

things, there's all sorts of crazy information out there about how much people have paid in similar situations, but that's obviously irrelevant.

JACKIE. Why obviously, Dennis?

DENNIS. Well, because – Jackie – I don't want to talk down to you –

JACKIE. I don't want that either, Dennis –

DENNIS. No no of course that would be not anything either of us was interested in. But, the fact is, commerce is always a complicated and nuanced arrangement.

JACKIE. Much of life is.

DENNIS. Absolutely. I couldn't agree with you more. But in this particular situation –

JACKIE. "Arrangement" I think is what you said a minute ago –

DENNIS. Yes, arrangement, that is better, the questions about the free hand of the marketplace beg a sophistication and specificity of analysis.

JACKIE. Wow, Dennis. That does sound pretty complicated. I mean, I thought we were just talking about selling some stamps.

(*Beat.*)

## DENNIS SIDES

DENNIS. That is what we're talking about.

START: JACKIE. So what's the offer?

DENNIS. What do you want?

JACKIE. I want you to tell me how much this guy thinks he's gonna steal my stamps for.

DENNIS. Whoa, whoa, that's a –

JACKIE. Dennis. I went on line. I know what they're worth.

DENNIS. This is what I'm talking about. The wealth of shabby information, of misinformation which is careening out there on the internet is ludicrous. The hysteria of information, for that is what it is, hysteria –

JACKIE. So you're not hoping to steal them.

DENNIS. Absolutely not.

JACKIE. Dennis. I'm perfectly willing to have you steal these stamps. But you have to steal them for a price.

(*Beat*)

DENNIS. This is why it's useful. To have general, allusive conversations. About intent, and interest –

JACKIE. Dennis. Can we just cut this out for a second, and get to the point? How fucking interesting are these stamps, to you?

DENNIS. Not as interesting as you are.

JACKIE. Listen. I have conceded that you're going to steal the stamps. The question is, for how much? And I'm not conceding any more than that. So where are we now?

(*Beat*)

DENNIS. You want some chips?

JACKIE. No, I don't want any chips.

DENNIS. Another beer?

JACKIE. (*slight pause, slightly bright*) Yeah sure Dennis, how about another beer?

(*Beat. He doesn't move.*)

DENNIS. You haven't really touched the one you have.

JACKIE. No, I haven't.

DENNIS. Maybe we should wait, then.

JACKIE. Maybe we should.

(*Beat.*)

DENNIS. What kind of nonsense did you read on line?

JACKIE. What are you thinking you are going to steal them for?

DENNIS. Just say it.

JACKIE. You say it.

DENNIS. A hundred thousand.

JACKIE. Fuck you.

(*She stands and heads for the door.*)

DENNIS. WAIT. Wait, wait.

(beat)

A million.

(beat)

You want much more than that –

JACKIE. I know what they're worth, so yeah, I want more than that, and I can get it, too, fast –

DENNIS. We can go higher than that –

JACKIE. How much higher?

DENNIS. Higher.

JACKIE. (*sick of this*) How much higher, Dennis?

DENNIS. I don't know!

(*She heads for the door.*)

DENNIS. (*continuing; a little more urgent*) I told you, he's bringing cold cash into this, so I don't know how much higher than a million he can go. Come on. This is a negotiation! Come on, come on, you said yourself that you were willing to let me steal them. For a price. I mean, if that's where you're willing to start – you started there, Jackie, you said, steal for a price – so from my end you have to expect that I'm going to try to steal them for nothing! That's the only play available to me! Seriously, seriously, it's not personal. And it's certainly no reason to walk away. You said what you needed to say, and I did what I needed to do, and now I know that you're not going to let me do that, which is a good thing to know, a very good thing to understand about this situation, and each other. That's the way I'm looking at this, Jackie. I hope you are, too.

(*Beat.*) END

JACKIE. So where is this guy?

DENNIS. Sterling? He's on his way.

JACKIE. Because this wasn't the deal. That I sit around and wait for him.