

THE OFFICE
(SEASON 2 SPEC, BETWEEN EPISODE 18 & 19)

"SALESMANSHIP"

by

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INT. THE OFFICE - DAY

PAM walks in the front door and sits down at reception. On her keyboard sits a present and card.

Pam opens the card.

JIM, at his desk, notices Pam smiling as she reads the card.

PAM

Awwwww.

Pam sets down the card, picks up the box, and unwraps it.

BOOM, Confetti explodes everywhere.

MICHAEL jumps out of his office wearing a birthday hat and blowing a party horn.

MICHAEL

Surprise!!

PAM

What the hell was that?!?

MICHAEL

It's a surprise.

JIM

What's the surprise?

Michael stares blankly for a moment.

MICHAEL

Surprise! It's your birthday.

JIM

I think she knows it's her birthday.

MICHAEL

Just, shhhhUUUUUTT it.

INT. CONFERENCE ROOM - DAY

Jim sits against the wall talking to camera.

JIM

Yes. Today is Pam's birthday. She tries to keep it low key. For obvious reasons.

INT. THE OFFICE - DAY

Michael tries to put a birthday hat on Pam; she resists.

JIM (O.C.)
Some people take it a little too
seriously.

Having gotten the hat on Pam's head, Michael blows the party horn directly into her ear. Pam is less than pleased.

INT. CONFERENCE ROOM - DAY

Back to Jim.

JIM
I won't say who, but... some
people.

INT. OFFICE BUILDING - HALLWAY - DAY

Pam stands in the hallway talking into the camera.

PAM BEESLY
Yes, today is my birthday. I'm not
gonna say which one.
(smiles)
But I'm excited about this one.

INT. THE OFFICE - RECEPTION - DAY

On her computer, Pam scrolls through a website for the band, THE SAVAGES. It's the tour schedule for the band.

PAM BEESLY (O.C.)
My favorite band is finally coming
to Scranton.

Pam points at the screen, showing the date the band will be in Scranton.

PAM BEESLY (O.C.)
I've been looking forward to
seeing them for a long time.

INT. OFFICE BUILDING - HALLWAY - DAY

Back to Pam.

PAM BEESLY
Dropped quite a few hints. So
hopefully a certain somebody will
be taking me.

Pam's smile quickly turns to a frown

PAM BEESLY
No Michael.

Michael appears next to her blowing the party horn and places the birthday hat on her head and blows the party horn in her face. Pam sighs.

CUT TO OPENING
CREDITS

INT. THE OFFICE - DAY

DWIGHT sits at his desk separating and sorting a bag of cat litter into gray and blue piles. Jim looks on curiously.

JIM
What are you doing?

DWIGHT
What does it look like idiot?

JIM
It looks like you're sorting cat
litter.

DWIGHT
Congratulations. You have eyes.

JIM
Why are you sorting cat litter?

DWIGHT
None of your business.

INT. CONFERENCE ROOM - DAY

Dwight sits against the wall talking into the camera.

DWIGHT
I was 2 minutes late picking up my
girlfriend. This displeased her.
As punishment she is making me
prove my worth by filtering out
the blue pellets in her cat
litter.

DWIGHT (CONTINUED)
Her cats are very picky.

INT. THE OFFICE - DAY

Back to scene.

JIM
I thought you didn't like cats.

DWIGHT
False. I approve of any animal
that can be trained to be
obedient.

JIM
You can't train a cat.

DWIGHT
I can, and I have. All it takes is
patience, confidence, and
intelligence. 3 things in which
you are lacking.

INT. CONFERENCE ROOM - DAY

Dwight sits against the wall, talking into the camera.

DWIGHT
I have trained many animals. Cats,
dogs, mongooses. Once, I even got
a colony of ants to form a
straight line.

INT. THE OFFICE - DAY

An asian man in a suit, DON WAKAMATSU, walks in and places
a briefcase on the reception counter.

PAM
Can I help you?

DON
I have an appointment to see Mr.
Scott.

PAM
One second.

Pam picks up the phone and dials.

PAM
 (into phone)
 Your 10 o'clock is here.
 (beat)
 Michael?

Behind Don, Michael jumps out of his room.

MICHAEL
 New phones!

Michael walks up to Don.

MICHAEL
 Good to see you again.

DON
 The pleasure is all--

Michael turns to the office.

MICHAEL
 Everybody, I'd like your
 attention. This is Mr.
 Walkamutsa...

DON
 Wakamatsu.

MICHAEL
 And he is a salesman for a really
 cool company called Syncly.

DON
 Syncia.

MICHAEL
 They sell really cool phones.

DON
 Network Communication Systems.

MICHAEL
 (to Don)
 Alright. Come on.

Michael jogs into his office. Don slowly follows him and
 shuts the door. Jim gets up and walks over to Pam.

