

## STL – 033 – Self-Confidence and Social Influence

### Content Warnings

- Gaslighting
- Comedic violence
- Emotional abuse
- Alcoholism

**TREXEL**

Special thanks to Hedwig. May your summers stretch on until total ecological collapse.

**[Show Theme - Intro]**

**IMOGEN**

Rusty Quill presents: Stellar Firma.

**[Show Theme – Intro *Continued*]**

**DAVID**

**[distressed]** Oh dear. Oh no, oh dear.

**IMOGEN**

**[Beep]**

Would you like another session?

**DAVID**

No— not now, I.M.O.G.E.N. There isn't time! I'm in a... pickle! I don't know what Standards wants, but I'm pretty sure if I don't get a lot better sales very soon it will be *very, very* bad. Hmm. I have to impress Standards. Yes, that must be it. But... b-but when I try to do well, try to do it my way, it was a total disaster! Maybe I just need to... t-trust Trexel? No! That sounds stupid. I can still see all those pleading, adorable eyes. But what's the alternative? Wait. Wait, wait. M-M-Maybe— I.M.O.G.E.N.?

**[beep]**

C-Can you give me access to the consultant sales training manuals?

**IMOGEN**

**[beep]**

Yes.

**DAVID**

Oh, thank Board!

**IMOGEN**

**[beep]**

Please note: I cannot guarantee that other departments are not now monitoring the information provided to you and that accessing these restricted documents would not alert them to your unusual privileges.

**DAVID**

Oh, fantastic. So now I've been nerfed! **[sighs]** Oh, so Trexel really is my only option now.

**[footsteps approach]**

Right, I'm just going to have to do my best to keep him on side.

**[door swooshes open]**

**TREXEL**

David!

**DAVID**

What— Ah— Woah!

**TREXEL**

**[sarcastic]** Is it— is it okay if I were to come in?

**DAVID**

What? Uh, yes. Yes, please.

**TREXEL**

Are you— are you sure? **[stutters]** You're having a—

**DAVID**

Wait—

**TREXEL**

– a little party with Standards that I’m not invited to.

**DAVID**

No, no. No, this—

**TREXEL**

Perhaps I should go back and come back later.

**DAVID**

No no no no no no.

**TREXEL**

No?

**DAVID**

This is your office. This is your office. You need to come in here and do your work. You’re good—

**TREXEL**

Oh, it’s not my office, David.

**DAVID**

Yes, it is.

**TREXEL**

This is the *Sales* office now. It’s not mine but apparently, it’s *yours* with your new friends at Standards.

**DAVID**

No, it— no, it is your office. It’s— You know, you can come in here and do office-y things and—

**TREXEL**

Oh, can I?

**DAVID**

Yes.

**TREXEL**

**[exaggerated]** Oh, thank you, David!

**DAVID**

No. No, I don't mean— I wasn't trying to—

**TREXEL**

Oh, if I may, if I may come from my other actually my office and come to this—

**DAVID**

Wait—

**TREXEL**

— your palace of— What?

**DAVID**

Is this not your office?

**TREXEL**

No, I have an office.

**DAVID**

Wait, were we never in your office?

**TREXEL**

No.

**DAVID**

I thought the consultation room was your office.

**TREXEL**

That? No! No, why would that be *my* office? I mean, I treat it like my office because I'm better than you, but it was actually just the room that you were kept in.

**DAVID**

Oh. Right, that explains why it was so—

**TREXEL**

I have a separate office. It's much nicer.

**DAVID**

Right.

**TREXEL**

Wood lined. Mahogany scented. Walnut whipped.

**DAVID**

Not— not dank then.

**TREXEL**

No, not a dank space. No, a— quite a nice space.

**DAVID**

Fair enough.

**TREXEL**

But that's not where you get to be. But now— but now we're here. And you've got a pod in here.

**DAVID**

Yes, I do.

**TREXEL**

And you've got your new friends in high places.

**DAVID**

No. I— They're not my friends.

**TREXEL**

So, if you will deign to allow me to step across the threshold—

**DAVID**

Trexel, they threatened me.

**TREXEL**

—cross— cross the Rubicon into David’s land, then maybe we can learn something!

**DAVID**

This isn’t David’s land. This is Trexel’s land for teaching David in. One of his lessons. What lesson is it today, um, Professor Trexel?

**TREXEL**

Don’t— I-I—

**IMOGEN**

**[beep]**

Title is inaccurate for both legal and moral reasons.

**TREXEL**

Flattery will get you nowhere!

**DAVID**

Doctor Geistman.

**TREXEL**

**[sarcastic mood forgotten]** Oh, I quite like it. Okay, well, this lesson today is about one thing.

**DAVID**

Yes.

