

Startups - episode 3

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COLD OPEN

EXT. RESTAURANT EQUIPMENT STORE. DAY.

SANDWICHES stands proudly in front of a gleaming food truck. His BUSINESSSTART teammates are a little less sure about this.

He leans up on the side of the truck, then turns back to his team.

SANDWICHES  
(to SHOULDERPADS) This is it. This  
is the truck!

On the side of the truck is written the name of its last buisness: "Topless Tapas."

HEADPHONES  
Guess you won't have to bike  
anymore.

SANDWICHES  
(a little distracted) I'll still  
have to. This isn't for driving to  
wherever. This is...for work. You  
guys want me to fire it up, make  
you some sandwiches?

FLOWER PURSE smiles nervously and nods.

SHOULDERPADS  
Sure. I've just got to go inside  
for a minute, talk to my boss. (she  
walks off)

HEADPHONES  
Can't. Gotta go take care of...

SANDWICHES  
Your logo and marketing plan?

HEADPHONES  
Yeah...that. (he turns quickly)

BOLO TIE  
I am in! I thought all this  
sandwiches stuff was fake until  
now. And buying the Topless Tapas  
bus - (he makes a "delicious"  
kissing motion with his  
fingers...then gets distracted by a  
call on his cell)

(CONTINUED)

Climbing into the truck, only FLOWER PURSE (cautiously) follows SANDWICHES. Now we see a blurred out topless women on the side of the truck.

TITLE CARD

INT. FOOD TRUCK. DAY.

SANDWICHES

This grill. Hoo-this is going to be good. Oh man, this reminds me of working at my grandparents'.

FLOWER PURSE

It's really nice.

SANDWICHES

(taken a bit aback by FLOWER PURSE being talkitive). Yeah. It's such a good deal. A good - great - truck. I don't have any room left on my credit card, but selling my car gives me some time.

FLOWER PURSE

(very quietly) That's very...brave.

SANDWICHES

What's that? (he moves toward the front of the truck)

FLOWER PURSE

It's nice that you bought this. You're really starting a business.

SANDWICHES

Well, we all are.

FLOWER PURSE

(encouraged to actually speak)  
Yeah... but even selling a few things online, I feel like now I'm starting to get this more. I have so many more ideas, places I could sell, ways to sell....

BOLO TIE

(from behind them, already eating a sandwich somehow) I know what you mean. This class is really pushing my business plan to new heights. (offers them some of his sandwich)

INT. CLASSROOM. DAY

FACILITATOR  
Hey Danny. (scowling)

DANYE  
Oh, David, you know that is not how  
you say my name.

FACILITATOR  
(rolling his eyes) Umlauts don't  
impress me.

DANYE  
(with detest) How  
is...everything?

FACILITATOR  
Let's just get through this so we  
can both ignore each other for  
another 2 months.

DANYE  
How are these ones? Am I going to  
be wowed?! (a big hand gesture)

FACILITATOR  
Just give them some advice. Please.  
(some of the growl is out of Dave's  
voice. He doesn't like Danye, and  
really doesn't feel good about this  
interaction.)

DANYE  
Where are your ambitions, David?  
What would our beloved Facilitator,  
Sharon, think?

INT. CLASSROOM. DAY 12 YEARS AGO

A warm, motherly figure commands this group of 90s  
BusinessStart entrepreneurs.

SHARON  
Oh, DANNY, a beautiful logo.  
Amazing design. DAVE, your business  
plan is great, such detail!

They both smile. But Danye's got a hint of malice in his  
eyes as he stares at David, who almost shrinks away.

INT. CLASSROOM. DAY PRESENT DAY

FACILITATOR  
(defeated) Let's just get  
through this. It's two hours.  
And be nice.

DANYE  
I'm always nice, David. (a sly  
grin) But honest. I need an  
espresso before all of...this (he  
motions to the class). Then...we  
design! OK, bye-bye.

This is not going to be a good class.

INT. CLASSROOM. DAY

SHOULDERPADS  
How did your logo turn out?

SANDWICHES  
Alright. I think. I mean, I just  
based it on my grandparents' old  
deli logo.

BOLO TIE  
I found it pretty easy. Though  
everything came off... (thinking)  
provocative.

The FACILITATOR comes back into the class. He's a little  
frazzled. Which is an odd thing for the students to compute  
when he's always so curt and to the point.

FACILITATOR  
OK (a beat) geniuses. It's logo and  
marketing today. We're going to  
talk about your industry analysis  
and marketing plans after break,  
but first it will be logo design.  
With-

DANYE  
With me. Hello little business  
people (waves).