JIM
 Didn't we get new phones last
 year?

PAM
Yes.

JIM
So why is he--

PAM
I don't know.

INT. THE OFFICE - MOMENTS LATER

Jim and Pam are standing next to Oscar's desk. Oscar scrolls through his computer.

OSCAR
April of last year we made a
payment to Bellcross
Communications for \$1,200.

PAM
That's it.

JIM
I knew it.

Jim looks at Michael in his office.

JIM
He wouldn't buy another phone
system again would he?

No response from Pam or Oscar. Jim turns around wondering if they heard him. They stare at him waiting for him to get it.

JIM
You're right. Never mind.

PAM
Someone's gotta go talk to him.

Pam glares at Jim.

JIM
Oh come on. Where's Angela? Isn't
this her specialty?

OSCAR
She's out sick today.

JIM
Of course she is.

INT. MICHAEL'S OFFICE - DAY

Michael laughs hysterically. There is a KNOCK at the door.
Jim opens the door.

JIM
Hey. Do you have a second?

MICHAEL
I'm busy with a client.

JIM
It'll only take a few seconds.

MICHAEL
Well then it can't be that
important if it only takes a few
seconds. Call me when there's an
emergency.

JIM
It is an emergency. A sales
emergency, and I need your
expertise to help close the deal.

Michael smiles smugly.

MICHAEL
(to Don)
Excuse me a moment.

INT. CONFERENCE ROOM - DAY

Michael follows Jim into the conference room. Pam and Oscar
are sitting at the table. Jim shuts the door.

MICHAEL
What's going on?

PAM
Hey Michael. You're not buying a
new phone system are you?

MICHAEL
What?
(to Jim)
I thought you had a emergency?

JIM
I do. This is it.

MICHAEL
Pam's not a salesman.

PAM

Michael, we already have a perfectly fine phone system.

OSCAR

And we don't have it in our budget this quarter to spend that much money. We're already over budget from buying supplies for the cinco de mayo party that corporate cancelled.

MICHAEL

That wasn't my fault. And you don't even know what it does.

JIM

It's a phone system. Pretty sure we know what it does.

INT. MICHAEL'S OFFICE - DAY

Michael sits at his desk talking to camera.

MICHAEL

I'm at a sales convention last week, and I meet this gentleman who shows me this really cool phone system. And it has all these really cool features. It was even used in the new bond film. Is it expensive? Yes, but what people don't realize is that there are some things in this world that are so valuable that they become priceless.

Michael thinks for a second.

MICHAEL

A Milli Vanilli autographed cassette tape. A baseball signed by Michael Jordan. And a \$1,800 James Bond phone system. That's priceless.

INT. CONFERENCE ROOM - DAY

Back to scene.

MICHAEL

Pam, you use the phones more than anybody. Don't you think it's time we get into the 21st century with our phone system?

PAM

No Michael. Our phone system is fine just the way it is.

OSCAR

And most importantly, it's not in the budget.

MICHAEL

Fine. Fine. Fine. I won't get the new phone system.

JIM

Thank you.

MICHAEL

But what am I suppose to say to Mr. Walkamutsa?

JIM

Wakamatsu.

MICHAEL

God bless you.

PAM

Just tell him you aren't going to make a decision today and that you will call him and let him know what you decide.

MICHAEL

And what will I decide?

PAM

Really Michael?

MICHAEL

Ok. Ok. I'm going.

Michael pauses briefly to glare at Jim, then goes on his way.

Confused, Jim looks into the camera.

INT. MICHAEL'S OFFICE - CONTINUOUS

Michael enters and shuts the door behind him.

MICHAEL
 Sorry about that. Duty calls.
 (sits down)
 Where were we?

DON
 I had just finished showing you
 our entry level packages.

MICHAEL
 Yes, about that. I appreciate you
 --

DON
 But that's boring. Right? You're
 not an entry level kind of guy.
 Why don't I show you our
 Presidential packages.

Michael's eyes light up.

INT./EXT. ANGELA MARTIN'S HOUSE - DAY

Camera moves through some bushes in front of a window and
 zooms in through an opening in the drapes.

Inside is a small living room decorated with fancy
 antiques.

ANGELA (O.C.)
 No! Bad dog! No! Sit! Sit down!
 Put that down!! Let go! Let go
 Buster!!

ANGELA grunts in frustration.

Angela walks out of a back room and slams the door shut.
 She picks up a phone off the table and dials.

ANGELA
 This isn't working out. You need
 to come and get your dog.

Angela paces back and forth, clearly agitated.

ANGELA
 No. No. I'm not-- That's not true.
 Hey, I'm doing you a favor ok.
 Well what am I suppose to do?

Angela sits down on the edge of the couch.

