

The Recruiters...

A Sitcom for TV, Radio or Stage.

In Six 30 Minute Episodes.

Written by Robert Salisbury

Episode One

“Career Opportunities”

The Recruiters... Episode One: Career Opportunities

SETTING The offices of Phillip Banks Recruitment Agency, on the second floor of a Serviced Offices Business Centre in Sydney CBD.

CAST **Bob Hachett** (40ish)
Phillip Banks Manager. Hard worker. Struggling. Worried. Estranged wife, who still lives in England. Relationship not explained. Been in Australia for many years.

Steve Hopewell (mid 20's)
Has degree in Marketing. Reads self-improvement books, with business angle. Dreams of running own company. Lazy, but loyal. Succeeds despite himself. Joins Phillip Banks as trainee Recruiter.

Asher Rodbridge (30's)
American. Attempts poor Aussie accent. Sneaky worker. Works in connecting office. Recruitment consultant. Womaniser. Rule breaker.

Todd Greenwald (late 40's)
Stutters. Drinks. Married. No children. Wife belittles him. She has affairs. Confides in everyone. Especially Bob. Phillip Banks Accountant.

Stephanie Wong (32)
Chinese Australian. Career woman at Professional Personnel. Object of Bob's unrequited affections. Fitness fanatic. Bridge walker and sea kayaker. Successful. Likes to ask leading questions about suitability of partners for marriage.

Janelle Hilditch (22)
Receptionist for Phillip Banks and other companies at Business Centre. Hopeless at everything given to do. Talks to friend Kaila on phone a lot.

Daniel
Corporate client wanting staff.

Warren Bourke
Slow talking, from Bush. Assistant Warehouse Manager looking for a career change.

Lauren Matisse
Candidate seeking work. Annoyed with Recruiters.

Receptionist
On reception at clients building – busy – not wanting small chat. 120 Kent St.

Security Guard
Heavy handed security at 120 Kent St. who attempts to eject Bob from Reception.

Episode One 'Career Opportunities'

Location PHILLIP BANKS OFFICES, SECOND FLOOR OF SYDNEY BUSINESS CENTRE.

Scene # 1 Bob sat at desk, on the phone with computer in front of him.

BOB

Hi. Daniel. Made a decision? Can we offer someone a job?

DANIEL

We've had a re-think, Bob. We're going to scrub \$65,000 and offer \$55.

BOB

But we've interviewed over 30 candidates and told everyone \$65.

DANIEL

I know, I know.

BOB

We've down to the last 2 candidates.

DANIEL

Ah nothings been decided. Offer 55. See how it goes down?

BOB

Like a brick in a swimming pool.

DANIEL

Ah look, if you don't want the business I can offer it to another recruiter.

BOB

Daniel, Daniel. I've been working on this for two months. Not to mention all the advertising we've paid for.

DANIEL

Not my problem.

BOB

OK, setting aside salary, who do you prefer, Pete or Francesca?

DANIEL

They're not really up to our standard mate.

BOB

At 65 this is the standard. The rate for this position is 70.

DANIEL

So you're telling me Phillip Banks can't help?

BOB

No. Look, I'll try.

DANIEL

I gotta go. [Hangs Up].

[Bob slumps down into his chair.]

----- **END OF SCENE** -----

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Scene # 2 Bob has his ear to the door of his office. Bob snatches open his office door as Stephanie passes in corridor carrying 2 glasses of water.

BOB

Stephanie! What a coincidence. How's life at Professional Personnel?

STEPHANIE

[Offers Bob confident smile.]

Oh hi. How's it going?

BOB

Candidate coming in?

STEPHANIE

Might have..

BOB

Got some jobs then?

STEPHANIE

What about you? You seem quiet.

BOB

Oh, busy... Eh, about that drink?

STEPHANIE

Sorry Bob, must go.

[Bob watches Stephanie exit down corridor.] [Steve enters, reading names on doors.]

BOB

Looking for someone?

STEVE

Professional Personnel.

BOB

Ah. What job have you come for?

STEVE

Marketing Assistant.

BOB

Working for who?

STEVE

They didn't say.

BOB

They're down the corridor.

STEVE

Thanks.

[Exit Steve down corridor]

----- **END OF SCENE** -----

Scene # 3 Corridor. Steve walks from deep in Corridor. Phillip Banks doors swings open

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suddenly in Steve's path.

BOB
Stephanie! What a coincidence... Ah. How d'it go?

STEVE
Not too good.

BOB
Didn't get the job then?

STEVE
No.

BOB
Still looking?

STEVE
Yeah.

BOB
Well what are we doing here? Step this way. [Bob stands aside.]

