

Startups - episode 2

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COLD OPEN

EXT. BUSINESSSTART. DAY.

KYLE and HEADPHONES arrive to the BusinessStart class at the same time. KYLE, trying to be friendly, in his own douchey way, chats up HEADPHONES.

KYLE
Hey bro, how are those Hot Phones working out?

HEADPHONES
(freeing one ear) Huh?

KYLE
The Hot Phones (he taps one of the headphones) - they working?

HEADPHONES
They're called "Hot Cables."
(suspicious) Why?

KYLE
No reason, bro. (teasing) Just keepin' tabs on what the competition is up to.

HEADPHONES' eyes narrow as he takes in this information. He knew he'd be challenged for the money - again - this just makes it official.

Both classmates, now burgeoning enemies (even if KYLE doesn't know it) are distracted by SANDWICHES who rides up to the building on an old, rickety bicycle.

KYLE
Anyway, bro, stay loose (a beat)
like your headphones.

KYLE raises his fist to be bumped. After a long, awkward moment of resistance, HEADPHONES pounds it insincerely.

KYLE heads inside while HEADPHONES, looking sour, holds the door for SANDWICHES who has run up to the building after locking up his bike.

HEADPHONES
Nice...bike...

TITLE CARD

INT. BUSINESSSTART CLASSROOM. DAY

BOLO TIE sits alone at the front of the class, attempting to edit audio on his iPad as HEADPHONES and SANDWICHES enter.

HEADPHONES

Why did you sell your car?

SANDWICHES

Look...I just...I don't really want to talk about it

HEADPHONES

Fine. (hurt) Geez! Best of luck with your food bike.

SANDWICHES

(to himself) I wasn't going to sell sandwiches from my car...

SANDWICHES and HEADPHONES take seats alongside BOLO TIE

HEADPHONES

You guys think KYLE is a jerk?

SANDWICHES

(as BOLO TIE looks up) Kyle?

HEADPHONES

(pointing at KYLE at the back of the class) The vodka...bar, guy.

SANDWICHES

I dunno.

BOLO TIE

(not realizing what he's encouraging) I could see that.

HEADPHONES

Yeah...I'm going to get that guy.

As SANDWICHES tries to figure out what's going on SHOULDERPADS comes bounding into the classroom eagerly pulling papers out of her bag. She slaps some papers down in front of SANDWICHES as she gets to the table.

SHOULDERPADS

Guess what happened at work today?

(CONTINUED)

SANDWICHES

(excited) I don't know! (pausing) I also don't know where you work.

SHOULDERPADS

Oh! Uh, restaurant equipment sales. (as SANDWICHES starts to get excited again). This guy who owns a few brewpubs has a son (she's now talking to all 3 guys) - kind of an idiot - he tricks out a foodtruck, turns it into a kind of stripper food bus.

BOLO TIE

Topless Tapas? That place is great.

SHOULDERPADS

WAS. He didn't have any of the proper permits. It got impounded. (she waits a beat) Today, we got the truck from the kid's dad, to sell. So...fully-outfitted food truck. For \$5000. Because my boss doesn't want to bother taking the equipment and stripper poles out.

HEADPHONES

(to SANDWICHES) You can use your car money to buy that!

SHOULDERPADS

Yeah! (agreeing)

SANDWICHES looks embarrassed when HEADPHONES mentions his car situation. Luckily he's saved by the FACILITATOR walking into the class. Other students are now arriving and settling into their desks.

INT. BUSINESSSTART CLASSROOM. DAY

FACILITATOR

(as he throws his bag and coat across his desk) Alright. Today we're going to talk about money. You're going to need to have a good idea of revenue and expenses if you want keep your business open long. (begrudgingly) And good financials are what is going to impress the investors.

(CONTINUED)

He gives KYLE the stink eye as he makes his way to a distracted MARGARITAVILLE.

FACILITATOR

(as he snatches a cell out of MARGARITAVILLE's hands) And I wouldn't be smug about this stuff. Juice isn't exactly a high profit item, Jimmy Buffet.

