

# **THE RECRUITERS...**

**Episode One: Career Opportunities**

*by*

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**THE RECRUITERS...**  
**Episode One: Career Opportunities**

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**Episode One**

# ***Career Opportunities***

*Set in the offices of Phillip Banks Recruitment Agency, within Serviced Offices, on the second floor of a building in the centre of Sydney's Business District Centre.*

## *Cast*

Bob Hachett (40ish)	Manager, struggling, estranged wife
Steve Hopewell (20's)	Dreamer, lazy, loyal, trainee
Asher Rodbridge (30's)	American, womaniser, rule-breaker.
Todd Greenwald (50's)	Accountant, stutters, drunk.
Stephanie Wong (32)	Chinese, fit, competitor, successful.
Jannelle Hilditch (22)	Receptionist at centre, hopeless.
Daniel Corporate	Client wanting staff.
Warren Bourke	Slow talking Warehouse Manager.
Lauren Matisse	Candidate annoyed by Recruiters.
Reception	Girl at clients building – unsociable.
Security	Heavy handed security guard.

## Scene 1

Location: PHILLIP BANKS OFFICES, SECOND FLOOR OF SYDNEY BUSINESS CENTRE.

Bob sat at desk, on the phone with computer in front of him.

BOB Hi. Daniel. Made a decision? Can we offer someone a job?

DANIEL We've had a re-think, Bob. We're going to scrub \$65,000 and offer \$55.

BOB But we've interviewed over 30 candidates and told everyone \$65.

DANIEL I know, I know.

BOB We've down to the last 2 candidates.

DANIEL Ah nothings been decided. Offer 55. See how it goes down?

BOB Like a brick in a swimming pool.

DANIEL Ah look, if you don't want the business I can offer it to another recruiter.

BOB Daniel, Daniel. I've been working on this for two months. Not to mention all the advertising we've paid for.

DANIEL Not my problem.

BOB OK, setting aside salary, who do you prefer, Pete or Francesca?

DANIEL They're not really up to our standard mate.

BOB At 65 this is the standard. The rate for this position is 70.

DANIEL So you're telling me Phillip Banks can't help?

BOB No. Look, I'll try.

DANIEL I gotta go. [Hangs Up].  
[Bob slumps down into his chair.]

– *End of Scene 1* –



## Scene 2

Bob has his ear to the door of his office. Bob snatches open his office door as Stephanie passes in corridor carrying 2 glasses of water. BOB Stephanie! What a coincidence. How's life at Professional Personnel?

STEPHANIE [Offers Bob confident smile.] Oh hi. How's it going?

BOB Candidate coming in?

STEPHANIE Might have..

BOB Got some jobs then?

STEPHANIE What about you? You seem quiet.

BOB Oh, busy... Eh, about that drink?

STEPHANIE Sorry Bob, must go.

[Bob watches Stephanie EXIT down corridor]

[Steve ENTERS, reading names on doors.]

BOB Looking for someone?

STEVE Professional Personnel.

BOB Ah. What job have you come for?

STEVE Marketing Assistant.

BOB Working for who?

STEVE They didn't say.

BOB They're down the corridor.

STEVE Thanks.

[EXIT Steve down corridor]

– *End of Scene 2* –

### Scene 3

Corridor. Steve walks from deep in Corridor. Phillip Banks doors swings open suddenly in Steve's path.

BOB Stephanie! What a coincidence... Ah. How d'it go?

STEVENot too good.

BOB Didn't get the job then?

STEVENo.

BOB Still looking?

STEVEYeah.

BOB Well what are we doing here? Step this way.

[Bob stands aside.]

[Steve ENTERS office. Door closes. Close up of sign: Phillip Banks.]

– *End of Scene 3* –

## Scene 4

Phillip Banks office. Two desks with computers, window. One connecting door. BOB Take a seat.

STEVE            Thanks. Here's my Resume.  
                      [Steve hands over his Resume. Bob flicks  
through it.]

BOB                So you're looking for a temporary role.

STEVE             Permanent.

BOB                Right, right.

STEVE             I studied Marketing at Uni and have work  
experience. Do you have anything?

BOB                As at matter of fact I think I might.  
                      [Knock at internal connecting door]

BOB                Come.  
                      [ASHER ENTERS from interconnecting  
door]

ASHER             [American accent.] Hi Bob. How's it go-in?

BOB                Asher. This is... sorry what's your name?

STEVE             Hopewell;. Steve Hopewell.

ASHER             G'day mate.

BOB                Meet Asher.

