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Working Girl

By Kevin Wade

CENE 1

Cyndy

Happy Birthday dear , Happy Birthday to you! Did you make a wish?

Tess

Yeah.

SCENE 2

Tess

No lunch. I got speech class.

Cyndy

What'dya need speech class for? You talk fine. All right. I'll pick you up at 5:00 and we'll ride back together.

Tess

I can't. I've got an Emerging Market Seminar at 5:30.

Cyndy

Geez, it's your birthday! Can't they merge without you just this once?

Tess

What time is my surprise party?

Cyndy

What?

Tess

C'mon.

Cyndy

Ah, I'm supposed to take you to drinks, have you home at 7:00.

Tess

Okay. I'll cut out early and be home at 7:15, okay?

Cyndy

All right.

Tess

Thank you very much.

SCENE 3

Woman

Hi Tess!

Tess

Good morning...Good morning....Mr. Turkel's line. Um, who's calling, please? Hold on a moment. Mr. Lutz?

Mr. Lutz

No.

Tess

Um, hold on a second, all right?

SCENE 4

Tess

Mr. Turkel? Mr. Turkel?

Mr. Turkel

Huh?

Tess

Um, Mr. Alagash...Hi....Uh, Mr. Alagash is on the phone and he's real, real anxious to talk to you.

Mr. Turkel

You couldn't maybe get him to hold for a minute?!

Tess

Well, you got him in Dentitech, remember? The one I told you to go short on? And it's fine, but he don't want to hear it from a secretary.

Mr. Turkel

There's no paper!

Tess

What?

Mr. Turkel

There's no goddamned paper in this stall! Get me some?...Thanks. You're very kind.

Tess

You're short on Dentitech at 18 and he'll be right here.

SCENE 5

Tess

See Dentitech closing at 17 and an 1/8? Come Monday I'll bet it's 16 and still sittin' there.

Mr. Lutz

How do you figure?

Tess

Well, they went public at 23 with one product, plaque removing mouthwash. You know, you rinse, you get this glob of plaque you gotta spit out. I mean, maybe it'll be big, but I say that no one ever got rich overestimating what the American public wants to taste.

Mr. Lutz

Maybe.

Mr. Turkel

Uh, before I run Tess, I have some good news and some bad news. The straight shot, Tessy, is...they turned you down for the Entre Program again.

Tess

Why?

Mr. Lutz

We did all we could, Tessy.

Man

I mean, you have to remember, you're up against Harvard and

Wharton graduates. What do you got, some night school, some secretarial time on your sheet?

Mr. Lutz

Christians and lions, Tess.

Man

That's right.

Tess

And the good news?

Man

Uh, Dave has a friend.

Mr. Lutz

Bob in Arbitrage. You're so hungry, they're looking for hungry down there!

Tess

Really?

Mr. Lutz

Well, hungry is the name of the game down there! Bob's looking for a new assistant and wants to meet you for a drink.

Tess

This isn't another set up?

Mr. Lutz

Do I look like a pimp? Bob says he's looking for hungry, I think to myself, "Tess." The rest is up to you!

Tess

Bob in Arbitrage.

Mr. Lutz

Bob Speck. Extension 256. He's expecting your call. Go get 'em Tessy!

Women

Happy Birthday to you! Happy Birthday to you!

Man

Oh no! You should have told us! Congratulations, Tessy!

Women

Happy Birthday dear Tess, Happy Birthday to you!

Tess

Thanks.

SCENE 6

Tess

Mick?

People

Surprise! Happy Birthday! Happy Birthday!

SCENE 7

Mick

You look great!...Come here.

Tess

You know Mick, just once I could go for like a sweater or some earrings, you know? A present that I can actually wear outside of this apartment.

SCENE 8

Tess

So, is this where you usually meet for drinks?

Bob

Hmm, this is a big week! It's a super week! We are celebrating!

Tess

So, Arbitrage. Talk about adrenaline, huh? What do you think is the most important quality for a great Arbitrager?

Bob

Well, we'll go through all that at the hotel.

Tess

The hotel?

Bob

Yeah, the company keeps a suite at the Ritz Carlton, and you know, when it's empty, they give to us boys on a bonus basis--
Woah! We are gonna party!

Tess

Hey!

Bob

Oh, sorry! Allow me, I'm so sorry!

Tess

Hey Bob! Please!

Bob

Oh, sorry, sorry! I just get a little carried away. You know what, Arbitrage has put out this sort of "Introduction To" tape for the business schools. Why don't we put it in and if you have any questions...

Tess

That would be great. Thanks.

Bob

Ha! Ha! Ha! It's the wrong tape! Uh, unless of course you want to....

Tess

Bob, you're not seriously looking for a new assistant, are you?

Bob

Well, not exactly at this moment, but I'm always on the lookout for new blood.

Tess

I'm hungry Bob, but I am not that hungry!

Bob

Now, you see, I wouldn't put it that way.

Tess

I would! Um, would you just pull over right here please!

Bob

What are you doing?

Tess

Ha! Ha! Ha! Party Bob!

SCENE 9

Mr. Lutz

You're late Tess!

Tess

Types message:

dick."

Mr. Lutz

Bitch!

Mr. Turkel

Take it easy!

SCENE 10

Ruth

Tess. Tess. Tess.

Tess

I know.

Ruth

You don't get ahead in this world by calling your boss a pimp.

Tess

Well, he is.

Ruth

Been lookin' at your file here. This is the third time in six months I've had to place you.

Tess

Well, it wasn't my fault.

Ruth

Where have I heard that before?

Tess

Ruth, look it. I'm 30-years old. It took me five years of night school but I got my degree and I got it with honors. I know I could do a job. I mean, you ask any of my bosses--even, even Lutz--if Tess McGill hasn't called a few.

Ruth

You ask them. I don't think they're gonna sing your praises, Tess. Here's somethin' for you. Transferring down from Boston. Mergers and Acquisitions. Name is Parker. Starts Monday. You go home and cool off.

Tess

Okay.

Ruth

Tess. This is the last time I can help you. Four strikes, you're out.

SCENE 11

Tess

Tess McGill for Katherine Parker's office.

Woman

It's the last desk...at the end of the aisle.

Katherine

Hi. I'm Katherine Parker. You must be Tess.

Tess

Right.

Katherine

Oh, great bunny!

Tess

Um, I don't usually have a bunny on my desk. It was my birthday a few days ago.

Katherine

No kidding? Mine's next Tuesday. How old?

Tess

30.

Katherine

Really? Well I'll be 30 next Tuesday. We're practically twins.

Tess

Except that I'm older.

Katherine

Just barely.

Tess

I've never worked for someone who is younger than me before. Or for a woman.

Katherine

Well, there's a first time for everything. That's not going to be a problem, is it Tess?

Tess

No.

Katherine

Good. Why don't you pour us a couple coffees and come on inside. I'm light, no sugar.

SCENE 12

Katherine

The stock is at 38, the tender is at 56....Come in....Yeah, what do we do about that? Well, I just checked my three. What are

yours? Uh huh, yeah, I have that one. Well, I think he's in an underwater position. All right, so that's our first and second call and then we'll see where we are....Right. I'll count the minutes. Bye....Thanks. So, Tess...a few ground rules. The way I look at it, you are my link with the outside world. People's impression of me starts with you. You're tough when it's warranted, accommodating when you can be, you're accurate, you're punctual, and you never make a promise you can't keep. I'm never on another line, I'm in a meeting. I consider us a team Tess, and as such we have a uniform: simple, elegant, impeccable. "Dress shabbily, they notice the dress. Dress impeccably, they notice the woman." Coco Chanel.

Tess

Um, how do I look?

Katherine

You look terrific. You might want to rethink the jewelry....I want your input Tess. I welcome your ideas and I like to see hard work rewarded. It's a two-way street on my team. Am I making myself clear?

Tess

Yes Katherine.

