

"HONEST SALESMAN"

by

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EXT. USED CARDEALSHIP - DAY

ARNOLD is shopping for a used car and is busy checking out a 2002 Honda Civic when JAY, the salesman, approaches.

JAY

Welcome to Ultra-Average Used Cars!  
(Holds out his hand)  
Jay Sellsmore.

Arnold grabs it and shakes.

ARNOLD

(Introducing himself)  
Arnold Blake.

JAY

Looking for a reliable car, Arnie?  
Something with low mileage and rear  
suspension. The kind of car that can  
take you to work and back without a  
single worry crossing your mind.

ARNOLD

That's right.

JAY

Well, you've just found your car.  
**(ZAP!)**

Jay jerks his whole body awkwardly and comically, as if he just got zapped with electricity.

JAY (CONT'D)

(Pretending nothing happened)  
So, what say we open this baby up?

ARNOLD

Um, are you okay?

JAY

Oh, that, just a small tick I have.

**(ZAP!)**

There it goes again!

**(ZAP!)**

ARNOLD

I'm sorry, there's no way that's a tick.

JAY

Shoulda known I couldn't pull a fast one on you, Arnie! No ticks. Those were just a few stings of the old electric collar.

Jay pulls down his collar to reveal a collar around his neck.

JAY (CONT'D)

New government law forces us to wear one. It's supposed to zap us whenever we tell a lie.

ARNOLD

Really?

JAY

Yep, but I wasn't lying to you before, it's just that my collar's a little defective.

**(ZAP!)**

So, what say we take a look inside?

Jay enters the car and sits on the passenger seat while Arnold sits on the driver's side.

JAY (CONT'D)

You are looking at newly upholstered seats fifteen years ago, a powerful am/fm radio that picks only the best scratchy, incomprehensible radio stations around, and power locks that you get to open and shut by hand!

ARNOLD

Power locks by hand, but--

JAY

(Interrupting)

Let's not forget the efficiently warm air conditioning system.

ARNOLD

Warm air conditioning? But that's bad!

JAY

Not if you're cold, Anrie. Now, let's take a look at the engine.

Jay exits the car and Arnold follows. Walking by them is WADE, another salesperson, with his head hung low.

JAY (CONT'D)

Hey Wade! Why so glum?

WADE

It's my wife. She's been acting funny lately, and sometimes I have a hard time getting ahold of her. Do you think she's up to something?

JAY

No clue.

**(ZAP!)**

WADE

What was that?

JAY

Nothing.

**(ZAP!)**

WADE

Oh my god, you know something! Have you seen my wife?

JAY

Not really.

**(ZAP!)**

WADE

Have you been talking to my wife?

JAY

No. Not talking. Much.

Wade waits for the zap to come, but it never does, implying that Jay has been doing something other than talking. The realizes

JAY (CONT'D)

We're gonna have a talk after work, aren't we?

Wade starts walking away with a demented look on his face.

WADE

Oh, yeah.....

Wade exits.

JAY

(To Arnold)

Sorry about that, Arnie. Work stuff, you know how it is.

ARNOLD

Um, sure... I, uh, have a question. Can you tell me if the car has been in any accidents?

JAY

Accidents?

ARNOLD

That's right.

JAY

Well, it depends on what you mean by accidents. A toddler poops and pees in his pants, that's an accident. That's never happened in this car.

ARNOLD

No, I mean *car* accidents.

JAY

Don't be silly, Arnie. Cars can't poop or pee! Now about this engine.

Jay opens the hood.

JAY (CONT'D)

It purrs like a emphysemic kitten.

ARNOLD

Emphysemia? Wait a second.

JAY

(Ignoring him)

And there's enough horsepower here to pull an wide load shopping cart.

ARNOLD

Now wait here! All the things you're saying sound good but they're really bad.

JAY

No they're not.

**(ZAP!)**

This is a great car.

**(ZAP!)**

(MORE)

JAY (CONT'D)  
 Worth every penny.  
 (ZAP!)

Jay forces himself to talk through the pain as the collar continuously zaps him for the lies that spill out of his mot.

JAY (CONT'D)  
 (While getting ZAPPED!)  
 You'll be nothinnnggggg but  
 satisfieeedd with this carrrr if my  
 nammmmmeeeee issssssn'ttt Jayyyyyyy  
 Sellsssmmoorrree.

Finally, it stops and Jay tries to catch his breath.

ARNOLD  
 Did you just lie?

JAY  
 Did you?

ARNOLD  
 Wait, what? No. I just asked a question.

JAY  
 So did I.

ARNOLD  
 This is ridiculous. I've had enough!

Arnold starts walking away when Jay falls to his knees.

JAY  
 No, wait, stay, please! I'm desperate.  
 This collar hasn't let me sell a car in  
 months. All my bills are overdue.  
 Listen, I'll be honest with you. This  
 isn't the best car. It's been in 3  
 accidents, none of the amenities work,  
 and it probably won't run for more than a  
 year. But on the plus side, I can give  
 it to you for 3,000.  
 (ZAP!)  
 Okay, 2!

Jay breaks down crying, the tears of a desperate salesman.

ARNOLD  
 Okay.

JAY  
 Okay?

ARNOLD

Yeah, I'll take it. The price is good  
and I was looking for a fixer-up anyways.

JAY

That's great! That's more than great!  
That's great great!

Jay gets up and puts his arm around Arnold.

JAY (CONT'D)

Right this way and we'll sign all the  
paperwork.

They start walking toward the office.

JAY (CONT'D)

Can I interest you in the extended  
warranty? Worth every penny!

**(ZAP!)**

THE END