SALES MANAGER

So you want the car?

SONJI
What's the price.

SALES MANAGER
\$39,999

SONJI
No...no...no. I want it for \$21,999.

SALES MANAGER
\$39,999

SONJI
I'm at \$21,999

SALES MANAGER
How close can you get to my number?

SONJI
\$22,500

SALES MANAGER
You moved up \$500 bucks, this car worth \$49,999, now cause you driving my patience.

SONJI
\$22,999

SALES MANAGER
I'm at \$49,999 now, try again.

SONJI
\$24,999

SALES MANAGER
Not even close. Are you financing or paying cash?

SONJI
Paying cash

SALES MANAGER
I'm at \$50,999 if it's a cash deal, are you taking it?

SONJI
Ok, ok. \$25,999, my final offer.

SALES MANAGER
Thanks for coming in today, Mr. Patel.

Have a nice day!

Manager tosses, Indian shopper offer in the air. He walks back to his desk, points at the new salesperson. Indian guy walks out of the store upset, he knew his price was below the value of the car, and he was playing games.

Manager points at a new person to come over. The new salesperson slowly goes toward him.

SALES MANAGER

Do you know what you did wrong?

NEW SALES PERSON

No.

SALES MANAGER

They made you their towel boy, you need to take control of these dush bags, they going to run all over you.

NEW SALES PERSON

Thanks, boss. For constructive criticism.

SALES MANAGER

I shouldn't have to say that to you, your fire. Next green pea.

As soon, as he says next over fifteen new sales guys, come out of the blue knocking on the class, outside with signs, asking to get hired, only one new salesperson left.

A salesman walks out with his head down.

In the meantime, another customer walks into the showroom.

USED CAR MANAGER

Listen up, the next guy who comes to the desk, with a fake deal, gets hit with this chain. Do your damm jobs, and don't come up, unless it's a real offer.

SALES MANAGER

Also, The mechanics, only two of them are here today. So the cars, where selling are almost certified, not certified. If customers walk in and ask, what do you say?

NEW SALES PERSON 2
They are almost certified.

SALES MANAGER
Wrong

HOTSHOT SALESMAN
They went through the same
certification process, you have
nothing to worry about.

SALES MANAGER
exactly.

USED CAR MANAGER
Now go make a hundred calls each, and
let's make this money.

Suddenly the speech is over, a gentleman with a long trench
coat enters. He's wearing expensive Fancy shoes, and a Fancy
watch, his showing off his wealth.

ACT II

HOTSHOT SALESMAN

Hi, Sir. Welcome to the tri-State auto lot. My name is Edd, and your name is?

STEVEN ESQUIRE

My name is Dr. Steven esquire, the first. My father was a doctor, his father was a doctor, and I am a doctor. I need a vehicle that expresses my wealth, I can buy any of these cars.

HOTSHOT SALESMAN

Really? good, Steven.

STEVEN ESQUIRE

Dr. Steven to you.

HOTSHOT SALESMAN

(Noticed Something is up) Dr. Steven, I see. Here we have the finest cars, money can buy, you have the 4l and the 500 s series, which car caught your attention?

STEVEN ESQUIRE

The 4l looks like a car for the higher class. How does it drive?

HOTSHOT SALESMAN

It drives, like sitting on a yacht. The car has a sensor in the front when you drive. that helps you control, how you change lanes, also back up the camera. You want to do a test drive.

STEVEN ESQUIRE

Makes sure the car is clean, I don't want my coat to catch dust.

HOTSHOT SALESMAN

Yes sir, we always clean our cars before a drive.

STEVEN ESQUIRE

When do we go?

HOTSHOT SALESMAN

Right now!

Hotshot salesman sit customers at his desk. He grabs the car keys from the key track machine, he goes down to the lot. He pulls the car up, outside his desk, and now he

HOTSHOT SALESMAN

Sir, I have the 4l outside.

STEVEN ESQUIRE

It's Dr. Steven esquire. Thank you.

HOTSHOT SALESMAN

Please follow me, wait for me, here at my desk. While I bring the car up, have a seat. I'll be right back.

Hotshot Salesman shows him the car, outside. He's doing a vehicle sales demonstration, you can tell, he's going over every detail. It's cold outside, all you see is the temperature, salesmen are freezing explaining benefits and features.

EXT. SHOWROOM -DAY

HOTSHOT SALESMAN

This car has an on-lane assist, it has a backup camera, it also has heated and ventilated seats. Navigation, and satellite radio.

STEVEN ESQUIRE

Most new cars come with those things what's special about this car?

HOTSHOT SALESMAN

This car, sir has a better engine and transmission, its performance power, and the quality material in the interior is superior.