[Steve enters office. Door closes. Close up of sign: Phillip Banks.]

----- **END OF SCENE** -----

Scene # 4 Phillip Banks office. Two desks with computers, window. One connecting door.

BOB
Take a seat.

STEVE
Thanks. Here's my Resume.

[Steve hands over his Resume. Bob flicks through it.]

BOB
So you're looking for a temporary role.

STEVE
Permanent.

BOB
Right, right.

STEVE
I studied Marketing at Uni and have work experience. Do you have anything?

BOB
As at matter of fact I think I might.

[Knock at internal connecting door]

BOB
Come.

[ASHER enters from interconnecting door]

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ASHER

[strong American accent.] Hi Bob. How's it go-in?

BOB

Asher. This is... sorry what's your name?

STEVE

Hopewell;. Steve Hopewell.

ASHER

G'day mate.

BOB

Meet Asher.

STEVE

Hi.

BOB

.... He's American.

ASHER

Bob I need that Assistant. I don't care how dumb they are. Anyone. Just get them soon.

BOB

Right.

ASHER

Nice meeting ye's.

[Asher exits through internal connecting door]

STEVE

I was thinking maybe an Advertising Agency or a Marketing House.

BOB

The best way to the top, is to start at the bottom. You know why?

STEVE

No.

BOB

Because which ever way you go, you'll never go down.

STEVE

Hm...

BOB

Take the recruitment industry...

[voice fades]

----- **END OF SCENE** -----

MUSIC TO DENOTE PASSING OF A DAY...

Scene # 5 Bob by himself at desk. Listening to 'talk' on the internet. Knock at door. Bob switches off talk.

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BOB

Come in.

[Door opens. Enter Steve. Closes door.]

STEVE

Morning.

BOB

Hey you don't have to knock. This is where you work now.

STEVE

I thought it might be best on my first day.

BOB

Open door policy means you're approachable. [Bob slurps his tea] It's part of a Recruiter's credo. Along with Honesty and Integrity.

[Knock at the door]

Er. Can you see who that is? If its Mike, I'm not here.

[Steve opens the door.]

STEVE

Hi.

STEPHANIE

What are you doing here?

STEVE

I work here now.

BOB

Stephanie? Is that you? Come on in.

[Steve opens the door. Bob rises from his seat with tea in hand.]

STEPHANIE

I didn't know you knew Steve?

BOB

Oh he's joined Phillip Banks.

STEPHANIE

So I see.

BOB

To what do we owe the pleasure?

STEPHANIE

You look busy. I'll leave it till later.

[Stephanie exits to corridor.]

BOB

Excuse me Steve.

[Bob follows with tea in hand.]

----- END OF SCENE -----

Scene # 6 **Bob enters tearoom, [off corridor] with tea in hand and Stephanie by fridge.**

BOB

Is this the delightful Stephanie I see before me, in the tearoom. Listen, was it about the drink?

STEPHANIE

It was.

BOB

Well I can do any night this week.

STEPHANIE

Someone has been using our milk. It is clearly marked Professional Personnel.

BOB

Oh no. They haven't been using your milk again have they?

STEPHANIE

I thought we agreed that we wouldn't pinch each others milk?

BOB

Absolutely. Use ours...

STEPHANIE

I don't see any milk in the fridge with Phillip Banks on it.

BOB

Really? [Bob moves closer to Stephanie, beside fridge.] What about that?

STEPHANIE

[Peers into carton] Its turned to yoghurt.

BOB

Add some blueberries.

STEPHANIE

[Stephanie gives Bob a dirty look] Not funny Bob.

BOB

What about the eh?

STEPHANIE

Later.

[Stephanie exits down corridor.]

----- END OF SCENE 6 -----

Scene # 7 **Bob and Steve at their desks in the office.**

BOB

You see Steve, first rule of recruitment is know your client, know your candidate.

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STEVE

Which comes first? The client or the candidate?

BOB

Ah. We're paid by the employer, so it is their needs that we serve.

STEVE

So we put the client first?

BOB

That makes it sound one sided. Its more a case of matching the two parties.

STEVE

But if there's a dispute, whose side do we take?

BOB

Whoever is right.

STEVE

So it depends on the case?

BOB

No. The client is always right, so we support them. Now then.

[Bob picks up phone and dials]

This is the best part of the job. Telling the lucky candidate they've got the job... Hi Rosalind. It's Bob here... Bob Hachett from Phillip Banks... the recruitment firm.... yes the one on the second floor with no lift... I know. Its a listed building, so no lifts I'm afraid. Yes. They are steep aren't they. Listen I've got some good news.... Oh yes... You've what?... When? Well done. Yes. You too .. All the best.

