

BEANS audition sides – Jimmy + Mike

(MIKE checks his phone as he finishes a drink. JIMMY sees this after the umpteenth time and reacts.)

JIMMY

It's not gonna grow legs and walk away, bud. You expecting a call or something?

MIKE

Yeah. I just figured she'd call by now.

JIMMY

Oh, I see. You're new in town.

MIKE

What?

JIMMY

Figures, since I've never seen you in here before. You been here for hours, you got baggage, keep checking your phone. You're waiting on pins and needles, eating all my *snack mix*, and drinking the day away.

MIKE

Nah, it's—it's just my first time here. I walked past it a bunch but never came in before today.

JIMMY

Okay, first-timer.

MIKE

What's the deal with this place, anyway? Is it always empty all day?

JIMMY

Not a lot of folks around here when the Marriot's empty. Speaking of which, can I get you another?

MIKE

Yeah sure. Make it a double.

JIMMY

Sure thing.

(JIMMY pours MIKE a double, then pulls out his phone, taps the screen a couple of times, then puts the phone back in his pocket.)

Yeah, no conferences or conventions for another week or so. We get about three months of little to no traffic, then next thing you know, business.

(MIKE hears the word “business” and starts to get his second wind.)

MIKE

Business, huh? Exactly how much business?

JIMMY

Let’s just say it’s enough for this place to run for three months with little to none. Plus, I got the card reader on my phone that I use with an app, so we don’t even have to pay for registers, which also helps keep the lights on.

MIKE

Makes sense. Cost of using the app is probably cheaper than purchasing, maintaining, and replacing a POS.

JIMMY

Yup. World’s going cashless.

MIKE

Good to know. Thanks for the tip.

JIMMY

Don’t mention it. *(BEAT)* Say, what’s your trade? What do you do?

MIKE

Me? Oh, I’m just a contractor. Door-to-door.

JIMMY

Really? You know, I used to be a telemarketer.

(Desperate for a win, MIKE seizes the opportunity to control the conversation.)

MIKE

Funny you mention that because in my industry they're phasing out call centers. At least minimizing them. Cutting costs and replacing folks in call centers with tablets on the streets, so we don't have to call in to process a sale. Hell, even our retail stores have tablets and employees with card readers.

JIMMY

Sounds legit. What do you sell?

MIKE

Cable and internet packages.

JIMMY

Yeah? Which company?

MIKE

CastCom. This isn't really my quadrant, but I can make a sale pretty much anywhere. Who's your provider?

JIMMY

Eh, I got TantRum. No contract, cheap, itches the scratch, know what I mean?

MIKE

Well, I can show you some of what we offer and tell you how it stacks up against TantRum.

JIMMY

Ah, no thanks. I'm good.