

# ***Wolf In Sheep's Clothing***

*by*

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Cast of Characters

JACK:

30's

BARBRA:

50's

Place

Company bar

Time

12:30 AM

Setting: Inside an inhouse company barroom.

At Rise: Barbra and Jack sit at the bar counter.

**JACK:** Barbra...this isn't helping your company.

**BARBRA:** It's helping *me*.

**JACK:** You are your company.

**BARBRA:** Don't you think I know it?

**JACK:** We didn't see this coming.

**BARBRA:** That's what hurts the most.

**JACK:** What does?

**BARBRA:** Seeing it coming.

**JACK:** You---

**BARBRA:** I knew, I knew. Saw it a mile away. I didn't want to believe it.

**JACK:** You knew she was a wolf in sheep's clothing?

**BARBRA:** Of course I did!

**JACK:** So why did you put us in this mess?

**BARBRA:** Jack...this is business.

**JACK:** Don't give me that! Why did we partner with them?

**BARBRA:** Because it gave us leverage! I knew she was a snake the moment I received the call. Call it instinct, a gut feeling. I knew instantly that she was out for blood, but I decided to play her little game because I saw opportunity.

I didn't pull us out of it in time and I must say, I fell for her charms...too many meetings that became like two old friends going out for drinks...sharing intimate tellings, building trust, all the while knowing deep inside myself that she was sharpening her knife.

Everything about this woman was wrong, but she was so damn good at being genuine that I wanted to believe she was out for my best intentions. I wanted to buy in to what I so desperately needed, personally. I soaked up all the attention she gave me like a teen having a first time crush. Shame on me...

**BARBRA:** (cont'd) I was vulnerable. I'm embarrassed to admit, she gave me what I needed and I lost myself in the fantasy.

I forgot about the company's needs. I put my own selfish needs over the company, over the people that work for me, and I did it to myself...she was only the key, I turned the lock.

And because I lent a blind eye to her proceedings, here we are, Jack. I'm sorry...

*That hurts more, way more, to know you didn't trust your intuition because of your own damn selfishness.*

**JACK:** We need to fight fire with fire.

**BARBRA:** They are too big, you know that.

**JACK:** They move slow.

**BARBRA:** They have enormous marketing budgets. We can't compete.

**JACK:** They have cracks in their walls. We can hit them where they're most weak.

**BARBRA:** But now we'll be playing their game and that's a game we will definitely lose.

**JACK:** We have to try.

**BARBRA:** We will lose, Jack!

**JACK:** Are you just going to give up? Everything you worked so hard for in your life...is this it?

**BARBRA:** I believe it so.

*Jack sighs. He fixes himself a shot and downs it.*

**JACK:** I've always been proud to work for you. You've always stood for an ideal that made me feel the world wasn't so bad. This company made me believe in something, it gave me hope again.

Before you hired me, I was in a dark place. I was depressed with the world and what I amounted to in my life. I must have sent out thousands of resumes, gone on hundreds of interviews and I couldn't catch a break.

I sometimes imagine what I would have done had I not been hired that day I came in for my interview with you...I still can't believe how lucky I was...I wasn't even supposed to be interviewed by you that day, but Rebecca got food poison during lunch and so we met and you did the interview with me.

**JACK:** (cont'd) I was a nervous wreck meeting you, but I kept it together, barely. I knew I wasn't qualified for the job, but as we spoke I realized how bad I wanted to work for you because of your energy. I felt good. I felt your warmth and I wanted to be part of that.

You changed my life. Literally. I was overdo on my car payments. I was about to get evicted. My girlfriend and I broke up. My father was dying. My life was a horror movie but you were a ray of light that beamed right through me that day.

You gave me a way out. You gave me a chance to be somebody again and I will forever be grateful to you for that.

...I never asked you this but why did you hire me?

**BARBRA:** I saw your potential.

**JACK:** You did?

**BARBRA:** Sometimes you can look at someone and see that if they just combed their hair, changed their shirt and bought new shoes, they'd be alright.

*They exchange smiles.*

**JACK:** You gave me my start.

**BARBRA:** You can work anywhere now, dear. You have knowledge, experience and contacts.

**JACK:** I know.

**BARBRA:** No need for you to stick around.

**JACK:** I don't want to go anywhere else.

**BARBRA:** Jack, I appreciate your kind words, but this is a dog eat dog world. If you've learned anything from me, you will see that.

**JACK:** That's not true. I've learned that you can build a strong business because you truly care. That if you have good values, people will embrace them and share them because those values matter.

**BARBRA:** We will be out of business within six months.

**JACK:** Is that a fact?

**BARBRA:** I looked over the numbers. Six months.

**JACK:** Then we have six months to turn this ship around.

**BARBRA:** How do you plan on doing that, Jack?

**JACK:** We need invention. If we are ever going to stand a chance against them, we need to innovate but innovate in such a way that we go deeper with what we're best at. Yes, they can imitate our format, do the things we do, but we provide high quality and high execution and our brand speaks for itself.

We can hold on to our share of the market and we can build long term. We need to look far out, not what's right in front of us.

You built a great company because you had a singular vision and you didn't stop at nothing to reach it.

We need to cast that vision out again and we need to become relentless in reaching it.

**BARBRA:** What do you have in mind?

**JACK:** We need to ramp things up.

**BARBRA:** How? We just lost half our team to them.

**JACK:** You told me when I first started this company you wore all the hats. You were the writer, designer, data analyst, graphic designer, social media expert and on and on. We need to double down, give each person who remains on the team more than one task. We need to divide and conquer our workloads and build from the inside out.

Over time we will grow in strength, if we put in the work and stay true to our original values, the same values that you injected into the foundation of this company.

**BARBRA:** I already have one foot swimming near a sandy beach, Jack.

**JACK:** I don't believe you. Not you. This company means everything to you.

**BARBRA:** I'm getting tired. I'm exhausted. It's a never ending battle that doesn't seem to ever come to an end. Maybe, it's time.

**JACK:** Barbra, you said we have six months. If we can't turn this thing around within that time frame than yes, we'll jump ship, but if we see that we're holding our own and we are in fact growing, don't you think we'd be on the right course?

**BARBRA:** It would need to be significant. My investors are already pressuring me and now I really don't know who is going to stick around.

**JACK:** Six months. We can do it in six months.

**BARBRA:** We will need to double our growth, Jack.

**JACK:** Right.

**BARBRA:** In six months? We haven't doubled our numbers in two years.

**JACK:** I'm willing to try. At least we can say we gave it our all, but I really believe we can do this.

**BARBRA:** Do you?

**JACK:** Yes!

**BARBRA:** Double?

**JACK:** Yes!

**BARBRA:** Deal.

*Barbra pours a shot for them both.*

We start tonight. Right now. Call everyone onboard and let's start now!

**END OF PLAY**