STEVE

She been offered another job?

BOB

Yes. But ah! Always be prepared. Dib, dib, dob, dob.... Cub were you?

STEVE

Not really.

BOB

dob - Do our best. Dib - Do I eh.. Anyway. Have a back-up.

[Dials again. Pause]

Hi Pacharandi Garamsekaram? Yes, yes. Bob. No that's my name. Bob, Bob Hachett... With a 'ch' sound in the middle. Ha-chett. Thats right. I've got some good news for you. Good news... G-o-o-d N-e-w-s. You've got the job... Job. No that's my name, Bob. You've got the job. ... [pause] I thought you had a visa? .. I see, I see. She had the visa. Well I hope things work out for you... And if not drop me a line when your back in Mumbai... Well its a bit difficult to accept the job under the present conditions. I'm not sure you could start on Monday. Can I call you back. Yes. I promise. OK. You to.

[Replaces receiver. Taps on desk. Long pause.]

Time for a cup of tea I'd say.

STEVE

Do you have coffee?

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BOB

Would you prefer coffee?

STEVE

Ah well. If you've got it?

BOB

Sure. How do you like it?

STEVE

Oh. Just a skinny, flat, soy, decaf with Sweet and Low.

BOB

Sorry?

STEVE

Skinny, flat, soy, decaf with Sweet and Low.

BOB

Perhaps we should go out for a drink.

[Knock on interconnecting door. ENTER Todd.]

TODD

Can I have a w-word?

BOB

I'm a bit busy now Todd.

TODD

How ye doin? My name's T-odd. [offers hand to Steve.]

STEVE

Steve. [They shake hands]

BOB

Can I introduce you later Todd?

TODD

Arrh. [lets out deep sign] W-w-women. Aye?

BOB

Well better be...

TODD

God damn women! F-f-f-f-f.

BOB

Todd!

TODD

Females! She's seeing another man.

BOB

Todd not now.

TODD

She says he can s-s-satisfy her.

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BOB

That's terrible. Not now. [pointing at Steve behind his hand]

TODD

Its just that she says he's... he's ek-ek-citing in bed. [turns to Steve] .

BOB

Have you been drinking again Todd?

TODD

She says he f-f-f-f.

BOB

Oh, God.

TODD

Found her on the internet. The b-b-b-

BOB

Todd!

TODD

Boy next door says he sees him visiting in the daytime.

BOB

She left you again has she?

TODD

Oh no, no. She's at home.

BOB

That's good. That's the main thing. She. Your lovely woman is at home.

TODD

With him. [looks at his watch] Right now. He c-calls around when I'm here.

BOB

Steve, would you like that coffee?

TODD

Then they d-do it. In the living room.

STEVE

Eh, Yes.

TODD

On the c-c-c-carpet. Do you think she does it to tor-to-torment me?

BOB

Right we're going out for a coffee now.

TODD

She says he t-ties her up?

BOB

Maybe you should try tying her up?

TODD

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I did once. She said she preferred it if she t-tied me up.

BOB

Did it work?

TODD

I don't know. She went shopping... Left me t-tied to the bed.

BOB

Right Todd, we're going out for a coffee. See you later.

TODD

Nobody c-cares. [Breaks down]

[Todd collapses onto a chair and hangs head in hands.]

BOB

Oh rubbish. We care. Don't we Steve?

TODD

She's let me down. Hasn't she?

BOB

Yes Todd.

TODD

I ap-p-preciate your honesty Bob. She's a hard woman.

BOB

She's hard.

TODD

I should throw her out.

BOB

You should throw her out.

TODD

I should sh-show her the door.

BOB

Show her the door.

TODD

She's a t-tramp.

BOB

A tramp!

TODD

But she's.

BOB

A slut!

TODD

My wife and I love her.

BOB

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Yes, of course you love her.

[Bob lays a comforting hand on Todd's shoulder.]

Todd. We're going out now. Say goodbye to Steve.

TODD
Bye Steve. Nice to meet you.

STEVE
Nice to meet you.

TODD
Todd Greenwald, Ac-counts.

[Todd Shakes Steve's Hand. Steve And Bob Exit]

STEVE
Look I don't want to put you to any trouble. You guys normally go out for coffee?

BOB
We do have our own tea room, at the end of the hall. I'll show you if you like?

Music... Bob and Steve enter the tearoom.

BOB
This is it. Toilets – male female. Kettle. Tea in the cose. Milk in the fridge.

STEPHANIE
Giggles.

BOB
And this is the new swear box. Did you,

STEPHANIE
Oooo...

