

LEVENE

I'll tell you why I'm out. I'm out, you're giving me toilet paper. John. I've seen those leads. I saw them when I was at Homestead, we pitched those cocksuckers Rio Rancho nineteen sixty-nine they wouldn't buy. They couldn't buy a fucking toaster. They're broke, John. They're cold. They're deadbeats, you can't judge on that. Even so. Even so. Alright. Fine. Fine. Even so. I go in, FOUR FUCKING LEADS they got their money in a sock. They're fucking Polacks, John. Four leads. I close two. Two. Fifty per...

WILLIAMSON

...they kicked out.

LEVENE

They all kick out. You run in streaks, pal. Streaks. I'm... I'm...don't look at the board, look at me. Shelly Levene. Anyone. Ask them on Western. Ask Getz at Homestead. Go ask Jerry Graff. You know who I am...I NEED A SHOT. I got to get on the fucking board. Ask them. Ask them. Ask them who ever picked up a check I was flush. Moss, Jerry Graff, Mitch himself...Those guys lived on the business I brought in. They lived on it...and so did Murray, John. You were here you'd of benefited from it too. And now I'm saying this. Do I want charity? Do I want pity? I want sits. I want leads that don't come right out of a phone book. Give me a lead hotter than that, I'll go in and close it. Give me a chance. That's all I want. I'm going to get up on that fucking board and all I want is a chance. It's a streak and I'm going to turn it around.

(pause)

I need your help.

Pause.

WILLIAMSON

I can't do it, Shelly.

8.

Pause.

LEVENE

Why?

WILLIAMSON

The leads are assigned randomly...

LEVENE

Bullshit, bullshit, you assign them... What are you telling me?

WILLIAMSON

...apart from the top men on the contest board.

LEVENE

Then put me on the board.

WILLIAMSON

You start closing again, you'll be on the board.

LEVENE

I can't close these leads, John. No one can. It's a joke. John, look, just give me a hot lead. Just give me two of the premium leads. As a "test," alright? As a "test" and I promise you...

WILLIAMSON

I can't do it, Shel.

Pause.

LEVENE

I'll give you ten percent.

Pause.

WILLIAMSON

Of what?

LEVENE

Whatever I close.

WILLIAMSON

What if you don't close...?

9.

LEVENE

I will close.

WILLIAMSON

What if you don't? Then I'm fucked.
You see...? Then it's my job.
That's what I'm telling you.

LEVENE

I will close. John, John, ten
percent. I can get hot. You know
that...

WILLIAMSON

Not lately you can't...

LEVENE

Fuck that. That's defeatist. Fuck
that. Fuck it...Get on my side.
Go with me. Let's do something.
You want to run this office, run it.

WILLIAMSON

Twenty percent.

Pause.

LEVENE

Alright.

WILLIAMSON

And fifty bucks a lead.

LEVENE

John.

(pause)

Listen. I want to talk to you.
Permit me to do this a second. I'm
older than you. A man acquires a
reputation. On the street. What
he does when he's up, what he does
otherwise...I said "ten," you said
"no." You said "twenty." I said
"fine," I'm not going to fuck with
you, how can I beat that, you tell
me?...Okay. Okay. We'll...Okay.
Fine. We'll...Alright, twenty
percent, and fifty bucks a lead.
That's fine. For now. That's fine.
A month or two we'll talk. A month
from now. Next month. After the
thirtieth.

(pause)

We'll talk.