

MODERN FAMILY

"En Garde"

Written by
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SHOOTING DRAFT
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MODERN FAMILY

"En Garde"

#1ARG06

CAST

JAY PRITCHETT.....ED O'NEILL
GLORIA PRITCHETT.....SOFIA VERGARA
PHIL DUNPHY.....TY BURRELL
CLAIRE DUNPHY.....JULIE BOWEN
MITCHELL PRITCHETT.....JESSE TYLER FERGUSON
CAMERON.....ERIC STONESTREET
HALEY DUNPHY.....SARAH HYLAND
ALEX DUNPHY.....ARIEL WINTER
LUKE DUNPHY.....NOLAN GOULD
MANNY DELGADO.....RICO RODRIGUEZ

GUEST CAST

KRISTA FLUM.....TBD
DONALD FLUM.....TBD
DENISE.....TBD
CAROLINE.....Remy Beland
TOURNAMENT OFFICIAL.....Monti Sharp

MODERN FAMILY
"En Garde"
#1ARG06

SETS

INT. GYM

INT. MITCHELL & CAMERON'S DUPLEX - LIVING ROOM

INT. DUNPHY HOUSE - KITCHEN

INT. JAY & GLORIA'S HOUSE - LIVING ROOM

INT. OPEN HOUSE

INT. DUNPHY HOUSE - LIVING ROOM

EXT. DUNPHY HOUSE - FRONT YARD

EXT. GYM

ALEX

(to Haley)

Did you know that fencing goes back to
the 12th century?

Haley keeps texting.

HALEY

(without looking up)

You know what's even nerdier than
fencing? Knowing when it began.

LUKE

I don't think you're a nerd, Alex.

ALEX

Shut up, dork.

We pan down the row and see that Cameron has attached his camera to a telescoping pole. He sweeps the camera over the heads of the crowd. Mitchell watches Jay go wild for Manny.

JAY

That's my boy!

*

The moment seems somewhat bittersweet for Mitchell. Suddenly Cameron bumps into him with the camera pole.

MITCHELL

Would this be easier for you if we
suspended you from a crane?

*

6

MITCHELL & CAMERON INTERVIEW

6

CAMERON

Any monkey can shoot a "home movie."
I pride myself on making "home films."

*

MITCHELL

You always take it too far.

CAMERON

I do not.

MITCHELL

Your nephew's first birthday party --

CAMERON

That's not fair --

MITCHELL

You brought a wind machine --

CAMERON
My thinking was --

MITCHELL
A wind machine!

CAMERON
That could have been great! Who puts
wheels on a crib?!

7 INT. GYM - MORNING

7

Manny scores a hit. Gloria and Claire jump to their feet.

GLORIA
Ai mi Tigre!!!!

Gloria hugs Claire and jumps up and down for a few beats.
Phil watches, somewhat entranced. Gloria breaks the hug.

GLORIA (CONT'D)
(to Claire)
Sorry.

PHIL
That's okay.

Haley suddenly gasps.

HALEY
No, no, no, no, no! My phone died.

ALEX
Okay, calm down. Let me see it.

Alex takes the phone. She pops out the battery.

ALEX (CONT'D)
No biggie. Your battery just
statically defracted.

HALEY
What?

ALEX
It means you can recharge it with
static electricity. Just rub it on
your hair.

Haley grabs the battery and starts rubbing it on her head.
Alex tries to stifle a smile.

Jay throws his arm around Phil.

*

*

JAY
Incredible, isn't it?

Jay gives Phil a slug on the arm. Phil tries to smile through the pain again.

JAY (CONT'D)
I used to go to my friend's houses and see their kid's trophies -- it bugged me. I never had a trophy in my house.
(re: Gloria)
Until this one.

He elbows Phil in the ribs. Phil laughs, then turns to Claire.

PHIL
(sotto)
Can we switch seats?

JAY
I know you're not supposed to care, but it's really cool knowing your kid's the best at something, you know?

