

LARRY

What all did you talk about, Bob?

BOB

I don't know. Stuff.

LARRY

What kind of "stuff"?

BOB

Just... different things.

LARRY

Can you be a little more specific? I mean, did you talk about the weather? Sports? What.

BOB

Dogs, mostly.

LARRY

That's all?

BOB

Well, that and stuff about our families. He asked about my wife.

LARRY

Your wife?

BOB

Yeah.

LARRY

What did he wanna know about your wife, Bob?

BOB

Nothing. He just asked.

LARRY

Did you tell him he could have her if he wanted? In consideration for throwing a little business our way?

PHIL

Larry!

LARRY

What else, Bob. What other things did you talk about.

BOB

Just... I don't know. Religion... some.

LARRY
(dumbfounded, after a moment)
Religion?

BOB
Yeah.

LARRY
You talked to the president of one of the largest
manufacturing firms in the Midwest about religion?

BOB
Is that what he is? I didn't know.

LARRY
What did you tell him, Bob? What exactly did you say to him
about religion?

BOB
We just talked.

LARRY
I know that. What I'm trying to find out is, what did you
say? You didn't contradict him, did you.

BOB
No.

LARRY
Thank God. That's the first rule of talking religion at one
of these things, Bob. Don't contradict anyone. Especially
a customer. I take that back. It's the second rule. The
first rule about talking religion at a convention is, don't.

BOB
Don't what?

LARRY
Don't do it. There's plenty of other things to talk about
without getting into that. And the second rule is, whatever
you do, don't contradict a client. Potential or otherwise.

BOB
What if you think they're wrong?

LARRY
They're not wrong, Bob. That's the third rule. If they're
in a position to do business with you, and they have a good
credit rating, then for a brief time anyway, they have the
corner on absolute truth. Theirs is the copyright.
Understand?