Katherine

And call me Katherine.

Tess

Okay.

Katherine

So, let's get to work, shall we? This department's profile last year was damn pitiful. Our team has got its work cut out for it....Okay, thanks.

SCENE 13

Woman

Damn! I forgot my pills again! Damn! It's the third time this month! Jill, did you hear about that shot they got in Europe?

Jill

Yeah, they're giving it to women.

Woman

Yeah, to women! They're givin' it to in their arm and it's good for 5 years! I tell you, these damn pills, I'm always forgettin' em.

SCENE 14

Tess

I thought you might like this.

Woman

Why, thank you.

Katherine

Tess, would you come in here, please? And bring a notebook.

SCENE 15

Katherine

They already sold off both the paper and the printing divisions. They sell distribution, too, we're talking real scorched dirt....Come on in. Tess, this is Ginny. Ginny, Tess.

Tess

Hi.

Katherine

Being new in town, I thought I'd I throw a little cocktail thing to introduce myself to the department, and Ginny here has some great ideas. Would you jot them down?

Tess

Sure.

Ginny

The caterer is called "Acme Eats." You can get the number from information. They do the usual hors d'oeuvres and such. The "Raging Bull" has a bartender service. And the liquor store on Broadway and Liberty delivers. Got that, Bess?

Tess

Tess. Yeah, um, if that's the way you want to go.

Katherine

You have another idea?

Tess

Well, I was just reading a thing in "W" about dim sum, these little Chinese dumplings. There's a restaurant on Mott St. that does them for cocktail parties.

Katherine

Oh, I just love those little dumplings!

Tess

It might be more fun than the usual tidbits. I have it on my desk. I could get it.

Ginny

You read "W"?

Tess

I read a lot of things. I mean, you never know where the big ideas could come from. You know?

Ginny

Well, I guess you're right. If dumplings can be considered a big idea. Well, that oughta get you started...

Katherine

Ginny, thank you so much!

Ginny

It's back to the gold mines!

Katherine

Right....You'll set those up?

Tess

Right away.

Katherine

Dim sum Tess, I like it...contribution-wise. Keep it up!

SCENE 16

Katherine

Then the chief says, "We will respect your wish. We will give you an honorable death. But first, keke."

Tess

Excuse me. Excuse me. Dim sum?

Jim

So, come on Katherine. What do you say?

Katherine

Jim...the man who spends every weekend in August glued to his desk--now that man knows that I can't just sneak out of my own party. I'll tell you what, though. You get me in on the Southeast Air divestiture plan, I'll buy you a drink. Bottle of Crystal, two straws? Deal?

Jim

Okey-dokey!

Tess

Dim sum?

Jim

Hi.

Katherine

Thank you. What a slob.

Tess

You were so smooth with him. I probably would have...

Katherine

Never burn bridges. Today's junior prick, tomorrow's senior partner! So, how do you think the party's going?

Tess

Pretty well, I think. Should I stop serving now?

Katherine

Hmm, better make one more round.

Tess

Right.

Katherine

I'd love to help you, but...we can't busy the quarterback with passing out the Gatorade. Arnie, my hero! You've come!

SCENE 17

Katherine

Yep?

Tess

Um, I have an idea, and you said I could come to you.

Katherine

Shoot.

Tess

Well, you know how Trask Industries has been looking to buy into broadcasting?

Katherine

Something about the department is...

Tess

Working on it. Yeah. I've been following it myself, and all of a sudden I thought, "radio."

Katherine

Trask is looking for television stations.

Tess

Well so is every Tom, Dick and Harry. See, my idea is that they get their feet wet in radio and build from there. I mean, it's not as glamorous as jumping right into TV, but it's a solid place to start and there's a lot more of them for sale. Plus it would solve Trask's problem with his Japanese competitors, trying to take him over, because FCC forbids foreign ownership of radio as well as TV.

Katherine

Interesting. You've been...following this, you say?

Tess

Yeah.

Katherine

No chance you overheard it, say, in the elevator?

Tess

No. No way.

Katherine

Somewhere?

Tess

It's my idea.

Katherine

Good. Good. Discuss it with anyone else?

Tess

Nope. You think that there's something there?

Katherine

Well, I can think it through for you. Why don't you leave me your notes and I'll have a look-see.

Tess

Okay. Um, I've been trying to get into the Entre Program, and this would be a big push. I mean if anything...anything happens, you'll remember....

Katherine

Absolutely, Tess. Two-way street, remember?

Tess

Yeah. Thank you.

SCENE 18

Tess

It's just, it's so exciting! I mean, she takes me seriously. And I think it's because, and I know you hate it when I say this, but I think it's because she is a woman. There's none of that chasing around the desk crap. And it's like, she wants to be my mentor, which is exactly what I needed! I mean, I feel like I'm finally gettin' somewhere, Mick.

Mick

Tess, that's great, but let's step on it or the pizza's gonna freeze, Honey. Come on.

Tess

I mean, maybe we could all go out sometime. You know, dinner in the city. You would like her, I think.

SCENE 19

Katherine

God, remember when all you had to do was a few buckles?

Tess

Yep, those were the days. I called the inn, and they said all they can give you is a ground floor single in the new wing.

Katherine

Did you tell them it was me?

Tess

Well, I said Parker.

Katherine

Helmut? (Katherine speaks German to the owner of the inn)....It's this tower room with a canopy bed and a fireplace big enough to stand in. Perfect. Everything's in place.

Tess

For what?

Katherine

The man I've been seeing for a while. I think he's it. And I think this could be the weekend we decide. He said that there was something very important that he wanted to discuss with me. I think he's going to pop the question.

Tess

You do?

Katherine

I think so. We're in the same city now. I've indicated that I'm receptive to an offer. I've cleared the month of June. And I am, after all, me.

Tess

Well, what if he doesn't pop the question?

Katherine

I really don't think that's a variable. Tess, you know, you don't get anywhere in this world by waiting for what you want to come to you. You make it happen. Watch me, Tess. Learn from me. Oh, by the way, you know, I ran your Trask radio idea by some of our people, it seems that Trask is dead set on television. But hey, it wasn't out in left field, either. I really liked the idea. You just keep plugging, bring me your ideas, and we'll see what we can do.

Tess

Thank you Katherine.

Katherine

Tess? Tess! Look at me. Who makes it happen?

Tess

I do.

Katherine

Who does?

Tess

I do. I make it happen.

Katherine

That's right. Only then do we get what we deserve.

SCENE 20

(Katherine has a skiing accident)

SCENE 21

Tess

Ms. Parker's office. Hi Katherine. You what?

Katherine

Broke it skiing. And they won't be able to move me for at least a couple of weeks. So this is what I need you to do....

Tess

Water plants, okay....Cable comes on Friday, right.

Katherine

Hey, easy with the leg, will you? Quit staring up my gown!...Now, I'm staying at my parent's house and the housekeeper is in Barbados for a month, wouldn't you know it. What a mess. You need to let in the flower man and the cleaning lady. Sort through the mail. The entrance code for the front door is...it's 754-3-2000. And um, I know there's more, but I can't think of

what. Go through the calendar on my desk. There's a bunch of invitations to be RSVP'd....I know I'm asking an awful lot Tess, but I don't know what else to do. I need you to take over.

Tess

Okay. Bye.

SCENE 22

Katherine

Recording:

the Alberts, um, 'Dear Eleanor and Gary, thank you so much for the beautiful salt and pepper shakers. Not only are they the perfect housewarming gift, but it was do dear of you to think of me so far away....'" "Dear Sister, it's hard to believe, but it's been 8 years since we said good-bye to Wesley. But of course, we never really say good-bye. And on behalf of the Alumni Giving Fund, I'm writing to you to ask...."

