NEE Right! Sorry. Ask me again.

ARTHUR. Go rnor, how do we solve the deficit?

NED. "It just takes con non sense."

ARTHUR. Right

DAVE. To solve the deficit?

NFS. (Realizing:) Yeah, that doesn't sound right.

TAIGE. I'm gonna have to go whit them on this one.

ARTHUR. (*It's all getting out of control:*) Okay, let's just— Look, there's only one card left. Why don't you just... read the last card?

NED. (Looking for the card he hasn't read:) The last... card. (Reading the words—unintentionally—without any meaning or connection:) "I'm just an average guy."

ARTHUR. Okay, now, do you see... how these four cards... tell a story? (ARTHUR needs NED to understand this narrative, and be onboard with it. He'll spell it out as clearly, as patiently, as he needs to.) We've got problems that need fixing—whatever they are. And we need someone new to fix them—an outsider. Someone who'll just use his common sense. And then, along comes you, who's just... an average guy. Which is... exactly what we're looking for. You see?

NED. (Slight pause.) Yeah. I think I do, yeah.

ARTHUR. (With relief and gratitude:) Oh thank God.

NED. (He's understanding the whole concept:) I mean, this isn't me—

ARTHUR. No-

NED. This is who people *think* I am.

ARTHUR. Exactly.

NED. (*Referring to card four:*) But—the "Average Guy" card. Are you saying I'd use this as an answer to a question?

ARTHUR. Absolutely! Paige?

PAIGE. (*This takes some thought, but she's quick on her feet:*) Mr. Newley... after your swearing-in ceremony this morning, a lot of people are questioning whether you're qualified to be Governor. How would you respond to them?

NED. (After a beat. Slowly—hoping perhaps the logic of the words will become clear before he finishes saying them:) I'm... just an average guy.

ARTHUR. (Beat.) Oh yes.

NED. (Unsure:) Yeah?

PAIGE. Yes.

NED. (Not really getting it:) Okay.

ARTHUR. God yes.

NED. (Not getting it, but...) Alright. (Beat. Aware he's been silent:) Dave?

DAVE. (Depressed about this, but having to concede:) It's... very convincing.

ARTHUR. (Seeing even DAVE convinced:) Haha! (Going to NED, his enthusiasm growing:) This is gonna work, Governor. It's gonna be great.

DAVE. Can I just—...? (ARTHUR *looks at him.*) I'm sorry. Just... to clarify. Is that... *all* he's going to say, in response to her questions?

ARTHUR. Maybe, maybe not. He could... *elaborate* from there.

NED. Elaborate?

ARTHUR. You don't have to use the phrases *verbatim*; what matters is, these words are helping you get a feel for this man.

NED. (Feeling this to be true:) Yeah.

ARTHUR. And remember, he's not somebody who's going to dazzle us with language.

(NED begins trying out a "Common Man" persona. This involves a little physicality, a positioning of the head—a bit like an actor silently going over his sides outside an audition room. It's not, at first attempt, entirely natural.)

NED. (*Responding in character:*) No. I'm not.

ARTHUR. He's a simple guy.

NED. (*A bit too simple:*) I'm simple.

PAIGE. (As in: not "mentally insufficient":) Maybe... not that simple.

NED. (*Different take:*) Not *that* simple.

ARTHUR. (A more helpful adjective:) Average.

NED. (With a shrug of the shoulders:) Average. (Finding an "Average Joe" persona/physicality:) I'm an average guy.

ARTHUR. Yes.

NED. (His best ever:) I'm just... an average guy.

ARTHUR. Perfect.