BOB
Did you hear something? Coming from the female toilets.

STEPHANIE
[From inside toilet]
I'd like to get my hands it.

ASHER
[From inside same toilet]
Here let me help.

STEPHANIE
[From inside female toilets]
Oh, its quite hard.

BOB
Is there someone in there? Asher? [Knocks on door to toilet] You in there?

Fumbling and the female toilet opens.

ASHER
Bob.

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BOB

What are you doing in there? Is that you Stephanie?

STEPHANIE

You are good with your hands Ash. Hi Bob.

BOB

Stephanie?

STEPHANIE

See you later.

ASHER

OK, Stephe.

BOB

Stephie!

ASHER

What's the matter Bob, you look flustered.

BOB

What were you doing in there?

ASHER

Oh... nothing much. Bit of plumbing. What you got there Bob?

BOB

The new swear box.

ASHER

Oh we're not having one of those bleep things.

BOB

That'll be 1 dollar.

ASHER

Get bleep.

BOB

Two dollars.

ASHER

I'm not giving you a bleep thing.

BOB

But you just said bleep and bleep.

ASHER

Now you owe 2 dollars.

BOB

No I don't.

ASHER

You just said bleep and bleep. That's 2 dollars.

BOB

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That's another 2 dollars.

ASHER

No bleep way.

BOB

Yes bleep way. And that's another dollar.

ASHER

That doesn't count, bleep isn't a swear word?

BOB

Is.

ASHER

Get bleep. Steve is bleep a swear word?

STEVE

I believe so.

ASHER

Well I'll be bleep.

BOB

Another 4 dollars. So just bear in mind, bleep, bleep, bleep, and bleep are all 1 dollar. And bleep is 2 dollars.

ASHER

Why is bleep 2 dollars?

BOB

Because its explicit. That's 6 you owe. Do you swear Steve?

STEVE

Sometimes.

ASHER

Oh yeah what do you tend to say?

STEVE

Oh, you know, sometimes bleep or bleep. But rarely the two dollar one.

ASHER

Whose bleep stupid idea is it anyway?

BOB

Phillip's. All the money goes to charity.

ASHER

How much have we got in the box?

BOB

Around 700 dollars.

STEVE

How often do you empty it?

BOB

Only once, at the end of the day.

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ASHER

Better get back to it. [Asher leaves]

BOB

Hmm. He was probably just looking at the plumbing with eh... Wouldn't you say?

STEVE

Errmmm.

BOB

Yep. Looks that way. Nothing else.

----- END OF SCENE -----

SCENE # 8 Music to denote passing of time.

BOB

Right I have to go out to a meeting. You know what to do?

STEVE

50 calls.

BOB

Any questions?

STEVE

Will I get to meet Phillip Banks?

BOB

He's based in London. But you'll probably get a phone call. Welcoming you to the firm. [pauses] By the way, did Todd give you those Final Figures?

STEVE

[Noise of uncrinkling paper] Thirty-two thousand and seventeen dollars.

BOB

Yes!

STEVE

Sorry, *minus* thirty-two thousand and seventeen dollars.

[Bob takes paper off Steve].

BOB

Phfff! We need more billings.

STEVE

I've just been reading, 'THINK BIG, STINK BIG' by Charles Plenty.

BOB

And...

STEVE

Its all about wealth creation and breaking out of the small mindedness that financially traps us.

BOB

Go on...

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STEVE

He says, that to get more Sales, you need more clients.

BOB

Yes..

STEVE

He says, the first thing you have to do, is 'speculate to accumulate'.

BOB

How do you do that?.

STEVE

I don't know. The book was over due so I took it back.[pause] Its 20 cents a day for over due library books. I'm reading his next book now, 'MAKE A MILLION EVERYDAY'

BOB

If he could make a million everyday, why would he write a book?

STEVE

He says that everyday is an opportunity.

BOB

And today is yours. You know how many calls to make, don't you?

STEVE

50.

[Phone rings. Bob picks it up.]

BOB

Right. Excuse me. Bob Hachett, Phillip Banks.

LAUREN

This is Lauren Matisse. You asked me to call you about a job.

BOB

Yes Lauren, thank you for calling.

LAUREN

Have you read my Resume?

BOB

Yes, yes I've read your resume.

[searches amongst huge pile, which spills onto the floor.]

LAUREN

How much does the job pay?

BOB

That will depend on experience, but I can say that it comes with a generous package.

LAUREN

I'm looking for a job, not a boyfriend... I'm not interested below \$80,000

BOB

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Fair enough. Let me...

LAUREN

Who are they anyway?

BOB

They've asked me not to divulge their name.