The FACILITATOR walks back to the front of the class. He writes two words on a whiteboard. NEEDS and WANTS.

FACILITATOR

Let's start on the expenditure side. You're going to want to get serious about things you need, like a store, power, business permits, maybe even staff. And things you want, but don't really need when you open up. (pointing at the class) Give me a need for your business.

KYLE

T-shirt gun.

FACILITATOR

Neeeeeeds...

INT. BUSINESSSTART TABLE. DAY

SHOULDERPADS furiously writes, scratches things out, and looks up at the whiteboard for more direction. Under NEEDS are items including office supplies, permits, business cards, under WANTS is t-shirt gun, billboard, glitter cannon... HEADPHONES is trying out his headphones on FLOWER PURSE, who seems very unsure about having them on her head. SANDWICHES is staring at the papers with details of the food truck turned stripper bus.

SANDWICHES

I've got to go to the vending machine. You guys want anything?

They are all too busy to hear him. He gets up and leaves the class. The FACILITATOR is shaking his head as Big Glasses gestures wildly in conversation at the front of the class.

SHOULDERPADS

(to nobody in particular) I feel like this doesn't make sense. It's

(MORE)

(CONTINUED)

SHOULDERPADS (cont'd)
ALL necessary. But it's ALL
expensive.

BOLO TIE
(leaning over to examine her notes
and calculations) What are you
confused about?

SHOULDERPADS
Well, I think I NEED an audiobook
for my sales system but it's going
to cost me to get that
professionally recorded, so I guess
it's a want. Argh!

BOLO TIE
You could always... barter.

SHOULDERPADS
With the recording studio?

BOLO TIE
Yeah. With whoever. You know, I
could do it for you.

SHOULDERPADS
(unsure) Really?

BOLO TIE
(excited to be taken seriously)
Yeah. I mean, I've got to record
all my erotic ringtones, so I've
got a nice set-up actually. I'm
sort of an audio enthusiast.

SHOULDERPADS
That would be great! (reigning it
in a bit) That would be helpful for
my expenditures. And you'd do it
for...free?

BOLO TIE
Well...you could record some stuff
for me.

INT. VENDING MACHINE. DAY

SANDWICHES carefully counts out change. He looks up to
double-check that pennies are indeed not welcome in this
machine. He starts sliding in change as the FACILITATOR
approaches.

(CONTINUED)

FACILITATOR

Oh, hey...Sandwiches. (why bother learning their names?) You see Expendables; that Stallone guy out here?

SANDWICHES

(looking around at the empty hallway) No...

FACILITATOR

Hmm. Said he was going to get me some beef jerky. Whatever.

The FACILITATOR ignore that SANDWICHES has already put money into the vending machine, pumps in a dollar, claims a snack partially on SANDWICHES's dime(s) and turns to leave.

SANDWICHES

Hey.

FACILITATOR

(impatient) Yeah?

SANDWICHES

I...uh. I don't have a lot of money. And I could buy a food truck. But it would max out my credit card. I just sold my car to give up a part-time job and take this class. Umm...I just wanted to...is that a good investment? Should I wait? Finish this class? Is that stupid? Should I save my money?

FACILITATOR

(considering this genuine request of help) You know who won the investment last time I taught this class?

SANDWICHES

No-

FACILITATOR

The douchebag vodka bar. You know who's going to win this time?

SANDWICHES

...me?

(CONTINUED)

FACILITATOR

No. The douchebag BOTTLE SERVICE vodka bar. Because the world is full of douchebag bars. They're easy, they make money...but they don't last. Think about bars on Whyte Ave. Any of those there 5 years ago? But your grandparents' deli, I actually went there, I remember the place - it was good - and that's because it was actually something they cared about. (wrapping up his point) So, the question really is, do you want to do something you love or do you want to open a vodka bar?

The FACILITATOR lets this sink in and starts back toward class.

