

Keep Your Friends Close...

by
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INT OFFICE CLAY GOODWIN

View of a bright sunny day. People are casually walking outside of a building where a sign shows "Emerging Technologies Consulting". Transition through the lobby, up the elevator shaft, down a hall to a door with a sign outside reading "Clay Goodwin CEO". Transitions to a conversation already in place where the CEO, CLAY GOODWIN a short, stocky balding man just entering his sixties dressed in slacks and a sweater vest is behind his desk talking to a flustered BRIAN SPENCER. Brian is a a clean cut handsome man with an olive complexion that is well dressed for what is becoming his last day of work as an executive account manager for strategic accounts.

Brian is signing a document and places it on the CEO, Clay's desk and sits back in the chair to resume talking. He appears shocked and is looking at the floor as he resumes talking.

BRIAN SPENCER

I'm still very confused Clay. You called me to come to your office. I'm thinking its to discuss a raise, the next big client you want me to assist. But you're telling me that you're doing me a favor by giving me a severance package?

CLAY GOODWIN

I know it doesn't make sense to you right now, but I promise you, you'll thank me for this one day.

BRIAN SPENCER

I highly doubt it. And why would you fire me on a Monday morning. Why didn't you fire me last Friday.

A clueless look and a bit of a smile is on Clay's face as he is proud almost honored to be assisting Brian in his next adventure in life.

CLAY GOODWIN

Actually I didn't think about it until this weekend and I wanted to give you a jump on the week.

Brian snaps back to reality quickly with a look of disbelief.

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BRIAN SPENCER

Get a jump on the week? Are you serious? This isn't a good thing.

CLAY GOODWIN

Brian, I've known you your entire career. I remember when you joined. You've moved all the way up in the company. You've done everything there is to do.

BRIAN SPENCER

But I don't get it. What did I do wrong.

CLAY GOODWIN

You didn't do anything wrong. But what did you do with your career? What did you do for yourself? If you don't go now you'll regret your career and your life. You're going with the flow, just making sure you do just enough to be the best at your position.

BRIAN SPENCER

Why is that a bad thing? My job is to help companies take their products and make them better. I lead teams and I help people... no I help companies make money and make tons of money and we make money based on what I do.

CLAY GOODWIN

Brian, you're missing what I'm saying and why we're here today. Maybe you aren't and you're just being you and its a character flaw that you don't even realize is there. You're going down the path of least resistance just because its easy! Nothing great will ever come of that! Trust me!

Clay gets up from his desk slightly disappointed in the direction the conversation is going.

CLAY GOODWIN (CONT'D)

OK. Let me try this a different way.

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CLAY GOODWIN (CONT'D)

Would you be happy to make one hundred to two hundred thousand a year for the next ten years of your life?

Brian pauses, slightly shakes his head and looks away as he knows where this is going.

BRIAN SPENCER

Never thought about it. But I guess so.

Looks back at Clay who is now looking out of the window as they continue.

CLAY GOODWIN

Do you consider me a friend?

BRIAN SPENCER

Before this meeting? Yes. Without a doubt. You were a friend and a mentor. So that's why this is so confusing.

CLAY GOODWIN

You're just going through the motions. You can be so much more. When you find yourself and what you can be, I am sure we will work together again. Trust me.

BRIAN SPENCER

So are you letting anyone else go?

CLAY GOODWIN

No, just you. I wouldn't let you go if I thought you wouldn't be better off on your own. I know you'll do well. Go do for yourself what you do for so many others. Take an idea, make a product, do something that will make a difference.

Clay walks over to Brian and puts his hand on his shoulder.

CLAY GOODWIN (CONT'D)

Get out of here. Take some risks and take a step out on faith. It's the only way you're going to live up to your potential.

(MORE)

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CLAY GOODWIN (CONT'D)

I'm gambling on you. Go gamble on yourself.

Clay hands Brian the paperwork from his desk and pats him on the back.

TRANSITION TO THE
NEXT SCENE

INT BAR - AFTERNOON

Two friends of Brian's are walking in together and see a waitress lining up various Jello shots on the table where Brian is sitting.

JANICE BARROW

Hey, hey, hey what are we celebrating today!