STEVEN ESQUIRE

What about the miles per gallon?

HOTSHOT SALESMAN

This car does 21 miles per gallon, sir. Let's go inside the car, and turn the heat on I'm freezing.

STEVEN ESQUIRE

What about the price?

HOTSHOT SALESMAN

The price is right their sir.

STEVEN ESQUIRE

It's Dr. Steven esquire.

HOTSHOT SALESMAN

Dr. Steven esquire, the price is on the window sticker.

STEVEN ESQUIRE

Ok. Does this come with a superior warranty as well?

HOTSHOT SALESMAN

Yes, sir all these cars, come with a 2-year warranty, can we go inside the car?

STEVEN ESQUIRE

It's Dr. Steven esquire

HOTSHOT SALESMAN

Dr. Steven esquire, let's go inside the car. (hands freezing).

INT. CAR DAY

inside the model 41, the car looks nice. Although, there is a different price, next to Dr. Steven esquire.

It's so cold, he turns on the heater and slowly tries to take the other sales price inside the car, before Dr. Steven esquire takes a look at it, it looks like a lower price. Edd finally manages, to get the paper. He puts it behind him, they go on a quick test drive.

INT. CAR SHOW ROOM DAY

They leave the car, Dr. Steven sits down in his chair, Edd is ready to make the deal.

HOTSHOT SALESMAN

So, Dr. Steven esquire. I didn't forget to say that, here is the magic question. Are you ready to take the car home right now?

STEVEN ESQUIRE

Yes. But I have a problem. My credit is only 400, I saw in your

advertisement that wouldn't be an issue at this dealership.

HOTSHOT SALESMAN

Sir, your a doctor with plenty of wealth and a 400 out of 850 credit score?

Hotshot eyes get really wide, in disbelief.

STEVEN ESQUIRE

Unfortunately, I did many things when I was younger I regret.

HOTSHOT SALESMAN

So Steve, how are you going to pay for this car, cash? (angrily).

STEVEN ESQUIRE

Dr. Steven esquire

HOTSHOT SALESMAN

Steve(emphasizing)!

STEVEN ESQUIRE

Dr. Steven esquire.

HOTSHOT SALESMAN

Stevie!

Now the car salesman is playing with the customer because he feels disrespected that his time has been wasted. He has lost some respect for the client. And refuses to go along with his naming convention.

STEVEN ESQUIRE

I want to finance

HOTSHOT SALESMAN

You can't finance a \$100k car with a 400 credit score unless you put quite a large sum as a down payment, how are you gonna do that Steve?

STEVEN ESQUIRE

Dr. Steven esquire, remember. I want to do it if you can finance it.

HOTSHOT SALESMAN

So you're telling me, Steven. I mean (obnoxiously) Dr. Steven esquire. If

we can somehow; get you financed, you will buy the car.

STEVEN ESQUIRE

Yes.

HOTSHOT SALESMAN

One last question to see if I understand. For this car typical situation, banks require a \$7k-\$10k down payment. Can you do a \$20k down payment, Dr. Steven esquire if needed?

STEVEN ESQUIRE

I thought with \$14k down, it would be enough for a \$300 a month payment.

HOTSHOT SALESMAN

What if they ask for \$20k? Come on Dr. Steven esquire, you can do it? Right, Dr.?

STEVEN ESQUIRE

Of course, I can.

HOTSHOT SALESMAN

Great, ill be right back, sign right here. I'll let my manager know. You'll take the car, no matter what if we can do the deal.

The salesperson goes to the manager, the manager looks at the deal. He sees the bad credit. They are in a heated argument, and then the manager realizes, it's a cash pile.

The manager's desk is far from the salesmen, you can't hear what they saying.

SALES MANAGER

Why didn't you tell him \$40k, down payment? 400 credit, he's a clown. Is he even a real doctor?

HOTSHOT SALESMAN

Yes, look at the clown. \$800 shoes, and \$1,000 jacket. But no credit. can we finance that pie face, with a 400 credit?

SALES MANAGER

Get me another \$20k gees. Let's bleed

this fucker is dry. Go get more down,
I need \$40k down, and he's paying 25%
interest. He's going to get Sub-
Primed.

HOTSHOT SALESMAN

Got it.

Salesmen, goes back to his desk, with his customer.

STEVEN ESQUIRE

Any news.

HOTSHOT SALESMAN

I got good and bad news sir. The good
news, we can do it. The bad news,
banks want \$40k. Can you do that Dr.
Steven esquire?

The client is not nervous. But he is finally understanding,
how bad his credit is. He begins, to think about it, but the
salesperson. And the build-up, he can't back up now.

