

**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 grad? (*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.