

Harold Melville

HAROLD MELVILLE

Now let's get down to brass tax.
We've looked over your proposal and
it looks pretty good.

GRACE

(smiling)
That's great.

HAROLD MELVILLE

Except for a few areas.

Graces smile fades

Stan flips open his brief case removing a small stack of papers.
He places a copy on the table in front of each person.

STAN PRICHARD

(pointing to the document)
Page 2, line 46.

Grace turns to the page and reads along in her head.

STAN PRICHARD (CONT'D)

It says that the client shall
receive access to all pertinent
documents, emails, letters, bank
accounts etc etc etc on or about
January 1st of ever *other* calendar
year.

HAROLD MELVILLE

That's too long Grace, twice per
year, minimum.

GRACE

(trying to calm the mood)
Well Im sure we can amend that line
item.

STAN PRICHARD

Page 3, line 17.

Grace flips the page.

STAN PRICHARD (CONT'D)

Client shall agree to extend this
agreement an additional 3 years if
all financial terms are met during
the initial investment period.

HAROLD MELVILLE

3 years, that's a pretty strong
commitment.

GRACE

(flustered)

Well this is all just a starting point.

HAROLD MELVILLE

This is the 5th draft.

Grace is caught off guard. She is becoming more flustered. The rapid fire questions are dizzying.

STAN PRICHARD

And what safeguards if any do we have for losses.

HAROLD MELVILLE

And what about market volatility. Not to mention cyber attacks, where's the language to cover that.

Grace is stunned, she doesn't know what to do.

STAN PRICHARD

Richards & Ross tell us they can manage our money with 3% less commission than you're charging us.

GRACE

Well we charge a premium because of our expertise.

STAN PRICHARD

Yet you guys lost major money off 5 accounts last year, each one over 40 million dollars.

GRACE

I would have look into that.

HAROLD MELVILLE

What guarantees do we have?

STAN PRICHARD

What will you do if there's a recession?

HAROLD MELVILLE

What are your first quarter projections?

GRACE

My what?

STAN PRICHARD

Are we your most important client?