

JORDAN (CONT'D)

In military terms it's like carpet-bombing -- noisy, menacing and only marginally effective. As Stratton brokers you will be laser-guided smart-bombs aimed at high-priority targets. You will establish an initial relationship with your clients selling only blue chip stocks -- then and only then will you attempt to sell the pink sheets, where the real money is. Now the key to every sale is this:

Jordan writes the word "URGENCY" on the board.

JORDAN (CONT'D)

No one buys stock unless he thinks it's going up and going up now. You must convince your client to buy before the takeover happens, before the lawsuit is settled, before the patent is granted. If he says I'll think about it and call you back, it's over, you're dead! No one calls back! So you have to create urgency --

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INT. STRATTON OAKMONT I - AUTO SHOP BULLPEN - DAY

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Another day. With Stratton Oakmont signage visible in the b.g., Jordan is on speakerphone with a potential CLIENT, the other Brokers listening in.

JORDAN

--and once Kodak settles the lawsuit, institutions will be permitted to buy their shares in large blocks again. And when that happens, which is any day now, what do you think will happen to the price of Kodak stock?

CLIENT (O.S.)

It'll go up?

JORDAN

Exactly. Which is why you should pick up 5000 shares today, a \$200,000 investment.

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

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Jordan stands addressing his Brokers.