

TITLE

Written by  
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(Printed with the demonstration version of Fade In)

STRAIGHT TO BUSINESS

Jeffrey Macas

INT. COFFEE SHOP - DAY

DANIEL enters the coffee shop and sits across KYLE.

DANIEL  
Kyle! Oh my God. I haven't seen you  
since high school. How have you been  
buddy?

KYLE  
I've been great Daniel. Thank you for  
networking with me.

DANIEL  
Yeah definitely dude. So talk to me.  
Are you still playing basketball?

KYLE  
No, I had to stop. I did a predictive  
analysis, and the returns were  
bearish.

DANIEL  
(slightly confused)  
Dang man, sorry to hear that.

DANIEL (cont'd)  
I haven't been playing much either. I  
guess we're finally growing up.  
(beat)

I saw that you have a girlfriend!?  
Y'all look super cute.

KYLE  
Yeah... I actually had to exit that  
deal a few weeks ago.

DANIEL  
Oh no. She seemed like such a nice  
girl. I know she went to a different  
school though, so I understand.

KYLE  
No it wasn't that... I just wasn't in  
love with her CLV.

DANIEL  
(confused)  
CLV?

KYLE  
Customer Lifetime Value. She just  
wasn't creating enough value at each  
of her touchpoints. She had a great  
Q3 though.

DANIEL  
... Right. So what are you up to now?  
Are you looking for a new girl with a  
higher CLB?

KYLE  
(subtle  
pretentiousness)  
CLV.

KYLE (cont'd)  
But yeah I'm not really sure what I'm  
looking for right now.

DANIEL  
Ayyy... Well Wonderbar is having \$5  
margs tonight. I remember you were SO  
scared to talk to girls in high  
school, but dude, you look good.  
Let's find someone new.

KYLE  
Ugh, I would love to cold call some  
females tonight. But I can't.

DANIEL  
Dude, I haven't seen you in forever,  
come on.

KYLE  
I want to go, but I told my sister  
I'd attend her merger.

DANIEL  
(slight confusion)  
A merger? Oh that's so cool. I'm sure  
this merger will be profitable.

KYLE  
Yeah, it will.

DANIEL

So is this like a big corporate party to celebrate and she's bringing you as her plus one?

KYLE

No. She's getting married.

DANIEL

What!? Maddie is getting married?

KYLE

Yes. I wanted to send you a referral, but Maddie and her husband wanted a private merger.

DANIEL

No no, it's all good. Well tell her I said congratulations! What time is the wedding?

KYLE

It already started.

DANIEL

Is that why you're in a suit? Dude, why are you still here?

KYLE

I wanted to network with you. Just me and you, B2B.

DANIEL

(Confident)

Business-to-business!?

KYLE

No, boys 2 boys.

DANIEL

Dude, you could have hit me up these past 4 years... why now?

KYLE

(Sentimental)

The truth is... I really miss you Daniel. I've just been so busy trading ForEx, I forgot about my friends. I miss 4th grade when we used to just hoop and play halo. Those were honestly my happiest times.

DANIEL  
(Equally sentimental)  
Bro, Kyle. I just thought about that  
last night! Those really were the  
best days. Man dude, I still can't  
believe we used to be best friends.

KYLE  
No Daniel. We still ARE best friends.

DANIEL  
(confident)  
We are, aren't we?

KYLE  
Yes...  
(beat)

Which is why I want to help you. It  
costs nothing to start. We'll teach  
you all the graphs and lend you money  
to invest, of course with interest,  
and -

FADE OUT.