STEVE             Hi. ....

BOB                He's American.

ASHER             Bob I need that Assistant. I don't care how  
dumb they are. Anyone. Just get them soon.

BOB                Right.

ASHER             Nice meeting ye's.  
                      [Asher EXITS through internal connecting  
door]

STEVE             I was thinking maybe an Advertising Agency  
or a Marketing House.

BOB                The best way to the top, is to start at the  
bottom. You know why?

STEVE             No.

BOB                    Because which ever way you go, you'll never  
go down.

STEVE                Hm...

BOB                    Take the recruitment industry...

[voice fades]

MUSIC TO DENOTE PASSING OF A DAY

– *End of Scene 4* –

## Scene 5

Bob by himself at desk. Listening to 'talk' on the internet.  
Knock at door. Bob switches off talk.

BOB                    Come in.  
                         [Door opens. ENTER Steve. Closes door.]

STEVE                Morning.

BOB                    Hey you don't have to knock. This is where  
you work now.

STEVE                I thought it might be best on my first day.

BOB                    Open door policy means you're approachable.  
[Bob slurps his tea] It's part of a Recruiter's credo. Along with  
Honesty and Integrity.  
                         [Knock at the door]  
Er. Can you see who that is? If its Mike, I'm  
not here.  
                         [Steve opens the door.]

STEVE                Hi.

STEPHANIE        What are you doing here?

STEVE                I work here now.

BOB                    Stephanie? Is that you? Come on in.  
                         [Steve opens the door. Bob rises from his seat  
with tea in hand.]

STEPHANIE        I didn't know you knew Steve?

BOB                    Oh he's joined Phillip Banks.

STEPHANIE        So I see.

BOB                    To what do we owe the pleasure?

STEPHANIE        You look busy. I'll leave it till later.  
                         [Stephanie EXITS to corridor.]

BOB                    Excuse me Steve.  
                         [Bob follows with tea in hand.]

– *End of Scene 5* –

## Scene 6

Bob enters tearoom, [off corridor] with tea in hand and Stephanie by fridge.

BOB                   Is this the delightful Stephanie I see before me, in the tearoom. Listen, was it about the drink?

STEPHANIE       It was.

BOB                   Well I can do any night this week.

STEPHANIE       Someone has been using our milk. It is clearly marked Professional Personnel.

BOB                   Oh no. They haven't been using your milk again have they?

STEPHANIE       I thought we agreed that we wouldn't pinch each others milk?

BOB                   Absolutely. Use ours...

STEPHANIE       I don't see any milk in the fridge with Phillip Banks on it.

BOB                   Really? [Bob moves closer to Stephanie, beside fridge.] What about that?

STEPHANIE       [Peers into carton] Its turned to yoghurt.

BOB                   Add some blueberries.

STEPHANIE       [Stephanie gives Bob a dirty look] Not funny Bob.

BOB                   What about the eh?

STEPHANIE       Later.

[Stephanie EXITS down corridor.]

– *End of Scene 6* –

## Scene 7

Bob and Steve at their desks in the office. BOB You see Steve, first rule of recruitment is know your client, know your candidate.

STEVE Which comes first? The client or the candidate?

BOB Ah. We're paid by the employer, so it is their needs that we serve.

STEVE So we put the client first?

BOB That makes it sound one sided. Its more a case of matching the two parties.

STEVE But if there's a dispute, whose side do we take?

BOB Whoever is right.

STEVE So it depends on the case?

BOB No. The client is always right, so we support them. Now then. [Bob picks up phone and dials] This is the best part of the job. Telling the lucky candidate they've got the job... Hi Rosalind. It's Bob here... Bob Hachett from Phillip Banks... the recruitment firm.... yes the one on the second floor with no lift... I know. Its a listed building, so no lifts I'm afraid. Yes. They are steep aren't they. Listen I've got some good news.... Oh yes... You've what?... When? Well done. Yes. You too... All the best.

STEVE She been offered another job?

BOB Yes. But ah! Always be prepared. Dib, dib, dob, dob.... Cub were you?

STEVE Not really.

BOB dob - Do our best. Dib - Do I eh.. Anyway.

Have a back-up. [Dials again. Pause] Hi Pacharandi Garamsekaram? Yes, yes. Bob. No that's my name. Bob, Bob Hachett... With a 'ch' sound in the middle. Ha-chett. That's right. I've got some good news for you. Good news... G-o-o-d N-e-w-s. You've got the job... Job. No that's my name, Bob. You've got the job. ... [pause] I thought you had a visa? .. I

see, I see. She had the visa. Well I hope things work out for you... And if not drop me a line when your back in Mumbai... Well its a bit difficult to accept the job under the present conditions. I'm not sure you could start on Monday. Can I call you back. Yes. I promise. OK. You to. [Replaces receiver. Taps on desk. Long pause.] Time for a cup of tea I'd say.

