Timeshare

Ву

J.A. Whetstone

EXT. FLORIDA RESORT - MORNING

PAUL GILBERT (70s), well-dressed, rides in a golf cart with LINDA (40s), an attractive timeshare sales rep.

She gives Paul her complete attention as the cart glides through a beautiful pathway.

PAUL

I had a successful career in the automotive industry, 40 years.

LINDA

And now you want to enjoy your retirement.

PAUL

Absolutely. I am enjoying it right now, but want to keep my options open.

LINDA

You'd love it here at Holiday View Resorts, Mr. Gilbert. We have eight different pools on the property, three professional-grade restaurants and a host of social programs for all ages.

PAUL

Sounds great. I'm definitely interested. My condo association just doesn't give me the amenities I need.

The cart arrives at a small conference center on a golf course. Dozens of other carts line the sidewalk.

LINDA

Come on in and I'll introduce you to some of our other representatives.

INT. CONFERENCE ROOM - MORNING

PAUL sits at a table with JOE and PETE, two gold-chained, slick timeshare salesmen. Other tables are scattered about, each with prospective owners and sales reps.

JOE

How many vacations do you take every year, Mr. Gilbert?

I like to get away at least three or four times a year.

JOE

Okay. You probably like to travel the States, maybe outside of the country? Do you know that Holiday View has over 500 affiliated resorts throughout the world? You could stay at any of these resorts for free if you purchase with us today.

PAUL

Wow. I would love to travel more than I do now.

PETE

Of course, because you worked your butt off during your career and now you deserve the good life, right? We can give you that good life.

PAUL

It is tempting. But I'm not sure I should buy today.

PETE

Sir, I can tell you're a man of discerning taste. You wouldn't be here if you weren't, right?

Paul smiles.

PAUL

Flattery will get you everywhere.

PETE

That's good to hear. I like your shirt by the way.

They all get a good laugh.

JOE

Listen, Mr. Gilbert. Pete's point is this: We want you here at Holiday View Resorts because you make us look good. You're a classy guy, a mover and shaker. I tell you what, we'll give you 15 percent off the asking price, today only. How does that sound?

It sounds like a pretty good deal, but maybe I should take some time to think about this.

Joe and Pete look at each other; then get up from the table.

JOE

We have someone we'd like you to meet, Mr. Gilbert. Hang on.

Joe and Pete walk over to JIM HUMPREYS, a suit who holds a clipboard. They talk out of earshot.

Humpreys walks over to Paul, extends his hand.

HUMPREYS

Good morning Mr. Gilbert, I'm Executive Manager Jim Humpreys. Can I join you?

PAUL

Sure.

Humpreys sits. He writes something on his clipboard and moves it over to Paul, who looks at it:

INSERT:

PRICE: \$24,800

Discount: 25 percent off

PAUL

That's a tremendous offer.

HUMPREYS

It's as low as we can go, Paul. Nobody in this room has the same offer. You're the one and only. Feel pretty special?

PAUL

Yes, I do actually.

HUMPREYS

Well you are special, Paul. And special people like yourselves have joined us at Holiday View Resorts for the last 20 years. We want special people. It's good for business. That's why we're

HUMPREYS prepared to make you this final offer, today only.

Paul thinks it over.

PAUL

Thank you for your time, Mr. Humpreys. Please thank Linda, Pete and Joe as well, but I'm not prepared to buy today. I'm sorry.

CONTINUOUS

Paul walks out of the conference center and into the parking lot, passing luxury cars. He reaches his car in the back: a beater that barely looks like it could make it out of the lot.

EXT. APARTMENT PARKING LOT - DAY

PAUL parks the beater in his run-down apartment complex. He gets his mail and finds a full-color brochure for a different timeshare resort in the area.

INT. APARTMENT - CONTINUOUS

Paul walks into his apartment and plops the brochure on the floor, in a big pile of other brochures he's received in the mail.

He takes off his expensive short-sleeve shirt and begins to iron it.

Paul, wearing only a t-shirt and boxers, now presses his shorts.

He carefully hangs his expensive attire in the closet.

Paul, wearing old, worn-out clothes that reveal his true financial status, sits alone at the kitchen table eating dinner. He checks his watch.

EXT. APARTMENT - NIGHT

PAUL makes a video call on his iPad. It connects and we see Paul's son, DAVID, 42, and his preoccupied family at the table, wife HEATHER, 40, doing her nails, and their two kids, PAYTON, 13, playing a portable video game, and HANNAH, 16, who is texting.

DAVID

(on video camera)

Hey dad, how you doing?

PAUL

Good son, how's everything there?

DAVID

Fine, fine. We just got back from Payton's baseball game. They won.

PAUL

Good job Payton!

David turns the camera to Payton, who continues playing his video game.

DAVID

Grandpa's talking to you, bud.

Payton finally looks up into the camera.

PAYTON

(half-hearted)

Thanks Grandpa.

David swings his iPad camera back to himself.

