

SERIES BIBLE

THIRD SHIFT

LOGLINE

Wendell Wright struggles to fit in taking late night calls for The Stuff Network alongside his outrageous colleagues while secretly dreaming of one day inventing a product he can showcase to the world.

SYNOPSIS

The American dream can mean many things but for Wendell Wright it only means one thing, becoming an inventor. Since childhood he's been fascinated by infomercials and idolized the products and inventors. He's a talented creator but lacks the confidence to bring his products to market. To make ends meet, he works late night at Baron Solutions selling infomercial products aired on the Stuff Network. Even though his coworkers are all bizarre he is by far the worst salesperson among them.

His world is turned upside down when the owner decides to make his immature college dropout son, Ian Baron, the General Manager. Ian can't stand working the third shift and is determined to get his nights back for partying. He hires a team of digital Zoomers (think Minions in *Despicable Me*) to move infomercials into the digital age with Instagram ads, Amazon placement and self-automation.

Ian's does everything he can to get rid of the Third Shift like setting impossible sales quotas and having them sell faulty products. This group of awkward individuals band together to save their way of life. Challenges they face throughout the series include an earthquake, a blackout, a raid, evil leadership, the dark web, sexual harassment, alcoholism, and late-night snacks at the local Armenian diner.

To increase sales numbers the bungling sales manager Alec Balding brings on a hot shot salesman, Jackson Blake, from a huge competitor QTV. While his track record is unimpeachable, his sales methods are more Draconian and centered around manipulation. He immediately clashes with Willow Ono, an earthy mother of six, who strongly believes the only way of life is in ethical harmony with others. She'll gladly lose a sale if it means keeping her soul.

Competition not only involves QTV but also Motherload Industries who's always looking for ways to take Baron Solutions off the grid by poaching talent and advertising better products.

However, the team stays sharp through motivational seminars where telemarketer Damien Decker, is challenged with the backlash of their non-binary status and the stoic retired Army Veteran Mike Hartman deals with his PTSD.

We also peek into the world of virtual reality through the IT professional Seth Creet. Seth lives in the metaverse under an alias with a kingdom of worshipers. He has many outlets on the dark web making him additional income but is secretly hardwiring the building to maintain his vast number of servers.

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While the team works together against the Zoomers on the day shift, Wendell pursues his romantic connection with Ruby Andrews, the Office Manager, who longs to be a Broadway star. McKenzie Masters, the youngest on staff, crushes on Jackson but must focus on getting into law school.

The first season ends when Wendell pitches the prototype of his invention to a panel of investors on the hit show *Sell Me, Baby*. If successful, this could change not only Wendell's life but everyone else on the Third Shift. At the heart of the series each character is on a journey of self-acceptance. As they grow, they learn to support each other as a team to fulfill their individual dreams while scraping by.

PILOT SYNOPSIS

Jerry Bludge, a charismatic TV addict prepares a 'meal' of pizza rolls as he watches his favorite late-night programming on the STUFF Network. After seeing an infomercial for Swiss Army Lighters, he eagerly dials the phone, not to buy anything, but to talk to Wendell Wright, a struggling salesperson who longs to be a full-time inventor. Willow Ono, a bohemian salesperson, and Ruby Andrews, the boisterous office manager, try to help Wendell get off the phone with Jerry, known around the office as 'The Timewaster,' because he talks forever and never buys. Despite their help, Wendell ends up trapped on the call with timewaster Jerry.

Alec Balding, the incompetent sales manager, leads the weekly meeting with the help of a stoic retired Army Sergeant Mike Hartman. Alec announces a new hotshot hunky salesman from QTV, Jackson Blake, who's there to turn their sales numbers around. However, Ruby, can't seem to stop sexually harassing Jackson long enough for him to meet the staff.

Ian Baron, the new general manager appointed by his father and owner, interrupts the meeting clearly not happy about his new 'job' (which is actually his punishment for dropping out of college) to let everyone know the third shift is on the chopping block. If they can't reach their sales quota by the end of the month, he has permission to get rid of the whole department and replace them with a team of digital Zoomers. He makes it clear he wants to get his nights back so he can live that club life. Everyone is shocked that they may all lose their jobs in less than a few weeks.

Jackson holds a sales training teaching underhanded techniques which leads to a big argument between him and Willow who refuses to use them. McKenzie Masters, a younger salesperson who longs for approval from all authority figures, takes copious notes while eating Cheetohs. Mike does his best to keep the peace, but the argument culminates in Willow leaving angrily.

Outside the building Damien, who is non-binary, smokes and swipes on a dating app while Ian gives feedback on his likes and dislikes. Alec approaches Ian to request a lower quota that they're more likely to hit. Ian doesn't budge. Alec leaves determined to save the third shift and Damien asks Ian about joining the day shift and Zoomers. Ian agrees to bring him aboard in exchange for a favor.