STEVE Do you have coffee?  
BOB Would you prefer coffee?  
STEVE Ah well. If you've got it?  
BOB Sure. How do you like it?  
STEVE Oh. Just a skinny, flat, soy, decaf with Sweet and Low.

BOB Sorry?  
STEVE Skinny, flat, soy, decaf with Sweet and Low.  
BOB Perhaps we should go out for a drink.  
[Knock on interconnecting door. ENTER

Todd.]

TODD Can I have a w-word?  
BOB I'm a bit busy now Todd.  
TODD How ye doin? My name's T-odd.  
[Offers hand to Steve.]  
STEVE Steve. [They shake hands]  
BOB Can I introduce you later Todd?  
TODD Arrh. [lets out deep sign] W-w-women. Aye?  
BOB Well better be...  
TODD God damn women! F-f-f-f-f.  
BOB Todd!  
TODD Females! She's seeing another man.  
BOB Todd not now.  
TODD She says he can s-s-satisfy her.  
BOB That's terrible. Not now.  
[pointing at Steve behind his hand]  
TODD Its just that she says he's... he's ek-ek-citing in bed.

[turns to Steve].

BOB Have you been drinking again Todd?  
TODD She says he f-f-f-f.

BOB Oh, God.  
TODD Found her on the internet. The b-b-b  
BOB Todd!  
TODD Boy next door says he sees him visiting in the daytime.  
BOB She left you again has she?  
TODD Oh no, no. She's at home.  
BOB That's good. That's the main thing. She. Your lovely woman is at home.  
TODD With him. [looks at his watch] Right now. He c-calls around when I'm here.  
BOB Steve, would you like that coffee?  
TODD Then they d-do it. In the living room.  
STEVE Eh, Yes.  
TODD On the c-c-c-carpet. Do you think she does it to tor-to-torment me?  
BOB Right we're going out for a coffee now.  
TODD She says he t-ties her up?  
BOB Maybe you should try tying her up?  
TODD I did once. She said she preferred it if she t-tied me up.  
BOB Did it work?  
TODD I don't know. She went shopping... Left me t-tied to the bed.  
BOB Right Todd, we're going out for a coffee. See you later.  
TODD Nobody c-cares. [Breaks down]  
[Todd collapses onto a chair and hangs head in hands.]  
BOB Oh rubbish. We care. Don't we Steve?  
TODD She's let me down. Hasn't she?  
BOB Yes Todd.  
TODD I ap-p-preciate your honesty Bob. She's a hard woman.  
BOB She's hard.  
TODD I should throw her out.  
BOB You should throw her out.

TODD I should sh-show her the door.  
BOB Show her the door.  
TODD She's a t-tramp.  
BOB A tramp!  
TODD But she's.  
BOB A slut!  
TODD My wife and I love her.  
BOB Yes, of course you love her.  
[Bob lays a comforting hand on Todd's  
shoulder.]  
Todd. We're going out now. Say goodbye to Steve.  
TODD Bye Steve. Nice to meet you.  
STEVE Nice to meet you.  
TODD Todd Greenwald, Ac-counts.  
[Todd Shakes Steve's Hand. Steve And Bob  
EXIT]  
STEVE Look I don't want to put you to any trouble.  
You guys normally go out for coffee?  
BOB We do have our own tea room, at the end of  
the hall. I'll show you if you like?

Music... Bob and Steve enter the tearoom.

BOB This is it. Toilets – male female. Kettle. Tea in  
the cose. Milk in the fridge.  
STEPHANIE [Giggles]  
BOB And this is the new swear box. Did you,  
STEPHANIE Oooo...  
BOB Did you hear something? Coming from the  
female toilets.  
STEPHANIE [From inside toilet] I'd like to get my hands it.  
ASHER [From inside same toilet] Here let me help.  
STEPHANIE [From inside female toilets] Oh, its quite  
hard.  
BOB Is there someone in there? Asher?  
[Knocks on door to toilet] You in there?  
[Fumbling and the female toilet opens.]