ANGELA

I can't wait till then. You'll just have to cancel and come back now. I will take him to the pound. I will do it. No, you're acting crazy.

Angela throws the phone across the room.

The phone SMACKS against a cat. The cat HISSES.

ANGELA

Sprinkles!

Angela runs over to console her cat.

INT. THE OFFICE - DAY

The door to Michael's office opens. Don and Michael walk out.

MICHAEL

Thank you for stopping by.

Michael waves to Don as he walks out.

Pam, Jim, and Oscar stare at Michael - waiting.

Michael slowly paces over to Oscar. He reaches in his jacket and pulls out a document.

MICHAEL

(sotto)

Can you process this order?

Pam walks out from behind reception.

PAM

Michael Scott, did you just buy a new phone system!?!

Michael refuses to respond.

PAM

Michael?!

MICHAEL SCOTT

Yes. Alright. I bought it. But he offered us the executive package at the entry level price. What was I suppose to do?

PAM, JIM, OSCAR

Say No.

Kevin responds late trying to join in the group.

KEVIN

Say No.

Kelly sits on Ryan's desk.

KELLY

Wait. What's going on?

OSCAR

Michael just bought the office a new phone system.

KELLY

Oh cool.

PAM

No. Not cool Kelly.

KELLY

What do you know Pam?!

Kelly slides off the desk and stands in an aggressive position.

KELLY

Ohhhh look at Pam. Soooo special. You answer phones all day. Go get a real job.

Ryan holds Kelly back.

KELLY

No Ryan. Don't stop me.

RYAN

Kelly please.

Kelly stands down.

KELLY

(to Pam)

You're lucky.

INT. THE OFFICE - BREAK ROOM - DAY

Kelly stands against the counter looking into camera.

KELLY

Lately I've been really bored at work, so rather than wait for something dramatic to happen, I create it.

INT. THE OFFICE - ANNEX - DAY

Toby sits calmly in his desk chair. Kelly is in a fury of anger around Toby, yelling and throwing stuff off Toby's desk. Then she storms off.

KELLY (O.C.)

It doesn't matter who, what, or where.

Toby turns to camera with his droopy sad face. His work space is completely trashed.

INT. THE OFFICE - BREAK ROOM - DAY

Back to Kelly

KELLY KAPOOR

I don't even remember what Pam was talking about.

Kelly smiles at the camera.

INT. THE OFFICE - DAY

Back to scene.

MEREDITH

I don't get why it's such a big deal. It's just a phone.

PAM

It is a big deal Meredith.

Dwight stands up from his desk.

DWIGHT

Whoa whoa whoa. I think we're all forgetting one tiny little thing here... Michael is the manager. He is our leader, and we must respect his decisions whether we like it or not.

MICHAEL
Thank you Dwight.

DWIGHT
Whether it's right or wrong.

MICHAEL
Ok.

DWIGHT
Whether it's smart or dumb.

MICHAEL SCOTT
Alright.

DWIGHT
Even if it's incomprehensibly
stupid I expect you to follow
along blindly as he leads us into
bankruptcy. Got it!?!?

MICHAEL
That's enough. Thank you Dwight.

PHYLLIS
I agree with Dwight. It's
Michael's decision. He's the
manager. We should respect his
decision.

Puzzled, Jim looks at the camera.

INT. CONFERENCE ROOM - DAY

Phyllis sits against the wall talking into the camera.

PHYLLIS
Last week I put in for a raise;
doesn't hurt to do some brown
nosing.

Phyllis smiles at the camera.

INT. THE OFFICE - DAY

Back to scene

PAM
How did he get you to buy the
phone? We agreed not to buy the
phone.

MICHAEL
I changed my mind.

JIM
You mean he changed your mind.

MICHAEL
No. No. I made the decision. He even offered to let me wait a few weeks if now wasn't the right time.

PAM
Then why didn't you take it.

MICHAEL
Because he gave me such a good deal.

JIM
Wow. He's good.

MICHAEL
What?

JIM
He got you to buy a product you didn't need and couldn't afford. And he got you thinking it was a good idea.

DWIGHT
Michael, you've been had. He's a con man.

MICHAEL
No. I would know if I've been conned.

DWIGHT
No. You wouldn't see it coming. Trust me.

INT. CONFERENCE ROOM - DAY

Dwight sits against the wall talking to camera.

DWIGHT
I met a man on the side of the road selling raccoon meat. In conversation, he says he is also selling a very rare item...

DWIGHT (CONTINUED)

The claw of big foot - naturally I was interested. He returns from the back of his truck with a bag. He tells me to wait till I get home to open it. When I get home, I open the bag and find a live cat inside.

(beat)

The cat provided me and Mose with meat for 2 weeks. Moral of the story? Cat's have more meat than you think. So, lesson learned.

INT. THE OFFICE - DAY

Back to scene.

