

EXT. DEALERSHIP – CONTINUOUS

Niki grins as she looks at the sign. Rachel enters the frame and extends her hand.

RACHEL

Welcome, Niki! I'm Rachel. Looks like you found your spot.
Niki shakes her hand.

NIKI

I couldn't miss it. Thanks for the celebrity treatment. And the video was really helpful, too.

RACHEL

Of course! I just wanted to give you a little preview. So how much time do you have today?

NIKI

I'd say about an hour. Ish.
3.

RACHEL

Ok, well with that in mind, how about we look at the X5 in person, do a test drive, and then I'll take you to meet your client advisor, Todd. Does that work for you?

NIKI

Yep, sounds great!

INT. DEALERSHIP – MOMENTS LATER

Rachel has set up the conversation with a strong backdrop: the Alpine White X5.

RACHEL

So what do you love about the X5?
Niki eyes the car in front of her.

NIKI

Well, I'm a mom of three, a wife, a pharmaceutical sales rep, and I just got a promotion.

RACHEL

Wow! Congratulations. So you're
Superwoman.

NIKI

(laughs)

A double shot latte works magic,
trust me. Anyway, what I was
getting to is, I think this could
impress clients and also be
comfortable for the five of us when
we're out on weekend adventures.

RACHEL

Definitely. And, just so I can get
you the right package, are you
looking to buy or lease?

NIKI

Lease. But I'll need something with
high mileage. With sales, driving's
kind of a second job.

RACHEL

Not a problem! You've come to the
right place.