ASHER Bob.  
BOB What are you doing in there? Is that you Stephanie?  
STEPHANIE You are good with your hands Ash. Hi Bob.  
BOB Stephanie?  
STEPHANIE See you later.  
ASHER OK, Stepheie.  
BOB Stepheie!  
ASHER What's the matter Bob, you look flustered.  
BOB What were you doing in there?  
ASHER Oh... nothing much. Bit of plumbing. What you got there Bob?  
BOB The new swear box.  
ASHER Oh we're not having one of those bleep things.  
BOB That'll be 1 dollar.  
ASHER Get bleep.  
BOB Two dollars.  
ASHER I'm not giving you a bleep thing.  
BOB But you just said bleep and bleep.  
ASHER Now you owe 2 dollars.  
BOB No I don't.  
ASHER You just said bleep and bleep. That's 2 dollars.  
BOB That's another 2 dollars.  
ASHER No bleep way.  
BOB Yes bleep way. And that's another dollar.  
ASHER That doesn't count, bleep isn't a swear word?  
BOB Is.  
ASHER Get bleep. Steve is bleep a swear word?  
STEVE I believe so.  
ASHER Well I'll be bleep.  
BOB Another 4 dollars. So just bear in mind, bleep, bleep, bleep, and bleep are all 1 dollar. And bleep is 2 dollars.  
ASHER Why is bleep 2 dollars?  
BOB Because its explicit. That's 6 you owe. Do you swear Steve?

STEVE Sometimes.  
ASHER Oh yeah what do you tend to say?  
STEVE Oh, you know, sometimes bleep or bleep. But rarely the two dollar one.  
ASHER Whose bleep stupid idea is it anyway?  
BOB Phillip's. All the money goes to charity.  
ASHER How much have we got in the box?  
BOB Around 700 dollars.  
STEVE How often do you empty it?  
BOB Only once, at the end of the day.  
ASHER Better get back to it. [Asher leaves]  
BOB Hmm. He was probably just looking at the plumbing with eh... Wouldn't you say?  
STEVE Errmmm.  
BOB Yep. Looks that way. Nothing else

– *End of Scene 7* –

## Scene 8

Music to denote passing of time. BOB Right I have to go out to a meeting. You know what to do?

STEVE Fifty calls.

BOB Any questions?

STEVE Will I get to meet Phillip Banks?

BOB He's based in London. But you'll probably get a phone call. Welcoming you to the firm. [pauses] By the way, did Todd give you those Final Figures?

STEVE [Noise of un-krinkling paper] Thirty-two thousand and seventeen dollars.

BOB Yes!

STEVE Sorry, minus thirty-two thousand and seventeen dollars.

[Bob takes paper off Steve].

BOB Phfff! We need more billings.

STEVE I've just been reading, 'THINK BIG, STINK BIG' by Charles Plenty.

BOB And...

STEVE Its all about wealth creation and breaking out of the small mindedness that financially traps us.

BOB Go on...

STEVE He says, that to get more Sales, you need more clients.

BOB Yes..

STEVE He says, the first thing you have to do, is 'speculate to accumulate'.

BOB How do you do that?.

STEVE I don't know. The book was over due so I took it back. [Pause] It's 20 cents a day for over due library books. I'm reading his next book now, 'MAKE A MILLION EVERYDAY'

BOB If he could make a million everyday, why would he write a book?

STEVE He says that everyday is an opportunity.

BOB           And today is yours. You know how many calls to make, don't you?

STEVE         Fifty.  
                  [Phone rings. Bob picks it up.]

BOB           Right. Excuse me. Bob Hachett, Phillip Banks.

LAUREN       This is Lauren Matisse. You asked me to call you about a job.

BOB           Yes Lauren, thank you for calling.

LAUREN       Have you read my Resume?

BOB           Yes, yes I've read your resume.  
                  [searches amongst huge pile, which spills onto the floor.]

LAUREN       How much does the job pay?

BOB           That will depend on experience, but I can say that it comes with a generous package.

LAUREN       I'm looking for a job, not a boyfriend... I'm not interested below \$80,000

BOB           Fair enough. Let me...

LAUREN       Who are they anyway?

BOB           They've asked me not to divulge their name.

LAUREN       How can I be expected to consider the job if I don't know who they are?

BOB           Good question.

LAUREN       You haven't got a job have you?

BOB           Of course we have.

LAUREN       I mean you're not just fishing around like all the other recruiters.

BOB           Fishing? Me? Noooo. There's a job.

LAUREN       What's the job title?

BOB           What job are you looking for?

LAUREN       What job have you got?

BOB           Well we've got lots of jobs.

LAUREN       Such as?

BOB           Ooo... Sales person...

