

INT. RADIO STATION- MID DAY

KENDRA mid 30's adjusts her headphones as she prepares to continue interviewing her long time friend FABIAN HOLLAND mid 30's on entrepreneurship.

Fabian, handsome and chiseled sat across from Kendra in his B Boy gear.

KENDRA

Welcome back to Hot 97. I'm Kendra Faye and today we are discussing Entrepreneurship with my friend Fabian Holland, who has taken over the metro area with his plumbing company "Overlook Plumbing".

(she smiles)

People have a strong miss conception about the plumbing industry. I for one, didn't realize it is such a lucrative business.

FABIAN

Until you make it a business you won't see it.

Kendra grabs her cup of tea next to her and sips.

KENDRA

Why do you think people downplay the plumbing industry?

FABIAN

Plumbing isn't considered to be PRETTY work so it doesn't hold respect. For instance, if your son came home and said I want to be a plumber, knowing you, your going to give him the side eye, right?

KENDRA

I don't know.

FABIAN

(amused)

Kendra, really? Miss I don't like Doritos and hot wings?

Kendra smiles.

KENDRA

(smiling)

I'm paying for private school boo.

(MORE)

KENDRA (CONT'D)
 Travis coming home talking about
 being a plumber doesn't sound
 lucrative enough for me.

FABIAN
 That's because a lot of these cats
 out here drive up with a poor look.
 So naturally, you think the plumber
 is poor. Do you understand what I
 am saying?

KENDRA
 (pointing at the temple of
 her head)
 It's here baby, I get it!
 (she continues)
 Basically you can't make money from
 something that doesn't have an
 appeal.

Kendra looks around.

KENDRA (CONT'D)
 Was that my Ah ha moment?

FABIAN
 I hope so!

Kendra speaks clearly into the microphone to reach the
 public.

KENDRA
 (into the microphone)
 All right, you heard it here on HOT
 97. Please make your appointment
 online Overlook plumbing.net or
 call 404-787-5000. If you have a
 problem they can get it done baby!

END

CLOSE UP ON FABIAN

Fabian smiles.

KENDRA (CONT'D)
 It's been real guys. I'm Kendra
 Faye with HOT 97 and we'll meet
 again tomorrow. Hash Tag, chase me
 boo!

Kendra removes her headset as the music began to play for the
 listeners.