MICHAEL

Michael Scott doesn't get conned, Michael Scott does the conning.

JIM

Prove it.

MICHAEL

Prove what?

JIM

Sell Mr. Wakamatsu something.

MICHAEL

That's ridiculous. I'm not going to--

JIM

Because you're scared.

DWIGHT

Michael's not afraid of anything.

MICHAEL

Thank you Dwight.

(to Jim)

And I would, Jim, but he's already gone.

PHYLLIS

Actually he's at Vance Refrigeration right now in a meeting with Bob.

INT. CONFERENCE ROOM - DAY

Phyllis sits against wall talking to camera.

PHYLLIS

I forgot I'm suppose to support
Michael.

(smiling)

Oops.

INT. THE OFFICE - DAY

Back to scene.

MICHAEL

Alright fine. I'll do it.

JIM

Why don't you bring Dwight with
you too since he's got experience
with this.

MICHAEL

Fine, come on Dwight.

DWIGHT

Yeah!

Michael and Dwight excitedly exit.

INT. VANCE REFRIGERATION - DAY

Dwight and Michael enter Vance Refrigeration. The office
appears empty. A man, ERIC, appears from a doorway across
the room.

ERIC

Can I help you gentleman?

DWIGHT

Where is he? We know he's here?

ERIC

Excuse me?

MICHAEL

Dwight! Stop it.

(to Eric)

Is there a salesman here?

ERIC
There are lots of salesmen here.
I'm a salesman.

MICHAEL
No. I mean is there a phone
salesman here?

ERIC
Mr. Wakamatsu? He's in a meeting
with Mr. Vance at the moment.

MICHAEL
Can I speak with him for just a
moment.

ERIC
I'm afraid not. Mr. Vance does not
like to be interrupted when he's
in meetings.

DWIGHT
Do you know who you're talking to?

ERIC
No.

DWIGHT
This is Michael Scott. Manager of
Dunder Mifflin.

ERIC
Ok.

MICHAEL
Ok Dwight.
(to Eric)
Can you just let Mr. Walkamutza
know that I need to see him as
soon as he is done with Mr. Vance.

ERIC
Will do.

MICHAEL
Thank you.

Michael and Dwight turn to leave.

ERIC
Have you heard about our new
deluxe mini fridge released this
month?

Michael and Dwight stop and look at each other.

INT. THE OFFICE - RECEPTION - DAY

Pam sits at reception typing. Roy enters the office hiding something behind his back.

He creeps all the way up to Pam before she notices.

ROY
(holding out present)
Surprise.

PAM
Oh my gosh.

ROY
Happy birthday babe.

Pam runs around reception and hugs Roy.

ROY
Open it.

Pam excitedly rips open the present.

PAM
(hint of sarcasm)
I wonder what it could be?

She opens the box and pulls out... a new button down shirt.
Pam's smile fades.

ROY
It's that shirt you said you liked
the other day. From the mall.

PAM
Yeah, I know.

ROY
Do you not like it?

PAM
No, no I do.

ROY
Because I can return it.

INT. CONFERENCE ROOM - DAY

Pam sits against wall talking to camera.

PAM BEESLY
I guess I can wait till the next
time The Savages are in Scranton
Veterans Memorial Auditorium.

INT. THE OFFICE - RECEPTION - DAY

Back to scene.

PAM
Thanks.

Pam hugs Roy. Then slowly walks back to her desk.

ROY
I gotta get back downstairs. Don't
worry. There's more to come later.

Roy sensually smiles.

PAM
Ok.

Pam forces a quick smile to Roy as he leaves.

Jim sees Pam is disappointed and begins typing on his
computer.

Jim loads craigslist on his computer and searches for The
Savages tickets.

Michael and Dwight enter the office - each carrying a mini
fridge in their arms. Jim notices them enter.

JIM
How'd it go?

MICHAEL
Can you open my door please?

Jim stares at him a moment. Michael gestures towards his
door.

Jim rolls his chair over to Michael's door and opens it.
Michael holds his head high as he walks in. Jim smiles as
Dwight hangs his head and follows Michael into his office.

INT. MICHAEL'S OFFICE - DAY

Michael sits at his desk drinking a Mike's Hard Lemonade
and talks to the camera.

MICHAEL

It feels good, stepping back into
the selling game.

Behind Michael sits the mini fridge. The door opens and
Dwight pulls out a Mike's Hard Lemonade.

MICHAEL

Like a sales legend getting back
into the ring.

Dwight shuts the door then inserts the lid into the
automatic opener on the front of the mini fridge.

MICHAEL

Up there with Gordon Gecko, Steve
Jobs, Bill Gates--

DWIGHT

Billy Mays.

MICHAEL

(turning to Dwight)
What? No.

DWIGHT

(doing best Billy Mays
impersonation)
Billy Mays here.