Phil and Claire think about that for a second, then:

8 CLAIRE & PHIL INTERVIEW

8

PHIL
Our kids are great.

CLAIRE
The greatest.

PHIL
Gosh we're blessed.

CLAIRE
But the best at something? Uh, well, let's think...

PHIL
Alex is good at everything she tries, so, you know, she'll find her specialty.

CLAIRE
And Haley...

9 INT. GYM - MORNING

9

We see Haley frantically rubbing a battery on her head.

10 CLAIRE AND PHIL INTERVIEW

10

PHIL
She's very pretty.

CLAIRE
Gorgeous.

PHIL
So she can meet someone who's the best
at something. I guess that leaves
Luke.

They look at each other.

CLAIRE
Sweet, sweet Luke.

Phil smiles at how sweet Luke is, then:

PHIL
We dropped the ball a little bit on
that one.

11 INT. GYM - MORNING

11

Near the end of Manny's semi-final match he performs a
brilliant series of moves to win the bout. *

JAY
BOOM! *

GLORIA
Manny wins! Manny wins! *

The family cheers. The TOURNAMENT OFFICIAL steps out.

TOURNAMENT OFFICIAL
How about a round of applause for our
winner, Manny Delgado. He now moves
on to the championship where he'll be
competing against Caroline Markum.

A junior fencer takes off her mask revealing a pretty little
GIRL named CAROLINE.

TOURNAMENT OFFICIAL (CONT'D)
See you all back here at four-thirty.

Manny rushes toward the family and is hugged, hi-fived, and
generally loved. Gloria heaps on tons of praise in rapid
fire Spanish. Jay picks up Manny.

JAY

What she said! We better come back in the big car, we're going to be bringing home some hardware.

*

CLAIRE

(to Mitchell)

Looks like Dad wants this even more than Manny does.

MITCHELL

Sure, it's his chance to be the father of a champion. Well, second chance. We all know how the first one went.

CLAIRE

What are you babbling about?

*

MITCHELL

Oh, so now I'm a babbler.

*

*

CLAIRE

Did I do something wrong?

*

*

MITCHELL

(falsely innocent)

What? No. I'm just happy for Manny. Everything isn't always about Claire.

*

*

JAY

Thank you all for coming down here and supporting the kid. You guys are the best!

*

He slaps Phil on the back, hard.

PHIL

(at the injustice of this, to the universe)

Why?!

END OF ACT ONE

MITCHELL (CONT'D)

Yes, my sister and I were a team.
A pretty good team. We were called
"Fire and Nice."

*
*

INSERT: Old photos of a nine year old Mitchell on the ice with red hair and a fiery red costume with flames, posing with an eleven year old Claire dressed in an adorable Little Bo Peep skating outfit.

MITCHELL (CONT'D)

I was "Fire," because of the red hair,
and she was "Nice," because it was
ironic and she wasn't.

CAMERON

He's still a little angry because
Claire quit right before some meet.

MITCHELL

It wasn't *some* meet. It was the
Central California thirteen and under
championship. Just the Emerald City
at the end of my yellow brick road.

*
*

CAMERON

Wow. You just made figure skating
even gayer.

*
*
*

14

INT. MITCHELL AND CAMERON'S HOUSE - CONTINUOUS

14

Mitchell and Cam are as we left them.

*

CAMERON

So, seeing your dad so proud of Manny
didn't stir up any resentment?

MITCHELL

No!

*

CAMERON

You always do this, instead of letting
your feelings out you bury them and
they bubble up later in hurtful ways.

*
*
*

MITCHELL

Okay, maybe I was a little resentful.
But that's embarrassing and petty and
not a good color on me. It's like you
and yellow.

*
*

CAMERON

What? You love my yellow shirt.

MITCHELL

It kind of makes you look like the sun.

CAMERON

See? Bubbling. Hurtful bubbling.
Now you know why I left early that
morning.

*
*

Cameron walks away. Mitchell follows him.