DANYE  
Oh, some of you are older than I  
was expecting. (UNCLE MAURY shrugs)  
No bother, this is a community  
class, all businesses ideas,  
(MORE)

(CONTINUED)

DANYE (cont'd)  
good... and bad (he looks at 80s  
Bon Jovi), are welcome.

FACILITATOR  
This is Danny, your-

DANYE  
That is nice. But my name is not  
Danny. It is Danye. (looks for  
acknowledgment) Like Kanye. (a few  
nods from the class)

The Facilitator leaves the class, giving the students an  
embarrassed look as he leaves.

INT. CLASSROOM. DAY

A panicked SHOULDERPADS clicks and shuffles her mouse  
furiously, staring intently at her laptop.

SANDWICHES  
Everything ok?

SHOULDERPADS  
It's not good enough! It's...it's  
bad. This is so hard. And it's just  
not good enough.

FLOWER PURSE  
I'm sure he'll like it. (her smile  
fades as she watches Danny berates  
students)

POOR MAN'S STALLONE

DANYE  
It looks like your business is  
human sacrifice. Like, for a fee,  
you will put a paper bag on your  
head and come to my room when I am  
sleeping and...NEXT!

BOLO TIE

DANYE  
Is this? What? Titties? A phone?  
Yeah...yeah! I get it. (sort of  
dismissive) It's good. Arousing.  
NEXT!

(CONTINUED)

## SANDWICHES

See. He doesn't hate all of them.  
(SHOULDERPADS continues to panic)

KYLE'S bar is up for inspection.

## DANYE

Yes, you are a bar. Vodka? (Kyle is nodding along). This is good. This says something to me. It is a place I would go. (he quickly claps twice) NEXT!

HEADPHONES glares at KYLE as he walks back to this seat. KYLE gives him a weak smile, trying to win him over. HEADPHONES begins to type KYLE'S name into a search engine on his laptop, looking for dirt.

Now it's SHOULDERPADS' turn for design critique. She anxiously approaches the front of the room, her laptop held close to her chest.

## DANYE

It is on the computer then? Show it to me so I can finish with you all.

SHOULDERPADS slowly turns her laptop to face DANYE. At first he says nothing. Then he slowly raises his eyes to meet hers.

## DANYE

That is a screensaver. Of a puppy.

Shoulderpads quickly turns the laptop, clicks a few buttons, and flips it back toward DANYE'S gaze.

## DANYE

Ah. You are still joking with me? (SHOULDERPADS is frightened but slowly shakes her head "no") You know, if you have something else, you should show it to me. I am a big designer here people, and doing this out of a kindness for this BusinessStart. Do not waste my time more. Ugh! (now looking at a new image from SHOULDERPADS)

## SHOULDERPADS

I have an older one. This one.

(CONTINUED)

DANYE

Enough! What is this? It is cute,  
but come on. This is not real. You.  
Are. Done. NEXT!

SHOULDERPADS stands shaking in front of DANYE

DANYE

(slowly mouthing the word)  
Next.

SHOULDERPADS darts from the room, she knew this wouldn't work out.

EXT. STREET. DAY.

FLOWER PURSE stands outside a small boutique that has a sign in the window saying "Your source for local!" She looks down at a box of her own creations in her arms.

She is getting really rattled; she should've been in class five minutes ago, maybe she should just wait until she finishes BusinessStart.

She glances between the store and her handcrafted items.

FLOWER PURSE

(whispering to herself) OK. OK?  
OK...

She moves forward, still looking down at the box she's carrying in front of herself. She doesn't see a woman pushing a baby stroller about to cross her path.

Walking at a motivated pace now, the box in her arms and eyes down, FLOWER PURSE runs right into the stroller, knocking it up onto two wheels as the mother struggles to hold it steady.

FLOWER PURSE slowly looks up, terrified. The mother glares at her, expecting an apology. FLOWER PURSE sidesteps away, not breaking her frightened gaze from the surprised mom.

INT. HALLWAY. DAY.

SHOULDERPADS, laptop still held out in front of her, runs from the classroom. She stops at a janitor's closet. She's going to hide.

INT. JANITOR'S CLOSET. DAY.

From inside the closet we see SHOULDERPADS open the door. Mop and broom handles stand askew. She lets out a yelp of surprise as the door is opened.

FACILITATOR

What?

SHOULDERPADS

I, umm...just wanted to...

FACILITATOR

Hide?

SHOULDERPADS

looking back to the class, then to  
The FACILITATOR) Yeah.

FACILITATOR

Danny has that effect. (he motions  
for her to join her.