LAUREN

How can I be expected to consider the job if I don't know who they are?

BOB

Good question.

LAUREN

You haven't got a job have you?

BOB

Of course we have.

LAUREN

I mean you're not just fishing around like all the other recruiters.

BOB

Fishing? Me? Noooo. There's a job.

LAUREN

What's the job title?

BOB

What job are you looking for?

LAUREN

What job have you got?

BOB

Well we've got lots of jobs.

LAUREN

Such as?

BOB

Ooo... Sales person...

LAUREN

Selling what?

BOB

Hmm... media related... eh, things.

LAUREN

Things?

BOB

Concepts.

LAUREN

You don't have any jobs do you?

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BOB

We have jobs. Perhaps if you'd like to come and see me I could let you know more.

LAUREN

Goodbye....

BOB

(Bob replaces receiver.) I'll be back before 3. So you've got a good few hours. OK?

STEVE

Got it Bob.

BOB

Oh and if Mike calls in, I'm away... eh, back next week.

STEVE

Next week before 3.

BOB

No, before 3 today. Back next week for Mike.

STEVE

So he can catch you at 3 today, or next week.

BOB

No. I'm not here till next week.

STEVE

Your away?

BOB

Yes. Till next week.

STEVE

So your just picking things up at 3.

BOB

What things?

STEVE

For Mike.

BOB

Look.... If Mike calls I'm not in. OK?

STEVE

Sort of.

BOB

Right.

STEVE

Oh and Bob, what jobs have we got?

BOB

None.

STEVE

Oh.. one more thing, I did a search on Google for our website last night. It

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wasn't there.

BOB

Tch! These websites are useless.

STEVE

Thats like having a book in the library that isn't indexed.

BOB

At least you can read a book. Or in your case the first chapter. Anyhow recruitment is all about using the phone.

STEVE

But we advertise on the job sites don't we?

BOB

Sure. But all the good candidates are found by networking. Which is what I should be doing now. You know what to do? 50 calls. You'll probably only get through to 10 decision makers. Out of which maybe 5 will be interested. 1 or 2 will offer you a job.

STEVE

Ever had a blank day?

BOB

Happens.

STEVE

Sweet. Bob?

BOB

Yes?

STEVE

I won't let you down.

[Bob EXITS.]

----- **END OF SCENE** -----

Scene # 9 Steve is at his desk, with phone and computer.

STEVE:

[Steve dials]

Hi, Steve Hopewell here, from Phillip Banks....
We're Recruiters.... Hello?

[Replaces receiver. Lifts receiver. Dials.]

Tch! 2. 4.

[Hangs up. Dials.]

Hello? Tch. 'enquiries'... 'yes'...

RECORDING

Your call is important to us. ...

STEVE

Hello? Hello?

RECORDING

We apologise for keeping you waiting...

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[Steve taps desk and whistles]

Yes.... Hi. Yes, I can wait....

Hi. Its Steve from Phillip Banks calling... Yes that Phillip Banks... Wondered if you needed any staff?... Its not meant to be funny... Hello?

[Phone rings.]

Hello Phillip Banks... No we're Phillip Banks... No we are. Oh. Mr. Phillip Banks? Eh I'm Steve Hopewell, joined today... Oh thanks. You're phoning from London?.. Its a really bad line..ok, bye.

[Steve puts down receiver.]

----- **END OF SCENE** -----

SCENE # 10 Bob walks in to reception of office block, off busy city street. Heads to reception.

BOB

Good morning. Its a wonderful day.

RECEPTIONIST

Can I help you?

BOB

Bob Hachett from Phillip Banks, I have an appointment to see David McAllister. At 11:30.

RECEPTIONIST

Do take a seat.

BOB

Thank you.

RECEPTIONIST

I have a Phillip Banks to see you.

BOB

Eh, excuse me.

RECEPTIONIST

He's in reception. Waiting.

BOB

That's wrong.

RECEPTIONIST

Sorry. You don't wish to see Mr. McAllister?

BOB

Yes, yes. I do. But my name is Hachett.

RECEPTIONIST

It doesn't matter.

BOB

[mutters under his voice]

Well it matters to me..

RECEPTIONIST

Do take a seat.

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BOB
Is he coming down?.

RECEPTIONIST
Hello reception can I help you?Putting you through.

BOB
It's going to be a good meeting. I've got a good feeling about this place.

RECEPTIONIST
Do take a seat.

BOB
Thank you, what's your name?

RECEPTIONIST
Hello reception can I help you?

BOB
I'll just sit over over here.

Music....

----- **END OF SCENE** -----

Scene # 11 Steve is in office when Asher enters his office.