Tess

(Copying Katherine): "Dear Sister, it's hard to believe it's been 8 years since we said good-bye to Wesley. But of course, we never really say good-bye. And on behalf of the Alumni Giving Fund, I'm writing to you to ask...." To ask...To ask...To ask...I'm writing to you to ask....

Katherine

(Recording) :

living in Mummy's house while I brave the New York real estate market, looking for a place of my own. Of course, it makes me miss you all so terribly, but it will be so lovely to see you when you return from Barbados. Till then, have fun. Much love to you and of course to Claudette. Love, Kiki." "...To Jack Trainer, Dewey, Stone and Company, from me. Re: Trask Industries Radio Network acquisition. Um, hard copy on this from the home computer. Do not go through Tess."

(On Computer) :

head. I know Trask and you know media. And that adds up to us finally doing a deal together. Let's run with it. Best, Katherine."

Tess

"Two-way street. And you make it happen."

SCENE 23

Mick

What, no class?

Tess

No class.

Mick

Tess. This is not what it looks like. I mean, it is what it looks like, but I can explain. Well, not exactly explain....

Tess

You snake!

Mick

Come on, Tess! I'm sorry! I really am! I love you! Come on! Come back and hit me! Please!

SCENE 24

Tess

Hello? Mr. Trainer's office, please...Hello, Tess McGill calling from Petty, Marsh. May I put her through? Thank you....Mr. Trainer? Hi, this Tess McGill. I work with Katherine Parker over here in Mergers and Acquisitions. I have a proposal that I would like to discuss with you. Not over the phone, though. Um, I have an opening tomorrow morning at 10:00. Okay. I'll messenger an outline over to you right now. Bye....Yes, I'm calling for Katherine Parker...In regard to your invitation. Ms. Parker is out of town, but Ms. Tess McGill will be attending in her place. Yes, thank you. Good-bye.

SCENE 25

Cyndy

Why does it do that?

Tess

For cleaning.

Cyndy

Are you kidding me?

Tess

No.

SCENE 26

Cyndy

What is this thing you're going to, anyway?

Tess

It's a closing party for the Minidyne-Dalton merger. Dewey Stone is throwing it, which is where this guy Trainer works. It's the perfect time to meet him. Mix business with pleasure. Fringe times are crucial.

Cyndy

Uh-huh. What did you do, snatch her invite?

Tess

Well, she can't use it. Besides, it's important for me to start interacting with people, not as a secretary.

Cyndy

But as a total impostor! Right.

Tess

This is it.

Cyndy

It needs some bows or something.

Tess

No. It's simple, elegant, yet makes a statement. Says to people, confident, a risk taker, not afraid to be noticed. Then, you hit 'em with your smarts! Here, shoes, I need shoes...

Cyndy

\$6,000! It's not even leather!

Tess

\$6,000? \$6,000. Cyn, I can't breathe so good!

Cyndy

Oh God. Come here. Sit down. Let's see if she's got anything soothing....Valium. In the convenient economy size.

Tess

You sure?

Cyndy

It just chills you ever so slightly. You won't even notice it.

SCENE 27

Cyndy

Are you sure about this?

Tess

You want to be taken seriously, you need serious hair.

SCENE 28

Man

Go for the jugular! Look, I've been telling you this for three weeks! There are 19 million shares outstanding, we've got 25 percent. We get another 5 percent, we've got 'em by the throat!

Woman

Listen, Trainer, let's grab 'em by the balls!

Man

Leave our hearts at home!

Woman

Cut 'em off at the knees! They'll be eating out of our hands!

What do you say?

Jack

Is anybody thirsty?

Man

We need this one, Trainer! You need this one!

Jack

Yeah. Yeah. Yeah.

SCENE 29

Jack

I've been looking for you.

Tess

Why? Do you know me?

Jack

No. No. But I promised myself that when I saw you, I would get to know you. You're the first woman I've seen at one of these damn things that dresses like a woman, not like a woman thinks a man would dress if he was a woman.

Tess

Thank you, I guess.

Jack

What are you doing here?

Tess

Actually, I'm looking for someone myself. His name is Jack Trainer. He works at Dewey, Stone. Do you know if he's here?

Jack

Why are you looking for him?

Tess

Well, because I have a meeting with him tomorrow and I thought it might be nice to say hello and get a head start.

Jack

Well, he uh, just left.

Tess

Oh. Well, I should be going myself.

Jack

Well, have a drink with me.

Tess

I can't...What's your name?

Jack

No. No names. No business cards. No "You must know so and so."

Tess

What is this?

Jack

No resumés. Let's just meet like human beings...for once.

Tess

Well, it's nice to meet you, whatever your name is, but I really do have to go.

Jack

Please? Please. One drink.

Tess

Okay, one drink. But I'm buying.

Jack

Okay, but it's an open bar.

Tess

Right. I knew that. I meant that if it wasn't, I'd be buying.

Jack

Yeah. Tequila gold....Doubles.

Tess

Tequila?

Jack

Yeah. I promised myself that when we met, we'd drink tequila. No Chardonay, no frog water--real drinks....These things are usually so boring.

Tess

I wouldn't know.

Jack

Power to the people.

Tess

The little people....Oh boy, oh boy, oh boy, oh boy.

Jack

You okay?

Tess

Mmm, I'm fine. I'm just fine. I took a, um, antihistamine before, and it makes for a nice little buzz!

Jack

Oh. I didn't know that they let bad girls into these things.

Tess

Do I look like I don't belong here?

Jack

No. No. I'm sure that you're a real ace at whatever it is you do.

Tess

Damn straight.

Jack

But how you look....

Tess

I have a head for business and a bod for sin. Is there anything wrong with that?

Jack

No. No.

Mr. Turkel

Hello! Hi!

Tess

And I have to go now!

Jack

Well, I'll come with you.

Tess

No.

Mr. Turkel

Hey, don't go! Hey Tess!

Tess

I need some air. Meet me outside. Thank you.

SCENE 30

Jack

Excuse me, please....Hello? Hi.

Driver

Hi.

Jack

Hello...Where do you live?

Tess

Hmmm, park, trees...tall building.

Jack

166 Morton. Near Hudson.

Driver

166 Morton.

SCENE 31

Jack

Might be kind of a mess. The cleaning lady keeps changing days on me. Anybody's guess. I'm just warning you 'cause...if it's the day before, it could be pretty bad....I don't notice it so much myself, but some of the people I've had over have...you know...remarked on it....It's not so bad....Would you...Would you like, uh, a nightcap?....I guess not. Uh, I guess it's too late for coffee. Herb tea? No...I don't have any...but it always sounds good when people offer it to me when I'm in your shape. I might have a little brandy myself....Boy, you sure are pretty.

SCENE 32

Tess

Don't fuck up. Don't fuck up. Don't fuck up....Hi, Tess McGill to see Jack Trainer.

Woman

May I take your coat?

Tess

Yes, please.

Woman

Gentlemen? Tess McGill.

Jack

Miss McGill. I'm Jack Trainer. How are you? This is, uh, John Romano and Bernie Kotar. Come in.

Mr. Kotar

Hello.

Jack

Sit down, please....Coffee?

Tess

Sure.

Woman

Milk or sugar?

Tess

Um, yes, both, thank you....Well, I suppose we should just get right down to it. Is that okay?

Jack

Sure, please.

Tess

I've lost my briefcase....In each of the last three quarters, Trask Industries has announced plans to acquire a major market television station, each time unsuccessfully. At the same time, they've expended time and money fighting off a hostile takeover attempt by one of their Japanese competitors. Buying into radio would, in one fell swoop, accomplish two important tasks. It would give Trask a solid base in broadcasting, and because of FCC regulations forbidding foreign ownership of radio stations, it would wipe out the threat of a Japanese takeover.

Mr. Romano

Interesting idea. But I don't like it. Trask has a lot of cash on their balance sheet. That's one of the big reasons they're a takeover target. And a radio station is small potatoes. I can't see him biting.

