

THE SALESMAN

The setting: an office  
The time: the present

Discover THE CUSTOMER sitting at his desk. There is a knock at the door.

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CUSTOMER

Yes; who is it? Come in.

SALESMAN (enters)

Hi; my name's Nathan Fraser. I need just 60 seconds of your time to show you a terrific new pen.

CUSTOMER

Well, I'm kind of busy right now.

SALESMAN

Gee, that just leaves me 57 seconds. Here, take a look at this pen.

(He gives pen to Customer)

CUSTOMER

This looks just like an ordinary pen to me. I've got lots of these.

SALESMAN

Yes; it looks just like an ordinary pen. But it can write in four different colors. Here, let me show you.

(He takes pen and demonstrates)

Now, you try it.

(He gives pen to Customer)

*Black for ~~most~~ one thing  
Red for another  
Blue & green*

CUSTOMER

Well, that is pretty neat. I might be able to buy one. How much are they?

SALESMAN

This is your lucky day. With each one you buy, we throw in, at no extra charge, a brand new graphite pencil.

(Puts pencil on desk)

CUSTOMER

That's nice, but how much is the pen?

SALESMAN

Not only that, but if you buy ten, we will give you two extra, as a bonus. Plus a dozen pencils! You can use them as presents. Keep some here and take some home.

CUSTOMER

Gee, you are some salesman. What's your name again?

SALESMAN  
Nathan Fraser; I go to Green Acres School.

CUSTOMER  
And how old are you?

SALESMAN  
I'm five but I'll be six in January. Can I write you up for two dozen pens?

CUSTOMER  
Yeah, I guess I can use them eventually.

SALESMAN  
(Puts sales slip on desk)  
Great; now if you'll just initial this, I can have the pens here by FedEx tomorrow.

CUSTOMER  
Would you like to come work for me?

Curtain