ADAM JENKINS

Please don't tell me this mother fucker got another fucking promotion or raise. Man I hate yo ass. Your goal in life is to make me look like a slack back loser.

BRIAN SPENCER

Well this should definitely make you feel better. I got terminated this morning.

ADAM JENKINS

No shit? I never thought I would see the day that you got fired before me.

BRIAN SPENCER

You've had like four jobs since I've this one job!

ADAM JENKINS

Yeah but I never got fired from any of them.

JANICE BARROW

You've left a couple times before you thought you were going to get fired.

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ADAM JENKINS

But again, I've never been fired. I've always walked out of the building alone, no escorts and talking shit the whole way out.

JANICE BARROW

What happened? Why did they fire you.

BRIAN SPENCER

Well I was let go for being too good at being just better than everyone else. I swear that's what it comes down to. I don't take risks and I will never live up to my full potential working there. So my CEO and so called friend said he was doing me a favor by letting me go.

ADAM JENKINS

So he fired you for nothing? Man sue that bastard.

JANICE BARROW

You can't sue him. We're in a right to work state. He can be let go if he just felt like it.

ADAM JENKINS

Oh yeah, I forgot you got your degree from People's Court?

JANICE BARROW

Uh dumbass I work in Human Resources. You don't need a law degree to understand the basics.

BRIAN SPENCER

They gave me a hellafide severance package to help make sure we left on good terms.

ADAM JENKINS

When you say hellafide, how much are we talking about?

Brian pulls out a paper from his jacket pocket and slides it on the table towards Adam Jenkins.

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ADAM JENKINS

This is not real! Can they fire my ass, please? Check this crap out.

Holds it up and shows Janice.

JANICE BARROW

Brian! This is your chance to do something big. Maybe now is the time to stop talking and start doing.

BRIAN SPENCER

What? You mean flipping houses?

ADAM JENKINS

We've been talking about it forever. We've done the research.

JANICE BARROW

We always said the time wasn't right because we had no one that could focus on it and supervise the contractors and their work. Now we're one step closer. We can do this.

ADAM JENKINS

We already got the money to get things started. You have extra money in case it doesn't work out as well as planned.

BRIAN SPENCER

You guys serious?

ADAM JENKINS

I am. Think. We all put in equal investments, you put in the sweat equity and we let you have ownership of that odd ball percent. 34, 33, 33. All equal, all in as a team together.

BRIAN SPENCER

OK, Done. Everyone grab a shot!

They each grab a shot and hold it up.

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BRIAN SPENCER

To taking risks... exceeding
expectations and making our dreams
come true.

They all reach out, toast and throw back their shots.

TRANSITION TO
MONTAGE OF
ACTIVITIES

Show a montage of Brian, doing various activities
associated with flipping a property.

MONTAGE VARIOUS - DAYTIME

- Meeting contractors.
- Assisting with minor tasks and accidentally hurting
himself in the process.
- Painting walls, sweeping floors.
- Placing furniture and hanging art.
- Placing a sign "Under Contract" outside the house.

END MONTAGE

Once the Montage is complete transition to signing the
contract at closing with a lawyer.

INT BRIAN HOME - EVENING

Brian is having a house warming at the house following
his closing.

ADAM JENKINS

My god! Her driving is bad. Why
did you let me get in the car with
her?

JANICE BARROW

You know how I drive. So if you
can't handle it then you should
have driven.

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ADAM JENKINS

Hell, its been like a couple years since the last time I rode with you. I hoped it had improved. Since then, but I see that is just how you drive.

Brian walks over to help them bring in drinks for the house warming.

BRIAN SPENCER

I really appreciate you guys coming over to help get everything set up.

JANICE BARROW

I still can't believe that you bought the place. That's the opposite of what you're supposed to do when flipping a house.

ADAM JENKINS

Hey, I don't care. That's the fastest money I ever made. He exceeded my expectations so I don't care.

JANICE BARROW

Yeah, but you did the exact opposite of what you were supposed to do remember? Step out on faith, take risks. You bought the risk. You controlled it, so it was limited. There wasn't any risk.

ADAM JENKINS

Yeah take some risks buddy. Get in the car with her and go to the store like me. You'll be taking one hell of a chance there.

Janice playfully slaps the back of Adam Jenkins's head.