Tess

Well, I've already thought of that. I figured that we'd look for a radio network, one with a real high profile. And with the surplus cash, we implement a major stock repurchase. So Trask is protected and their stock goes up, and everybody's happy...or not.

SCENE 33

Tess

Oh, shoot me, just shoot me!

Cyndy

Would you cut that out? They didn't throw you out, did they?

Tess

Oh! Well, they don't exactly have bouncers, you know. They're a little more subtle than that, Cyn...Oh God, and last night!

Cyndy

Yeah. I should've checked the milligrams. Live and learn.

Well, you know, maybe he'll feel sorry for you, and make it up to you doing your deal or whatever it is.

Tess

I'm not looking for sympathy. You know, I had a shot at it...you know!

SCENE 34

Tess

It's him. He's here!

Cyndy

Him? Where?

Tess

Uh, do me a favor, do me a favor. Be me. Be my secretary!

Cyndy

Tess!

Tess

Cyn, please! Do it for me? Okay!

Cyndy

Tess!

SCENE 35

Jack

Hi.

Cyndy

May I help you?

Jack

Jack Trainer to see Miss McGill.

Cyndy

Let's give her a shout, shall we?....You decent?....A Mr. Jack Trainer to see you, Miss McGill.

Tess

Thank you, Cynthia.

Cyndy

Hold all calls, Miss McGill?

Tess

Yes, Cynthia. Thank you.

Cyndy

Can I get you anything, Mr. Trainer? Coffee, tea, me?

Tess

Isn't she a riot! That'll be all, Cynthia....Why did you say you weren't you last night?

Jack

Because I knew what would happen. All Mergers and Acquisitions. No lust and tequila.

Tess

That was...I mean, that just happened, okay? I want to make it clear, um....

Jack

Yes?

Tess

What did happen, exactly?

Jack

The earth moved. The angels wept....The polaroids are uh, uh, are in my other coat....Nothing happened. Nothing happened.

Tess

I woke up in my underwear.

Jack

I'll bet you looked nice.

Tess

Did you get me that way?

Jack

I, uh, I took off your shoes. I took off your dress. I put you on the bed, and I kept my eyes closed the whole time.

Tess

And that was it?

Jack

I might have peeked. I don't remember. Look, I don't have all day to hang out here and discuss your sex life. Here.

Tess

What's this?

Jack

Open it.

Tess

What's this for?

Jack

I thought you could use a better briefcase if we're gonna put this deal together.

Tess

You liked it?

Jack

It has possibilities....I want to go first to Metro Radio Systems. They're a solid, family-owned, mid-sized network in the South. They had offers before and rejected them. But the father's about to retire, and the son's just been forced out by his board of directors. A lot of squabbling--a good time to go in.

Tess

Okay.

Jack

There's just one thing we don't get, though. Why didn't you just put it together with your people here? Why'd you come to us?

Tess

Will you excuse me for one second?

Jack

Sure.

SCENE 36

Ginny

You're not helping me! No! Bess, my computer's down and I'm right in the middle of something. I need Katherine's office right away!

Tess

Sure, of course, no problem. I'll be with you in five minutes.

Ginny

I need it five minutes ago!

Tess

I'll be right with you.

Ginny

What's going on in there?

Cyndy

She's dusting.

SCENE 37

Tess

Jack, listen. My 1:00 is getting a little antsy, so, can I walk you to the elevator?

Jack

Yeah, sure. But first answer my question.

Tess

Right. Um...I came to you because...I wanted an ace on this. The best.

Jack

Mm-hm. Good thinking. Well, I'll fly down to Memphis in the morning and feel them out.

Tess

Absolutely. Fine.

SCENE 38

Cyndy

Look, everyone wants a part of the McGill mind. I'm afraid you'll just have to wait.

Tess

Ginny, go right in. I'll be with you in just a minute.

Cyndy

I don't know how much longer I can handle this. Uh, she's backed up.

Ginny

What are you talking about?

Cyndy

Can I get you anything? Coffee, tea?

SCENE 39

Jack

Are you free for dinner tonight?

Tess

No. Sorry.

Jack

Okay. How about tomorrow? I'll be back around 8:00.

Tess

I can't.

Jack

When, then?

Tess

I don't think that we should get involved that way.

Jack

Well, what are you talking about? What about last night?

Tess

Look, I'm not that girl. Last night was...special.

Jack

It wasn't so special! I had to carry you up three flights of stairs.

Tess

I meant unusual special. Look, we're in a business deal together now, and I just don't think that we should get involved that way. My life is real complicated as it is.

Jack

I don't want to complicate it either. I just thought dinner, maybe a movie.

Tess

We both know what we're talking about.

Jack

I certainly hope so!

Tess

You know, maybe I just don't like you.

Jack

Me? Nah!

SCENE 40

Mick

Are you sure she's gonna show?

Cyndy

It's my engagement party. She knows she's dead meat if she doesn't.

Man

Hi, Tess.

Tess

I'm real sorry I'm late. I got stuck at work.

Cyndy

You're gonna be out of work, you keep scamming like you are!

Look, I'm nervous as hell, and I think Mick's about to drown himself in a Scotch bottle.

Tess

He's bad, huh?

Cyndy

Throw him a bone, will you? I want happy humans here tonight.

SCENE 41

Mick

Tess.

Tess

Snake.

Mick

You look different.

Tess

Yeah, well, I'm not the same pathetic trusting fool that I was a couple of days ago. It shows, huh?

Bartender

Hey, Tess! How you doin'? What are you havin'?

Tess

Stow this behind the bar for me, will you Tony? And, um, I'll have a Chivas, and buy Mick one of whatever.

Bartender

You got it.

Mick

No, I just mean the hair, the duds, and the briefcase. What's goin' on?

Tess

Make fun if you want.

Mick

No, no. You look good. Classy. What, did you have to go to traffic court or somethin'?

Tess

No, I just got off work. I sort of got a promotion.

Mick

Well, to Cyn and Tim...to you and me...to you and your promotion...to me getting a boat loan....

Tess

You what?! You did?!

Mick

My loan was approved just this morning.

Tess

Oh, that is...

Mick

Put a down payment on Jimmy Noonan's old boat.

Tess

...so great

SCENE 42

Tim

"Hours of fun for the entire family. Love, Tess and Mick."

Thank you.

Mick

I put from both of us. I didn't know if you'd gotten somethin' or what....Okay, toast! We need a toast!....Thank you. Thank you....Okay, from me and Tess and everybody here...may your life together be long and happy, and may the road always rise up to meet you.

Tim

Hey, when are we gonna toast the two of you, Mick?

Friends

Yeah!

Mick

Shhh!

Friends

Yeah!

Mick

Well, we haven't, uh, really discussed it. I mean, not recently.

Tess

No.

Tim

You don't discuss it, boy, you just ask.

Friends

Yeah! That's right!

Mick

Here?

Friends

Yeah, here!

Mick

Now?

Friends

Now! Yeah!

Tim

On your knees, Mick! Come on!

Friends

Mick! Mick! Mick! Mick...!

Mick

Tess, will you marry me?

Tess

Maybe.

Mick

That's an answer?

Tess

You want another answer, ask another girl.

SCENE 43

Mick

You fucking humiliated us in there!

Tess

Well, you set us up, Mick, doing it like that! What did you expect me to do? Lie in front of all those people? Just automatically say yes?

Mick

Didn't know you'd have to lie! I thought maybe you would want me to ask.

Tess

Three nights ago, I find you in bed with Doreen. We barely have a drink and a dance and then, boom! You want an answer about the rest of my life!

Mick

All right, okay. Here we are, just the two of us. Will you marry me, or what?!

Tess

Jesus, Mick! Do we have to decide this right now?

Mick

I want to get things solidified. Things in my life! You're not the only one with plans, you know!

Tess

I said, maybe.

Mick

Maybe means dick! Fuck maybe! I want an answer now!