DAVID

Payton's tired, aren't you buddy?

Silence. No response from Payton.

DAVID

And Hannah got the lead in Grease this week, pretty cool news.

He swings his camera to Hannah, who is still texting.

PAUL

That's great. I'd like to see the play when it opens.

DAVID

Sure, sounds good.

PAUL

You know you guys are free to come see me any time. The complex here has a pool.

Silence.

DAVID

Thanks, Dad. It's just we're so busy, with our schedules and carting the kids around. And then there's the drive to your place.

PAUL

It's only an hour away.

David thinks for a second.

DAVID

But that's two hours round trip.

Silence.

PAUL

I'd like to see you more, that's all.

DAVID

That's why we got you the iPad, Dad. You can see us any time, right?

PAUL

Right.

DAVID

Well, we gotta run. Same time next week?

PAUL

Yeah, sounds good. Bye for now.

"Byes" from everyone, even Heather.

INT. TIMESHARE CONFERENCE ROOM - MORNING

PAUL, dressed in his expensive outfit, sits alone at a table at a different timeshare resort pitch session as two sales reps talk with JESSE SMITH, the executive manager, about 20 feet away.

The manager stares at Paul, then walks over to him.

SMITH

Mr. Gilbert, I'm Jesse Smith, executive manager here at Summer Lake Resort.

Good morning.

They shake.

SMITH

Don and Jim say you're not sure if you're in a position to buy today. Will 30 percent off help you change your mind?

Paul smiles.

PAUL

You don't beat around the bush, do you?

Smith doesn't crack a smile. He's upset.

PAUL

Sounds like a great bargain, but...

SMITH

40 percent.

PAUL

What?

SMITH

40 percent off, right here, right now.

PAUL

I don't...

SMITH

50 percent, Mr. Gilbert?

Paul doesn't say a word. He realizes Smith is essentially calling his bluff.

SMITH

Truth is, you wouldn't buy property with us if it was 90 percent off, would you Mr. Gilbert?

PAUL

What do you mean?

SMITH

I remember you. Couple months back you walked in here saying you were interested in buying, then bailed

SMITH

at the last second. Took a shitload of our time, too. I've got an uncanny memory, Mr. Gilbert. And you know what: You were wearing the same clothes too. Truth is you're not interested in...

PAUL

I am interesting...
 (he stops, realizing his slip
 of the tongue)
I mean I am interested, just not
today. Now I've got to go.

Paul gets up and quickly walks out.

INT. APARTMENT - DAY

PAUL irons his expensive shirt, getting it ready for the next timeshare meeting.

EXT. TIMESHARE PARKING LOT - MORNING

Paul parks his beater at the back of a new timeshare meeting. He walks through the lot and into the front door and gets into line to sign up for the meeting.

He reaches the receptionist.

RECEPTIONIST

Good morning and welcome to Glen Waters Resort. Can I have your name and address, please.

PAUL

Paul Gilbert, 1200 Via Catherina, Breezy View, Fla.

She types it into her computer then pauses. She walks over to an official looking man, JOHNSON, (30s), and talks silently with him. They glance at Paul, then the man moves toward Paul.

JOHNSON

Mr. Gilbert, could you come with me please?

What's the matter?

JOHNSON

We need to talk. Come with me please.

Paul follows Johnson to a secluded corner of the entryway.

JOHNSON

Without making a scene, I want you to walk out the door and never come back.

PAUL

I don't understand. Why?

JOHNSON

Because you've visited every resort within a 30-mile radius several different times, but you've never purchased anything.

Paul is stunned.

JOHNSON

Yeah, we're on to you. Leave now or we're calling the police. You're trespassing.

PAUL

Please, no. I'm not doing anybody no harm. I'll be...

JOHNSON

You're wasting our time, old man. We could be talking with legitimate, potential buyers.

PAUL

I just want someone to share my time with.

JOHNSON

Head to the local senior center, I don't care. Just leave.

Paul looks at Johnson, then begins to leave.

INT. APARTMENT - CONTINUOUS

PAUL walks into his apartment with another brochure in his hand. He throws it on the pile.

He irons his expensive shirt.

Paul sits alone, eating dinner.

INT. BATHROOM - NIGHT

PAUL, in his boxers and t-shirt, brushes his teeth, then turns out the light.

He walks to the bedroom and gets in bed. He turns out the light and lays his head on the pillow. He begins dreaming.

INT. CONFERENCE ROOM - A BEAUTIFUL MORNING

PAUL sits smiling at a timeshare conference table, but no sales reps are there. His family, son DAVID, his wife, HEATHER, the kids, HANNAH AND PAYTON, sit with him, and they're all giving Paul their undivided attention.

We can't hear what is said, but their conservations are animated, happy and engaging. Paul says something to the family and they all laugh. Paul and Hannah exchange pleasant words and smile. The same with Paul and Payton.

Paul Gilbert is in his glory, loving the idea of sharing time with his family.

FADE OUT