

HANG UPS – THE MUSICAL

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CAST OF CHARACTERS

MARTIN, late 20's, beleaguered Telemarketing Manager

MAX, 40's, an egomaniac with an equally large gut to match

COLIN, 20's, a wanna be standup comedian

CRYSTAL, late 20's, very sweet and naive

HARRY, 60's, elderly Jewish man with a bad memory

ED, 20's, a recent immigrant with boundless enthusiasm

TONY, 50's, he's the owner and he always gets what he wants

SETTINGS

Telemarketing Office

Tony's Office

ACT 1

INT. TELEMARKETING OFFICE- DAY

Situated around a plain, rectangular table are five non-descript chairs and 80's push button telephones. Various coffee cups and scattered paper is strewn over the table.

Sitting around the table are MAX, 40's, COLIN, early 20's, CRYSTAL, mid 20's and HARRY, late 60's. Standing beside the table is their Manager, MARTIN, late 20's.

MARTIN

(to the audience)

I don't know what I'm doing here. I'm single, 27, STILL live at home and work here so I can save up enough money to go back to college. Oh... I work for Golden Marketing Services- a sales and marketing company. Right now our project is telemarketing newspaper subscriptions for one of the local papers. Only we aren't allowed to say telemarketing. It's telesales!

TONY, the owner, early 50's, yells for Martin

OFF

TONY

Martin. Who are you talking to?

Martin ignores him.

One thing I've learned about telemar... I mean TELESALLES... is that people don't do it because they enjoy it. They do it because they have to- like me. But it's not so bad. I've had the same group of people here since I started. On the end is Max, my best salesperson- which he never lets anyone forget. What he lacks in modesty, he more than makes up for in sales.

Max hangs up the phone triumphantly.

MAX

Another one! If there was an Olympics for sales, I'd have won the gold, the silver AND the bronze!

MARTIN

Beside him is Colin- a high school dropout. Junior high to be exact. His dream is to become a standup comedian. However, his lack of sales isn't that funny.

COLIN

(on the phone)

And for today only, if you take a full 7-day delivery, I will personally act out the comics section. Hello... hello?

MARTIN

Beside him is Crystal. She's currently going to beauty school in the evenings. If you ask me, her sales technique could definitely use a makeover.

CRYSTAL

(on the phone)

Are you positive you don't want the paper? (pause) Then how about this year's latest hair style? You will just... hello?

MARTIN

And finally there's Harry. Harry used to be a top salesperson... around 30 years ago. These days he spends more time reminiscing about sales than actually making any.

HARRY

(on the phone)

Whaddy a mean you don't want the paper? If this were the 60's you'd be begging me to take it!! (pause) I know what year it is!! (pause) Hello?

MARTIN

Then there's my boss Tony. You've already heard him before. He says his management style is "old school". It's more like "reform school" if you ask me. Tony spent a couple of years in prison for beating up a former business associate. In fact-

TONY

OFF

Hey moron. Are you talking to yourself again?

MARTIN

I gotta go. Coming Tony!

Tony enters

TONY

Get over here ya numbskull. How can you expect to manage your guys when you're never around?

Walks over to the team and stands behind them.

TONY

Max buddy. How ya doing?

MAX

Hey, you know me. How's a Rolls Royce? How's a Mercedes? Poetry in motion

Everyone groans as he gives Tony a high five.

TONY

How about you Colin?

COLIN

Not so great to-

TONY

(interrupting)

Whaddy a mean not so great? I don't pay you morons not to get results. If things don't change soon, then things are REALLY gonna change. Get it?

Tony exits.

CRYSTAL

What do you think he meant by that?

HARRY

Twenty years ago when I had my own company, I would take out my best clients for dinner once a year. We'd order lobster, steak-

MARTIN

And your point is?

HARRY

Wait. What was the question again?

MAX

What it means is that Tony will can you jokers and he'll get me to start running things around here.

CRYSTAL

But not everyone can sell like Max.

MAX

Ya got that right toots! After all, there's only one me.

COLIN

I don't know. Another five pounds and you could be twins.

Max scowls at Colin.

MARTIN

Listen up guys. We have a new employee starting today but I can't remember his name let alone pronounce it. He's recently immigrated from Sri Lanka and thought I'd give him a tryout. Just try to make him feel like one of us okay?

Exits

COLIN

Why? What did he ever do to us?

MAX

Yeah, yeah. I've seen it all before and it never works out. The accent's too thick. People hate accents.

HARRY

Just a minute there. I remember 30 years ago the same thing happened with this guy I hired right off the boat from Korea. He had a PhD for Chrissakes. Barely spoke a word of English.

CRYSTAL

And through hard work and dedication he learned the language and became one of your top salesmen right?

HARRY

Nah. I fired him the next day. No one could understand what the hell he was saying.

Martin enters with ED, 30's.

MARTIN

Everyone. I'd like to introduce you to...uh... uh...

ED

Gurvinder Koomaswamy Neranjan Narayansingh. (BEAT) But you can call me Ed for short.

Everyone breathes a collective sigh of relief.

MARTIN

(clearing his throat)

ED... this is Max, Colin, Crystal and Harry.

COLIN

My real name is Colin but you can call me Rumpelstiltskin for short.

ED

Rum... Rumpestits...

COLIN

Colin works great too.

ED

Very well. It is your most sincere pleasure to meet my acquaintance.

MAX

I'm REALLY glad to see you!

The lights go off for a few seconds, indicating the passage of one hour.

Martin walks around the table with his clipboard in hand.

MARTIN

How many sales for you this hour Max?

MAX

Take a guess.

MARTIN

I don't have time-

MAX

Come on!

MARTIN

Two?

