

6.

*SOOZ and DREA at a table next to the stage.*

DREA

It's been a bad month.

SOOZ

Month?

DREA

But with a little more support / I can...

SOOZ

Year, Andrea. It's been a / bad year.

DREA

We need more girls, I can't do it all myself.

SOOZ

Maybe this is a good time to remind you that there / are easier things.

DREA

I'm sorry.

SOOZ

Easier things than opening a real estate agency in New York during / a recession.

DREA

I know, Susan...

SOOZ

There are *easier* things.

DREA

No one understands that more than me / besides you.

SOOZ

And I should also remind you that enrollment for the Start Now workshops has decreased by 62 percent / since August.

DREA

I've got Natalie working on that but—

SOOZ

62 percent. This pre-war could've bailed us out until the / new year and you—

DREA

His wife showed up.

SOOZ

Of course she showed up. The wife *always* shows up.

DREA

I tried.

SOOZ

Did you tell him to talk to me.

DREA

Yes, he—

SOOZ

Did you negotiate a lower commission, did you tell him about—

DREA

Susan, I tried. Yes. He was undeterred. There was nothing else I could've done.

SOOZ

It's not just...

*(head in her hands)*

But it's not just this one, it's—

DREA

They were divorcing. I didn't know that until—

SOOZ

And your last client was getting married. Divorce, honeymoon, doesn't seem to matter. One thing is certain: *The wife always shows up*. You think I haven't done this before?

DREA

So why didn't you—uh.

SOOZ

(...)

You are so lucky you didn't finish asking that question.

DREA

I'm just saying like. If this deal was so important / why didn't you—

SOOZ

Because I shouldn't have to!

(...)

I was here, Andrea! *Teaching!* Keeping us alive! I was doing my job!