Tess

Please don't yell at me! You treat me like I'm dumb.

Mick

Why are we always talkin' about the way you get treated, huh? Who the fuck died and made you Grace Kelly?!

Tess

I am not steak! You can't just order me!

Mick

Look, I don't need this! You get your priorities straight, maybe we'll talk. Right now, we're history.

SCENE 44

Tess

Katherine Parker's office. Um, I'll switch you over.

Cyndy

Tess? It's me....I couldn't find the red shoes, but...

Tess

Shh! Tess McGill's office. Who's calling? One moment, please....Jack.

Jack

It went well in Memphis. Yeah. Really well, I think. But we're gonna have to move fast and hit 'em high. Armbrister thinks that Metro is, uh...family, and you know how that can be. He's willing to listen, but, uh...you gotta get Trask to talk sweet. He's thinkin' about 70 mil....I've been up here all night, workin' the numbers. I'd like to go over it with you. Can we meet for lunch? I mean, lunch is all right, isn't it? Daylight, a lot of people around. Is that real romantic? The souvlaki stand out in front of your place. You're in no particular danger, I think....Yeah. Meet you there around one.

Tess

Okay, I'll see you then. Bye.

Cyndy

Mick's really raw. He says he's gonna throw the rest of your stuff out. He kept me there talkin' until 5:00 this morning.

Tess

Oh, God, Cyn...I'm sorry....How hard would it be to crash a wedding?

Cyndy

What are you talkin' about?

Tess

Oren Trask's daughter is getting married tomorrow and there's a reception following at the Union Club. So, I figured I'd blend in...I get to Trask. I mean, how hard could that be? I also figure that the wedding party's not gonna admit that they've never seen you before. I mean, nobody knows everybody at those things, right?

Cyndy

Tess, wait a minute.

Tess

And all I need is just 5 minutes with Trask.

Cyndy

Tess, I'm talking to you.

Tess

What?

Cyndy

First of all, look me in the eye and tell me you're not thinkin', even in your wildest dreams, Mister Briefcase-let's-have-lunch there is gonna take you away from all of this.

Tess

We're doing a business deal together, that's all.

Cyndy

'Cause you know goin' in you're gonna get your heart stomped! Just like you're stompin' Micks!

Tess

Hey, it wasn't me poppin' Doreen DiMucci in our bed, okay? How come you're all on his side?

Cyndy

I'm not. But you're not even givin' him the slightest chance to make it up to you, and that's not like you. Look, all I'm saying is, if you're so smart, why don't you act smart and save your ass while you still can. Else they're gonna find out, you're not gonna have your job, or any job. You're outta of your man and your home already!

Tess

I'm gonna come clean as soon as I get my end set up. I swear. I know what I'm doing.

Cyndy

Yeah, so do I. Screw in' up your life!

Tess

No, I'm trying to make it better! I'm not gonna spend the rest of my life working my ass off and getting nowhere just because I followed rules that I had nothing to do with setting up, okay?!....Tess McGill's office.

Katherine

Hello, Tess. It's your office?

Tess

Katherine! No! Of course it's still your office. I don't know. I was just....

Cyndy

I'll see you, Tess.

Tess

Cyn?

Cyndy

Sometimes I sing and dance around the house in my underwear. It doesn't make me Madonna. Never will.

Katherine

Um...are you there?

Tess

Yes, Katherine.

SCENE 45

Katherine

Don't get too used to those long lunches, Tess. They're letting me go a week from today.

Tess

A week from today? Isn't that a little faster than you thought?

Katherine

Well, the doctor says I've got great bones. Of course, his aren't too bad either!....Anyway, I need you to summarize the Baron Oil prospectus...

Skier

Hello, Miss Katherine.

Katherine

Hi, Schatz! ...and uh, send that along to me along with the last two quarterly reports. You are a sport.

Tess

Yes, I'm a sport.

Katherine

Thank you, Tess, so much. I'll talk to you again soon.

Tess

Okay. Bye.

SCENE 46

Jack

So what kind of figures have you been throwing out?

Tess

Well, no exact figures yet.

Jack

Well, what's their ballpark?

Tess

Well, I wanted to get them excited about the concept before I start throwing actual figures at them.

Jack

Well, are they excited?

Tess

They're going to be.

Jack

Well, wait a minute. I've been working on this thing for 36 hours straight, trying to put this thing together. I got a progress meeting with my...the head of my department at 2:00. Now where the hell exactly are we?!

Tess

Don't yell at me!

Jack

Hey. Answer me!

Tess

Well, I uh, as a matter of fact, am gonna see Trask himself tomorrow. I feel that we're strong enough to go right to him.

Jack

Oh. All right. Where are we meeting him? What time?

Tess

He's not expecting both of us.

Jack

Are you trying to fly this thing without me?!

Tess

No! I wouldn't do that.

Jack

You go and set up this meeting without me. What does...what does that say? What the hell kind of way to do business is this?!

Tess

Would you calm down?

Jack

How am I supposed to calm down? One lost deal is all it takes to get canned there days. Look, the line buttons on my phone all have an inch of little pieces of tape piled on. The names of new guys over the names of old guys, good men who aren't at the other end of their line anymore, all 'cause of one lost deal. I don't want to get buried under a little piece of tape.

Tess

No one's trying to bury you under a little piece of tape.

Jack

Okay, so I've been in a little bit of a slump. I'm not afraid to admit it. There it is. Look, give me a break here. Don't go leading me on. If you've got some doubts about me, say 'em to my face. Give me that much.

Tess

I don't have any doubts about you.

Jack

Okay. You need me...you know.

Tess

I mean, any doubts about your ability.

Jack

You need me at that meeting.

SCENE 47

Jack

Is he jet-lagged from somewhere, or he just lunches late?

Tess

Huh?

Jack

3:

Tess

Well, it's not exactly lunch, but there will be food there, though.

Jack

What's the story, Tess?

Tess

It's his daughter's wedding.

Jack

That's the meeting?

Tess

Well, it's the perfect opportunity. He's happy, he's had a little champagne, we look for an opening. Trust me.

Jack

What are we supposed to do, jump out of the wedding cake?

Tess

Don't be silly.

SCENE 48

Guard #1

Come in, man. Come in. Welcome. Come in.

Guard #2

Welcome to our party. Come in.

Hostess

Hello! Nice to see you. Do you know which table you're at?

Jack

Uh, no.

Tess

Oh, I see Phyllis. Come on.

SCENE 49

Trask

Glad you could make it. Oren and Barbara Trask.

Tess

Tess McGill. What a great idea.

Jack

Jack Trainer.

Tess

It's so nice to see you again.

Trask

Hi.

Jack

Hello.

Trask

Well, the kids thought it would, uh, be fun.

Jack

Oh, it's beautiful.

Barbara

You must be friends of Mark's.

Tess

Right.

Trask

Well, let's get you over there.

Tess

Actually, I really should go powder my bathroom...nose. Um, darling, will you wait here?

Jack

Oh, sure.

Tess

Us, so nice...See you later.

Jack

I think I'll get a drink.

Trask

Oh, Bunny!

SCENE 50

Tess

Get a grip, get a grip, Tess. Get a grip.

Jack

We're not even invited to this thing, are we?

Tess

Okay, so we were not exactly invited. But he's here, and we're here, so that make us...

Jack

Total idiots!

Tess

...in the right place at the right time.

Jack

You're like one of those crazed cops, aren't you? The kind nobody wants to ride with! Whose partners all end up dead or crazy.

Tess

Just act like you belong.

Phyllis

Oh. Do you love it, or do you hate it?

Tess

Love it.

Phyllis

So do I! But Mark says it looks like Nicaragua and that we're

making some kind of statement.

Tess

Oh no! It, it's just like paradise. It's like a paradise with little gold palm trees.

Phyllis

Thank you.

Tess

You're welcome.