*

MITCHELL

I knew you didn't have a meeting!

*

15

INT. DUNPHY HOUSE - KITCHEN - DAY

15

Claire is making sandwiches. Alex is there with Haley who is
placing the battery back into her phone.

HALEY

(re: phone)

Something must be wrong with this
battery. I rubbed it on my head for
like an hour.

CLAIRE

What?

(then)

Alex.

Alex starts laughing.

HALEY

You're such a geek.

ALEX

At least I didn't give myself a bald
spot.

HALEY

(hands flying to her hair)

Oh my god! Mom!

CLAIRE

Alex, be nice. Haley, stop being such
an easy target.

Claire exits the kitchen and runs into Phil and Luke coming
down the stairs, carrying baseball mitts and a ball.

*

CLAIRE (CONT'D)

What are you guys doing?

PHIL

Pursuing excellence. We made a list of potential areas the boy might excel at and...

CLAIRE

Baseball. Why not? Someone's gotta play it, right? *

PHIL

Exactly. He's got the raw skills. *
And from what I've read, it takes ten thousand hours to achieve excellence.
(to Luke)
You've probably spent... how many hours playing ball?

LUKE

Well, I played one season so... like six thousand hours?

CLAIRE

I see why you ruled out math.

16

CLAIRE INTERVIEW

16 *

CLAIRE

Would I like Luke to be successful? *
Of course. But unlike my husband, I *
don't think a parent can force it. *
You just have to have faith that your *
kid's gonna find his own way. *
Besides, Luke's already the best at *
one thing... being my son. *
(beat) *
I promise that sounded a lot less lame *
in my head. *

17

EXT. DUNPHY HOUSE - FRONT YARD - DAY

17 *

Luke puts on his glove. *

PHIL

Oh yeah, I can already feel it. This is your sport.

LUKE

Last year you said basketball was my sport.

PHIL

Look, I've said a lot of things I wish I could take back, but I can't.

(MORE)

PHIL (CONT'D)

What I can do is be the dad you need to help you become... masterful. Do you want to be masterful?

LUKE

I guess.

PHIL

There's my killer!

Phil squats several feet away.

PHIL (CONT'D)

Okay. Our journey of ten thousand hours starts with a single pitch.

Luke assumes the pitcher's stance.

PHIL (CONT'D)

I believe in my boy. Okay, let's burn one in here.

He winds up and throws a wild pitch well over Phil's head.

PHIL (CONT'D)

Good start!

CUT TO:

17A EXT. DUNPHY HOUSE - FRONT YARD - MOMENTS LATER

17A *

Luke throws wildly again.

PHIL

Now we're gettin' there.

CUT TO:

17B EXT. DUNPHY HOUSE - FRONT YARD - MOMENTS LATER

17B *

Luke throws another wild pitch.

PHIL

That one was my fault.

CUT TO:

17C EXT. DUNPHY HOUSE - FRONT YARD - MOMENTS LATER

17C *

Luke throws another bad pitch.

PHIL

Okay, you rest that cannon while I run that one down.

17D EXT. DUNPHY HOUSE - FRONT YARD - MOMENTS LATER 17D *

Another wild pitch. *

PHIL *

Are we a hundred percent sure you're
not a lefty? *

CUT TO: *

17E EXT. DUNPHY HOUSE - FRONT YARD - MOMENTS LATER 17E *

After three more wild pitches: *

PHIL *

Okay, good first hour. Toss me that
glove, I'll put some oil on it. *

The glove goes flying over Phil's head. *

18 INT. JAY AND GLORIA'S HOUSE - DAY 18

Gloria paces around the living room shouting in rapid-fire Spanish into the telephone. To the non-Spanish speaking audience she should seem angry. Jay enters carrying several T-shirts. Gloria hangs up.

JAY

Is everything okay?

GLORIA

Of course. I was just telling my
grandmother how great Manny did today.

JAY

So that wasn't angry talk?

GLORIA

No silly. That was happy talk.

