

Nina:

I didn't wake up till five. My body's so off I feel like it's time for breakfast.

Lou:

I'm sure you're beautiful anytime of the day. In fact I'd say you're much prettier than Lisa

Mays. I like the dark make-up on your eyes. I also like how you smell.

Nina:

Where are you from, Lou?

Lou:

The North end of the valley. Some of the calls sometimes take me over that way but

nobody I know is still out there. You're from Philadelphia, Pennsylvania.

Nina:

How do you know that?

Lou:

It's online. Everything about you is online. Well not everything, but definitely a lot. I've

watched all the videos from when you were a reporter. I'm sure you look at them of

course.

Nina:

God no, not without a drink in my hand.

Lou:

I watch my work all the time.

Nina:

Do you want to become a reporter?

Lou:

No.

Nina:

Most of the guys want air-time.

Lou:

Not me. I want to be the guy who owns the station that owns the camera. The business is doing well but I'm ready to grow to the next level. To do that I need to stay one step ahead of my competition and take risks. I also need financial support to

implement expansion. Would you like another margarita?

Nina:

One's enough.

Lou:

Thanks for coming out to talk. The place I'm in now is that I want a relationship with somebody I can team up with and share, like we share the same hours, the same job

and whatnot. I could go down a laundry list but you get the idea.

Nina:

I hope you find someone.

Lou:

Here's the thing about that, Nina, I'm quite certain that I already have.

Nina:

Okay, let me put this politely. I only came out to dinner with you, Lou, purely as a professional courtesy.

Lou:

Thank you, because I don't think it's a secret that I've single-handedly raised the unit price on your ratings book.

Nina:

Our ratings book price?

Lou:

I'm a very fast learner, Nina. We had a conversation and I specifically mentioned that.

Do you remember? Well do you?

Nina:

Yes.

Lou:

I recently learned, for instance, that most Americans watch local news to stay informed.

I also learned that an average half-hour of Los Angeles television news packs all its

local government coverage-- including budget, law enforcement, education,

transportation and immigration-- into 22 seconds. Local crime stories, however, not  
only

usually led the news but filled 14 times the broadcast, averaging 5 minutes 7 seconds.

And K.S.M.L. relies heavily on such stories. With Los Angeles crime rates going down I

think that makes items like mine particularly valuable, like rare animals. I imagine your

needs will only increase during next week's rating sweeps period.

Nina:

We certainly appreciate what you do.

Lou:

There's certain good things in being alone. You have time to do the things you want to

do, like study and plan. But you can't have dinners like this. Or be physical with a

person, I mean beyond a flirtationship.

Nina:

Where are you going with this?

Lou:

I want that. With you. Like you want to keep your job and your health insurance.

Nina:

Look, just for starters I don't need you to keep my fucking job.

Lou:

You're the news director on the vampire shift at the lowest rated station in L.A. I have to think you're invested in this transaction.

Nina:

Where did you get the balls to even suggest something like this?

Lou:

We're still talking.

Nina:

There's nothing more to say.

Lou:

You can leave.

Nina:

You've done well. Okay? We pay you well. Very well. We always have. If you like, I can get you an exclusive retainer, that would be on top of your segment fees. I could maybe even get you a job at the station, starting as a production assistant, so you can learn the business from the inside, that's where you said your interests lie, see where it goes.

Lou:

You're not listening, Nina. I happen to know you haven't stayed at one station for more than two years at a time, and you're coming up on two years soon. So I can imagine you have a contract for that length of time and that ratings during the next week will directly affect that.

Nina:

You're threatening if I don't ...

Lou:

I'm negotiating.

Nina:

You're threatening to stop selling to me.

Lou:

That's your choice. The true price of any item is what someone's willing to pay. You

want something and I want you.

Nina:

To fuck you.

Lou:

And as a friend.

Nina:

Jesus Christ. Friends don't pressure friends to fucking sleep with them.

Lou:

Actually that's wrong, Nina. Because as I'm sure you know... a friend is a gift you give

yourself.