

JORDAN

Then you lower your voice.

50

INT. STRATTON OAKMONT I - AUTO SHOP BULLPEN - DAY

50

Jordan pitches the client, his voice lowered.

JORDAN

Believe me, sir, you will not be sorry.

51

INT. STRATTON OAKMONT I - AUTO BODY SHOP - REAR - NIGHT

51

Jordan stands before the Brokers.

JORDAN

Then you wait. Whoever speaks first loses. At this point, where are we in the sale? Chester?

CHESTER MING

About to close?

JORDAN

No, you sweet and sour douchebag! We're at the beginning of the beginning! This is where the sale starts. You as a salesman are almost hoping he says no so you can finally do your fucking job!

52

INT. STRATTON OAKMONT I - AUTO SHOP BULLPEN - DAY

52

Jordan sits at the phone, waiting for a response.

CLIENT (O.S.)

I don't know, I don't think so.

53

INT. STRATTON OAKMONT I - AUTO BODY SHOP - REAR - NIGHT

53

Jordan stands before the Brokers.

JORDAN

He doesn't know, he needs to think, he's gotta ask his wife! The fact is it doesn't matter what the fuck he says! If he's already agreed that the stock's going up, then the only real objection he has at this point is he doesn't trust you! And he shouldn't trust you, you're a fucking salesman! So what do you say?