EXT. FLOWER PURSE

Her courage again building, FLOWER PURSE stands close to the shop supporting local artisans. She begins to move forward, looking all around this time. She trips and the contents of her box bounce off the store window.

As she gathers things up, the door opens and a woman checks to see if FLOWER PURSE is alright. FLOWER PURSES, embarrassed, nods.

As the woman turns to head back inside, FLOWER PURSE dusts herself off and picks up her box and purse. As the door closes she slides a foot into the doorway before it shuts completely.

INT. JANITOR'S CLOSET. DAY.

FACILITATOR

(trying to make a connection with  
his student) So, your business is  
that book, the sales program. That  
doesn't even really need a logo.  
Don't let Danny get you down.

SHOULDERPADS

I guess. But, I have been so good  
selling, this stuff just scares me

(MORE)

(CONTINUED)

SHOULDERPADS (cont'd)  
so much, trying to do the whole  
approach. What if I've just been  
lucky?

FACILITATOR  
Nah. If you've got a...passion for  
something it's coming from  
somewhere. It's not just imaginary.  
(muses for a moment, amongst the  
bottles of cleaner) That's why I  
hate Danny coming in here each  
class. He does it for nothing  
because we took this together years  
ago, but I think he only does it to  
cut people down.

SHOULDERPADS  
You guys took this class?

FACILITATOR  
Yeah. I wanted to get out and start  
my own accounting firm. And this  
course was cheap, it gave me some  
help. He also took it. And...

SHOULDERPADS isn't sure if she should interrupt the long,  
thoughtful pause.

FACILITATOR  
And your logo isn't terrible.

SHOULDERPADS  
Yeah?

FACILITATOR  
And I don't suck at business. (he  
stands up, then looks down at  
SHOULDERPADS) Thanks! (he leaves  
the janitor's closet with purpose)

INT. CLASSROOM. DAY

Cutting down another student, DANYE doesn't notice the  
FACILITATOR coming back into class.

FACILITATOR  
Hey! (DANYE turns from a moping  
DREAMBOAT) I've tolerated you  
coming in here for logos and being  
a jerk.

(MORE)

(CONTINUED)

FACILITATOR (cont'd)

I've tolerated you being a jerk to me, even though we both took this class and both have businesses. (DANYE is about to interrupt) Had. Fine! But this has got to stop. Sure, some of these businesses will never open, some will fail (he looks at UNCLE MAURY) but some are going to make it. And right now, at this point you can't just come and crap all over everybody. (SHOULDERPADS stands tall beside the FACILITATOR AS DANYE shrinks away) And your name...is...Danny!

Already slinking to the door, as the FACILITATOR took a stand for SHOULDERPADS, the class, and himself, DANYE scurries out.

SHOULDERPADS

Thanks!

FACILITATOR

Don't worry about it. It's been a long time coming. But some people have nothing better to do than tell everyone else all the things that they're doing wrong.

The FACILITATOR looks at a terrible logo of a naked man spinning around in DREAMBOAT's hands. He bites his tongue.

FACILITATOR

But, uh, like I said, you can't really critique a business until you've got your whole plan all...together... alright back to your seats.

EXT. BUSINESSSTART. DAY.

SANDWICHES is admiring the food truck out in the parking lot as FLOWER PURSE walks up.

SANDWICHES

Hi! Hey, you missed class.

FLOWER PURSE

(losing all of her energy) But it's only-

(CONTINUED)

## SANDWICHES

Yeah, we got out early after DAVE through out the graphic design guy. He was a real dick anyway. Where did you go after we left the restaurant equipment place?

## FLOWER PURSE

(slightly embarrassed) I went to a local store to see if they'd sell some of my things. I was there a lot longer than I planned...

## SANDWICHES

Really?! (eager to hear more) Tell me about that.

FADE TO BLACK

TAG

INT. CLASSROOM. DAY - 15 YEARS AGO

Matronly SHARON speaks with a student at the front the BusinessStart classroom as DAVE and DANNY sit together at the front table.

## DAVE

Hey. I went over your numbers again last night and I don't know if you'll be able to charge that much for some of your designs. At least not until you're more established.

## DANNY

I'm good. People are going to pay for the best. (he turns away from DAVE to focus on his laptop)

## DAVE

Right. I, uh, just mean you may want to consider working at a firm or lowering your rates or...are you listening to me?

## DANNY

Not really, I'm on the "net" David. Some idiot thinks the new Microsoft branding is great and I've got to tell him why he's an idiot.

(CONTINUED)

DAVE

Oh come on, I thought you were  
going to help me with my business  
cards. Stop using the Internet as  
your anger toilet.

FADE TO BLACK