

Moss: You don't *axe* your sales force.

Aaronow: No.

Moss: You . . .

Aaronow: You . . .

Moss: You *build* it!

Aaronow: That's what I . . .

Moss: You fucking *build* it! Men come . . .

Aaronow: Men come *work* for you . . .

Moss: You're absolutely right.

Aaronow: They . . .

Moss: They have . . .

Aaronow: When they . . .

Moss: Look look look look, when they *build* your business, then you can't fucking turn around, *enslave* them, treat them like *children*, fuck them up the ass, leave them to fend for themselves . . . no. (*Pause.*) No. (*Pause.*) You're absolutely right, and I want to tell you something.

Aaronow: What?

Moss: I want to tell you what somebody should do.

Aaronow: What?

Moss: Someone should stand up and strike *back*.

Aaronow: What do you mean?

Moss: *Somebody* . . .

Aaronow: Yes . . . ?

Moss: Should do something to *them*.

Aaronow: What?

Moss: Something. To pay them back. (*Pause.*) Someone, someone should hurt them. Murray and Mitch.

Aaronow: Someone should hurt them.

Moss: Yes.

Aaronow: (*Pause.*) How?

Moss: How? Do something to hurt them. Where they live.

Aaronow: What? (*Pause.*)

Moss: Someone should rob the office.

Aaronow: Huh.

Moss: That's what I'm *saying*. WE were, if we were that kind of guys, to knock it off, and *trash* the joint, it looks like robbery, and *take* the fuckin' leads out of the files . . . go to Jerry Graff. (*Long pause.*)

Aaronow: What could somebody get for them?

Moss: What could we *get* for them? I don't know. Buck a *throw* . . . buck-a-half a throw . . . I don't know . . . Hey, who knows what they're worth, what do they *pay* for them? All told . . . must be. I'd . . . three bucks a throw . . . *I* don't know.

Aaronow: How many leads have we got?

Moss: The *Glengarry* . . . the premium leads . . . ? I'd say we got five thousand. Five. Five thousand leads.

Aaronow: And you're saying a fella could take and sell these leads to Jerry Graff.

Moss: Yes.

Aaronow: How do you know he'd buy them?

Moss: Graff? Because I worked for him.

Aaronow: You haven't talked to him.

Moss: No. What do you mean? Have I talk to him about *this*? (*Pause.*)

Aaronow: Yes. I mean are you actually *talking* about this, or are we just . . .

Moss: No, we're just . . .

Aaronow: We're just "*talking*" about it.

Moss: We're just *speaking* about it. (*Pause.*) As an *idea*.

Aaronow: As an idea.

Moss: Yes.

Aaronow: We're not actually *talking* about it.

Moss: No.

Aaronow: Talking about it as a . . .

Moss: *No*.

Aaronow: As a *robbery*.

Moss: As a "robbery" ?! No.

Aaronow: *Well*. Well . . .

Moss: *Hey*. (*Pause.*)

Aaronow: So all this, um, you didn't, actually, you didn't actually go talk to Graff.

Moss: Not actually, no. (*Pause.*)

Aaronow: You didn't?

Moss: No. Not actually?

Aaronow: Did you?

Moss: What did I say?

Aaronow: What did you say?

Moss: Yes. *(Pause.)* I said, “Not actually.” The fuck *you* care, George? We’re just *talking* . . .

Aaronow: We are?

Moss: Yes. *(Pause.)*

Aaronow: Because, because, you know, it’s a *crime*.

Moss: That’s right. It’s a crime. It is a crime. It’s also very safe.

Aaronow: You’re actually *talking* about this?

Moss: That’s right. *(Pause.)*

Aaronow: You’re going to steal the leads?

Moss: Have I said that? *(Pause.)*

Aaronow: Are you? *(Pause.)*

Moss: Did I say that?

Aaronow: Did you talk to Graff?

Moss: Is that what I said?

Aaronow: What did he say?

Moss: What did he say? He’d *buy* them. *(Pause.)*

Aaronow: You’re going to steal the leads and sell the leads to him? *(Pause.)*

Moss: Yes.

Aaronow: What will he pay?

Moss: A buck a shot.

Aaronow: For five thousand?

Moss: However they are, that’s the deal. A buck a throw. Five thousand dollars. Split it in half.

Aaronow: You’re saying “me.”