JAY

I'm beginning to understand why
there's so much conflict on your
continent.

(then, re: T-shirts)

Check it out.

Jay holds up one of the T-shirts. A caption reads, "Who da Manny?!" Under the caption are two crossed swords.

MANNY

I am retired.

Manny crosses away leaving two confused adults holding his foil.

END OF ACT TWO

ACT THREE21 INT. JAY AND GLORIA'S HOUSE - DAY

21

The three are as we left them. Jay stops Manny from exiting.

JAY

Wait, wait, wait. You can't retire!

*

MANNY

It's just not fun anymore.

JAY

Oh, it's probably just butterflies.
You're gonna be fine.

*

GLORIA

Look, if he doesn't want to, it's his
decision.

*

JAY

The hell it is.

*

*

GLORIA

He shouldn't be doing something if it
makes him so nervous.

*

*

(to Manny)

Manny, I support you.

MANNY

I'm not nervous. I just don't want to
fight a girl.

GLORIA

(turning instantly)
What?

MANNY

Defeating a woman would be a mark on
my honor.

GLORIA

Because the man is always superior to
the woman?!

MANNY

Uh...

GLORIA

Uh, uh, uh... so superior, can't even
finish his sentence.

Manny looks to Jay for help. Jay's been here before.

JAY
(compassionate)
Dude.

GLORIA
Manny, you say you're this lover of women, but if you don't compete with this girl, you show me and all women that you don't respect us.

MANNY
I'm sorry.

GLORIA
Then take back your sword and go fight this girl like a bull. *

MANNY
Okay.

GLORIA
I can't hear you.

MANNY
(his full game face restored)
OKAY!

JAY
I can't hear you!

MANNY
That's really as loud as I can go.

Manny grabs his foil from Jay and exits.

22

INT. OPEN HOUSE - DAY

22

Phil is showing a beautiful home to MRS. KRISTA FLUM. The home is very modern and open, with a floating staircase (no handrail) and white marble floors. Luke walks around the kitchen. He is in awe of the place. Mrs. Flum is polite as Phil makes his pitch, but it is clear she has lost interest.

PHIL
...and this is the great room, although "great" hardly seems to do a room like this justice.

MRS. FLUM
(polite)
It's very nice.

23 PHIL INTERVIEW

23

PHIL

Did I need the sale? Yeah. Was I worried? No. Why? Because. Because why? Because I won't sell anything I don't believe in. And when I believe... you believe. I could sell a fur coat to an Eskimo.

24 INT. OPEN HOUSE - CONTINUOUS

24

PHIL

...all custom built-ins, and you'll notice tons of natural light.

MRS. FLUM

I'm sorry, Phil. It's a beautiful house but I'm just not sure how kid-friendly it is. We have two small children and --

*

Luke walks up.

LUKE

Dad, this place is awesome!

PHIL

Not now, Luke.

LUKE

Did you see the back yard? It's got room for like ten tree houses. And the bedroom's got a window on the ceiling. I wish we could live here.

MRS. FLUM

Do you really?

LUKE

Oh yeah. Our house sucks compared to this one.

PHIL

It really does.

25 INT. DUNPHY HOUSE - DAY

25

Claire is turning off lights in the house getting ready to leave. Note: She is wearing an old T-shirt with crossed tennis rackets and the caption, "Claire and Present Danger!" Phil and Luke enter triumphantly.

*

CLAIRE

I was about to leave without you.
We're going to be late for Manny's
match.

LUKE

Dad doesn't want me to go.

He exits upstairs.

CLAIRE

What?

PHIL

Remember when you were all worried
that our son's a dud?

CLAIRE

That's not exactly how I remember it.

PHIL

Turns out he's a natural.

CLAIRE

At what?

PHIL

Selling!

26

PHIL INTERVIEW

26

PHIL

Hey, titans of residential real estate
-- yeah, I'm talking to you Betty
Brewster, Skip Woosnum, JJ McCubbin --
hear those footsteps? Someone's
comin' for ya. His name's Luke Dunphy
and he's gonna drink your milkshake.