Phyllis

I hope I'm not being rude, but...who are you?

Tess

I'm Tess. I'm a friend of Mark's. I'm just so happy that I could...be here for you...today.

Jack

Glorious! Fabulous! Stunning, really. Super! Elegant! Perfect!

SCENE 51

Tess

You're right. This is crazy, so let's just go.

Jack

Excuse me. The woman that's dancing with Oren, what's her name?

Bridesmaid

Oh...oh, Elizabeth Stubblefield.

Jack

That's right! Uh, Liz? Beth?

Bridesmaid

Bitsy.

Jack

Bitsy! That's right.

Tess

Jack?

Jack

You wanna do it...do it.

SCENE 52

Jack

Excuse us. Bitsy, don't break my heart and tell me you don't remember me.

Bitsy

Of course I do!

Jack

Excuse us.

Tess

Talk about a small world, huh?....I mean, here we've just met and yet I feel as though I've spent so much time working with you.

Trask

Hmm?

Tess

In a way. I'm in Mergers and Acquisitions at Petty, Marsh.

Trask

Oh..well, I really wish you were having more luck with your team.

Tess

Well, so do I. So do I. I've been trying to set you up with a radio network, but my bosses, they think that you're just stuck on acquiring television and won't even listen.

Trask

Well, that's not true.

Tess

Well, that's what I said. I said that the man who in 1971 looked into the future and saw that it was named microwave technology, the man who applied Japanese management principles while the others were still kowtowing to the unions...

Trask

Mm-hm.

Tess

...the man who saw the Ma Bell break-up coming from miles away...I mean, this man did not get to be this man, you, I mean, by shutting himself off to new ideas. Am I right, or am I right?

Trask

Well, I think you're right.

Tess

You're damn straight I'm right!

Trask

If you've got the right property, I'd love to hear about it.

Tess

You would?

Trask

Well, absolutely!

Hostess

There she is.

Trask

Well, what...wha?

Hostess

There she is, darling.

Tess

Umm..um, you know, I really, I just realized that I...I'm hogging the father of the bride, and I see Phyllis coming in. Well, what do you say I give you a call on Monday?

Trask

Well, our media consultant is Tim Draper.

Tess

Tim, right.

Jack

Honey, I'm starved.

Tess

So am I. Bye.

Trask

Bye.

Jack

Bye.

SCENE 53

Tess

Go ahead and laugh. He wants us to meet with his people first thing Monday, so....

Jack

Oren Trask? The man who said, "What if we sliced the bread before we sold it?"

Tess

Yeah, all right.

Jack

No, no, no, I loved it! I had fun. And you were amazing.

Tess

You think so?

Jack

Amazing.

SCENE 54

Jack

The, uh, the Fort Worth station...projected revenue should read up 8 percent, not 6. And where it says, uh...the FCC ruling on, um...Metro's Memphis transmitter is pending, that's outdated. FCC approved it Friday. Doubles the signal reach...ups the station's value by 30 percent....And now back to our regularly scheduled programming.

Tess

I guess we're ready.

SCENE 55

Jack

Trainer and McGill.

Woman

Yes. Top of the stairs.

Jack

Thank you.

SCENE 56

Tess

Are we waiting for Mr. Trask?

Draper

Mr. Trask doesn't sit in at this level.

Tess

Of course he doesn't. Here's the way we see it. Trask Industries has two important needs to meet at this point in time.

Jack

By acquiring Metro Radio Network, you nail two birds with one stone, except the proposal...

Draper

Excuse me, do you, do you have any other proposals besides Metro?

Tess

No. Why?

Jack

Metro's a terrific opportunity.

Draper

Well, I'm sure it is, but a Chicago group just put a bear hug on Metro this morning, and the company's in play.

Tess

Just this morning?

Jack

Who?

Draper

The Slade brothers. Trask isn't aiming at radio anyway. We certainly don't want to get into a bidding war.

Tess

A moment, please...Armbrister looks at Metro as if it were part of his family. He cares who he's selling to.

Jack

Yes. And he holds the majority of the stock. Look, if the Slades are uninvited, and I'm sure they are...and Armbrister and Trask can agree on a deal, then we won't have a war. If I can get Armbrister up here, will Trask take the meeting?

Draper

A lot of ifs. We really don't want to get involved.

Tess

Twenty-four hours.

Draper

Sorry. Not interested. (Telephone rings)...Yes, sir? All right, sir...Yes, he'll take the meeting.

Tess

That was Mr. Trask?

Draper

Yes, it was.

Tess

How did he know?

Draper

He knows everything.

Tess

Hmm.

SCENE 57

Jack

Thanks a lot.

Delivery Boy

Thanks.

Tess

How did you get this scar?

Jack

Some guy pulled a knife in Detroit.

Tess

Really?

Jack

No. No. I was nineteen and I thought it would be cool to have a pierced ear. My girlfriend stuck the needle through and I heard this pop and fainted and hit my chin on the toilet.

Tess

Have you been telling that story ever since?

Jack

You're the only one who knows the true story.

Tess

Except the girlfriend.

Jack

I had her, uh...disappear. It's too bad. Nice girl. Real shame.

Tess

Jack?

Jack

Hmm?

Tess

There's something that I have to tell you.

*Telephone rings.

Jack

Hello...Hi...I know. No, uh...can't wait. Uh...uh, oh yeah, okay. Well, call me when you get in. Okay. Uh...m-me too. Okay, 'bye. 'Bye....Okay. There's this woman. It's over. But technically it's not. I just haven't got a chance to break it off yet.

Tess

It's okay. You don't have to explain.

Jack

No, really. Look, we were supposed to go away...together a couple of weeks ago and I was gonna tell her then. But I had to work straight through the weekend and I never got there. It's just a...a timing thing....It's just, she broke her leg skiing and was laid up and I couldn't see doing it over the phone. You know...kicking somebody when they're down. I wouldn't have mentioned it, except...she's in your department at Petty. You mentioned her the first time you called.

Tess

Uh...Katherine?

Jack

Parker, yeah....Now what did you wanna tell me? Huh?

Tess

Oh, it's not important.

SCENE 58

Clerk

One hundred twenty, even.

Tess

Twenty...thirty...forty...there. Okay.

Clerk

Oh, Miss! Miss! You forgot your book.

Tess

Thank you very much.

SCENE 59

Katherine

Oh...Tess! It's me! I'm back! Thanks! Oh! Oh God!

Attendant

She took a muscle relaxant for the flight down.

Katherine

Oh, let's all have one, shall we?

Attendant

I don't think so.

Katherine

Oh, telephone! I need a telephone! Oh, Tess, take care of the bags. I'll meet you at the car. "Oh, Tannebaum! Oh, Tannebaum!" Oh, I love these pills. Are there any more? (On

telephone) :

darling. My apartment in one hour, and I won't take no for an answer. No, I won't take no for an answer.

SCENE 60

Katherine

Oh, I'm home! I'm home! I'm home! Oh!...Oh...God! Did you happen to see this?

Tess

What is it?

Katherine

It's an outline of your idea for a Trask radio acquisition.

Tess

Oh?

Katherine

I was planning to send it over to Jack Trainer to have a look. I thought I'd give your idea one last go-around. It just occurs to me, looking at it, that it reads as though it were my idea. You see, Jack got burned once. He was accused of stealing a plan for taking a company private. He's very sticky about the ethics of reviewing other people's formative strategies. He wouldn't have looked at it if I'd said it was from a colleague and I couldn't very well say it was a secretary's notion. Anyway, the point is, Tess, that I'm still trying to get you heard.

Tess

Oh.

Katherine

What am I saying? If you had seen it, you simply would have asked me about it. Trust....I'll need help bathing and changing.

SCENE 61

Katherine"Oh, I need something to cover this cast. There's an Afghan on the chair....Perfect.

Tess

If that'll be all....