BRIAN SPENCER

It was a great financial investment though. Yeah no risk, but I fell in love with the place. I spent time here. There is literally blood, sweat and tears here.

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BRIAN SPENCER (CONT'D)

I did a ton of thinking and I was thinking about some other potential options for long term businesses. Real things not just flipping houses.

JANICE BARROW

As long as you're happy. I mean you did do a wonderful job on the place.

The door bell rings. Janice helps straighten Brian's shirt while Adam Jenkins goes to answer the door.

TRANSITION TO THE
NEXT SCENE.

INT CONVENTION HALL MOTIVATIONAL SPEAKING EVENT - MIDDAY

JOE NORMAN

I want to be the first to congratulate you all. The first step in your journey of self realization has begun with your commitment here today.

Brian Spencer is sitting near the back of the conference room and begins to head out visibly frustrated. As he exits the door a man tries to catch his attention.

CHARLES LUCK

Excuse me. Excuse me.

Norman stops to look and see if the person is calling for him?

CHARLES LUCK

Haven't I seen you at a couple of other sessions here in town.

BRIAN SPENCER

It's possible. I've been out of work for a while and had some time on my hands. So I have decided to work on me a little.

CHARLES LUCK

I can relate to you on that. Name's Charles. Charles Luck.

BRIAN SPENCER

Brian.

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CHARLES LUCK

If you're looking for a really awesome session. Check out the one on Starting Your Own Business. If there is anything that can inspire you, that's it.

They begin walking towards the elevator bank to reach the parking garage.

BRIAN SPENCER

Well I don't know that that's going to be in my best interest at the moment seeing as I don't have a job right now. So money might be an issue.

CHARLES LUCK

Think about what you've been learning. You are in control of your own destiny. Not all businesses require heavy up front capital. Do what you love and it will all happen for you. That's why you need to be at this next session. Here take my card. I promise you will be impressed.

BRIAN SPENCER

OK. Thanks.

CHARLES LUCK

Do me a favor. Don't throw away the card, and come attend. It will be the best decision you ever made.

Brian hits the button on the elevator to go to the parking deck. He reads the information on the card and then reaches to shake hands.

BRIAN SPENCER

OK. I'll be there. You've convinced me.

The elevator opens and Brian gets on and hits the button.

CHARLES LUCK

OK. Hopefully I'll see you there. I have to go back and catch up to some friends. Take care.

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The doors begin to close and Brian nods his head to Charles.

INT CONVENTION HALL ENTREPRENEURSHIP - MIDDAY WEEK LATER

Brian walks into the conference room early and is looking for a place to sit that would allow him some form of isolation as well as a quick exit like last time.

CHARLES LUCK

Hey! Brian. Glad to see you. I was really hoping you would come.

BRIAN SPENCER

Well I read some reviews on the other sessions and it seemed like a valuable investment.

CHARLES LUCK

Yes, an investment in yourself. Look, do me a favor. Come with me and grab a seat up here at the front. NO quick exits this time.

BRIAN SPENCER

Oh so you figured that out huh?

CHARLES LUCK

All types of personality types come in here and you get familiar with them. Hang out for a moment after the session, I want to talk to you after the session.

Brian follows Charles to the front row.

BRIAN SPENCER

So why are you particularly interested in me?

CHARLES LUCK

Well I tend to ask a few people to answer a few questions during the presentation and the best way to get real information and create a sense of realism is to get audience participation.

BRIAN SPENCER

Wait so you're the speaker?

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CHARLES LUCK

Yes Sir I am.

BRIAN SPENCER

So were you just recruiting me for this to help make sure you weren't speaking to a handful of people and some empty chairs?

CHARLES LUCK

No, no, no. I just wanted to talk to you as I had seen you at a few of the other sessions and its obvious that you have some real desires to be better and do more. IN my opinion that's the heart of an entrepreneur. You've come this far, trust me a little more. It will all make sense to you in a few hours.

Charles hands him a book.

CHARLES LUCK

Consider it a gift for participation. I usually give them to the people I pick on during the session. Consider it prepayment.

Brian sits down and begins to flip through while Charles walks away to prepare for the session.

INT CONVENTION HALL ENTREPRENEURSHIP - TWO HOURS LATER

Brian stands and watches as people introduce themselves to Charles following the presentation.

