

Startups - episode 4

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COLD OPEN

INT. BUSINESSSTART CLASSROOM. DAY.

The students have their desks piled high with books, binders, handouts and props. Dave, The FACILITATOR eyes most of it suspiciously.

THE FACILITATOR

Alright. This is the last day of the course. I see you've all brought your, umm, supplies...for the pitch. I hope you brought business knowledge and planning. That's what these investors are going to be looking for. Not gimmicks.

He stops talking because some sort of smoke is beginning to waft over the front of the room.

THE FACILITATOR

(looking at the source of the smoke) Is that a smoke machine?

BOLO TIE

It's just some dry ice.
(emphasizing) For effect.

THE FACILITATOR

Of course it is. Let's clear out and make room for the investors and your "stellar" pitches.

TITLE CARD

INT. HALLWAY. DAY.

Outside of the classroom now, we can see everyone practicing their pitches. MARGARITAVILLE has a guitar.

THE FACILITATOR

(approacing SANDWICHES) This is it huh. You all ready?

(he casts a concerned glance at DREAMBOAT's bevy of male dancers)

(CONTINUED)

SANDWICHES

Yeah. I mean. I think so. No, I am.

The FACILITATOR looks down at a puny looking handful of duotangs in SANDWICHES hands.

THE FACILITATOR

Pitching light. I can respect that.
(he shoves one of DREAMBOAT's
dancers out of his personal space)

SANDWICHES

I've also got some sandwiches.

SHOULDERPADS

(taking a break from repeating
her opening lines) Is it out
in your truck?

SANDWICHES

No. I threw them in the fridge when
I got here.

As FLOWER PURSE wheels an A/V cart by the group The
FACILITATOR turns back to the conversation.

THE FACILITATOR

Not in the BusinessStart fridge?

SANDWICHES

Uh...yeah. The one down the hall.

THE FACILITATOR

Nope. That thing doesn't work. Got
some wicked diarrhea from expired
coffee cream before Christmas. (now
looking at SWEET PANTS feeding
pudding to an older person on ice
skates he mutters) What?

SHOULDERPADS

Oh no. You should go get them out
of there. They're probably going to
be OK until your pitch.

INT. KITCHEN. DAY.

SANDWICHES

(looking at a sad pile of limp
sandwiches) I got here a bit
early today.
(as BOLO TIE lifts up a gross
sandwich) Like really early.

(CONTINUED)

(looking around) I was nervous!

THE FACILITATOR

It's fine. You're not up for a bit. Just go out and make some more sandwiches. (he rolls his eyes as he's called away by BIG GLASSES)

SANDWICHES

This is bad. (he smells one of the sandwiches) Bad.

SHOULDERPADS

Well, you could just go outside to the truck and make more. It'll be fine.

SANDWICHES

No, no, no... (he begins looking through the cupboards) I don't have anything left in the truck. There's got to be something here I can use...

BOLO TIE grimaces at the smell of one of the sandwiches he's lifted off the plate. He takes a bite. He gives it a "not bad" kind of face while chewing and walking away.

INT. BUSINESSSTART CLASSROOM. DAY.

The investors, four savvy business leaders we recognize from an elevator encounter with BOLO TIE, sit at the front of the classroom, listening to pitches from the new crop of entrepreneurs.

DREAMBOAT's dancers are shuffling out as BOLO TIE steps in front of the investors.

BOLO TIE

Join me-

He is cut off by an erotic ringtone. Coming from the phone of one of the investors. The investor gets a surprised look from one of his tablemates. He just shrugs.

CUT TO

UNCLE MAURY is speaking to the investors in front of a diagram that he's labeled a "Pyramid of Wealth."

(CONTINUED)

UNCLE MAURY

I'm telling you. It's totally legitimate. We're going to make so much money.

He doesn't get to finish convincing the investors because he's asked to leave by the police officers who have just arrived to bust his scam.

INT. HALLWAY. DAY.

FLOWER PURSE rolls up another A/V cart, this one with a TV screen on it. She begins to push it into the class the police lead UNCLE MAURY out of the building.

INT. KITCHEN. DAY.

