

ACT ONE

SCENE B

**REGGIE
FKA
Car Salesman
2/20/18**

SCENE 1

FADE IN:

INT. DEALERSHIP SHOWROOM - LATER (DAY 1)
(Adam, Joe, Reggie, Extras)

ADAM AND JOE ADMIRE A CAR.

ADAM

So this is the one, huh? Alright,
let's do this. I hope the salesman
had his Wheaties this morning.

ADAM SPOTS A SALESMAN, REGGIE, THAT'S HEADING THEIR WAY.

JOE

Here he comes. You be the good cop
and I'll be the grouchy-old-man-who-
hates-everything cop.

ADAM

It's a stretch, but okay. (THEN) I
can't believe I'm here. I've been
on the bench so long and now it's
my time in the show.

REGGIE APPROACHES THEM.

START → REGGIE

(RE: CAR) She's a beaut, isn't she?

Check out the leather seats.

REGGIE OPENS THE DOOR.

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JOE

Leather makes my thighs sweat.
That's minus points.

ADAM

(TO REGGIE) Sorry, he's pretty
tough. (TO JOE) Ease up, Dad, he's
just doing his job. (TO REGGIE)
Tell us more.

REGGIE

Well, this is our first model with
a completely digital dashboard.

JOE

There's no ignition. Where does the
key go?

REGGIE

There's actually no key, just a
fob.

JOE

You're a fob.

ADAM

Okay, settle down. (TO REGGIE) He
likes to make the names of things
into insults, yesterday he called
me a fork.

REGGIE

(TO JOE) Maybe I should tell you
about the Bluetooth.

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JOE

You're a Bluetooth.

ADAM

(TO REGGIE) It's not going to stop.

(TO JOE) Do you want a car or not?

JOE

Yeah, but I'm not going to get
screwed by this jackass.

REGGIE

Reggie, it's actually Reggie.

ADAM

(TO JOE) Why don't you have a seat.

Let me talk to this guy for a
second.

JOE SITS IN A NEARBY CHAIR AS ADAM LEADS REGGIE A FEW FEET
AWAY. BEHIND REGGIE'S BACK, ADAM GIVES JOE A THUMBS UP. JOE
GIVES HIM ONE BACK. ADAM PUTS HIS HAND ON REGGIE'S SHOULDER.

ADAM (CONT'D)

Listen, neither of us wants to
spend our whole Saturday dealing
with him, so we need to be on the
same team.

REGGIE

I could use the help, thanks.

ADAM

Everything you say, I'll back you
up. We'll call it the Reggie
system.

REGGIE

Do you think we can get him to take
a test drive? That's where I shine.

ADAM

Definitely. I mean, you'll have to
throw in chrome wheels if we buy
the car.

REGGIE

I can swing that.

ADAM

Good. Also, you're going to need to
take him to a drive-thru and buy us
some breakfast. He needs to see if
he can eat and drive at the same
time.

REGGIE

I don't have any cash.

ADAM

Don't worry. We'll take you to an
ATM.

REGGIE

I don't think that's allowed.

ADAM

Reggie, I don't want to see you
lose this sale.

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