Katherine

Oh, and some perfume. Uh, Shalimar...on the dresser...He loves Shalimar.

Tess

He, who?

Katherine

Jack Trainer, who. He's on his way over.

Tess

I have to go. Doctor's appointment.

Katherine

Oh, one last thing? Run down to the drugstore and get me my pills?

Tess

I really have to go.

Katherine

The doctor will understand. Thanks.

SCENE 62

Jack

Uh, keep the change.

SCENE 63

Katherine

Who is it?

Jack

It's Jack.

SCENE 64

Jack

Katherine?

Katherine

In the bedroom....Jack!

Jack

Katherine. Oh....

Katherine

Boy, did I ever miss you!

Jack

Does it hurt?

Katherine

Look at you.

Jack

You said it was urgent, Kath.

Katherine

I'd forgotten how damn handsome you are.

Jack

Oh...thanks. Look, uh...I meant what I said. I really am swamped and I...

Katherine

Boy, some welcome home. I haven't even gotten a kiss....Um, there's some champagne in the little fridge. You wanna get it for us?

Jack

Sure. And then...then I really do have to go....Where are the glasses?

Katherine

Try the dishwasher.

Jack

Here you are.

Katherine

Mmm....You know I love you, Jack....You know that.

Jack

Katherine, I really do have to get going.

Katherine

These past few weeks, I've heard this funny little sound way deep down inside. Tick, tock. Tick, tock. Tick, tock. My biological clock.

Jack

Big deal going. Principals are all meeting at two...

Katherine

And I've been thinking. Let's merge. You and I. Think of it, darling. Mr. and Mrs. Fabulously Happy.

Jack

Katherine, it's really not a good time to talk.

Katherine

You're right. Can Big Jack come out to play?

Jack

Kath! Little Jack really has to get going.

Katherine

Little Katie's been so lonely.

Jack

No! No! No!

Katherine

Jack! What is it?

Jack

Kath, there's something I have to tell you. There's...There's someone else and I...

Katherine

There's someone else?

Jack

Some else that I have to be meeting with right now. Big deal going. Can't be in two places at the same time. Talk to you later. 'Bye.

SCENE 65

Tess

Here we are. Okay, I've got to run. Sorry, 'bye.

Katherine

Tess, you forgot your n...notebook....That...little....slut! That...goddamn little bitch...secretary!

SCENE 66

Tess

Hi. I'm meeting...Uh, I have a meeting with Mr. Trask.

Guard

Yes, your name, please?

Tess

Tess McGill.

Guard

All right, it's at the top of the stairs.

Tess

Thank you.

SCENE 67

Receptionist

Miss...McGill?

Tess

Yes.

Receptionist

Good afternoon. Let me take your coat.

Tess

Thank you.

Receptionist

This way, please.

Tess

Thank you.

SCENE 68

Jack

Hi.

Tess

Hi. Is everything okay?

Jack

Yeah, yeah. You're the only one from Petty here so far. What's going on?

Tess

Flying solo on this.

Jack

Good. Old Armbrister and Trask are over there in the corner. We're all waiting to see what color smoke comes out of the chimney.

Tess

Tell me something. If a colleague of mine had a strategy that they needed help with, would you look at it if I asked you to?

Jack

Yeah, sure.

Tess

No ethics problem? You know, open to accusations about stealing?

Jack

I look at stuff all the time. Nobody's ever accused me of stealing.

Tess

Uh-huh.

Jack

What's it about?

Tess

Um...I don't know. I'm so nervous, I can't stand still.

Jack

You'll be fine...I love you.

Tess

I love you, too.

SCENE 69

Businessman

Gentlemen?

Trask

There was a story on the news last night showing life imitating an old children's riddle. It seems that a truck got stuck at the entrance to the Holland Tunnel. Too high for the clearance. Well, for hours, the experts tried to find some way to unwedge the vehicle, but to no avail. Finally, a ten-year-old girl in a passing car suggested simply letting the air out of the truck's tires, thus lowering it to the clearance level, which they did. And it worked. Well, by letting some of the air out of our strategy to expand into broadcasting, Miss McGill and Mr. Trainer have effectively shown all of us here at Trask the light at the end of our tunnel.

Armbrister

Oh, gentlemen, uhh, and ladies, I've decided to sell Mr. Trask the Metro Radio System for sixty-eight point five million dollars in cash and securities. Now, of course, this is, uh, an agreement in principle. As to what constitutes principles in this day and age, I'm gonna leave that up to you barracudas to squabble over.

SCENE 70

Katherine

I'm certain they'll want to hear this!

Receptionist

Miss, this is a closed meeting and you can't...!

Katherine

Thank God I'm here!

Trask

What the hell is going on?

Katherine

You're being tricked! That's what's going on.

Jack

Katherine! What are you...?

Katherine

Jack, just trust me and sit down! My name is Katherine Parker and I'm an associate partner in Mergers and Acquisitions at Petty,

Marsh. And this woman is my secretary!

Jack

She is not!

Katherine

Oh, no?! Ask her.

Jack

You're not her secretary!

Tess

I can explain, Jack.

Jack

Oh, Jesus. You are her secretary.

Katherine

While I was laid up with broken bones, she rifled through my desk, found my memo outlining a Trask radio acquisition and has been passing it off as her own idea.

Tess

It was my idea! She stole it from me! I swear!

Katherine

Good God, Tess. Don't you know when to stop?

Tess

But you're lying!

Katherine

Oh!...Thank you....Oh, thank you. Thank you all so much. The up-side is that I have found out in time to control the damage. We have containment and we have a deal on the table. I say...pass me a set of papers and let's get on with it.

Trask

Who's running this thing?

Jack

Just a second, please. Wha...?

Tess

I know you don't believe me, but...Oh, it doesn't matter. I'm sorry. I'm sorry.

Jack

Well, gentlemen...the players may have changed, but the game remains the same, and the name of the game is "Let's Make a Deal." If you'll all turn to page twenty-two in your prospectus, I'd like to take you through the terms of transference.

SCENE 71

Tess

Well, they did it.

Mick

Yeah..they sure did.

Tess

You really look great. How are you?

Mick

Good. Good. Business is great and uh...

Doreen

Mick, did you see me? I caught it one-handed...Oh, hi.

Tess

Hey, Doreen.

Mick

And my boat's booked through three weeks from now. Doreen's working the lines for me.

Tess

That's great. Really.

Mick

So how's life in the fast lane?

Tess

Well, um...fast. It's real fasts and busy and....It's good to see you, Mick. I guess I better...get....

Mick

Yeah, it's good to see you, too.

SCENE 72

Secretary #1

Cyn told us about what happened. It really bites the big one,

Tess. Really.

Secretary #2

We took up a little collection.

Tess

Thanks.

Secretary #2

It's not much. It's just enough to go out and get toasted some night when you really need it. Don't say no. We really wanted to. And no paying the Con Ed with it.

Tess

Okay, thanks.

Secretary #3

So what are you gonna do now, huh?

Tess

Oh, you know. Start all over. Find a job, a place to live. And just wise up and not take the whole thing so seriously. I'll be okay. 'Bye.

Secretary #2

'Bye, sweetie.

Tess

Thank you.

Secretary #2

Miss you.

Tess

Thanks.

Secretary #4

So long, Tess.

Secretary #5

Good luck!

Secretary #6

'Bye, Tess.

Tess

'Bye. Don't work too hard.

Secretary #7

Good-bye, Tess.

Tess

'Bye.

SCENE 73

Man

Sorry.

Tess

Shit!

Jack

I've been trying to find you.

Tess

Just leave me alone.

Jack

Just one thing. Was you and me just part of the...scheme, too?

Tess

No! Look, if I told you I was just some secretary, you never would've taken the meeting. I mean, think about it. Maybe you would've fed me a few drinks and then tried to get me into the sack. End of story.

Jack

That's not true.

