

Car Salesmen

By

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TEASER

1

INT. CAR DEALERSHIP - MORNING

1

MS. PALMER introduces RICO to AJ, ALICIA, and TOM.

MS. PALMER

Listen up people. We have a new
salesman named Ricky.

RICO

Actually, it's Rico.

Ms. Palmer LAUGHS.

MS. PALMER

Oh, right sorry! I'm just so used
to Ricky.

RICO

Don't worry about it.

Tom shakes Rico's hand.

TOM

Nice to meet you Rico. I'm Tom.

AJ

Hi! I'm Ashley Johnson but my
friends call me AJ.

Rico smiles.

ALICIA

And I'm Alicia. I'm the top seller
here let me know if you need help.

TOM

You mean you're ONE of the top
sellers. I can definitely help too.

RICO

Okay cool.

MS. PALMER

Alright everyone let's sell some
cars!

RICO

I'm a little nervous. I've only
sold phones.

(CONTINUED)

AJ
Oh, you'll be fine!

ALICIA
I've sold over 50 cars since I've been here. The most anyone has sold in the shortest amount of time.

TOM
Okay then I've sold at least 60!

ALICIA
Tom, go away.

TOM
Oh, so you admit defeat!

ALICIA
I'm not admitting anything. Now go away.

Tom smiles and walks into the restroom.

ALICIA
But, seriously just come to me if you need any help. Not Tom. Okay? Bye!

Rico nods. Alicia smiles and walks towards her desk.

RICO
Are they always like this?

AJ
Pretty much. So, why did you leave your last job?

RICO
Oh, it was something my boss said.

AJ
What did they say?

RICO
Something like, you're fired.

They LAUGH.

AJ
Then how did you get this job?

RICO

My mom has been friends with Ms. Palmer for years. That's why she called me Ricky.

ACT 1

2

EXT. CAR DEALERSHIP NEAR TOYOTA'S - AFTERNOON

2

Rico helps CUSTOMER #1. He holds a paper with information on the car.

RICO

Now this car has a touchscreen display and Bluetooth.

CUSTOMER #1

Does it come in white? I've always had red cars and they've all been wrecked.

RICO

No, it doesn't, but we have blue.

CUSTOMER #1

Actually, I had a blue car once and oh boy, it was great.

RICO

Perfect we can get you all set up today.

CUSTOMER #1

But, then somebody stole it. You know maybe I need to check out some other places.

RICO

Wait, we have plenty of other cars!

CUSTOMER #1

No, I'm not getting the right vibe today, but thank you.

AJ walks over to Rico.

AJ

Hey, how's it going?

RICO

I spent a whole hour with that customer and nothing happened!

(CONTINUED)

AJ
Oh ya we call those people a
"stroke".

Rico LAUGHS.

RICO
Really?

AJ
Ya, those people are insatiable.
So, you want some help?

RICO
That'd be great.

AJ
First tip: Look customers in the
eye. It creates a connection.

RICO
Okay.

AJ
Second tip: Listen more than you
talk. That way you'll know what a
customer needs and wants.

RICO
Makes sense. I got this.

CUSTOMER #2 gets out of a raggedy car and walks towards
them.

AJ
Perfect! Go try it out on her.

RICO
Hi ma'am! How can I help you?

Rico stares intensely at Customer #2.

CUSTOMER #2
Hi, I'm looking for a car that
would be good for my family.

Rico nods.

CUSTOMER #2
Maybe something silver.

Rico stares into Customer #2's eyes.

CUSTOMER #2
Uh, hello?

RICO
Oh, sorry, I didn't want to
interrupt you.

3 EXT. CAR DEALERSHIP NEAR SUV'S - CONTINUOUS 3
AJ stands next to a customer, ROB.

AJ
Are you sure you don't want to test
drive it?

ROB
No, no, I trust you.

AJ
Great, let's go get you settled.

4 INT. CAR DEALERSHIP - LATE AFTERNOON 4
Rob sits at AJ's desk. AJ runs into Rico.

AJ
Hey! How did it go?

RICO
I think I'm getting there.

AJ
Really? Where is your customer?

RICO
Out test driving a minivan!

AJ
Who's with her?

RICO
Uh, no one, but I have the keys to
her car.

AJ
Did you not see the piece of crap
car she was driving! It might not
even be hers!

RICO
Oh sh-