MICHAEL

No. Not at all.
(beat)
Willy Loman. Death of a Salesman.

INT. THE OFFICE - DAY

Jim sits at his desk focused on his computer screen.
He grabs his cell phone and walks towards the front door.

INT. OFFICE BUILDING - HALLWAY - DAY

Jim holds the phone up to his ear.

JIM

Yes. I was calling about the
tickets.
(beat)
Are you available now?

INT. THE OFFICE - DAY

Jim walks in and grabs his coat off the rack.

PAM
Going somewhere?

JIM
Yeah, I have a sales meeting.
Almost forgot about it. Shouldn't
be gone too long.

PAM
Ok. Good luck.

INT. MICHAEL'S OFFICE - DAY

Dwight stands next to Michael's desk.

DWIGHT
I don't know why I can't have my
jacket off too.

MICHAEL
Just... because. I need to look
intimidating. You don't.

There is a knock at the door. The door opens and Pam enters.

PAM
Dwight you have a call.

MICHAEL
Pam we're kinda busy in here. Who
is it?

PAM
She only would give one name.
Kitty.

Dwight instantly perks up.

DWIGHT
I'll take it at my desk.

INT. THE OFFICE - MOMENTS LATER

Dwight, at his desk, picks up the phone. (He speaks softly during the whole conversation.)

DWIGHT
 Hey Monkey. What's up?
 (beat)
 Well I don't know what you--

Phyllis leans in a little trying to eavesdrop.

Dwight senses her and turns away and talks even lower.

DWIGHT
 I can't. I have an important
 meeting with Michael. He needs me.
 I can't just--
 Ok. I'll be there.
 (toughens up)
 I said I'll be there.

Dwight calmly hangs up the phone. He looks behind him to see if Phyllis is still listening.

Phyllis returns to her work on her desk.

Dwight nervously rocks back and forth in his chair.

He takes a deep breath and grabs his cell phone.

INT. MICHAEL'S OFFICE - DAY

Dwight bursts into Michael's office in a panic; his cell phone up to his ear.

DWIGHT
 (overacting)
 No! Oh my gosh. I don't believe
 what you're telling me. It's
 literally unbelievable. Hold on
 one second.

MICHAEL
 What's going on?

Dwight places his hand over the phone.

DWIGHT
 That's Mose. He says Ethel is
 having an emergency C-section and
 things aren't looking too good.

MICHAEL
 Oh, that's terrible.

DWIGHT
 Yes. Yes it is.

MICHAEL
What hospital is she at?

DWIGHT
She's not. She's in the barn
behind the house.

MICHAEL
What? Why? Call an ambulance.

DWIGHT
Can't.

MICHAEL
Why not?

DWIGHT
They don't allow goats at the
hospital. Believe me I've tried.

MICHAEL
Oh god.

DWIGHT
I know. I gave them her healthcare
ID card and everything, but they
wouldn't--

MICHAEL
Just go Dwight.

DWIGHT
What about the sales pitch?

MICHAEL
I'll find somebody else. Just go.

Dwight smirks at the camera as he leaves.

EXT. STREET - DAY

Jim pulls up to another car in a mostly empty parking lot.

A young girl with tattoos, CARRA, gets out of the other
car.

Jim gets out of his car.

JIM
Carra?

CARRA
Yeah.

JIM
Thanks so much for meeting me.

Jim hands her a wad of cash.

Carra inspects it. Then hands him the tickets.

CARRA
Why do you want to go see The Savages?

JIM
Oh. They aren't for me. They're for a friend. She's gonna love them. Thanks.

CARRA
I hope she's a girl.

JIM
(confused)
Yes...she is.

INT. THE OFFICE - DAY

Michael walks out of his office.

MICHAEL
Everybody, I need a volunteer to make a sales pitch.

STANLEY
To whom?

MICHAEL
A client Stanley. Do you want in or not?

STANLEY
Not if it's the gentlemen who was in here earlier.

Michael stares at Stanley. Then he turns his gaze to Phyllis.

MICHAEL
Phyllis?

PHYLLIS
Ummm, Split commission 50/50?

Michael turns to Pamela.

MICHAEL

Pam?

PAM

No Michael.

MICHAEL

Does nobody want to help me?!?

Kevin walks out from his corner.

KEVIN

I'll help you Michael.

Michael stares at Kevin for a beat.

MICHAEL

Anybody? Anybody at all?

Jim walks in and puts his coat on the rack. He walks up to reception when...

MICHAEL

(running up to Jim)

Jim. Jim. Jim. I need you to take over for Dwight for the sales pitch.

JIM

No.

MICHAEL

Come on. There's nobody else willing to help.

KEVIN

I'll help you Michael.

Michael looks at Kevin then back to Jim.

MICHAEL

I will give you the rest of the week off.