STEVEN ESQUIRE

Can, I think about it?

HOTSHOT SALESMAN

Come on Dr. Steven esquire, your an
honorable man of means, you wouldn't
just waste someone's time, for two
hours, if you didn't have the money
right?

STEVEN ESQUIRE

Of course not.

HOTSHOT SALESMAN

Then stop thinking about it, let's do
it.

STEVEN ESQUIRE

Ok, so \$40k right. (breathing
harshly).

HOTSHOT SALESMAN

That's right.

STEVEN ESQUIRE

Alright, what's the interest?

HOTSHOT SALESMAN
Just two zero, 2.0.0

STEVEN ESQUIRE
Are you saying 2% or 20.0%

HOTSHOT SALESMAN
It's just a low 2 zero.

STEVEN ESQUIRE
2.00 or 20.0?

HOTSHOT SALESMAN
Two zero or 2 zero points, zero.

STEVEN ESQUIRE
Is that good?

ROTATION SALESMEN
Sir, I mean. Dr. Steven esquire. With
400 credit, your lucky banks want to
do the deal. Is it a deal?

STEVEN ESQUIRE
(sweating), I guess so.

The salesman hand's the doctor a stack of papers. That almost
looks ridiculous, license, insurance, motor vehicle, taxes,
address, etc.

Managers, counting their money. They look like, all they see
are just money signs. Laughing with their last teeth.

The customer drives off, you see the manager with a
calculator, smoking a cigar. Like he just ripped someone's
heart out, the darkest moment; you have seen so far. Greed
has no limits.

INT SALES BACKROOM DAY

You see a table and some chairs. Where the car salesman eat,
it's obvious, that this is the back room, where all the
backroom, water cooler talk is held, and tabs on sales
numbers.

On the board, you see people nicknames written out. on the
top of the board, it says "used cars" forty cars.

You read through, you see hotshot with 20 cars sold, a
veteran with 12, the beast with 17, old man eight, 1-year guy
five cars sold, a six-month guy has three cars sold, green

pea one car sold.

GREEN PEA

What's this? Salesman performance board. how it says 40 cars but are there more cars sold?? Hey, old-timer, what's this?

OLDTIMER SALESPERSON

This sales board, show you cars sold for a month.

GREEN PEA

How do we have only 40 used cars, and this many cars sold?

OLDTIMER SALESPERSON

Go get a sale and stop looking at the numbers.

INT. CAR SHOW ROOM DAY

Two guys from the streets enter the showroom, they look like gangsters. They looking for a specific salesman, the green pea approaches them and gets turned down, the hotshot approaches them and gets turned down.

They finally see the beast.

BEAST

What took you two so long?

GANGSTER 1

every salesman, keep trying to sell us a car.

GANGSTER 2

We thought we were sharks, you car salesmen, don't play.

BEAST

Sit down, over here at my desk. Do you guys, know the car you are buying?

GANGSTER 1

Yes, is the one with the big trunk space.

GANGSTER 2

We want the fully loaded one, you understand.

BEAST

I understand, did you bring the cash?

GANGSTER 1

Of course, where is the car? We got to see what we're getting.

Beast walks the gangsters, to the big SUV, opens up the trunk. The deal does not look like; typical car sales.

It looks like something, illegal might be going on.

ACT III

EXT. CAR SHOWROOM NIGHT

A young guy in his early 30's, enters the dealership, the veteran salesmen. Takes the customer, and smoothly fights through objections.

VETERAN SALESMEN

Hi, Welcome to Tri-State auto, my name is Jim, and your name is?

FRANK SMITH

Frank.

VETERAN SALESMEN

Hi, Frank. Good to meet you, what brings you in today? Car, truck, or SUV?

FRANK SMITH

Truck, I want to see what kind of trucks you have.

VETERAN SALESMEN

Sounds great. please have a seat.

FRANK SMITH

Thank you.

VETERAN SALESMEN

Would you like coffee or tea, or water?

FRANK SMITH

No thanks, I'm good. So how much is the LP truck, I saw it online for \$57k.

VETERAN SALESMEN

Ok, have you seen the car in person before? Have you guys, test-driven it before?

FRANK SMITH

No, not yet.

VETERAN SALESMEN

Ok, great. Listen, I'm bringing this car up if by any chance you have a second opinion. and want to get

another one I have, just ask.

FRANK SMITH

Ok.

EXT. CAR SHOWROOM PARKING - NIGHT

The veteran salesman, has the car fully open, on a demo display. Meaning all the doors are open, the hood and the back-doors too.

VETERAN SALESMEN

Frank, take a look at this beautiful car.