MAX

Uh uh.

MARTIN

Three?

MAX

Closer!

MARTIN

Four?

MAX

You got it Toyota!

MARTIN

Impressive!

CRYSTAL

Way to go Max.

MAX

Hey, what can I say? You know me.

What about you Colin? MARTIN

Guess. COLIN

Not again. MARTIN

Guess! COLIN

One? MARTIN

Uh uh. COLIN

Two? MARTIN

Not even close. COLIN

THREE???

Wrong again! COLIN

Then how many?? MARTIN

NONE! COLIN

Colin! You can't just- MARTIN

COLIN
(interrupting)

Starts shaking for a few seconds.

MARTIN

Are you alright??

COLIN

Yeah. No biggie. I just had an out of body experience that's all.

MARTIN

If your sales don't pick up you're about to have an out of job experience. How about your Crystal?

CRYSTAL

Nothing this hour. I'm really sorry. I'll try harder, I promise.

MARTIN

How about you Harry?

Harry goes through his papers and does some imaginary calculations while muttering to himself.

HARRY

NONE! But I was close.

MARTIN

Okay! Ed, how about-

HARRY

(interrupting)

You know Martin, I remember when I was your age.

Long beat.

MARTIN

AND?

HARRY

And nothing. I just remember when I was your age, that's all.

MARTIN

Fantastic. How about you Ed? I don't suppose you've managed to get anything considering you just finished training?

ED

I am most very pleased to announce that I have one sale.

MARTIN

That's fantastic.

CRYSTAL

Way to go!

COLIN

Awesome!

HARRY

You know, you remind me of myself when I first started in sales in 1947. Or was that '57?

MARTIN

Well Max. Are you going to say something?

MAX

What's to say? I knew the kid was a natural as soon as I heard him speak. I have an ear for talent. What can I say? It's a gift.

CRYSTAL

Really??

The others throw balls of paper at him in disgust.

As the lights fade to black we hear Harry speak.

HARRY

It was 1952!

ACT 1 SCENE II

As the lights are brought up, the team is hard at work except for Max, who has his feet on the desk while casually doing a crossword puzzle.

MAX

Hey Martin. What's an eight letter word for bowling?

MARTIN

Hmm.... Let me see.

Catches himself thinking about it and then knocks Max's feet off the table.

MARTIN

What do you think you're doing?

MAX

Nine across, why?

MARTIN

Let me re-phrase that. WHY are you doing what you're doing?

MAX

Easy pal. I've made my quota for the day. I'm just taking a little break, that's all.

MARTIN

Oh, is that all is it?

Unbeknownst to Martin, Tony was standing behind him all the time and listening to the entire exchange.

TONY

No! Let me tell YOU something! In my office... NOW!

Tony and Martin go inside the office while the gang slowly make their way to the door and try to listen from the outside.

INT. TONY'S OFFICE

TONY

What are you doing?

MARTIN

Trying to find out why Max was doing a crossword puzzle on the job.

TONY

I mean what are you doing period? Your sales stink. Yet, you're worried about your best guy taking a break? I don't give a you-know-what if he reads the horoscopes in his friggin' underwear.

MARTIN

But Tony!

TONY

Don't "but Tony" me! I'm gonna give you till the end of the week. If your guys don't make quota then I'm gonna get Max to do your job and hire some people who know how to sell!

MARTIN

But they've never made quota!

TONY

Not my problem moron! But for starters, leave him alone. As long as he's producing, pamper him. Kiss his butt if you have to. But keep him happy. 'Cause without him, you're toast. It's the other fruit loops you gotta worry about!

Max, who was listening to every word through the door, rushes back to his seat along with the others. Martin and Tony leave the office with Martin in a bit of a daze.

MAX

Hey Martin old pal. My throat's feeling a little dry. Would you mind getting your very best salesperson a cold drink? A diet cola would be nice, please and thank you!

MARTIN

What? Why you little-

MAX

(interrupting)

I'm sorry. Were you saying something?

MARTIN

Yeah. Kegeling.

MAX

Excuse me?

MARTIN

An eight letter word for bowling. Remember? Okay guys. Lunchtime!

Everyone pulls out their lunches from under their desks and start eating and drinking while Max and Ed read a newspaper. Without warning, KING, 50's, Asian, wearing a white shirt and apron rushes in angrily. Blood is on his mind!

KING

There you are Colin. And now I kill you!

MARTIN

King! What's going on?

KING

(waving his cleaver erratically)

What going on? I tell you what going on. Today, I chop Colin into pieces!

MARTIN

Why?!

KING

Why?! Every day he come in. Order burger, fries, drink. Burger fries, drink. When it come time to pay he say next week. And then week after. And week after that. No more weeks. No more life!

HARRY

(opens up his wallet)

How much does he owe you for crying out loud?

KING

Two hundred and thirty-two dollars and forty-three cents. And not include tip!

Harry quickly closes his wallet and goes back to eating his lunch.

COLIN

Wait a sec Kingy, I'll write you a cheque.

Colin reaches into his wallet and pulls out a cheque which he signs and gives to King.

KING

Took long enough. All forgiven.

COLIN

You're a pal. So how about making me my usual?

KING

(laughing)

Burger fries and drink ?

COLIN

You read my mind!

KING

Okay. Be ready in minute.

King exits.

CRYSTAL

That was scary Colin!

MAX

Since when do you just happen to carry cheques in your wallet?

COLIN

Are you kidding me? I never leave home without 'em!

MARTIN

But that's a lot of money to pay out at once.

COLIN

Pay? Who said anything about pay?

CRYSTAL

But you just gave him a signed cheque didn't you?

COLIN

Yeah! But I didn't say whose name I signed.