FACILITATOR

(as he walks away) And if you want to open a vodka bar, help KYLE out. That guy's an idiot.

SANDWICHES is left to ponder whether he got an answer to his question. He starts counting change in his hand again because now he may not have enough with the FACILITATOR swooping in on his first few coins.

INT. BUSINESSSTART CLASSROOM. DAY

Back in class, the FACILITATOR is going over everyone's financials.

FACILITATOR

(to DREAMBOAT) Well, you'd have to figure out what your average lap dance is, to get a better idea of your nightly income.

SANDWICHES sits down and notices that his groupmates have started his list of NEEDS and WANTS. Under NEEDS they have listed "bike" - since scratched out - "truck" and "sandwiches." He picks up the spec sheet from SHOULDERPADS and pulls out his cellphone. He stares at it a moment when his phone begins to ring. The call display says "Lester Rentals." Panicked, he leaves the class.

We see HEADPHONES glaring at KYLE as he chats with his own tablemates.

(CONTINUED)

VO - KYLE: Just keepin' tabs on what the competition is up to."

HEADPHONES leaps to his feet and seems intent on something.

INT. HALLWAY. DAY

A nervous SANDWICHES talks to his landlord.

SANDWICHES

Look, Mr. Lester, I'm sorry the cheque bounced.

MR. LESTER

This isn't something I'm going to tolerate, Nevan.

SANDWICHES

No. Of course not. I'll get you the money tonight. I just sold my car and- ...no. I am not trying to bust your balls.

MR. LESTER

Good. You couldn't if you tried, they are so g-damned big, you little punk.

SANDWICHES

I'll pay you tonight. Sorry again.
(he hangs up)

As SANDWICHES composes himself, HEADPHONES marches past him to the parking lot. SANDWICHES pulls out the food truck spec sheet. He gives a long stare and begins to dial the number at the top of the page.

INT. BUSINESSSTART CLASSROOM. DAY

SANDWICHES comes back with a smile on his face. He gives SHOULDERPADS and FLOWER PURSE a thumbs up as he sits back down.

FACILITATOR

So, leave your revenues and expenditures up here with me if you haven't already. We'll talk about them next week while finalizing the business plan. Alright. We're done.

Making his way to the exit, KYLE notices everyone is stopped at the door, not moving toward the parking lot.

(CONTINUED)

KYLE

What's the holdup?

FACILITATOR

(with some glee) That headphones kid just slashed your tires. (looks around) See ya next week.

In the parking lot we see HEADPHONES standing by KYLE's car, a small pocket knife keychain in his hand. Slowly, the class begins to filter out into the parking lot. The FACILITATOR gives HEADPHONES a nod as he walks by. KYLE gives a "what's up" gesture from the building doorway. HEADPHONES looks at the car, and back to KYLE, then just points at him accusingly and walks away.

KYLE

That guy's a real jerk.

FADE TO BLACK

TAG

INT. RECORDING STUDIO. NIGHT

SHOULDERPADS holds binders, full of scripts for her audiobook, as she watches BOLO TIE manipulate recording equipment.

SHOULDERPADS

Thanks again for doing this. I'm sure it'll only be a couple of hours.

BOLO TIE

(somewhat distracted by the studio voice coming through his headphones) Oh, no problem. Almost done here. Then your book. And then we'll record you doing the scripts I emailed you. (he taps sheets to his right, then "thumbs ups" the guy recording right now).

SHOULDERPADS

Yeah...I don't feel comfortable with a lot of these words... And these are for people's phones?

BOLO TIE

Aw, it's gonna be great. (in answer to the studio) What's that?

(CONTINUED)

VOICEOVER GUY

What's my motivation on this last one?

BOLO TIE

You're a...(finding the right words) sexual being. And you're reaching out through that text.

VOICEOVER GUY nods, shuffles his papers and takes a deep breath to hit his final erotic ringtone take. SHOULDERPADS looks shocked at what he's saying.

FADE TO BLACK