Tess

Are you sure about that? Can you honestly tell me that it wouldn't have made a difference? I mean, who's fooling who here?

Katherine

What's this? More stolen files?

Tess

No, it's my stuff from the desk.

Katherine

Your stuff? Now there's a broad term.

Tess

No, it's my stuff. Look, you, maybe you can fool these guys with

this saint act that you've got down, but don't you ever speak to me again like we don't know what really happened! You got me?!

Katherine

Tess, this is business. Let's just bury the hatchet. Okay?

Tess

You know where you can bury your hatchet?! Now get your bony ass out of my sight! (To Jack): And if you really think that I said I loved you as part of scheme, then that is really pathetic...you know?!

Katherine

My God, she'll stop at nothing.

SCENE 74

Trask

What the hell kind of show are you people running here?

Katherine

Oren, I'm sorry you've had to see this, but it means nothing to us. Jack, let's get upstairs.

Jack

Not without her.

Katherine

Jack!

Trask

Trainer...are you trying to blow this deal?

Jack

No, sir. I'm trying to make sure that it gets done right. Tess is this team's leader. She put this deal together. We shouldn't proceed without her.

Trask

And you shouldn't go letting your Johnson make business decisions for you.

Jack

I'm not, sir. I'm telling you, she's your man.

Trask

Oh? And what brings you to that conclusion?

Jack

She said so, and I believe her.

Trask

I'm afraid that's not good enough. Now are you with us or not?

Jack

No.

Katherine

Jack, I forgive you. Now get on this elevator.

Jack

Sorry, Katherine.

Katherine

You will be sorry, Jack.

Tess

Ask her to tell about the hole in your deal.

Trask

What hole?

Katherine

Oren, she's just playing games again. Let's get going.

Tess

Fine. Go.

Trask

No. What hole?

Tess

Look?

Katherine

The People Page? Now this is ridiculous.

Messenger

Come on, you guys.

Katherine

"Former Miss America Dawn Bixby has been house-hunting here. Seems Dawn and hot, hot, hot D.J. hubby Slim Slicker are getting ready to take a bite out of the Big Apple."

Businessman

Slim Slicker.

Katherine

So?

Jack

Slim Slicker's one of Metro's major assets. Syndicated to all their stations. Number one in his slot. The cornerstone of their programming.

Tess

You lose him, and Metro's just some okay real estate with falling ratings. And you're not exactly buying it for a write-off.

Jack

Better make sure he's locked in before they sign anything.

Katherine

Oren, I have this covered. Upstairs. Shall we?

Messenger

Yes.

Katherine

Oren!

SCENE 75

Jack

Hear the lady out, sir. There's another elevator.

Trask

Fine.

Jack

You're on.

Tess

Okay. See, this is Forbes. It's just your basic article about how you were looking to expand into broadcasting, right? Okay now, the same day, I'll never forget this. I'm reading page six of the Post, and there's this item on Bobby Stein, the radio talk show guy who does all those gross jokes about Ethiopia and the Betty Ford Center. Well, anyway, he's hosting this charity auction that night...real blue bloods, and won't that be funny? Now turn the page to Suzy, who does the society stuff, and there's this picture of your daughter.

Trask

Ah.

Tess

See, nice picture. And she's helping to organize the charity ball. So I started to think, "Trask, radio...Trask, radio." And then I hooked up with Jack, and he came on board with Metro, and...and so now here we are.

SCENE 76

Katherine

Oren, we really don't have any more time for fairy tales.

Trask

Well, Miss Parker...let me ask you a question. How did you come up with the idea for Trask to buy up Metro?

Katherine

How did I, uh...? Well, let's see, the, um...

Trask

The impulse. What led you to put the two together?

Katherine

Well, you know, I would have to check my files. I can't recall exactly the, um...

Trask

Oh, generally. It's not as if it was in the mainstream.

Katherine

You know, it would have to be the, um...Jack...help me out here....Oren, I beg your pardon, but if you are insinuating...

Trask

Miss Parker, if I were you...I'd go to your office and take a long last look around. Because in about five minutes, I'm going to see to it that you get the boot...but good!

Katherine

Oren, this is a simple misunderstanding, and I...You cannot...

Trask

I can and I will! Now get your...(To Tess): What did you call it?

Tess & Jack

Bony ass.

Trask

Right. Bony ass out of my sight!

Katherine

I'm sorry...but I simply won't stand for that kind of talk. Will you excuse me, please?

SCENE 77

Trask

Why didn't you tell us all this in the board room that day?

Tess

Well, no one was gonna listen, sir, not to me. I mean, you can bend the rules plenty, once you get upstairs, but not while you're trying to get there. And if you're someone like me, you can't get there without bending the rules.

Trask

Mmm. You've got a real fire in your belly. Or was this just a one-time stunt that you pulled?

Tess

I'm not sure what you mean. I have something in my belly, but I think it's nervous knots.

Trask

I mean, are you willing to go out on that limb every day, working for me? Legitimately?

Tess

Yes, sir.

Trask

Have to be right at the entry level. Any problem with that?

Tess

No, sir.

Trask

Gumption, Miss McGill.

Tess

Yes, sir.

Trask

See you tomorrow.

Tess

Okay.

Trask

Trainer, Dwayne...let's go back to my office and see about this

Slim what's-his-name's contract.

Jack

Be right with you, sir.

Secretary #2

Way to go, Tess! Way to go!

Secretary #1

Beauty!

SCENE 78

Tess

Thank you.

Jack

For you. You like it? Peanut butter and jelly sandwich. Milk money. Twinkies. Pen, pencil, ruler. Apple for the teacher. Now remember...play nice with the other kids...and make sure you're home before dark.

SCENE 79

Man #1

I sold her three options.

Man #2

I sold her two.

Man #1

What are you gonna do?

Tess

Hi. Tess McGill.

Receptionist

Good morning.

Tess

Good morning.

Receptionist

The director is out sick today, so she'll want to see you first thing tomorrow.

Tess

Mm-hmm.

Receptionist

Um...Miss Baxter's already up there. She'll show you the layout.

Tess

Okay.

Receptionist

It's all the way at the end of the hall.

Tess

All right. Thank you.

Receptionist

You're welcome.

SCENE 80

Alice

(On telephone):

terrorist...I mean, just something semi-human. (To Tess): Oh!
I didn't hear you come in. I'm Alice Baxter.

Tess

Tess McGill.

Alice

I was just...using the phone.

Tess

Yes, well...that happens.

Alice

How 'bout some coffee?

Tess

Sure. Just tell me where.

Alice

No, I'll get it. Um...oh...how?

Tess

Milk and sugar, please. Thank you.

Alice

Uh...Miss McGill?

Tess

Yes?

Alice

That's your desk. In there.

Tess

I don't think so.

Alice

Oh, yes. I sit out here.

Tess

I'm sorry. I thought the secretary would sit out here.

Alice

That's right. I'm the secretary. If it's okay, I prefer
"assistant."

SCENE 81

Alice

You've got a ten o'clock meeting with Slater from Development,
here. Eleven o'clock with Donahue from Logistics...his office is
on twenty-three, and lunch with Mr. Trask, his office downtown,
one o'clock. It's all right there on the computer. Just hit
shift-S for your schedule.

Tess

Um...when I saw you...in here on the phone with your feet up, I
figured this was your office.

Alice

I'm sorry about that, Miss McGill. It won't happen again, ever.

Tess

It's okay.

Alice

Maybe now would be good time to go over what you expect of me.

Tess

Um...I, uh...I expect you to call me Tess. I don't expect you to fetch me coffee unless you're getting some for yourself. And, um...the rest we'll just make up as we go along. Okay?

Alice

Okay. I'll be...right outside if you need anything.

Tess

Fine.

SCENE 82

Tess

Cyn...guess where I am?

Cyn

You got out! Oh, my God! I can't believe it! She's out! She made it out! She got out! She has her own office!