Moss: Yes. *(Pause.)* Twenty-five hundred apiece. One night’s work, and the job with Graff. Working the premium leads. *(Pause.)*

Aaronow: A job with Graff.

Moss: Is that what I said?

Aaronow: He’d give me a job.

Moss: He would have to take you on. Yes. *(Pause.)*

Aaronow: Is that the truth?

Moss: Yes. It is, George. *(Pause.)* Yes. It’s a big decision. *(Pause.)* And it’s a big reward. *(Pause.)* It’s a big reward. For one night’s work. *(Pause.)* But it’s got to be tonight.

Aaronow: What?

Moss: What? What? The *leads*.

Aaronow: You have to steal the leads tonight?

Moss: That's *right*, the guys are moving them downtown. After the thirtieth. Murray and Mitch. After the contest.

Aaronow: You're, you're saying so you have to go in there tonight and . . .

Moss: *You.* (Pause.)

Aaronow: Me?

Moss: *You* have to go in. (Pause.) *You* have to get the leads. (Pause.)

Aaronow: I do?

Moss: Yes.

Aaronow: I . . .

Moss: It's not something for nothing, George, I took you in on this, you have to go. That's your thing. I've made the deal with Graff. I can't go. I can't go in, I've spoken on this too much. I've got a big mouth. (Pause.) "The fucking leads" et cetera, blah blah blah " . . . the fucking tight ass company . . . "

Aaronow: They'll know when you go over to Graff . . .

Moss: What will they know? That I stole the leads? I *didn't* steal the leads, I'm going to the *movies* tonight with a friend, and then I'm going to the Como Inn. Why did I go to Graff? I got a better deal. *Period.* Let 'em prove something. They can't prove anything that's not the case. (Pause.)

Aaronow: *Dave.*

Moss: Yes.

Aaronow: You want me to break into the office tonight and steal the leads?

Moss: Yes. (Pause.)

Aaronow: No.

Moss: Oh, yes, George.

Aaronow: What does that mean?

Moss: Listen to this. I have an alibi, I'm going to the Como Inn, why? Why? The place gets robbed, they're going to come looking for *me*. Why? Because I probably did it. Are you going to turn me in? (Pause.) George? Are you going to turn me in?

Aaronow: What if you don't get caught?

Moss: They come to you, you going to turn me in?

Aaronow: Why would I *do* it?

Moss: You wouldn't, George, that's why I'm talking to you. Answer me. They come to you. You going to turn me in?

Aaronow: No.

Moss: Are you sure?

Aaronow: Yes. I'm sure.

Moss: Then listen to this: I have to get those leads tonight. That's something I have to do. If I'm not at the *movies* . . . if I'm not eating over at the inn . . . If you don't do this, then *I* have to come in here . . .

Aaronow: . . . you don't have to come in . . .

Moss: . . . and *rob* the place . . .

Aaronow: . . . I thought that we were only talking . . .

Moss: . . . they *take* me, then. They're going to ask me who were my accomplices.

Aaronow: *Me?*

Moss: Absolutely.

Aaronow: That's ridiculous.

Moss: Well, to the law, you're an accessory. Before the fact.

Aaronow: I didn't ask to be.

Moss: Then tough luck, George, because you are.

Aaronow: Why? *Why*, because you only *told* me about it?

Moss: That's right.

Aaronow: Why are you doing this to me, Dave. Why are you talking this way to me? I don't understand. Why are you doing this at *all* . . . ?

Moss: That's none of your fucking business . . .

Aaronow: Well, well, well, *talk* to me, we sat down to eat *dinner*, and here I'm a *criminal* . . .

Moss: You *went* for it.

Aaronow: In the abstract . . .

Moss: So I'm making it concrete.

Aaronow: Why?

Moss: Why? Why *you* going to give me five grand?

Aaronow: Do you need five grand?

Moss: Is that what I just said?

Aaronow: You need money? Is that the . . .

Moss: Hey, hey, let's just keep it simple, what I need is not the . . . what do *you* need . . . ?

Aaronow: What is the five grand? (*Pause.*) What is the, you said that we were going to *split* five . . .

Moss: I lied. (*Pause.*) Alright? My end is *my* business. Your end's twenty-five. In or out. You tell me, you're out you take the consequences.

Aaronow: I do?

Moss: Yes. (*Pause.*)

Aaronow: And why is that?

Moss: Because you listened.