27

INT. DUNPHY HOUSE - DAY

27

CLAIRE

Oh my God, that's amazing!

PHIL

So, the buyer's coming back with her
husband in an hour and I need him.
I'm telling you the kid's a genius.

Luke comes back down the stairs. He has his iPod in his
mouth.

PHIL (CONT'D)

There's the rainmaker.

CLAIRE

Wait a minute, why is your iPod in your mouth?

LUKE

I'm charging it.

As Claire exits:

CLAIRE

(calling O.S.)

Alex!

28

EXT. GYM - DAY

28

Mitchell and Cam walk through the parking lot toward the Gym entrance. They spot Claire, Alex and Haley approaching from another direction.

CAMERON

(re: Claire)

So, there's no part of you that wants to clear the air with your sister?

*
*

MITCHELL

No.

*

CAMERON

Fine, that's your family's way and I'll respect that. But you should know it's very hard on people who love you. We feel the tension, we hear the snide words that cut like knives.

*
*
*
*
*

CLAIRE

Hi guys! I brought orange slices.

*
*

CAMERON

I can't bear this!

(then)

Claire, Mitchell still resents you for quitting the figure skating team when you were kids.

*
*
*
*

Mitchell and Claire stare at Cameron.

*

CAMERON (CONT'D)

(to Haley & Alex)

Come on ladies.

*
*
*

Cameron steers the girls inside, leaving Mitchell with Claire.

*
*

CLAIRE

So, is that what your little jab was about this morning?

*
*
*

MITCHELL

Okay, I guess I am still a little angry. You stole my moment.

*
*

CLAIRE

Twenty-one years ago.

*
*

MITCHELL

It didn't matter to you because you had plenty of your own moments -- cheerleading, school plays, making out with the quarterback --

*
*
*

CLAIRE

Hey, you made out with him, too.

MITCHELL

But we had to keep it a secret. You shouldn't have quit, it was selfish.

*
*

CLAIRE

Okay, fine. You want to know why I quit? I did it to protect you.

*
*

MITCHELL

From what? Glory?

CLAIRE

Look, I was bigger than you. I was afraid that you couldn't lift me. You dropped me a lot at practice. I didn't want to see you humiliated in front of everyone.

Mitchell seems to soften.

CLAIRE (CONT'D)

Now can you please just forgive me and move on?

MITCHELL

Of course.

Mitchell and Claire hug. During their hug:

MITCHELL (CONT'D)

I'm sorry. I know it probably seems so petty.

CLAIRE

Well, a little, but we all have our stuff. I'm just glad you finally got it out of your -- Are you trying to lift me?

*

Sure enough, Mitchell has moved from hugging her to trying to lift her.

MITCHELL

(struggling)
Well sure, it's harder now, you've let yourself go.

29

INT. GYM - DAY

29

Jay and Gloria wear their "Who da Manny?!" shirts. Cameron enthusiastically slips his on. The Dunphy girls do the same, but less enthusiastically. Manny, in his fencing regalia, leans in for a pre match huddle with Jay and Gloria. Manny's mask covers his face.

JAY

Stay focused, stay loose, and stay angry. Now who's the toughest?

*

MANNY

(lifting his mask)
I am.

GLORIA

Who is the bravest?

MANNY

(lifts mask again)
I am.

JAY

Who's the baddest?

MANNY

(lifting mask again)
Can you guys ask all the questions now so I don't have to keep lifting this?

A BUZZER sounds to signal the start of the match.

JAY

Okay, go get 'em!

Manny runs off. He takes his place in his corner as Caroline takes her place.

DENISE, A MIDDLE AGED WOMAN, approaches Jay and Gloria.

DENISE
Excuse me, is this seat taken?

JAY
It's all yours.

She notices the shirts.

DENISE
Oh, is Manny your boy?

