

COLD OPEN

INT. - BACKGROUND: GENERIC GREY FABRIC CUBICAL

TIGHT ON THE FACE OF TOMMY (EARLY 30'S LATINO MALE, SELF ASSURED IN AN ONLY MILDLY ANNOYING WAY, GREAT HAIR THAT WOULD LIKELY WITHSTAND A HURRICANE) FRAMED BY A CUBICAL WALL. TOMMY SITS IN A CHAIR WITH A MIXED EXPRESSION OF BOREDOM, ANNOYANCE, AND CONFUSION.

O/S

STU

Okay guy, so you're a bit of a hard bargainer. I like that. I'm pretty hard myself...I mean I'm a hard man myself... like, in a bargaining way I mean....(Gets back on track) So, what do I have to do to send you home in that beautiful car right there?

CAMERA CUTS TO REVEAL STU (MID 30'S, WHITE, A SKINNY VERSION OF GORDON GECKO/GLENGARRY GLEN ROSS BUT WITH THE KIND OF FLAWLESS SKIN THAT ONLY COMES FROM A CONSISTENT SKINCARE REGIMEN, SLIGHTLY AWKWARD LIKE HE'S TRYING UNNATURALLY HARD TO BE COOL) STANDING IN FRONT OF TOMMY, WHO IS STILL SITTING, POINTING TO A FULLY LOADED CONVERTIBLE SPORTS CAR FESTOONED WITH CARDBOARD CUTOUTS OF BIKINI-CLAD MODELS SITTING ON THE HOOD AND IN THE PASSANGER SEAT. TOMMY LOOKS AROUND FOR HELP - HE CLEARLY DOES NOT WANT TO BE IN THIS CONVERSATION.

TOMMY

That is a beautiful...cardboard cutout. But like I told you, I'm not here to buy a car. I'm...

STU

I hear you brother. I.hear.you. But just go with me for a minute, will you? Take a little mind trip with me.

(MORE)

STU (CONT'D)

Imagine cruising down the Pacific Coast Highway, hair blowing in the breeze (looks at TOMMY - corrects)...the wind gliding aerodynamically over and around your impenetrable hair, that perfect smile of yours on full display. The women will be lining up to ride shotgun! You'll have to beat them off with a stick!

STU MIMICKS HANDING TOMMY A STICK. TOMMY RELUCTANTLY "TAKES" IT AND "SETS IT DOWN" BESIDE HIM.

TOMMY

Well as appealing as the promise of domestic violence sounds, I really have no interest in buying a car.

STU

(A little too loudly) Then why are you here?!

TOMMY

I'm the new sales associate. (Shrugs)

LANA (LATE 20'S, ITALIAN-AFRICAN AMERICAN, STRONG-WILLED "ONE-OF-THE-BOYS" ATTITUDE, ATTRACTIVE IN THAT 90'S MOVIE NERDY GIRL IS CLEARLY HOT BUT FOR SOME REASON NO ONE REALIZES IT UNTIL SHE LETS HER HAIR DOWN AND TAKES OFF HER GLASSES), WALKS BY, OVERHEARS STU AND TOMMY AND ENTERS THE CUBICLE.

LANA

Oh yes, Todd right?

TOMMY

Actually its Tom...

LANA

(Continuing, ignoring TOMMY's correction) S.J. told me you were starting today. (To STU) I'll take it from here, Stewie. (Said with childlike emphasis)

STU

(With a voice raised two octaves and dropping the "cool" pretense) Waste of my time...

TOMMY LOOKS CONFUSED BY STU'S SHIFTING PERSONA BUT HAS NO TIME TO CONSIDER IT FURTHER AS LANA STARTS LEAVING THE CUBICLE, MOTIONING FOR TOMMY TO FOLLOW. LANA AND TOMMY WALK THROUGH A TYPICAL NEW CAR DEALERSHIP SHOWROOM - PEOPLE IN CHEAP MONOCHROMATIC SUITS WALKING AROUND WITH CUSTOMERS, PEOPLE TALKING OVER DETAILS AT DESKS AND BEHIND GLASS DOORS, A FEW SALES PEOPLE AROUND A WATER COOLER TALKING, ETC.

LANA

S.J. had...something come up this morning and wanted me to apologize to you for his absence, but he promised (In S.J.'s voice) "it'll be worth it" so you can be sure there is some kind of disappointing surprise in store for you. I'd guess your face screen-printed onto a welcome sheet cake? Or maybe a dozen tiny you's on a dozen cupcakes.

(MORE)

LANA (CONT'D)

Anyways, you'll get used to S.J.'s antics, pretty much harmless if far too eager.

