

CHASE

Given the competitive nature of the industry as a whole, I can't help but question the wisdom of setting what appears to be an unreasonable walk-away position. Although I have not done a market survey, it seems likely that I could purchase the same services elsewhere at considerable savings. Furthermore, it is customary that new businesses -- especially those with no track record to speak of -- prorate their fees downward, sometimes operating at a loss in the short term, in order to establish a strong and loyal customer base.

HOPE

Although one cannot question the sagacity of your counsel, it's important to keep in mind that the industry you speak of is unique in that it sometimes prizes the unproven. It must also be pointed out that the contracted party in this case considers the act in question to constitute a one-time freelance opportunity, rather than the gateway into a promising new career path.

CHASE

Both points are well-taken. Still, I find myself disappointed that, at this stage in the negotiation, I have seen no movement from your side on the matter of price.

HOPE

I understand your dismay. The negotiating arena is one in which generosity and foresight must always coexist. Therefore, in the spirit of cooperation, I hereby alter my original offer by a sum exactly one order of magnitude larger than your most generous proposal to date. Furthermore -- though intuition speaks against the prudence of such action -- I am willing to forego the soda pop surcharge. Consequently, the proposal, as amended, may be stated as follows: I will suck your dick in exchange for payment totaling one hundred seventy-five thousand two hundred ninety-six dollars and no cents.

(HE considers the offer.)

CHASE

Agreed.

HOPE

In advance.

CHASE

(after a moment)

It appears as though the fee may yet represent a sticking point in the negotiations.