JIM

No.

MICHAEL

I will give you an extra 10 minutes for your lunch break.

JIM

(confused)

No.

MICHAEL

(surprised)

Come on. He's going to be here any minute. Ok. Ok. I will reinstate the Cinco De Mayo party that I promised you and corporate cancelled.

MEREDITH

(excitedly jumps up from chair)

YES!!!

Everybody in the office perks up at this news. Toby stands over by the water cooler.

TOBY

Oh, Michael. You can't do that.

MEREDITH

Shut up Toby!

MICHAEL

I will reinstate the Cinco De Mayo party and everybody is invited EXCEPT Toby.

Jim looks at Pam, a smile glowing on her face. She nods to Jim.

JIM

Fine.

Michael claps his hands.

MICHAEL

Excellent.

Michael runs into his office.

JIM

(to Pam)

You owe me.

PAM

Thanks.

Jim is about to say something when Michael sticks his head out of his office.

MICHAEL

Come on.

Jim enters Michael's office.

EXT. ANGELA MARTIN'S HOUSE - DAY

Dwight knocks on the door. Angela opens the door in pajamas.

ANGELA
What the hell took you...

Angela notices the camera crew behind Dwight. She straightens up.

ANGELA
(restrained)
Can I talk to you for a second?!

Dwight looks back at the camera confused, then enters. Angela quickly shuts the door.

ANGELA (O.C.)
What the hell are they doing here?

DWIGHT (O.C.)
What? They don't know anything.

ANGELA (O.C.)
How could you possibly think this was ok?

DWIGHT (O.C.)
They said they wanted to follow me. What was I suppose to say? No? That's more suspicious than letting them come.

ANGELA (O.C.)
UGGGGHHHH! I can't stand you right now.

DWIGHT (O.C.)
Just go out there and talk to them and explain why I'm here.

ANGELA (O.C.)
Why should I have to clean up your mess?

DWIGHT (O.C.)
Please pumpkin. They have no idea anything is going on between us. Do you want them to get suspicious?

EXT. ANGELA MARTIN'S HOUSE - DAY

Angela stands in front of her door talking to camera. She is fully dressed in her work clothes.

ANGELA

My cousin is on vacation this week and I was having a little trouble taking care of her dog. And Dwight - my coworker and very nice gentleman - offered to come and help me. That's it!

Angela annoyingly glares at the camera crew.

INT. MICHAEL'S OFFICE - DAY

Jim slouches in the chair across from Michael's desk.

MICHAEL

Dwight and I had a whole plan set up - ready to go - and it would be great if you could just...

JIM

What is it?

MICHAEL

What?

JIM

The plan?

MICHAEL

We are going to con him.

JIM

Con him?

MICHAEL

Yes. We gain his CON-fidence and then he does whatever we want.

JIM

Sounds like you don't need me.

MICHAEL

It takes a team to con somebody, Jim. Haven't you seen Ocean's 11?

JIM

And how exactly do you plan to con him?

Michael turns to camera.

MICHAEL
 (impersonating Marlon
 Brando)
 I'm gonna make him an offer he
 can't refuse.

Michael turns back to Jim.

MICHAEL
 Al Pacino. Scarface.

JIM
 I...don't...think...

There is a knock at the door. Pam peeks her head in.

PAM
 Mr. Wakamatsu is here.

MICHAEL
 Ah Yes, please show him to the
 conference room.

Pam nods and leaves.

Michael gets up and starts jogging in place.

MICHAEL
 Are you ready to do this thing?

JIM
 What are you doing?

Michael starts stretching - incorrectly.

MICHAEL
 Getting psyched up. Are you
 psyched?

JIM
 No.

MICHAEL
 Come on. Are you psyched?!?

JIM
 Are you done?

Michael stops stretching.

MICHAEL
 Yes.

INT. CONFERENCE ROOM - MOMENTS LATER

Michael and Jim walk in. Jim sits down opposite Don at the conference table. Michael walks over to the window and stares out.

(Beat)

DON WAKAMATSU
Is something wrong?

MICHAEL
(keeps staring out
window)
I'm worried. I'm worried about
your business. You were so
generous and helpful to me
earlier. I just want to return the
favor.

DON WAKAMATSU
Oh, that's not necessary Michael.

Michael turns, walks over to Don, and sits down.

MICHAEL
I've been in this business for a
long time, and I've seen many
sales people come and go. Right
Jim?

JIM
(unconvincingly)
Yyyyesss.

MICHAEL
I know you must use a lot of
paper, and I'm willing, right now,
to give you an amazing offer if we
become your sole paper provider.

DON WAKAMATSU
That's very generous Michael, but
I just don't use that much paper.

Michael scoots his chair uncomfortably close to Don. Don leans as far back in his chair as he can.