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It's the last night of the month and the Third Shift has an ambitious number to achieve. Alec gives a motivational speech, and many sales are made before the final hour. Unfortunately, it's still short of the quota. Wait, the phone rings, Wendell answers and...you guessed it, Jerry's back. He decides to tell Jerry about their quota and how they're all fired. In fear of losing his late-night chatting buddy, Jerry buys enough Swiss Army Lighters to hit the sales goal. They third shift is saved...for now.

Ian's baffled and Damien is crushed. An idea sparks of how to drive the final nail in the coffin. Unbeknownst to them, Mike uses high tech spy equipment to listen in. A game of cat and mouse is on, and Mike is happy to have another war to fight.

CHARACTERS

WENDELL WRIGHT (30's, quirky, thin) is a geek for inventions and infomercials, but has a terrible sales record, an awkward social manner, and a secret crush on the office manager, Ruby... at least he thinks it's a secret. He needs to overcome his awkwardness and lack of assertiveness to be better at his job, but more importantly to become who he really is - an inventor.

JACKSON BLAKE (30's, handsome, tall, built) is the new team leader and closes deals by using slick, borderline unethical sales practices. A classic alpha male who's obsessed with the gym to cover up a swarm of buried insecurities, he bases his self-worth on his ability to win and thinks everything is a competition. Jackson has big financial dreams but, in his heart, he wants a family.

ALEC BALDING (40's, short, aloof) is a sales manager with a Napoleon complex and a desperate need to grow as a leader. His intentions are good with moments of competence, but overall, he doesn't seem to know what he's doing or how to improve. This is his dream job which makes him complacent but challenges his true desire to be loved and accepted by everyone.

MCKENZIE MASTERS (20's, nerd, pretty) the youngest in the office who desperately seeks approval from authority figures and wants to be an attorney. She took the LSAT, but her scores weren't high enough to get into law school. For now, she works as a telemarketer while studying to apply again. Lacking self-confidence, she dresses down, but would be a knockout with a slight makeover. She has a crush on Jackson, but he never notices her.

SETH CREET (30's heavy, creepy) is an odd outsider who always wears black. As a goth kid and tech geek he lives in the virtual reality community and has a wealth of virtual real estate. His knowledge of the dark web has created quite a large following and to those that know of him, worship him.

WILLOW ONO (40s, bohemian) a divorced single mother of six kids (ranging from seven to fifteen) unapologetically dresses every bit the Southern California, crystal loving, sage burning earthy spirit that she is. She does everything for everyone else and is very good about looking like she's got it all together when deep down she always worries if she's doing enough. Willow is the opposite of the stereotypical salesperson in that she wants to connect with people and help them rather than push a sale to make her numbers go up.

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MIKE HARTMAN (30s, black, tall, built) a soldier to his core, always wears crisply pressed outfits usually in dark muted colors. Despite an honorable discharge from the army four years ago, he's never lost his instincts or habits. Every move he makes is precise and calculated. A stoic, strong, confident man, Mike's nose for trouble leads him to discover the sabotage Ian is planning with the secret help from Damien, so he decides to wage a secret war against them. His PTSD from years in combat goes largely untreated as he refuses to acknowledge it as a problem.

DAMIEN DECKER (late 20s, stylish) whose pronouns are they/them moved to Los Angeles from Wisconsin to pursue a career in advertising but the only job they could find in their field was on the third shift. As a person who identifies as non-binary they feel alone and largely ostracized. They're not a bad person at all, but they choose to help Ian sabotage the third shift in hopes of getting to work daytime hours like a normal ad executive.

RUBY ANDREWS (30's, boisterous, performer) dresses like she's always Disney-bounding - a red bow in her hair, polka dot skirt, etc. Whether she's practicing with her puppet Gilley or singing Broadway showtunes at her computer, Ruby believes that one day she's going to get the opportunity to perform on a stage and she'll be discovered and turned into a beloved star. She has little understanding of personal physical boundaries and generally loves attention, especially from Wendell who she loves to tease.

MOLLY MILLS (40's, quirky, analytic) loves working nights more than just about anyone. Anxiety and fear define how she sees the world, and it seems much less scary to her at night when she feels more alone and less seen. She usually dresses down in a way that's professional, but also not very noticeable. Even though it's her job to be a resource for her employees, she often finds herself relying on them to help deal with her own fears and insecurities.

IAN BARON (23, hip, thin, general manager) is the owner's social-media addicted, insecure son put in charge of the third shift as a punishment for dropping out to college. Ian makes it his mission to end the third shift so he can once again use his nights to 'live that club life and post it on the Gram.' He has good business instincts but is a narcissist.

SEASON ONE EPISODES

EPISODE 2: BRING ON THE ZOOMER

A team of Gen Z online marketing experts (aka zoomers) are brought in by Ian to implement artificial intelligence to replace the staff. In hopes of hurting the third shift's sales numbers, Ian makes a bold move and asks Wendell to ready one of his inventions for an infomercial. Wendell, believing this is his big chance, excitedly gets to work, while Ian plans for it to completely bomb. Mike, happy to be in full army mode, begins to work reconnaissance on Damien to uncover what they and Ian are up to.

