

Audrey Vance (30's) African American Female. Is having an intense meeting with **Victor Knight (30's) Open Race Male.** There are other people in the room as well. They all have binders in front of them.

AUDREY

Let's skip the foreplay. You're out of options.

VICTOR

I prefer to call it collaboration.

AUDREY

You always dress surrender up as strategy.

VICTOR

Everyone here knows you win.

AUDREY

Then stop pretending you have leverage.

VICTOR

You're asking my firm to accept a minority stake.

AUDREY

I'm offering it.

VICTOR

Ten percent is insulting Audrey.

AUDREY

So was your zoning stunt last year, Victor, Yet here you are.

VICTOR

You don't leave room for partnership.

AUDREY

I leave room for competence.

VICTOR

This consolidates too much power.

CONTINUED:

AUDREY

Power doesn't scare regulators.
Instability does---and that's you.

VICTOR

Careful. Noise exposes cracks.

AUDREY

Then read the balance sheet Victor.

VICTOR

Your valuation assumes perfection.

AUDREY

My execution record is flawless.

VICTOR

Nothing is flawless.

AUDREY

You plan for failure. I remove it.

VICTOR

And if the merger stalls?

AUDREY

It won't.

VICTOR

You're asking me to trust you.

AUDREY

No. I'm asking you to survive me.

VICTOR

And Maximus agrees with this?

AUDREY

Maximus agrees with results.

VICTOR

You're pushing hard.

AUDREY

Because you need this deal more than I
need you.

VICTOR

And if I walk?

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