FRANK SMITH

Wow

VETERAN SALESMEN

This car is only \$75k, it's fully loaded with navigation, backup camera, it has heated and cool seats and a safety system, this is a great car.

FRANK SMITH

Wait, \$75k the website said only \$57 thousand.

VETERAN SALESMEN

The online price does not include, taxes, Motor vehicle fees, and down payments.

FRANK SMITH

\$75k is quite, an expensive car.

VETERAN SALESMEN

It just depends on where your credit is at. It also depends on the car you want, this car you picked out is worth a \$100k car. But you not buying it for that, you buying. A used car, so you save \$25,000 in non-equitable value.

FRANK SMITH

I don't know; it sounds like a lot.

VETERAN SALESMEN

This car is in mint condition, only one previous owner clean, car report clean.

FRANK SMITH

The price is high. I got to talk to my wife, about this cause it's a bigger purchase than I thought I wanted to make. What happened to the 2016 LP?

VETERAN SALESMEN

That car has a lot of miles you want that?

FRANK SMITH

No.

VETERAN SALESMEN

Ours has only 25k miles, it's gone through 181 point inspection.

FRANK SMITH

It's not the miles, I think it's a good car. but for \$75k I got to speak to my wife.

VETERAN SALESMEN

Why don't you call her?

FRANK SMITH

She's busy at work.

VETERAN SALESMEN

I don't know if she minds if we call or text. maybe we show up? and give her the car?

FRANK SMITH

Yeah, but I still got to speak with her.

VETERAN SALESMEN

What did you get to speak to her about?

FRANK SMITH

About the purchase.

VETERAN SALESMEN

Listen. I know you wanted to bring your wife into this. But at the end of the day? you are here.

FRANK SMITH

I don't know.

VETERAN SALESMEN

Hear me out Frank, you can have everything checked by your wife but it's not enough.

FRANK SMITH

I usually have her, when making a purchase of this size.

VETERAN SALESMEN

Listen, when she sees this car she gonna know you made the right decision.

The veteran salesman shows the client where he can sit down at again, he is assuming the sale at this point, he is printing, every document; before he is able to say anything.

FRANK SMITH

Where my monthly payments, will be at? With \$15k down.

VETERAN SALESMEN

Roughly \$770-\$850 a month

FRANK SMITH

I was trying to be under \$500 a month.

VETERAN SALESMEN

Listen \$500 a month x84 months is \$42k with the \$15k down, that's \$57k. I will need another \$10k. That will put you at \$67k, and we finance, where you're out the door.

FRANK SMITH

How much will my payment go if I put down a total of \$22k?

VETERAN SALESMEN

About 675-700 a month.

FRANK SMITH

What if I want the new radio feature?

VETERAN SALESMEN

Unfortunately, you have to buy it. Because it doesn't come standard. From the factory, since it's a used car.

FRANK SMITH

Their wife not picking up the phone.

VETERAN SALESMEN

Let me ask you something before you came here today. Did you and your wife have a conversation?

FRANK SMITH

Yes

VETERAN SALESMEN

See, then why are you not buying it? I think you have already made your decision. right?

FRANK SMITH

Right.

VETERAN SALESMEN

Congrats welcome to the exus family.

The veteran has him filling out a tower of papers, he gets the key, the plates, and within a few minutes. The guy drives off with a newer car.

Two hours later, a lady looking pisses off, the manager looks at her and salesman begin avoiding walking up to her or doing a greeting.

SALES MANAGER

Is there anything we can do for you miss?

ANGRY WIFE

Yes, cancel the contract. My husband purchased a car here from I believe Jim. and I wanted to see where he got ripped off. I need the purchase order canceled.

SALES MANAGER

We cant cancel a contract, once he signs and puts money down, and drives off it's your car.

ANGRY WIFE

That's really dumb, that's really dumb business practices, my husband was ignorant, and got played like a dummy.

SALES MANAGER

I can't do anything for you.

ANGRY WIFE

Cancels the purchase or I'm calling the police.

SALES MANAGER

Call them, if you want.

ANGRY WIFE

Oh, I will.

Thirty minutes pass by, there are two cop patrols that have come in to control the situation. The lady is now screaming about wanting the dealer to cancel the contract.

SALES MANAGER

Lady calm down, you can't be screaming

ANGRY WIFE

We paid a lot of money, and this car doesn't even have a second key.

FRANK SMITH

I didn't want the car without my wife present.

COP 1

Mam, please calm down, can you explain the situation?

ANGRY WIFE

These people are robbing us.

COP 1

What do they do? they selling you a car. They cant cancel a contract if you closed a deal.