LAUREN       Selling what?

BOB           Hmm... media related... eh, things.

LAUREN Things?  
BOB Concepts.  
LAUREN You don't have any jobs do you?  
BOB We have jobs. Perhaps if you'd like to come and see me I could let you know more.  
LAUREN Goodbye....  
BOB [Bob replaces receiver] I'll be back before 3. So you've got a good few hours. OK?  
STEVE Got it Bob.  
BOB Oh and if Mike calls in, I'm away... eh, back next week.  
STEVE Next week before 3.  
BOB No, before 3 today. Back next week for Mike.  
STEVE So he can catch you at 3 today, or next week.  
BOB No. I'm not here till next week.  
STEVE Your away?  
BOB Yes. Till next week.  
STEVE So your just picking things up at 3.  
BOB What things?  
STEVE For Mike.  
BOB Look.... If Mike calls I'm not in. OK?  
STEVE Sort of.  
BOB Right.  
STEVE Oh and Bob, what jobs have we got?  
BOB None.  
STEVE Oh.. one more thing, I did a search on Google for our website last night. It wasn't there.  
BOB Tch! These websites are useless.  
STEVE That's like having a book in the library that isn't indexed.  
BOB At least you can read a book. Or in your case the first chapter. Anyhow recruitment is all about using the phone.  
STEVE But we advertise on the job sites don't we?  
BOB Sure. But all the good candidates are found by networking. Which is what I should be doing now. You know what to do? 50 calls. You'll probably only get through to 10

decision makers. Out of which maybe 5 will be interested. 1 or 2 will offer you a job.

STEVE           Ever had a blank day?

BOB             Happens.

STEVE          Sweet. Bob?

BOB             Yes?

STEVE          I won't let you down.

[Bob EXITS.]

– *End of Scene 8* –

## Scene 9

Steve is at his desk, with phone and computer.

STEVE: [Steve dials] Hi, Steve Hopewell here, from Phillip Banks.... We're Recruiters.... Hello? [Replaces receiver. Lifts receiver. Dials.] Tch! 2. 4. [Hangs up. Dials.] Hello? Tch. 'enquiries'... 'yes'...

RECORDING Your call is important to us. ...

STEVE Hello? Hello?

RECORDING We apologise for keeping you waiting...

[Steve taps desk and whistles]

Yes.... Hi. Yes, I can wait.... Hi. Its Steve from Phillip Banks calling... Yes that Phillip Banks... Wondered if you needed any staff?.... Its not meant to be funny... Hello? [Phone rings.] Hello Phillip Banks... No we're Phillip Banks... No we are. Oh. Mr. Phillip Banks? Eh I'm Steve Hopewell, joined today... Oh thanks. You're phoning from London?.. Its a really bad line..ok, bye.

[Steve puts down receiver.]

– *End of Scene 9* –

## Scene 10

Bob walks in to reception of office block, off busy city street.  
Heads to reception.

BOB                    Good morning. Its a wonderful day.  
RECEPTION        Can I help you?  
BOB                    Bob Hachett from Phillip Banks, I have an  
appointment to see David McAllister. At 11:30.  
RECEPTION        Do take a seat.  
BOB                    Thank you.  
RECEPTION        I have a Phillip Banks to see you.  
BOB                    Eh, excuse me.  
RECEPTION        He's in reception. Waiting.  
BOB                    That's wrong.  
RECEPTION        Sorry. You don't wish to see Mr. McAllister?  
BOB                    Yes, yes. I do. But my name is Hachett.  
RECEPTION        It doesn't matter.  
BOB                    [mutters under his voice] Well it matters to  
me..  
RECEPTION        Do take a seat.  
BOB                    Is he coming down?.  
RECEPTION        Hello reception can I help you? ....Putting you  
through.  
BOB                    It's going to be a good meeting. I've got a  
good feeling about this place.  
RECEPTION        Do take a seat.  
BOB                    Thank you, what's your name?  
RECEPTION        Hello reception can I help you?  
BOB                    I'll just sit over over here.

Music....

– *End of Scene 10* –

## Scene 11

Steve is in office when Asher enters his office.

ASHER            Hey Steve, How's the phone canvassing go'in'?

STEVE            Ah... keep saying they don't need our service.

ASHER            First thing you gotta do, is call the right people.

STEVE            You mean...

ASHER            I mean companies that need staff.

STEVE            How do I know who needs staff?

ASHER            Resumes.

STEVE            I don't get it.

ASHER            If someone enquires about a job we advertise, chances are they'll change jobs within 6 months. If they send a resume, they'll be out within 2...