CHARLES LUCK

Hey! Really glad you stuck around. I wanted to ask you what you thought about the presentation.

BRIAN SPENCER

I'll admit I was a little skeptical but I found things to be really inspiring.

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CHARLES LUCK

Well then my goal was achieved. I really believe people just don't realize how they can capitalize on their own experiences and talent. They spend their entire lives helping someone else realize their own goals and dreams. People did really well before corporations.

BRIAN SPENCER

So why are interested in me?

CHARLES LUCK

Believe it or not I always chose to sponsor one or two individuals from every session that seem like there is something special about them. Not sure what the draw was, but something about you caught my attention. I trust my gut and I now I have been part of over a dozen different start ups.

BRIAN SPENCER

Wow. So you really keep busy huh?

CHARLES LUCK

More so at the initial starting phase but once they get going its more of a financial arrangement. I stay out of the way and let them expand on their dreams. They help provide the proof, the success stories for my presentations. Maybe one day you will be standing up there helping convince people that they need to step out on faith and become their own boss.

BRIAN SPENCER

So what's my next step? I'm all charged up and ready to go.

CHARLES LUCK

Take a week and review the materials. It will help you figure out what you enjoy doing, what you're good at so that you can help find something that aligns your skills and joys.

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BRIAN SPENCER

And then what I just tell you
about my idea.

CHARLES LUCK

Almost. We will try to create a
business plan. If it makes sense
and its something that can be
reproduced, something that can be
scaled, I'll help you make it a
reality.

BRIAN SPENCER

Really? You're not playing with
me are you?

CHARLES LUCK

No. I promise. This is what I
enjoy, its what I am good at. I
found my combination and I made a
career out of it.

BRIAN SPENCER

Two weeks huh?

CHARLES LUCK

If you encounter any issues or
need any advice. Give me a call.

BRIAN SPENCER

I will. I really appreciate this.
This is just what I needed.

INT BRIAN HOME - TEN DAYS LATER

BRIAN SPENCER

OK, guys I actually thought you
would actually be of some kind of
help.

JANICE BARROW

Its not like you don't know the
answers to all your questions.
You have this.

ADAM JENKINS

Yeah. I mean everything you've
said seemed correct. I think you
are going down the right path.

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JANICE BARROW

I mean I think you've come up with a great idea that speaks to your passion and leverages the talents and experiences that you already have.

ADAM JENKINS

Yeah man, trust yourself. You're charismatic, you've done your homework. Let your personality come through. This guy is going to love you, he'll love your idea.

JANICE BARROW

Honestly, if I didn't have a job and I wasn't so risk adverse I would totally jump on board with you. You totally sold me. I love it.

Brian straightens his paperwork and places them carefully in a box and shuts down his computer.

BRIAN SPENCER

I really appreciate you guys taking time to help me out. I feel a lot better. Now let me take you out for dinner and I won't take no for an answer.

ADAM JENKINS

But Brian.

BRIAN SPENCER

I said I wasn't taking no for an answer. I'm fine, trust me I can afford it. I got a great severance package and I was always careful with my money.

JANICE BARROW

Careful with money and being a tight wad are two totally different things.

ADAM JENKINS

Yeah, if you weren't such a penny pincher you might have a special lady in your life.

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JANICE BARROW

Yeah, I've always wanted to tell you about that. There's nothing sexy about the way you spend money. Or the way you don't spend it. It's actually a bit of a turn off for women.

ADAM JENKINS

Brian, you are like the most out of touch person that I know. Your biggest flaw is you don't pick up on signals or body language. If you could just be a fly on the wall and hear what ladies say or think you would be so much better off.

JANICE BARROW

Yes! He is so right. You would be a great catch. You're handsome, intelligent, financially stable, never been in jail.

BRIAN SPENCER

What about not gay? Isn't that the other criteria that women put in? And no children or baby momma drama?

JANICE BARROW

I wasn't going to make any assumptions. I was just addressing the things I could speak to. You know you and Adam Jenkins do spend a lot of time together.

ADAM JENKINS

Hey don't bring into this. I have a significant other. But she does kind of complain about how much time we spend together. Dude, you need a woman in your life. Women are more attracted to a guy that has a woman. The longer you're alone the more they start to think there's a reason you're alone.

