

MICHELLE

Sounds interesting. How much?

Michelle's phone DINGS. She's got a message. Michelle grabs her phone and reads over the message while Marcus is speaking to her. It read, "Meet me at the Cafe on 21st at 5."

MARCUS

You see this office Mrs. Spade. Our offer is average at best. We hope that the freedom that we're offering could make up for where our budget lacks.

MICHELLE

Ok (beat) so what's your offer?

MARCUS

(beat) \$13k for everything.

MICHELLE

Anything less than 30 for what you're asking for is robbery.

Michelle looks to her phone.

INSERT: CELL PHONE SCREEN

Michelle texts Kim back. Her message reads, "Ok, see you then."

MARCUS

Mrs. Spade I know that our offer is challenging and beneath what your worth. I've read your books.

MICHELLE

How?

MARCUS

What do you mean how? I bought them.

Marcus pulls a book from his drawer and holds it up for Michelle to see.

MARCUS (CONT'D)

I know that it was you that truly penned these. So trust me, I know your worth. And if I could give it to you Mrs. Spade, I would, but I can't, and because of that we're offering the open contract and even outright authorship and publishing. Isn't that what you really want?

Michelle breathes and exhales deep -- studies Marcus for a beat.

MICHELLE

Give me 72 hours to think about it?

MARCUS

Absolutely...

Michelle's phone DINGS again. It's Shayla.

INSERT: CELL PHONE SCREEN

Shayla's text reads, "I'll be by the house to drop Brandon off around 6."

BACK TO MARCUS'S OFFICE

Michelle stands to her feet and grabs her briefcase.

MICHELLE

I've got to go.

Michelle grabs the folder on the desk.

MICHELLE (CONT'D)

Mind if I take this.

Marcus leans back in his seat, smiles.

MARCUS

No ma'am. Go ahead and take what you want.

Michelle picks up the folder.