STEVE            Hmm.

ASHER            Give me a resume you're working on.

STEVE            Here.

ASHER            This is no good. He's not working.

STEVE            That's why he came to us.

ASHER            No, no. Steve, you need to call companies that are just about to lose someone.

STEVE            How do you do that?

ASHER            Find someone who is working and call their employer, call their references, call their boss. Start to see the Resume as a lead generation tool.

STEVE            But you can't call their boss... can you?

ASHER            Who says?

STEVE            But the candidate might lose their job.

ASHER            They want to loose their job. That's why they send out their resume.

STEVE            Isn't it a bit delicate though?

ASHER            Hey, who do we work for? Do you think a company wants to know if a key member of their staff is about to leave? Give me another resume.

STEVE Well there is this one, I've just printed off for Bob.

ASHER I see. Senior. Director level. Piece a cake.

[Dials]

STEVE Are you sure?

ASHER [Dials] Mr. Courtney please. Its A. Rodbridge, personal call...

STEVE But his names Wilkinson?

ASHER Listen and learn.. Mr. Courtney? Asher Rodbridge, Phillip Banks, specialist in financial recruitment. I know, I know. But I got something for you. Excuse me, let me just close the door. [shuts drawer on table] What if I were to tell you, hypothetically speaking, that I had your financial director in here this week... looking for a job?... I can't say, my relationship with my candidates is highly confidential. Listen I gotta go. I'll call you tomorrow. [hangs up]

STEVE There was no one on the line, was there?

ASHER Trust me, when I call him tomorrow, he's gonna take the call and he'll listen to anything I tell him.

STEVE What should I tell Bob?

ASHER Let me handle Bob. Now Steve, would you mind looking through these resumes for me?

STEVE Sure. Eh, what's the job?

ASHER Oh it doesn't matter. He's one of my best clients. He wants young chicks. Under 25.

STEVE Oh.

ASHER You know. Something to look at.

STEVE How would I know that from the Resume.

ASHER Facebook 'em.

STEVE What if they're not on facebook.

ASHER The kind of chick he wants is on Facebook, trust me.

STEVE Sure. Eh. Its just that I need to do some calls for Bob.

ASHER Steve, you're new. Look, Bob, he'll give you things to do, but he don't expect you to do them. He just likes to look busy. Trust me.

STEVE           Its just that..

ASHER           Did he give you the old 50 calls?

STEVE           Yeah.

ASHER           I don't make 50 in a month. Let me tell you something Steve. You gotta work smart. First thing you do is find out what makes the client tick. Get to know their industry, who their competitors are.

STEVE           Why do you need to know their competitors?

ASHER           So if you they mess you around you can poach all their best staff.

STEVE           Isn't that.. kind of.. unethical?

ASHER           Where you bin livin'. This is recruitment. You need to find out what kind of cultural mix works in their company what kind of personality type will fit in with the existing staff, what kind of skill sets they are looking for. That kind of stuff.

STEVE           Mm. I think I get it.

ASHER           Good.

STEVE           What kind of industry are they in?

ASHER           Pharmaceuticals.

STEVE           So... what skill sets are they looking for?

ASHER           Blonde with big tits.

STEVE           You're joking... right?

ASHER           Hey, that's life. I don't make the rules. Gotta go.

                          [Asher exits. Steve begins to dial.]

STEVE           Steven Hopewell from Phillip Banks... Just calling to see if you might need any help in recruiting new staff?.. You do? Sure, I'll email over our Terms of Business. And if you could send me those job descriptions we'll get onto it straight away.... Great. Talk to you soon.

                          [Steve replaces receiver. Sits back. Picks up empty coffee mug. Looks at watch.]

                          Two o'clock. Time for lunch!

– *End of Scene 11* –

## Scene 12

The ping of a lift. Bob walks up to reception. BOB I'm leaving the building. In a good mood.