GLORIA
Yes.

DENISE
He's quite good. I saw him earlier.

GLORIA
(pointing at the girl fencer)
Thank you. Is she your daughter?

DENISE
Caroline? No. Sadly, her parents
have passed away. I'm her nurse down
at children's hospital. But all my
patients are like family to me.

On Jay and Gloria's expression of horror we...

30

INT. OPEN HOUSE - DAY

30

Phil shows the house to Krista and her husband MR. DONALD FLUM. We hear Luke and THE FLUM'S SON upstairs laughing.

MR. DONALD FLUM
Well, our boys are enjoying
themselves.

*

PHIL
Yeah, I could talk about crown
mouldings and built-ins until the cows
come home, but nothing compares with
that sound right there.

*
*
*
*

We hear Luke scream O.S. The camera swings around to catch him topple down the last few steps off the staircase. Everyone rushes over. Phil just keeps smiling his salesman smile. The Flum's son looks on in shock.

*

LUKE
Oww!

PHIL
He's fine.

LUKE

My foot. I think it's backwards.

PHIL

It's not backwards. *

DONALD FLUM

What happened? Did my son push you?

LUKE

No, it's the stupid floors! They're too slippery. *

PHIL

Italian Marble. Va Bene!

LUKE

It's like ice! *

PHIL

Well, let's not blame the floors. You shouldn't have been running. *

LUKE

I thought I saw a ghost!

The Flums look at Phil.

PHIL

So... keep looking, but we'll keep it on the list? *

31

INT. GYM - DAY

31

The match hasn't started yet. Nurse Denise continues to chat with Gloria and Jay.

DENISE

She's our little miracle. I only wish her dad had made it back from Afghanistan to see this.

(then, to O.S)

Oh, our cheering section. Over here kids!

We see a few KIDS in wheelchairs, crutches etc. making their way toward Denise, helped by other NURSES AND ORDERLIES. Denise gets up and makes room for them.

GLORIA

Oh, my God! We have to stop him!

They try to signal Manny waving their arms frantically and mouthing "Lose!" "Let her win!" etc.

Jay gives the "Cut it off" sign, brushing his fingers across his neck. Manny, misunderstanding, smiles, gives a thumbs up and draws his sword across his own neck promising to defeat her.

JAY

Maybe we should pull the fire alarm. *

ANGLE ON Manny and Caroline meeting in the center of the pitch.

MANNY

Expect no mercy.

CAROLINE

Bring it, big boy!

They each drop their masks.

32

INT. GYM - DAY

32

Mitchell and Claire sit on a curb by the parking lot. There is slightly less visible animosity between them.

MITCHELL

Look, I'm glad Dad's proud of Manny. But... I don't know... it would have been nice to see him that proud of us... of me. *

CLAIRE

(laughing a little)
And you thought the path to Dad's approval was through figure skating? I'm pretty sure his proudest moment came when you finally hung up the fire red unitard.

MITCHELL

I never claimed any of this was rational. I'm sorry for being such a pill.

CLAIRE

No. Believe it or not I always felt bad that I quit. I know how much you loved skating. *

MITCHELL

I never really loved skating.

CLAIRE

What?

MITCHELL

Okay, this is going to sound a little gay...

CLAIRE

I can take it.

MITCHELL

When you and I skated together, you weren't the mean older sister and I wasn't the clingy little brother. We were a team. And let's face it, as teenagers, or when Mom and Dad got divorced, and even now, we're always on opposing sides. I guess I... miss being on your team.

*

Claire starts to tear up.

CLAIRE

Wow. That is... a little gay.

Claire gets up and starts to walk away.

MITCHELL

Where are you going?

Claire stops then turns around.

CLAIRE

Get up.

MITCHELL

What?

Claire strikes a skating pose.

MITCHELL (CONT'D)

Oh my god, you're not serious?

CLAIRE

Just don't drop me.

Mitchell assumes a skating position as Claire starts running toward him.