LANA TURNS AND STOPS, AS IF WITH THOUGHT, BLOCKING TOMMY FOR A MOMENT.

LANA (CONT'D)

Do I know you from somewhere?

TOMMY

No, I, I don't think so...I get that a lot though... I must have one of those faces! (Finished with too much enthusiasm to not be a lie)

LANA

Hmmm, okay. Maybe it's just that Mitt Romney-esque hair I'm feeling comforted by. Reminds me of a loving but mildly befuddled father figure I guess.

TOMMY

I have had repeated arguments with my hair on the downsides of writing off 47% of the country, so I see the comparison. (Smiles smugly)

LANA

Anyways, over there is the break room.

LANA POINTS TO RONDA (LATINO WOMAN IN HER MID 50'S, JUST AS LIKELY TO BE YOUR MOTHER AS TO KICK YOUR ASS IF YOU TELL HER SHE LOOKS OLD ENOUGH TO BE) HANGING OUT OF A WINDOW WITH A BIG "SERVICE" SIGN ABOVE IT, WHO ONLY STOPS HITTING A SALESMAN WITH A ROLLED UP SERVICE CONTRACT LONG ENOUGH TO SMILE AND WAVE AT LANA BEFORE RETURNING TO HER "LECTURE".

LANA (CONT'D)

RONDA over there is our service manager. Make sure you're nice to her if you want any of your "satisfied" customers to actually keep their cars.

TOMMY

Do we have a lot of issues with the cars we sell?

LANA

Officially, no. That's where RONDA comes in. Now come this way, lets play with live ammo.

I/E CAR DEALERSHIP LOT - AN ASPHALT PATCH IN DOWNTOWN LA - AFTERNOON, SUNNY

LANA AND TOMMY STEP OUT OF THE SHOWROOM AND ONTO THE LOT

LANA

So you ready? Show me what you got!

TOMMY

Just like, go out and talk to them? I know practically nothing about the cars or their... stats? (TOMMY looks at LANA then decides to try to impress her) Right. Okay yes, I've got this!

(MORE)

TOMMY (CONT'D)

They're just suckers for the  
sucking...taking...you know what I  
mean.

TOMMY STARTS TO HEAD OVER TO A COUPLE LOOKING AT A COUPE.

LANA

Wait, you forgot one thing.

LANA REACHES INTO HER POCKET, PULLS OUT A NAME TAG, AND TOSSES  
IT TO TOMMY.

LANA (CONT'D)

There, now you're official!

TOMMY

(Looking at name tag) Burt? I guess I  
can work with that, for now.

TOMMY ATTACHES THE NAME TAG TO HIS SHIRT AND WINKS, NOT  
REALIZING THIS WILL BE HIS FOREVER NAME TAG.

THE CAMERA MOVES TO SHOW LANA'S PERSPECTIVE. A FEW MOMENTS  
PASS, DURING WHICH WE SEE TOMMY CHATTING WITH THE COUPLE -  
THINGS SEEM TO BE GOING WELL! TOMMY GOES OVER TO A BOARD WITH  
DOZENS OF KEYS ON IT AND PLAYFULLY TOSSES A PAIR TO THE  
COUPLE BY THE COUPE. TOMMY STRUTS BACK OVER TO LANA.

TOMMY (CONT'D)

Well, would you look at that. Nailed  
it on my first try. Move over Elon  
Musk looks like there's a new genius  
in town.

LANA LOOKS DISAPPROVINGLY AT TOMMY.

TOMMY (CONT'D)

Now now, don't be jealous, just because I got them to take a test drive on my first try - and so quickly at that. I bet that has to be a record!

LANA CORSESSES HER ARMS AND CONTINUES STARING AT TOMMY.

TOMMY (CONT'D)

What, did it take you a while to land your first test drive? Happy to give you a few tips later, or we could do some role playing...

LANA

...Don't you think there may be something you forgot?(Changes her voice to sound as if she is narrating a nature documentary) And now we wait to see how long it takes the young cub to realize his terrible mistake. Let's watch...

A LIGHT FLICKS ON IN TOMMY'S MIND AND HE SPRINTS TOWARD COUPLE NOW REVING THE COUPE'S ENGINE.

TOMMY

Wait! Let me hop in and...

THE CAR BURNS RUBBER AND SPEEDS OFF THE LOT.

TOMMY (CONT'D)

...stop you from driving away in a  
brand new car without you even giving  
me your name...

LANA WALKS OVER TO TOMMY.

LANA

Now about those tips, Burt?...

CAMERA PANS OUT WIDE TO SHOW WHOLE LOT - TITLE SEQUENCE

END OF TEASER