HEADPHONES has arrived, late.

HEADPHONES

(looking at SANDWICHES holding some peanut butter and stale crackers)

What's up with him?

SHOULDERPADS

He's trying to make something for the investors.

HEADPHONES

He should make some sandwiches. (SHOULDERPADS shoots him a dirty look while SANDWICHES accidentally crushes crackers in his hand)

BOLO TIE and the FACILITATOR walk back into the kitchen at the same time. The FACILITATOR gives him a disgusted look as he goes to refill his coffee cup.

THE FACILITATOR

So, my UNCLE MAURY lookalike got arrested for a ponzi scheme. One more chance for you dummies- (he catches himself) for you guys to win.

HEADPHONES

(he holds up a handful of papers confidently) TWO more chances.

(CONTINUED)

As HEADPHONES leaves The FACILITATOR gives his cryptic statement a shrug.

THE FACILITATOR

Hey. What was up with all the TVs and screens, uh (he can't remember her name) FLOWER PURSE had?

BOLO TIE

(after it seems like nobody knows) Oh, those were my idea for her pitch. I helped her jazz it up.

INT. BUSINESSSTART CLASSROOM. DAY.

FLOWER PURSE stands quietly in front of the investors, a giant TV, speakers, and projector screen to her right. She picks up a piece of paper and quickly mumbles through her pitch.

The investors lean forward trying to hear what she's saying.

FLOWER PURSE

(almost under her breath) And to conclude, I have a short audio visual presentation.

FLOWER PURSE leans over a laptop and pushes a key hesitantly. The investors are bombarded with a loud explosion of colour and sound on the TV and screen, a spinning image of BOLO TIE's face kicks things off.

INT. HALLWAY. DAY.

HEADPHONES stands near KYLE, but not too close. KYLE notices him and gives him a thumbs up. HEADPHONES taps his papers menacingly and mouths "I got you."

INT. KITCHEN. DAY.

SANDWICHES is again on a mission to make something out of the terrible selection of condiments and spoiling food in the BusinessStart kitchen. SHOULDERPADS is trying to think of the right thing to say.

THE FACILITATOR

(to SHOULDERPADS) Hey, it's almost your turn. You should probably head over and get ready.

(CONTINUED)

SHOULDERPADS

Yeah. You're right, you're right.
(she grabs her materials) Umm, hey,
it's going to work out.

As she leaves, The FACILITATOR cautiously makes his way over to SANDWICHES, checking back over his shoulder to make sure SHOULDERPADS is gone.

THE FACILITATOR

Look. You're not going to make anything worth eating in here. I mean, the best thing we've got is off-brand snack crackers.

SANDWICHES

Yeah... I just felt, like getting the truck and really learning stuff in this class, like I could have, like I had a shot.

THE FACILITATOR

Hey, you do. I mean, you don't need sandwiches, (he nods his head toward the hallway) or dancers, or crazy schemes, TVs. You just have to have a good idea, that you believe in. And that's you.

SANDWICHES

Yeah?

THE FACILITATOR

Sure. I mean, I don't actively dislike your idea. You and your buddies. You guys all seem like you've got something you care about. And if your grandparents taught you anything about good deli, you're gonna be fine. Tell you what, I'll even come out of retirement and help you with your books.

SANDWICHES

I'd really appreciate that!

THE FACILITATOR

Just, just keep that down. I don't want every dummy out there to come looking for help.

SANDWICHES

I thought you were alright.

THE FACILITATOR

Yeah, more just wary of any of these ideas ever being good.

INT. BUSINESSSTART CLASSROOM. DAY.

KYLE is telling the investors of the special virtues of a club with bottle service when HEADPHONES bursts in.

INVESTOR 1

Sorry, we're actually not done here. You'll have to wait until-

HEADPHONES

You can't give the money to this man. (he points accusingly at KYLE, who is dumbfounded at why he's so hated by HEADPHONES)

INVESTOR 2

Well, we haven't decided anything at this point.

HEADPHONES

(moving between KYLE and the investors) This man (he looks at his papers) KYLE MCQUAIQ is a twisted sicko.