RECEPTION Sorry?  
BOB Bob Hachett. With a substantial contract in this briefcase.  
RECEPTION Can I help you?  
BOB Word of advice.  
[puts briefcase onto reception]  
RECEPTION [Snaps] Can you not put your briefcase on reception please?  
BOB When someone offers their name. Remember it.  
RECEPTION Hello, reception, can I help?  
BOB Bob Hachett, that's the name.  
RECEPTION Putting you through.  
BOB It's very rude to forget someone's name. You shouldn't forget things like that, especially as a Receptionist. Should try being a little politer.  
RECEPTION Would you mind leaving please.  
BOB Leaving? I'm just trying to tell you.  
RECEPTION Security we have a code orange on reception.  
BOB Code orange? You don't frighten me. Just don't forget the name.  
RECEPTION Grey suit, striped blue tie: Phillip Hachett.  
BOB It's not Phillip Hachett.  
RECEPTION He's here!  
BOB Its Bob Hachett. How difficult is that?  
SECURITY Now calm down Phillip.  
BOB No.  
SECURITY Alright mate calm down.  
BOB No I mean my name is not Phillip.  
SECURITY Alright. Out!  
BOB But I was just telling your receptionist.  
SECURITY Right, I'm putting you into a hold.

BOB                   Get off. Arrgh!  
SECURITY        If you continue to resist, Phillip, I'll have to  
put you to the floor.  
BOB                   Arrgh! Bloody hell! Arrgh!  
SECURITY        Keep your voice down Phillip.  
BOB                   My name, Arrgh! My arm! Arrgh...

– *End of Scene 12* –

### Scene 13

ENTRANCE TO BUSINESS CENTRE. BOB ENTERS CONFIDENTLY.

[Bob pops head into reception. Jannelle is on the phone.]

BOB Jannelle. My favourite receptionist in the whole world.

JANNELLE Hold on a mo.  
[She replaces hand over receiver]

BOB Any messages while I was out?

JANNELLE No... Oh someone called for you.

BOB Who was it?

JANNELLE Didn't say.

BOB Did you get a name?

JANNELLE Nope.

BOB Did they leave a number?

JANNELLE Nope.

BOB Did you give them my mobile?

JANNELLE Nope.

BOB What time did they call?

JANNELLE Umm. I, um. Didn't write it down.

BOB Right. Thanks.

JANNELLE Can I help you, I'm busy right now. I have things to do.

BOB No that's fine thanks.

JANNELLE It's alright, he's gone now. You wouldn't believe it. She is so not in. Gives me the creeps. Its like, are you really going to wear that. And she thinks she's so perfect. Like we care... Makes me wanna vomit... You still there?

BOB It's just that you could put a bit of effort into some making some conversation.

JANNELLE Mike's been after you.

BOB Ah.

JANNELLE It's about your rent. I understand you are behind and he wants payment.

BOB                    Is that the time. I've got a 3 o'clock. Gotta shoot.

JANNELLE        Sorry Kaila, he's just left. Hm. Its the pommie guy on the 2nd floor. He's always asking questions.

– *End of Scene 13* –

## Scene 14

Bob runs up stair case. Then swings open door.

BOB                    Yes. Its the start of a new chapter for Phillip Banks.

TODD                  Hi. Bob.

BOB                    Things are lookin' up.

STEVE                 Phillip called.

BOB                    Who? Oh yes Phillip. He called you did he?

STEVE                 Yes, he did. It was a bad line though. I could hardly tell who it was.

BOB                    Phoning from London. He's a busy man.

STEVE                 Did you get a contract signed?

BOB                    Yes. I did, its in the bag. In my briefcase, which is... Oh God!

STEVE                 What's the matter?

BOB                    I left it on their reception. Damn nearly 3pm. I've got an interview to do. Could you go to 120 Kent St and see if my briefcase is on reception.

STEVE                 Shall I just say you left your briefcase.

BOB                    No. I wouldn't bother. Just.. if you see it, take it.

STEVE                 And just say, it's for Bob Hachett.

BOB                    Eh, tell you what, why don't you conduct the interview. Sorry to throw you in the deep end, but they'll be here any minute and I can't afford to lose that contract. His resume is on my desk. Just find out what sort of work he wants to do. Ok?

STEVE                 Sure Bob.

BOB                    Good. See you later.

[BOB EXITS]

– *End of Scene 14* –

## Scene 15

STEVE INTERVIEWS MURRAY BOURKE, WHO IS A VERY SLOW TALKER. [MURRAY SAT OPPOSITE STEVE AT DESK. IN INTERVIEW ROOM.]

STEVE            So, Mr. Bourke, do you mind if I call you Murray? You've been working as an Assistant Warehouse Manager, for the past 15 years. And you've seen this ad: Advertising Sales Consultant. Young energetic go getter for city media group. Proven track record required. Now Murray. Is this the sort of position you are looking for?

MURRAY        Y-e-s.

STEVE            It says here 'needs experience'. What experience do you have?

MURRAY        15 years experience... as an Assistant Warehouse Manager.

STEVE            Tell me Murray, what don't you like about being an Assistant Warehouse Manager?

