

THIS SIDE OF THE COUNTRY

by

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EXT. PARKING LOT - PIPING HOT DAY

Both men are hot and bothered by the unrelenting heat wave.

JIM

If you will just give me a second  
Henry, just one second of your  
time, I promise you a life  
changing opportunity.

HENRY

How many times have I told you to  
get lost? Do I have to call the  
police? Scram!

JIM

Sir, please, I understand your  
sick of seeing my face but if you  
will just hear what I have to say,  
this one final time—

HENRY

If I listen to all you babble one  
last time you will leave me alone  
forever and ever?

JIM

For ever and ever.

HENRY

Damnit, then go ahead then.  
(looking at his watch) You have no  
more than five full minutes  
starting now.

JIM

Okay, great, okay...whew, no  
pressure. Haha. Okay. Henry, do  
you like shiny new toys?

HENRY

No.

JIM

Right. Name one thing that you  
love and it has to be  
materialistic.

HENRY

I'm not into materialistic things.

JIM

Car?

HENRY

Nope.

JIM

Your couch?

HENRY

Damn thing still kinks my back  
each Saturday and Sunday. No!

JIM

...your lawnmower...it's your  
lawnmower, isn't it? What kind of  
lawnmower do you have Henry?

HENRY

The kind you sit on.

JIM

I bet cruising around in your  
lawnmower is your only escape from  
this thing called life. I bet  
listening to the motor, having the  
breeze run across your face, no  
wife, no kids, no work, no  
nothing...just you, man and  
nature...the most satisfying time  
you can have with one hand on the  
wheel and the other on your beer,  
listening in to the good old  
golden oldies of rock and roll.

Henry checks his watch.

HENRY

Two minutes.

JIM

Oh to hell with it. Look, Mr.  
Walcott, I can't sell you. I must  
be the worst salesman this side of  
the country. Hell, maybe the  
whole damn country if you really  
want to look at my batting  
average. I haven't made a sale in  
one full year..been living off of  
peanuts and scraps just to take  
care of my family but I keep  
pushing ahead, keep believing that  
somehow I'll make the big score.  
But I know there's no big  
score...there's just you and me and  
about thirty seconds on my clock  
before you tell me to get lost.

Henry checks his watch.

Henry...give me the chance. It's pennies to you and a world of difference to me. I know I may sound like I'm asking for a lot but you will change my life and there's so much good I wish to do. Please, sir, just give me this chance and buy my product because if you do I am certain that it will make your life just as good as you can make mine.

HENRY

Time's up.

JIM

That's all I got.

HENRY

No sale. Now off my property and be gone. Don't ever let me see your lousy face again or next time I will phone the police and call Judge Wylan?

JIM

Yeah, I know all about Judge Wylan...

HENRY

How you know Judge Wylan?

JIM

He's my uncle, my wife's uncle technically. I'll head off...thanks for your time.

HENRY

Now hold on...this ah, this uncle of yours...you know him well?

JIM

We were just over his house for dinner this past Sunday. Cooks a mean steak I might add.

HENRY

Really?

JIM

Thank you for your time, Mr. Walcott.

HENRY

Now hold on, son. I'll tell you what. Bring that machinery round back so I can have another look at it. If it does what you say it can do, well, I may be inclined to purchase one or two, maybe even three of them off of you.

JIM

Is this a joke?

HENRY:

Son. Bring me those damn stoves. I'm serious about buying them.

JIM:

Why? You just told me to—oh, wait a second. You got it in for old Judge Wylan, do ya?

HENRY:

Perhaps we can strike a deal is what I'm saying.

Both men eye one another up.

JIM:

Alright, alright, I'm with that. I can roll with that.

HENRY:

Good. Meet me out back!