MICHAEL
(soft and discomfoting)
Look. I know everything there is
to know about the paper business.
Everything.

MICHAEL (CONTINUED)

For instance, did you know that a small business that uses paper increases their profits by 25%?

DON WAKAMATSU

Uses paper or a paper supplier?

MICHAEL

I don't know.

(scooting in even closer)

Look, I have something I think you're gonna want to see.

(to Jim)

Open the binder.

Jim opens the binder and flips it around to show Don.

MICHAEL

No. Not that page.

Jim flips to another page.

MICHAEL

No. Not that either.

JIM

I don't know what--

MICHAEL

Show him the thing.

JIM

What thing?

MICHAEL

The thing.

JIM

Our shipping rates? I don't...

MICHAEL

No, Jim!

DON WAKAMATSU

Actually, I'd like to see those.

MICHAEL SCOTT

No. You don't want to see that.

(to Jim)

Go to the "*special client page*".

Jim flips through the booklet.

JIM
I don't know what you're talking
about.

MICHAEL
The *SPECIAL* client page.

Jim is completely lost.

DON WAKAMATSU
(standing up)
Ok. I have a lot of appointments
to get to.

Michael stands up in his way.

MICHAEL
Hold on. Hold on.

Michael steps in real close to Don.

MICHAEL
What can I do to get you into some
paper today?

DON WAKAMATSU
Look. I appreciate everything
you're doing. But...

MICHAEL
If you appreciate it then do me
this honor of helping you out.

JIM
Michael, he's just being nice.

Annoyed, Michael glares at Jim.

MICHAEL
Can I talk to you outside for just
a second?

Jim gets up and walks towards the door.

MICHAEL
(to Don)
We'll be right back. Please don't
go anywhere.

INT. THE OFFICE - KITCHEN - MOMENTS LATER

Jim closes the kitchen door behind him.

MICHAEL
What's your problem?

JIM
I don't know what you want from me.

MICHAEL
Jim, I told you, we are gaining his confidence. This is a *CON* job. So I want you to *HAVE* confidence.

Jim doesn't know how to respond.

MICHAEL
You know what your problem is?

JIM
What?

MICHAEL
You don't have any confidence. That's why you aren't with Pam.

JIM
What does that have to do with anything?

MICHAEL
It has to do with everything. I have confidence and I almost had him right there at the end.

JIM
You did not.

MICHAEL
Yes I did. I have a seventh sense for these kinds of things. He is very interested.

JIM
No he's not.

MICHAEL
Ok Mr. Hot Shot, if he's not interested then why is he still here?

JIM
Honestly, I have no idea why he's still here.

INT. CONFERENCE ROOM - DAY

Don stands talking to the camera.

DON WAKAMATSU

Michael bought 2 dozen of my most expensive systems, and signed a 10 year maintenance contract. For the same phone system he has now. He single handedly filled my quota for the month.

INT. THE OFFICE - KITCHEN - DAY

Back to scene.

MICHAEL

You know, I thought you had confidence. That's why I recruited you. Now, do you want to help me con this guy or not?

INT. CONFERENCE ROOM - DAY

Michael sits back down in his seat.

MICHAEL

Sorry about that.

Across the table, where Jim was sitting, is Kevin Malone.

MICHAEL

So what I want to show you--

DON WAKAMATSU

I appreciate what you're trying to do, but I just don't use enough paper to warrant signing on with a supplier.

MICHAEL

Yes, but maybe you should--

DON WAKAMATSU

Michael, the only paper I use is for my marketing material. I print and prepare a dozen or so custom pamphlets a day and then mail them off in the morning before going out on my sales meetings. Maybe once a month I'll stop by the store to pick up some more.

KEVIN

Why?

DON

Why what?

MICHAEL

Kevin, Please.

KEVIN

Why do you go through all that trouble prepping and mailing off that stuff.

DON WAKAMATSU

It's called marketing.

KEVIN

Yeah, but why don't you get a service to do that for you.

DON WAKAMATSU

To print my own logo and marketing material; and ship it to prospective clients? Doesn't exist.

MICHAEL

See? It doesn't exist. Let's move on.

KEVIN

Yes it does.

DON WAKAMATSU

I've done my research. I haven't found anybody in the area who provides that service.

KEVIN

We do.

MICHAEL

No we don't Kevin.

KEVIN

Yes we do Michael. Corporate bought out a small printing and distribution company last quarter to expand our services. I've been trying to tell the sales staff for months, but nobody listens to me.

DON WAKAMATSU
You can do all that?

KEVIN
Yes. You just give us all your
stuff and we'll prep, and ship
everything.

Don ponders this information.

INT. THE OFFICE - DAY

Michael, Kevin, and Don exit the conference room. Michael
shakes Don's hand.

MICHAEL
(loud so everybody can
hear)
Thank you Mr. Wakamatsu. We
greatly appreciate your business.