MURRAY        I don't like working as an Assistant..

STEVE            Warehouse Manager.

MURRAY        Warehouse..

STEVE Manager.

MURRAY        Manager because, it is in a warehouse.

STEVE            What else don't you like about it?

MURRAY        I don't like working for the manager..

STEVE            I see.

MURRAY        As an Assistant...

STEVE            Right, got you.

MURRAY        Because..

STEVE            Yes...

MURRAY        Working in a warehouse,

STEVE            Yes working in a warehouse,

MURRAY        As an assistant..

STEVE            Assistant Warehouse Manager

MURRAY        Warehouse..

STEVE            Manager.

MURRAY      Manager...  
STEVE        Yes, yes.  
MURRAY      Is boring..  
STEVE        Right.

*– End of Scene 15 –*

## Scene 16

BOB RETURNS TO THE OFFICE. HE POPS HIS HEAD INTO THE INTERVIEW ROOM AND SEES STEVE IN THERE WITH MR. BOURKE. HE PUTS HIS BRIEFCASE ON TO HIS DESK AND TAKES OUT THE CONTRACT. [ENTER TODD.] TODD What you got there Bob? [BOB SHAKES THE CONTRACT IN THE AIR.]

BOB At last a contract worth having. Regal Insurance. On 20% commission. The contract that will transform our future.

TODD Regal eh. B-big one.  
[PHONE RINGS. BOB PICKS IT UP.]

BOB Hello, Bob Hachett here. Jannelle, hi. You've got who on the line? Daniel.. or John. Did you ask him what it was about? Well did you ask for his company name? Good. Can you remember it? Oh... Reminds you of birds.. Right. Hmm, well just put him through anyway.... Bob Hachett here... Oh David. The contract? Its here. What! Rip it up. What do you mean, someone else? ...10%! What? Of course I want the business. Hold on a minute.

[BOB COVERS MOUTHPIECE.]

Todd. Its Regal, another Recruiter has undercut us. They're offering to work on 10%. They want us to beat it.

TODD Sh-sh-shit. That's low. Who would do such a d-discount?

BOB Not much profit left now. We'd never hold them to the contract at this stage. We've done nothing for them yet.

TODD We we need the business.

BOB I know.  
[BOB UNCOVERS MOUTHPIECE.]  
Yes. I'm here David....  
[BOB COVERS MOUTHPIECE.]  
What do you think?

TODD                   What can you do? 9%?  
                          [BOB UNCOVERS MOUTHPIECE.]

BOB                    OK David. Its our rock bottom. 9%, but we  
must have your final word on that.... OK. I'll email it over.  
Sure. Bye.

                          [BOB REPLACES PHONE.]  
                          Damn the competition.

TODD                   They'll have us all, w-working for nothing.

BOB                    Yeah.  
                          [BOB TYPES AN EMAIL AT HIS  
COMPUTER. SENDS.]

                          Well its done. And I really thought we had a  
good deal this time.

TODD                   Never mind mate.  
                          [STEVE EMERGES FROM INTERVIEW  
ROOM.]

BOB                    How's it going with Mr. Bourke?

STEVE                  He wants to be in advertising.

BOB                    Is it likely?

STEVE                  I couldn't think of anything less appropriate.

BOB                    What about the tel canvassing? Any good?

STEVE                  Yes. I found someone who needs loads of new  
staff.

BOB                    Really? Great.

STEVE                  Mind you, I had to discount like, because  
they'd just signed up with someone else....

BOB                    Never mind, we all discount sometimes. Who  
is it?

STEVE                  .....Regal Insurance.

BOB                    You bleep!

– *End of Scene 16* –

– **END OF EPISODE ONE** –

*THE RECRUITERS* return in:

**Episode Two**

# *Executive Search*

## Acknowledgements

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Original Cast

BOB	Robert Salisbury
STEVE	Michael McCrann
ASHER	Kevin Golsby
TODD	Noel McKee
STEPHANIE	Emelia Thomas
JANNELLE	Jane Arakawa
DANIELA	Talma Ringrose
WARREN	Frank Harrison
LAUREN	Lee McKee
RECEPTION	Emelia Thomas
SECURITY	Ian McArthur

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**Author**

**The Phillip Banks Trilogy**

**Die Dollar Die** – *Fall of the American Colossus*

**The Shadows** – *Nostrum Deus Lucifer*

**Overpopulation** – *The Hidden Agenda for Global Reset*

Other works by the same author

**Peter de Berminghame** – *A Medieval Musical*

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