33

INT. GYM - DAY

33

Manny and Caroline begin their match. Manny is destroying her. After few hits he seems as though he's taunting her.

Jay and Gloria slump down in their chairs as Nurse Denise and the sick kids look on in horror. We WIDEN to reveal Cameron taping the event. Jay grabs his arm.

JAY

Put it away or lose it.

34 EXT. GYM - DAY

34

Claire runs the last few yards toward Mitchell. She jumps and he lifts her over his head perfectly. They beam with pride.

35 INT. GYM - DAY

35

Manny shows off with an incredibly cocky move to win the match. He whips off his mask, dances around and celebrates. There is a smattering of nervous applause from Jay, Gloria, Cameron, Haley, and Alex. Cameron and the girls are zipping up sweatshirts to conceal their Manny t-shirts from the crowd.

GLORIA

So, can we take you and Caroline out for ice cream?

DENISE

(coolly)

We can't. She's diabetic.

JAY

Of course she is.

36 EXT. GYM - MOMENTS LATER

36

Jay, Gloria, Cameron, Haley and Alex exit the gym led by a beaming Manny. Jay tries in vain to look inconspicuous carrying a giant trophy.

JAY

(to Gloria)

I can't decide if I'm feeling more proud or mortified.

GLORIA

(looking O.S.)

How about now?

We PULL OUT to show Mitchell and Claire performing their old routine in the parking lot. Mitchell has his arm around her waist as they run/glide/spin between the parked cars.

ALEX

(to Haley)

Quick, give me your phone.

Alex takes the phone and starts to capture Claire and Mitchell's dancing on video. As Mitchell and Claire dance we hear...

*

JAY (V.O.)

We tell our kids it doesn't matter if
you win or lose, but let's be
honest...

Claire jumps into Mitchell's arms. Alex shoots this and we
see the image in Haley's phone. We ZOOM IN on the phone's
display screen and...

*

DISSOLVE TO:

36A INT. DUNPHY HOUSE - DAY

36A

TIGHT ON a computer screen. We see Alex's video of Claire
and Mitchell ice dancing playing on You Tube. PULL BACK to
see Claire, Mitchell, Cameron (wearing a yellow shirt), Alex
and Haley laughing as they watch the video. Alex and Haley
have called a truce as they focus their attention on mocking
their Mom.

*

*

*

JAY (V.O.)

...winning feels pretty great.
There's nothing like having that
moment in the sun.

36B OMITTED

36B *

36C EXT. DUNPHY HOUSE - BACK YARD - DAY

36C *

Luke and Phil play badminton. Luke is excellent and runs
Phil ragged. He's impressed with his son but exhausted.

*

*

JAY (V.O.)

I guess every parent wants that for
their child. And maybe a little bit
for themselves too. So sometimes we
push them too hard. And that leads to
a lot of resentment and guilt. So,
how much is too much? Here's where I
come out...

36D JAY INTERVIEW

36D

Jay stands at the mantel in front of Manny's trophy.

JAY

Guilt fades.
(he points over his shoulder
at the trophy)
Hardware is forever.

Jay smiles. The camera pans down the mantel where we find
Jay has placed a SMALL FRAMED PICTURE of young Mitchell and
Claire as "Fire and Nice."

TAG

*

38-39 OMITTED

38-39 *

40 EXT. OPEN HOUSE - DAY

40 *

Phil places a "SOLD" banner over a "FOR SALE" yard sign.

*

PHIL (V.O.)

*

What makes a great salesman? No big secret. Simply follow the ABC's of salesmanship.

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*

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41 PHIL INTERVIEW

41 *

PHIL

*

Always Be Closing. Don't Ever Forget,
Great Home Ideas Just Keep Lurking
Mostly Nearby. Often People Question
Realtor's Sincerity. Take Umbrage.
Violators Will... uh. X, X, X,
Xylophone... Your Zone. Boom! That's
how you sell a house.

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FADE OUT.

*

END OF SHOW

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