**TREXEL**

Some say the most important thing.

**DAVID**

Okay.

**TREXEL**

Confidence.

**DAVID**

Right.

**TREXEL**

The key with confidence is to believe one thing above all.

**DAVID**

Right.

**TREXEL**

That you, by which I mean I, are, by which I mean am, never wrong. You see?

**DAVID**

Uhhh....

**TREXEL**

Do you need me to go through it again?

**DAVID**

I are never... am wrong?

**TREXEL**

No, I— you've completely got this wrong, David. They— I don't even— I don't understand what they see in you. You know, I don't understand.

**DAVID**

What?

**TREXEL**

You... meaning I—

**DAVID**

Yes.

**TREXEL**

—are, meaning am, never wrong.

**DAVID**

You are never wrong.

**TREXEL**

Thank you.

**DAVID**

Right.

**TREXEL**

So—

**DAVID**

I am never wrong?

**TREXEL**

[sighs] David, um, I'm trying to teach you something and if you're going to be prideful—

**DAVID**

What?

**TREXEL**

—if you're going to be wilful—

**DAVID**

Um...

**TREXEL**

—then I don't know if I can help you.

**DAVID**

Okay, I am never wrong, but I said it pointing at you.

**TREXEL**

Mm-hmm.

**DAVID**

And then you are never wrong and then pointing at me?

**TREXEL**

A compromise has been met.

**DAVID**

Okay.

**TREXEL**

Trexel Geistman is never wrong; David is learning.

**IMOGEN**

**[beep]**

Questionable.

**TREXEL**

You see?

**DAVID**

Yes. No, I'm keen to learn. Yes, let's— let's just get to business.

**TREXEL**

So, with that in mind—

**DAVID**

Yes.

**TREXEL**

— let's look at the brief.

**DAVID**

Oh, the brief! I forgot about the brief. Yes, um, right. **[clears throat]**

**IMOGEN**

**[beep]**

Initiating.

**DAVID**

So the client today is, um, Attia Novellia. Uh, uh, pronouns: she/her. And she wants a planet built, uh, because uh, "I'm easily bored and, as a social influencer, new things to talk about would be simply super."

**TREXEL**

Oh, this is going to be tedious, David.

**DAVID**

Um, well, her likes are cute animals—

**TREXEL**

Mm-hmm.

**DAVID**

—shiny things—

**TREXEL**

Sure.

**DAVID**

—photo-ops—

**TREXEL**

Sounds about right.

**DAVID**

—and surprises.

**TREXEL**

**[sarcastic laugh]** Oh, good!

**DAVID**

Umm... Her— her dislikes are unflattering lighting—

**TREXEL**

Oh.

**DAVID**

—being bored—

**TREXEL**

Sure.

**DAVID**

—and walking too far.

**TREXEL**

Uh, well, yes.

**DAVID**

Um, if she was an animal—

**TREXEL**

Well, I— I look forward to the answer to this question.

**DAVID**

—she would be buttery.

**TREXEL**

**[whispers]** That’s not an animal.

**DAVID**

I think she’s interpreted it as she would be a buttery animal.

**TREXEL**

That’s a food stuff.

**DAVID**

Well, I—

**TREXEL**

I suppose animals are food stuffs.

**DAVID**

I-I think—

**TREXEL**

But you don’t look at a tasty goat and say, “Look, you’re juicy.”

**IMOGEN**

**[beep]**

Juicy goat detected. Security alerted.

**DAVID**

I— I think she might want to be an animal covered in butter?

**TREXEL**

Who doesn't want to be an animal covered in butter, David? Actually think about that. Think about being a cat covered in ghee. A clarified duck.

**IMOGEN**

**[beep]**

Warning: most, but not all, animals do not appreciate being covered in fat.

**TREXEL**

Think about it.

**DAVID**

No, that would be quite nice.

**TREXEL**

It would be quite nice.

**DAVID**

Hmm.

**TREXEL**

Up until somebody thought, "Hmm, you're pre-done. Yum yum yum."

**DAVID**

Well, I'm— I'm sort of buttery already.

**TREXEL**

No, I'm going to stop you—

**DAVID**

Slip sliding around.

**TREXEL**

No, stop you right there.

**[David falls to the floor and starts sliding around, prolonged "whoa" while slipping around]**

**TREXEL**

David— No, Da-Da— come, Da-David—

**[objects clatter]**

– stop sliding around!

**[glass shatters]**

You're breaking things! David!

**DAVID**

Wo-ah ha!

**[object shakes, slime sounds]**

**TREXEL**

Ah, you slip out of my grasp!

**DAVID**

Woah oh ah, ooh! **[sliding stops]** Back in the chair.