ASHER
Hey Steve, How's the phone canvassing go'in'?

STEVE
Ah... keep saying they don't need our service.

ASHER
First thing you gotta do, is call the right people.

STEVE
You mean...

ASHER
I mean companies that need staff.

STEVE
How do I know who needs staff?

ASHER
Resumes.

STEVE
I don't get it.

ASHER
If someone enquires about a job we advertise, chances are they'll change jobs within 6 months. If they send a resume, they'll be out within 2...

STEVE
Hmm.

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ASHER

Give me a resume you're working on.

STEVE

Here.

ASHER

This is no good. He's not working.

STEVE

That's why he came to us.

ASHER

No, no. Steve, you need to call companies that are just about to lose someone.

STEVE

How do you do that?

ASHER

Find someone who *is* working and call their employer, call their references, call their boss. Start to see the Resume as a lead generation tool.

STEVE

But you can't call their boss... can you?

ASHER

Who says?

STEVE

But the candidate might lose their job.

ASHER

They want to loose their job. That's why they send out their resume.

STEVE

Isn't it a bit delicate though?

ASHER

Hey, who do we work for? Do you think a company wants to know if a key member of their staff is about to leave? Give me another resume.

STEVE

Well there is this one, I've just printed off for Bob.

ASHER

I see. Senior. Director level. Piece a cake. [Dials]

STEVE

Are you sure?

ASHER

[Dials] Mr. Courtney please. Its A. Rodbridge, personal call...

STEVE

But his names Wilkinson?

ASHER

Listen and learn.. Mr. Courtney? Asher Rodbridge, Phillip Banks, specialist in financial recruitment. I know, I know. But I got something for you. Excuse me, let me just close

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the door. [shuts drawer on table] What if I were to tell you, hypothetically speaking, that I had your financial director in here this week... looking for a job?... I can't say, my relationship with my candidates is highly confidential. Listen I gotta go. I'll call you tomorrow. [hangs up]

STEVE

There was no one on the line, was there?

ASHER

Trust me, when I call him tomorrow, he's gonna take the call and he'll listen to anything I tell him.

STEVE

What should I tell Bob?

ASHERE

Let me handle Bob. Now Steve, would you mind looking through these resumes for me?

STEVE

Sure. Eh, what's the job?

ASHER

Oh it doesn't matter. He's one of my best clients. He wants young chicks. Under 25.

STEVE

Oh.

ASHER

You know. Something to look at.

STEVE

How would I know that from the Resume.

ASHER

Facebook 'em.

STEVE

What if they're not on facebook.

ASHER

The kind of chick he wants is on Facebook, trust me.

STEVE

Sure. Eh. Its just that I need to do some calls for Bob.

ASHER

Steve, you're new. Look, Bob, he'll give you things to do, but he don't expect you to do them. He just likes to look busy. Trust me.

STEVE

Its just that..

ASHER

Did he give you the old 50 calls?

STEVE

Yeah.

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ASHER

I don't make 50 in a month. Let me tell you something Steve. You gotta work smart. First thing you do is find out what makes the client tick. Get to know their industry, who their competitors are.

STEVE

Why do you need to know their competitors?

ASHER

So if you they mess you around you can poach all their best staff.

STEVE

Isn't that.. kind of.. unethical?

ASHER

Where you bin livin'. This is recruitment. You need to find out what kind of cultural mix works in their company what kind of personality type will fit in with the existing staff, what kind of skill sets they are looking for. That kind of stuff.

STEVE

Mm. I think I get it.

ASHER

Good.

STEVE

What kind of industry are they in?

ASHER

Pharmaceuticals.

STEVE

So... what skill sets are they looking for?

ASHER

Blonde with big tits.

STEVE

You're joking... right?

ASHER

Hey, thats life. I don't make the rules. Gotta go.

ASHER exists. Steve begins to dial.

STEVE

Steven Hopewell from Phillip Banks... Just calling to see if you might need any help in recruiting new staff?.. You do? Sure, I'll email over our Terms of Business. And if you could send me those job descriptions we'll get onto it straight away.... Great. Talk to you soon.

[Steve replaces receiver. Sits back. Picks up empty coffee mug. Looks at watch.]
2 o'clock. Time for lunch!

----- **END OF SCENE** -----

Scene # 12 The ping of a lift. Bob walks up to reception.

BOB

I'm leaving the building. In a good mood.

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RECEPTIONIST

Sorry?

BOB

Bob Hachett. With a substantial contract in this briefcase.

RECEPTIONIST

Can I help you?

BOB

Word of advice. [puts briefcase onto reception]

RECEPTIONIST

[Snaps] Can you not put your briefcase on reception please?