The investors stare at HEADPHONES

HEADPHONES

He tortures people at his illegal zoo.

INVESTOR 1

At his what?!

HEADPHONES

Illegal zoo. He breeds animals you're not allowed to have in Canada and uses them to torture people. (facing KYLE triumphantly he whispers) Yeah.

INVESTOR 3

Umm...KYLE? What is this about?

(CONTINUED)

KYLE

I don't know... OH! No, no, I know what he's talking about.

HEADPHONES is caught off-guard by KYLE's apparent understanding.

KYLE

Yeah. When I was in university I was in a frat, and we would put pledges into a box as part of their initiation.

INT. FRAT HOUSE. NIGHT.

A bunch of rowdy young men circle around a nervous looking guy standing over a box. They chant:

"In the box! In the box"

Slowly, the guy raises the lid of the box. It doesn't even look big enough to hold him. Looking around for a sympathetic eye, and finding none, he climbs into the box and crumples himself to fit. Someone closes the lid on him and the group cheers. One frat boy with a beer sits on the lid.

As the party continues the guy in the box screams in terror.

FRAT KYLE

Oops. That's my komodo dragon box.

INT. BUSINESSSTART CLASSROOM. DAY.

KYLE

So it was all punched up by the media. So what I had some komodo dragons? They're cool!

INVESTOR 1

Dude! I'm KI DELTA EPISLON too. I did the box!

KYLE

Bro!

HEADPHONES

(under his breath as he storms out) Fuck!

INT. HALLWAY. DAY.

Things have cleared out a little, since most people have pitched now. HEADPHONES is coming out of the classroom as The FACILITATOR and SANDWICHES walk up.

HEADPHONES
 (dumping his "evidence"
 against KYLE) See ya next
 class, Dave. I've got a new
 jam business I'm working on.
 Good luck guys (to SANDWICHES
 and SHOULDERPADS)

HEADPHONES walks away. Confused because he hadn't even pitched his idea yet, 80s BON JOVI looks to The FACILITATOR.

THE FACILITATOR
 Oh. He's taken the class like 5
 times. (philosophically) He'll
 figure out his plan eventually.

INVESTOR 4
 Nevan? Sal's food truck?

SANDWICHES gets pats on the back from SHOULDERPADS, FLOWER PURSE, BOLO TIE and The FACILITATOR.

INT. BUSINESSSTART CLASSROOM. DAY.

After handing out some copies of his business plan, SANDWICHES steps back to pitch.

SANDWICHES
 Hello investors. My business idea
 is "Sal's" - a gourmet food truck.
 (he hesitates, then finds his
 confidence) It's named after my
 grandfather. You see, my
 grandparents ran a deli for years,
 and I want to continue their legacy
 of great local food.

(TRIUMPHANT MUSIC BEGINS TO SWELL)
 And I think a business should have
 that kind of history, that kind of
 passion behind it. I've got that
 passion. I want this to succeed
 because I want people to have a
 great sandwich. I don't need to get
 rich, I just want to be able to do
 this all of the time. Your money is
 (MORE)

(CONTINUED)

SANDWICHES (cont'd)
going to help create a place for
people to connect with each other,
a place where we can all enjoy
delicious food, support local
farmers and suppliers. This is what
a business should be.

CUT TO

EXT. KYLE'S BAR. NIGHT.

The BusinessStarters are all standing in line outside of
KYLE's new bottle service vodka bar - The Dragon Box. A
giant neon komodo dragon jumps out of a box on the wall high
above the line of potential bar patrons, breathing fire as
it completes its flashing cycle.

HEADPHONES
You know, I hear this place is
actually pretty cool.

SHOULDERPADS
It was nice of him to invite us.

SANDWICHES shows up late, still wearing his "Sal's" t-shirt,
having just come from his food truck to meet everyone.

FLOWER PURSE
Hey, is that?

The group turns to see THE INVESTORS walk up to the front of
the line, cutting right past everyone through a VIP
entrance. We pull back from the line as The FACILITATOR
takes a swig from a flask.

BOLO TIE
This place is a strip club, right?

FADE TO BLACK