

The Outsider – Paige Side 2

The Outsider

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ARTHUR. Which is impressive, because she hadn't even *seen* the cards.

DAVE. No, that is not impressive. It's not a skill to speak empty-headed phrases when you have an empty head. You are talking like she's some politician you've trained to go on TV and... *(Beat.)* Oh my god. That's it. You think she *is*. You think that *Lulu...* is the politician you've been waiting for. The leader who's "just like us." An hour ago, you thought *Ned* could be that guy, that you could teach him to act clueless, but *now...* *now* you've found someone who's actually *clueless*.

ARTHUR. Dave, don't misunderstand; I'm not giving up on Ned—

DAVE. You are unbelievable!

ARTHUR. But what happened here today... that was something special. Not just her—the two of them together. I mean think about it: if the public is looking for leaders who are absolutely, totally unprepared for office? ...we just found our dream team.

(PAIGE enters from the Hallway, holding sheets of paper on which she's scrawled the thrilling numbers.)

PAIGE. Arthur! Arthur! *(Seeing DAVE:)* Oh! Dave!

DAVE. *(Why are you looking at me that way?)* What?

PAIGE. You got up!

DAVE. Oh—

PAIGE. 'Cause the last time we came in, you were lying on the floor—

DAVE. *(Simultaneous with the below:)* Yeah, yeah—

PAIGE. *(Simultaneous with the above:)* —in the fetal position—

DAVE. I think we've covered that.

PAIGE. Arthur—these numbers...

ARTHUR. Yes?

PAIGE. From the focus groups... ?

ARTHUR. They're good?

PAIGE. *Crazy* good, they are...

ARTHUR. Amazing?

PAIGE. Beyond *amazing*; they are life-altering.

ARTHUR. *Yeah?*

Start

DAVE. (*Already a little confused:*) What are you, what are we talking about? These are the reactions of the people who watched the interview?

PAIGE. Yes—now remember these are just voters in this state, but we're gonna have to do some national polling—immediately. Because... I have never seen numbers like these. (*Reading from a paper:*) "I would describe this person as someone who's just like me": 78%. "As someone who's telling me the truth": 84%. "As someone who is *real*." (*Beat.*) 91%. 91%. That is the most real any person has ever been in any poll ever taken.

(ARTHUR is shocked and thrilled. DAVE is baffled.)

DAVE. (*Beat. Trying to reconcile this news with his own perception:*) Wait. This is from the interview... that just happened?

PAIGE. (*Enthusiastically:*) Yeah.

DAVE. And these are people's reactions... to the Governor?

PAIGE. Oh—no—

ARTHUR. No—

PAIGE. (*Simultaneous with the below:*) No, no, no, no, no, no, no, no, no, no, no—

ARTHUR. (*Simultaneous with the above:*) No, no, no, no, no, no, no, no, no, no, no—

PAIGE. No. No, these are the numbers for Louise—

ARTHUR. (*Quickly reminding her:*) Lulu—

PAIGE. (*Quickly correcting:*) Right, Lulu—

ARTHUR AND PAIGE. (*To DAVE:*) We're calling her Lulu now.

DAVE. (*Still confused about "the numbers for Louise":*) What?!

PAIGE. We've already looked at Ned's numbers. But I suggested—

ARTHUR. 'Cause she's a genius—

PAIGE. (*To ARTHUR:*) Thank you—

ARTHUR. She suggested, let's keep the focus groups a little longer—

PAIGE. To get their reactions to Lulu.

ARTHUR. Isn't that brilliant?

PAIGE. And these people *identified* with her... in ways I've never seen before. When asked if they could imagine inviting Lulu to their home for dinner, 36% said they could swear she'd already *been* there. It's like they were watching themselves on TV. They *loved* her.