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JANICE BARROW

He's right you know. No woman wants the man that no other woman wants. Adam Jenkins's right if you could hear what we talk about you would have a game plan for success.

BRIAN SPENCER

Well thanks for shooting me down. One moment I was sky high ready for my future and now I am back where I started. Let's go get something to eat before I change my mind.

They exit and Brian playfully pushes Adam Jenkins out of the door.

DOOR CLOSSES AND
TRANSITIONS TO NEXT
SCENE

INT CHARLES LUCK OFFICE - NOON

A few men are sitting around a large conference room table as a young woman comes into the room.

MELISSA

Excuse me. Mr. Luck, The food will be here shortly. Can I bring you all something to drink?

CHARLES LUCK

Is everyone fine with tea or water? Anyone want anything else?

Everyone is in agreement that that's fine.

CHARLES LUCK

Just tea and water please. Thank you Melissa.

She exits the door and the men continue their discussion.

CHARLES LUCK

Well Brian, I have to admit that I am really impressed. I knew there was something different about you when I met you.

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CHARLES LUCK (CONT'D)

I love the idea, you did your research and I in love with the fact that there's not a large up front costs being invested in capital. You really paid attention to the book and nailed it.

EDWARD WHEATON

We did have one suggestion though. Not saying that it's a deal breaker or anything, just there may be an opportunity to further focus your target audience and really make an impact.

DANIEL BROWN

Exactly. You have a product that can easily be duplicated. Make as fast an impact as you can. Make a mark in your niche of the market and expand your focus after you own some specific demographic.

Charles is flipping through the business plan in front of him and he is making notes and circling details on the page.

BRIAN SPENCER

I can do that. Any suggestions on who I should target?

CHARLES LUCK

Personally I would suggest business women, single, that earn more than sixty thousand dollars a year.

DANIEL BROWN

That sounds about right. They have expendable income to invest into something that is going to make them feel safe. Something that is going to save them time from their already busy day.

EDWARD WHEATON

You market it to them and you show them that this is an investment that's going to pay for itself. It will earn them money in the future. It's a no brainier.

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BRIAN SPENCER

So why narrow the demographics.
Why not market it to the existing
broader audience. I'm a little
confused.

CHARLES LUCK

Men won't buy for the same
reasons. They will take longer to
move on the product, research
other opportunities and they won't
want anyone teaching them how to
use their new electronic toy.

EDWARD WHEATON

Yes. Most successful companies
have something that differentiates
them or their product from their
competitors. Your service, your
training that's your key. That's
what makes you different and the
person that is going to appreciate
that is an educated woman that
wants to get the most out of her
investment.

CHARLES LUCK

So that's what you guys do huh?
You help people launch their
companies and help them become
successful. So you're like a real
life Shark Tank.

EDWARD WHEATON

I wouldn't exactly say that. We
are investors that want to see
other people prosper, see the
economy changed by small
businesses, and yeah while we're
at it we can make a little money
along the way.

DANIEL BROWN

I feel this gives us a little more
control over our money and we see
pretty quick turnaround, faster
than we see playing the stock
market or investing in other
things. We can actually pick and
chose what we want to be a part of
and customize how we invest.

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CHARLES LUCK

We've been in this a while and we know people in all different industries. If there is anyone we can introduce you to, to help ensure success we will. And I think your main thing right now is marketing. We need to define your message and get it out there as soon as possible. I'm confident you have a winner.

Melissa walks in with two pitchers.

MELISSA

I'll set these down and I will be bringing the food up in just a moment. Security just called to let me know they are here.

CHARLES LUCK

Perfect timing. Well gentleman. It sounds like we are all in agreement. I think we can make a few minor adjustments and get down to the financial details after lunch.

Charles walks over to Brian. Brian stands and they shake hands and the others join.

CHARLES LUCK

I told you this would be the best decision of your life.

TRANSITION TO NEXT
SCENE

INT BRIAN HOME - AFTERNOON

Brian is at home meeting with MINDY BROOKS an attractive and enthusiastic marketing agent.

MINDY BROOKS

Well I must say I am indeed impressed. Chuck told me this was going to be an interesting challenge.

BRIAN SPENCER

Well is there anything else that I can tell you about the product.