BOB

When someone offers their name. Remember it.

RECEPTIONIST

Hello, reception, can I help?

BOB

Bob Hachett, that's the name.

RECEPTIONIST

Putting you through.

BOB

Its very rude to forget someone's name. You shouldn't forget things like that, especially as a Receptionist. Should try being a little politer.

RECEPTIONIST

Would you mind leaving please.

BOB

Leaving? I'm just trying to tell you.

RECEPTIONIST

Security we have a code orange on reception.

BOB

Code orange? You don't frighten me. Just don't forget the name.

RECEPTIONIST

Grey suit, striped blue tie: Phillip Hachett.

BOB

Its not Phillip Hachett.

RECEPTIONIST

He's here!

BOB

Its Bob Hachett. How difficult is that?

SECURITY

Now calm down Phillip.

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BOB
No.

SECURITY
Alright mate calm down.

BOB
No I mean my name is not Phillip.

SECURITY
Alright. Out!

BOB
But I was just telling your receptionist.

SECURITY
Right, I'm putting you into a hold.

BOB
Get off. Arrgh!

SECURITY
If you continue to resist, Phillip, I'll have to put you to the floor.

BOB
Arrgh! Bloody hell! Arrgh!

SECURITY
Keep your voice down Phillip.

BOB
My name, Arrgh! My arm! Arrgh...

----- **END OF SCENE** -----

Scene # 13 ENTRANCE TO BUSINESS CENTRE. BOB ENTERS CONFIDENTLY.

[Bob pops head into reception. Jannelle is on the phone.]

BOB
Jannelle. My favourite receptionist in the whole world.

JANNELLE
Hold on a mo. [She replaces hand over receiver]

BOB
Any messages while I was out?

JANNELLE
No... Oh someone called for you.

BOB
Who was it?

JANNELLE
Didn't say.

BOB

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Did you get a name?

JANNELLE

Nope.

BOB

Did they leave a number?

JANNELLE

Nope.

BOB

Did you give them my mobile?

JANNELLE

Nope.

BOB

What time did they call?

JANNELLE

Umm. I, um. Didn't write it down.

BOB

Right. Thanks.

JANNELLE

Can I help you, I'm busy right now. I have things to do.

BOB

No that's fine thanks.

JANNELLE

Its alright, he's gone now. You wouldn't believe it. She is so not in. Gives me the creeps. Its like, are you really going to wear that. And she thinks she's so perfect. Like we care... Makes me wanna vomit... You still there?

BOB

Its just that you could put a bit of effort into some making some conversation.

JANNELLE

Mike's been after you.

BOB

Ah.

JANNELLE

Its about your rent. I understand you are behind and he wants payment.

BOB

Is that the time. I've got a 3 o'clock. Gotta shoot.

JANNELLE

Sorry Kaila, he's just left. Hm. Its the pommie guy on the 2nd floor. He's always asking questions.

----- **END OF SCENE** -----

SCENE # 14 [Bob runs up stair case. Then swings open door.]

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BOB

Yes. Its the start of a new chapter for Phillip Banks.

TODD

Hi. Bob.

BOB

Things are lookin' up.

STEVE

Phillip called.

BOB

Who? Oh yes Phillip. He called you did he?

STEVE

Yes, he did. It was a bad line though. I could hardly tell who it was.

BOB

Phoning from London. He's a busy man.

STEVE

Did you get a contract signed?

BOB

Yes. I did, its in the bag. In my briefcase, which is... Oh God!

STEVE

What's the matter?

BOB

I left it on their reception. Damn nearly 3pm. I've got an interview to do. Could you go to 120 Kent St and see if my briefcase is on reception.

STEVE

Shall I just say you left your briefcase.

BOB

No. I wouldn't bother. Just.. if you see it, take it.

STEVE

And just say, it's for Bob Hachett.

BOB

Er. Tell you what, why don't you conduct the interview. Sorry to throw you in the deep end, but they'll be here any minute and I can't afford to lose that contract. His resume is on my desk. Just find out what sort of work he wants to do. Ok?

STEVE

Sure Bob.

BOB

Good. See you later.

[BOB EXITS]

----- **END OF SCENE** -----

Scene # 15 STEVE INTERIVEWS MURRAY BOURKE, WHO IS A VERY SLOW TALKER.

[MURRAY SAT OPPOSITE STEVE AT DESK. IN INTERVIEW ROOM.]

STEVE

So Mr. Bourke. Do you mind if I call you Murray? You've been working as an Assistant Warehouse Manager, for the past 15 years. And you've seen this ad: Advertising Sales Consultant. Young energetic go getter for city media group. Proven track record required. Now Murray. Is this the sort of position you are looking for?

