

**INGA SPELLLMAN**

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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.

INGA SPELLLMAN

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

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

INGA SPELLLMAN (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 I'm sure we can amend that line  
item.

INGA SPELLLMAN

Page 3, line 17.

Grace flips the page.

INGA SPELLLMAN (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.

INGA SPELLLMAN

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.

INGA SPELLLMAN

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.

INGA SPELLLMAN

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?

INGA SPELLLMAN

What will you do if there's a recession?

HAROLD MELVILLE

What are your first quarter projections?

GRACE

My what?

INGA SPELLLMAN

Are we your most important client?