ANGRY WIFE

What you can do? or what can I do?

COP 1

Contact your lawyer, but they didn't do anything illegal. They just sold a car.

FRANK SMITH

But my wife wasn't here!

COP 1

Sir, you don't need your wife's approval to buy a car. that's a personal issue.

ANGRY WIFE

Well, he does need me to make a freaking purchase.

COP 1

Have a nice day, let's go guys.
Nothing here. Typical angry wife, and husband situation, domestic issue.

The cop gives her a ticket. She looks more upset than her husband was, you can see that she controls the relationship. And the husband was scared to deal with his wife.

The second cop unblocks the parking lot and leaves, the salesmen begin making calls, and the angry lady leaves the lot.

SALES MANAGER

What a crazy woman, her husband was definitely scared of her.

VETERAN SALESMEN

You saw, she was trying to force what she said on the cops and they just sent her away.

ROTATION SALESMEN

What the heck was that about?

GREEN PEA

That was hilarious...Why you got that, he's my husband, cop, please tell them to cancel, ha..ha.

HOTSHOT SALESMAN

I would love to sell her a car, if she would be happy, you know how many customers a big mouth person like her could send.

BEAST

She wastes a lot of time.

OLDTIMER SALESPERSON

I wonder if her husband, needs to ask permission to use the bathroom?

(laughing)

All the salesmen laugh with him.

USED CAR MANAGER

Get back to work, call some numbers
you lazy bums, costing me money; all
you guys are good for is jokes.

SALES MANAGER

Why didn't you call the freaking,
mechanic?

USED CAR MANAGER

I did call the key mechanic, they
never know who is doing what?

SALES MANAGER

You're a manager, don't they listen to
us?

USED CAR MANAGER

Freaking service manager not doing his
job.

SALES MANAGER

All these cars look like shit look at
the car, no engine. Missing an engine.
How are we supposed to sell a car,
without an engine?

USED CAR MANAGER

Someone gonna get punched in the face
real soon.

SALES MANAGER

These detail guys suck, look how dusty
our cars are.

USED CAR MANAGER

I feel like I'm in my grandmother's,
real dusty cars.

An old lady walks into the showroom, she's looking around at
one of the three cars, the other salespeople are busy with
other customers.

One of the salesmen approaches the old lady, as she slowly
sits inside the sedan, and looks around the vehicle, she is
older than most.

ROTATION SALESMEN

Hi, mam. Welcome to tri-state exus. My name is Peter, and your name is?

OLD LADY

Hi, Peter. My name is Elizabeth Hamilton.

ROTATION SALESMEN

Hi, Elizabeth. So this sedan caught your eye?

OLD LADY

Yes, making sure I find all the right buttons.

ROTATION SALESMEN

I see.

OLD LADY

I'm looking for a car with good safety features, and also a good sensor when driving.

ROTATION SALESMEN

You mean safety system right?

OLD LADY

No, the safety sensor, does it have it?

ROTATION SALESMEN

Sure it has it.

OLD LADY

What about the camera?

On the backside, you see both managers who sit side by side, are fighting with each other screaming about money, customers, and paperwork. The receptionist walks in a really pretty woman. And everyone stops for a few seconds just staring at her body, after she walks out the stress and fighting continues.

One of the mechanics comes into the shop and drops off keys. Showing a recall sign for one of the cars, this time you see all the salesmen frustrated. everyone is making calls, except the rotation salesperson. Who is with the customer currently?

Now we focus back on the old lady, who asked about cars?

OLD LADY
Does this car have navigation?

ROTATION SALESMEN
Yes, mam, this car has navigation features.

OLD LADY
Does this car have, lane assist?

ROTATION SALESMEN
Yes.

OLD LADY
That car is too big for me, do you have a smaller car?

ROTATION SALESMEN
That's the smallest car we have the IX.

OLD LADY
What about money?

ROTATION SALESMEN
Let's go outside and check the car out first if you like it. We can talk about money at that point.

OLD LADY
I Have some questions...

THE END

TAG

ASIAN CAR CUSTOMER (COCKY)
I want the best price! Your gonna have to pay me to drive your car off the lot!

Finally, the salesperson smiled. Pulls out his wallet, and puts a ten-dollar bill on the table.

THE ASIAN WHISPERER
Just take the car, even if I have to pay you.

With all the paperwork complete the customer takes the key and drives off with the new car. every salesperson waiting for the customer to leave off the lot, the manager runs down.

Write in big bold letters, "cracked" him. \$20k in profit. Suddenly you see a small party and balloons, and drinks, with everyone on staff, that we saw earlier. This is the introduction to the exciting and cut-throat car business.