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EPISODE 3: ANTIVIRUS

Seth, is called upon to use his expertise of the dark web to eliminate a computer virus threatening to bring down the whole company. The Third Shift must work together with the Zoomers to stop the hackers they unknowingly invited into their server. Wendell and Ian are out of the office to shoot an infomercial for Wendell's invention. Ian keeps making 'bold' creative decisions that he secretly hopes will ruin the product.

EPISODE 4: SEMINAR

Alec takes the team to a motivational sales seminar. While everyone has a hard time adjusting to being awake during the daylight, they interact with salespeople from all over the world, including their rivals QTV and Motherload Industries. Damien deals with the backlash of their non-binary status when a keynote speaker delivers a talk called 'You're the MAN.' Back in the office Seth, Molly and Ruby help the Armenian with a personal crisis of sexual identity.

EPISODE 5: BLACKOUT

When a Los Angeles earthquake kills the power on the last day of the month it seals the building shut, trapping everyone inside. Mike's Army training and Seth's wiring skills are put to work on a mission to bring the power back on. Jackson reveals to McKenzie why he was fired from QTV and she unexpectedly kisses him. Wendell finally asks Ruby out on a date.

EPISODE 6: RAID!

Wendell's product is a success but not for long as a swarm of Federal agents from the FCC invade Baron Solutions for bogus violations. McKenzie overcomes her crippling social anxiety and uses her knowledge of the law to fight back against the fines. Wendell employs an attorney of his own to patent his new product after it's already launched. Ian gets an earful from his dad who's clearly upset at how he's run the place so far.

EPISODE 7: THE MOTHERLOAD

As a mother of six and a full-time employee, Willow's stress culminates into accidentally assaulting someone in the mall. She is court ordered to anger management which gives her ex-husband an opportunity to file for custody of two of her children. Meanwhile, Jackson is offered a management role with a rival company, Motherload industries.

EPISODE 8: #MENTOO

Ruby's regular invasion of co-worker's personal space is no longer ignored when she makes a move on one of the young digital marketing zoomers. The team decides to host an intervention but are interrupted by several past male employees to have come forward to make claims. When McKenzie's sister Lola shows interest in Wendell, all the sudden Ruby gets competitive. Wendell receives a cease and desist from an inventor with a patent very close to the one he's filed. Jerry helps Wendell avoid the lawsuit because he happens to know the inventor.

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EPISODE 9: OFFICE PARTY

Ian has turned his office into a lounge for the homies to drink, dance and smoke the ganja. The Armenian is the life of the party and Zoomers serve hors' d'oeuvres and cocktails. The Third Shift and the Zoomers come together to give Ian an intervention. McKenzie let's Ruby give her a makeover in hopes that Jackson will notice her. The QTV spokesperson, Gayle Laney invites Wendell over to their office to hear more of his ideas and invites him to pitch on a reality show she stars in.

EPISODE 10: KILLER PITCH!

Gayle Laney loves Wendell's infomercial product and invites him on "Sell Me, Baby" (a *Shark Tank* like show) to pitch his invention. However, Wendell's legal trouble with the patent force him at the last minute to pitch a new idea on the show that the investors weren't expecting. After practicing with the team, he performs a killer pitch on live television and gets the deal! McKenzie gets into law school, Jackson accepts a job out of state with Motherload Industries and Mike is approached by the Army to reenlist. Is this the end of the Third Shift?

FUTURE SEASONS

SEASON 2: OFFICE RIVALRIES

Wendell's new product is selling like hotcakes, but the investor has such a large ownership of it he's not seeing any of the profits. Seth discovers his long-lost twin brother Deth has knocked-off Wendell's product on the dark web. Ruby grows increasingly arrogant after getting cast as the lead in a community theatre production of *Elektra* the musical.

SEASON 3: INFOMERCIAL WAR

It's on when Motherload Industries uses spies, tricks, and deception as they go head-to-head with Baron Solutions' latest product line. With similar ideas, they race to bring products to market first. QTV and the Stuff Network also battle it out for late-night cable ad space and navigate how to advertise through online streaming. Jackson proposes to McKenzie and Willow makes it her mission to break Mike from social isolation.

SEASON 4: RUSSIAN TAKEOVER

Alec falls in love and marries a Russian bride which leads to the company being overtaken by the KGB. Under the new Russian hand, the team unknowingly sell products designed to spy on U.S. Citizens. The Third Shift must think outside the box to save America from Russian espionage.

SEASON 5: LET'S GET STUFFED!

The late night infomercial is dead and the Stuff Network is purchased by the almighty QTV. The Third Shift is hired by QTV and placed in different positions throughout the company. Each one of them do their best to make the most out of their new job title but find themselves miserable. Wendell has become a huge success and decides to bring the team back together to form his own marketing company Wendell's Winners.

Proprietary & Confidential - Written by John Gearries & Rich Baker