DON WAKAMATSU
Thank you.

Don walks towards the door. Michael waves goodbye to Don as
he leaves.

MICHAEL
Ooohhh yeah! That's right. Michael
bested the best salesman that
bested me.

OSCAR
Congratulations Michael.

Michael runs over to Oscar.

MICHAEL
What's that? What did you say?

OSCAR
Congratu--

MICHAEL
I'm sorry what?

OSCAR
Congratulations Michael. You're
the best salesman.

INT. CONFERENCE ROOM - DAY

Kevin sits against the wall talking to the camera.

KEVIN

I don't mind Michael taking the credit. I just wanted to help him make the sale. That's why I made up that service. We don't actually do any of that. I don't normally condone lying to customers.

(comes to realization)

I wonder what's gonna happen when he finds out we don't do any of that? Oh well. I guess that's why I'm in accounting. Best to stick to what you're good at.

EXT. ANGELA MARTIN'S HOUSE - DAY

Through the window we see Dwight and Angela standing in Angela's living room. The dog, Buster, is standing on two legs.

DWIGHT

Spin.

The dog spins around still standing on two feet.

DWIGHT

Sit.

Buster sits.

DWIGHT

Down.

Buster lays down on the ground.

DWIGHT

Good boy.

Dwight bends down and pets Buster. Behind Dwight, Angela is smiling from ear to ear.

INT. THE OFFICE - DAY

Pam sits at reception.

Jim watches Pam. He open the drawer on his desk, pulls out the tickets, and sets them on his desk.

Jim stares at them as he nervously taps his fingers on the desk.

He grabs the tickets and walks over to Pam's desk.

JIM

Hey.

PAM

What's up?

JIM

So I know it's your birthday.
And I know that--

The phone rings. (Beat) The phone rings again.

JIM

Are you gonna answer that?

PAM

Oh. Yes.

Pam picks up the phone.

PAM BEESLY

Dunder Mifflin this is Pam.
Oh hey Dwight.
Yeah. He got the sale.
I don't know. You'd have to ask
Michael what the commission split
is.
I don't know.
Ok. Goodbye.

Pam hangs up the phone.

JIM

So since it's your birthday...

Behind Jim, Michael appears with a cake and lit candles.
Everybody is following him.

EVERYBODY

Happy birthday to you. Happy
birthday to you.

Pam's face lights up. Jim is annoyed.

EVERYBODY

Happy birthday dear Pam. Happy
birthday to you.

MICHAEL
Make a wish.

Pam walks around reception and blows out the candles.

MICHAEL
What did you wish for?

PAM
I can't tell you. It won't come true.

Roy walks into the office. He walks up to Pam and taps her on the shoulder.

ROY ANDERSON
(holding out a pair of tickets)
Happy birthday baby.

Pam turns to see the tickets.

PAM
Are those...

ROY
Yep.

PAM
Oh my god!

Pam jumps in Roy's arms.

Jim slips his tickets into his back pocket.

PAM
How did you know?

ROY
You've only been whining about them for months.

Jim walks back over to his desk as everybody walks to the conference room for cake. Jim tosses the tickets on his desk and slouches into his chair.

Kelly and Ryan stop at Jim's desk on their way to the conference room.

KELLY
What's that?

JIM
Those are concert tickets.

JIM (CONTINUED)
To The Savages this weekend.

KELLY
Oh my god. Are you serious?
They're like the best band ever. I
asked Ryan weeks ago to get me
tickets but he waited and they're
all sold out now.

JIM
Do you want them?

KELLY
Are you being serious right now?

JIM
Yep. I was gonna go with a friend
but she had a change of heart.

KELLY
Oh my god Jim. I would love you
forever.

Jim hands her the tickets.

KELLY
(to Ryan)
Yeah! Now you can take me out this
weekend.

Kelly wraps her arms around Ryan and hugs him.

Ryan forces a smile.

INT. THE OFFICE - NIGHT

Streamers hang from the ceiling. Music blares.

Oscar, Stanley, and Kevin chat it up by reception; plastic
cups in their hands.

INT. CONFERENCE ROOM - NIGHT

A Mexican mariachi band plays in the corner. Meredith
grinds up against the guitar player as she dances with a
glass of alcohol in one hand.

A bar is set up in the corner of the conference room.
Michael pours shots for Jim and Pam.

Phyllis dances with Bob Vance.

Creed dances a weird dance alone.

A sign on the wall reads "Cinco De Mayo".

INT. OFFICE ANNEX - NIGHT

Toby sits alone at his desk eating a turkey sandwich. We can hear the mariachi band in the background.

The door to the kitchen is duck taped shut with a sign taped to it: "DO NOT ENTER".

As Toby sits alone, the lights shut off.

THE END