MURRAY

Y-e-s.

STEVE

It says here 'needs experience'. What experience do you have?

MURRAY

15 years experience... as an Assistant Warehouse Manager.

STEVE

Tell me Murray, what don't you like about being an Assistant Warehouse Manager?

MURRAY

I don't like working as an Assistant..

STEVE

Warehouse Manager.

MURRAY

Warehouse..

STEVE

Manager.

MURRAY

Manager because, it is in a warehouse.

STEVE

What else don't you like about it?

MURRAY

I don't like working for the manager..

STEVE

I see,

MURRAY

As an Assistant...

STEVE

Right, got you.

MURRAY

Because..

STEVE

Yes...

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MURRAY
Working in a warehouse,

STEVE
Yes working in a warehouse,

MURRAY
As an assistant..

STEVE
Assistant Warehouse Manager

MURRAY
Warehouse..

STEVE
Manager.

MURRAY
Manager...

STEVE
Yes, yes

MURRAY
Is boring..

STEVE
Right.

----- **END OF SCENE** -----

Scene # 16 BOB RETURNS TO THE OFFICE. HE POPS HIS HEAD INTO THE INTERVIEW ROOM AND SEES STEVE IN THERE WITH MR. BOURKE. HE PUTS HIS BRIEFCASE ON TO HIS DESK AND TAKES OUT THE CONTRACT.

[ENTER TODD.]
TODD
What you got there Bob?
[BOB SHAKES THE CONTRACT IN THE AIR.]

BOB
At last a contract worth having. Regal Insurance. On 20% commission. The contract that will transform our future.

TODD
Regal eh. B-big one.
[PHONE RINGS. BOB PICKS IT UP.]

BOB
Hello, Bob Hachett here. Janelle, hi. You've got who on the line? Daniel.. or John. Did you ask him what it was about? Well did you ask for his company name? Good. Can you remember it? Oh... Reminds you of birds.. Right. Hmm, well just put him through anyway.... Bob Hachett here... Oh David. The contract? Its here. What! Rip it up. What do you mean, someone else? ...10%! What? Of course I want the business. Hold on a minute.
[BOB COVERS MOUTHPIECE.]
Todd. Its Regal, another Recruiter has undercut us. They're offering to work on 10%. They want us to beat it.

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TODD

Sh-sh-shit. That's low. Who would do such a d-discount?

BOB

Not much profit left now. We'd never hold them to the contract at this stage. We've done nothing for them yet.

TODD

We we need the business.

BOB

I know.

[BOB UNCOVERS MOUTHPIECE.]

Yes. I'm here David....

[BOB COVERS MOUTHPIECE.]

What do you think?

TODD

What can you do? 9%?

[BOB UNCOVERS MOUTHPIECE.]

BOB

OK David. Its our rock bottom. 9%, but we must have your final word on that....

OK. I'll email it over. Sure. Bye.

[BOB REPLACES PHONE.]

Damn the competition.

TODD

They'll have us all, w-working for nothing.

BOB

Yeah.

[BOB TYPES AN EMAIL AT HIS COMPUTER. SENDS.]

Well its done. And I really thought we had a good deal this time.

TODD

Never mind mate.

[STEVE EMERGES FROM INTERVIEW ROOM.]

BOB

How's it going with Mr. Bourke?

STEVE

He wants to be in advertising.

BOB

Is it likely?

STEVE

I couldn't think of anything less appropriate.

BOB

What about the tel canvassing? Any good?

STEVE

Yes. I found someone who needs loads of new staff.

BOB

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Really? Great.

STEVE

Mind you, I had to discount like, because they'd just signed up with someone else....

BOB

Never mind, we all discount sometimes. Who is it?

STEVE

.....Regal Insurance.

BOB

You bleep!

[THEME MUSIC FADES IN]

[CREDITS ROLE]

----- **END OF EPISODE** -----

First produced by the Northern Beaches Radio Players 2008

Original Cast

| | |
|----------------|------------------|
| BOB | Robert Salisbury |
| STEVE | Michael McCrann |
| ASHER | Kevin Golsby |
| TODD | Noel McKee |
| STEPHANIE | Emelia Thomas |
| JANNELLE | Jane Arakawa |
| DANIELA | Talma Ringrose |
| WARREN | Frank Harrison |
| LAUREN | Lee McKee |
| RECEPTIONIST | Emelia Thomas |
| SECURITY GUARD | Ian McArthur |

Produced and Recorded by Stephen Lindsay on behalf of the Northern Beaches Radio Players at the Belrose Studios, 4th December 2008.