**TREXEL**

Look, David, don't think that way. You're not covered in anything edible. That slime all over you–

**DAVID**

Yes.

**TREXEL**

– that is poisonous to every form of life discovered as yet by man or Board.

**IMOGEN**

**[beep]**

Everything is poisonous in sufficient quantity.

**DAVID**

I'm... a life, and I'm not— yes, sorry. Yes, Trexel. Poisonous, definitely.

**TREXEL**

Right.

**DAVID**

Continuing. Um, greatest strength. Her greatest strength is positivity. Um, her greatest weakness is lack of coordination.

**TREXEL**

I see. I see. Okay, well—

**DAVID**

Well, that's the brief.

**TREXEL**

So, David, I think this is an absolute... key example

**DAVID**

Mm-hmm

**TREXEL**

– of where our, by which I mean my, confidence is going to come into play.

This person, what's their name?

**DAVID**

Attia Novellia.

**TREXEL**

Attia Novellia. She is a social influencer, and do you know what that means?

**DAVID**

She influences socials.

**TREXEL**

No. She's a shell. An empty shell echoing with the screams that confidence forgot.

**DAVID**

Like a ghost tortoise.

**TREXEL**

Like a ghostly tor-toise that's been ignored by its peers.

**DAVID**

Right.

**TREXEL**

“Oh, listen to me, I’ve got lots of thoughts about walking incredibly slowly across a carpet.” But *no one’s listening* because everyone else is a turtle! You get me?

**IMOGEN**

**[beep]**

Initial survey results suggest that no one gets you.

**DAVID**

Uhhhh.... yes.

**TREXEL**

Because you— you know what a social influencer is though, David.

**DAVID**

**[uncertainly] [groans]** ...Somebody who influences socials?

**TREXEL**

What socials, David?

**DAVID**

Umm... I.M.O.G.E.N..

**IMOGEN**

**[beep] [distorted]** I.M.O.G.E.N. influences I.M.O.G.E.N..

**TREXEL**

No, no, no. No one influences I.M.O.G.E.N.. I.M.O.G.E.N. influences herself.

**DAVID**

Right.

**TREXEL**

Well, the pro— I suppose the programmers influence I.M.O.G.E.N., but they *died* a very long time ago under mysterious circumstances with lots of mechanised wounds.

**IMOGEN**

**[beep]**

No foul play detected. Security diverted.

**DAVID**

Hmm...

**TREXEL**

What a social influencer does is they desperately claw at the ether around them through electronic means in order to generate self-worth.

**DAVID**

Like an angry robot?

**TREXEL**

Like an angry robot that's been abandoned by a tor-toise that itself was abandoned.

**IMOGEN**

**[beep]**

Abandonment issues detected. Security unconcerned.

**DAVID**

Uh, yes.

**TREXEL**

You're learning now.

**DAVID**

Right.

**TREXEL**

So, what we need to do is undermine this person.

**DAVID**

O— okay.

**TREXEL**

Because they themselves are on a thin ice of confidence. Otherwise—

**DAVID**

Right.

**TREXEL**

Think about anybody that you know. All the people that you know, David. Think about the ones that are loud and— and rambunctious on the surface and they're constantly pointing at things and saying, "I have an opinion about this. I have an opinion about that." And you haven't asked for their opinion but they're telling you it anyway. Those kind of people, David, those kind of people—

**DAVID**

**[uncomfortable sound]** Trexel....

**TREXEL**

— there's just a— a thin shell between them and the void, the infinite blackness of self-destruction and pain.

**DAVID**

Oh! Uh, no.

**TREXEL**

And if you push them, David, if you push them even slightly—

**DAVID**

Yes?

**TREXEL**

—they will snap! And in this case, that means they'll give us their money.

**[long beat]**

**DAVID**

Uh... yes.

**[long beat]**

Um, so—

**TREXEL**

You look pensive, David.

**DAVID**

—undermine—

**TREXEL**

Like a pen that's being sieved.

**DAVID**

—u-undermining—

**TREXEL**

Mm-hmm.

**DAVID**

—is that ethical?

**TREXEL**

Ethical.

**DAVID**

Yes.

**TREXEL**

Ethical. An ethical question.

**DAVID**

'Cause like a lot of the lessons here have been quite... you know, um—

**TREXEL**

Unethical?

**DAVID**

Ethically questionable.

**TREXEL**

Okay. Okay. The questioning of ethics. Okay, so— so that's a— that's a big question. Is it ethical?

**DAVID**

Mm.

**TREXEL**

Is this ethical?

**DAVID**

Mm-hmm.

**TREXEL**

That's— that's a big question there, David.

**DAVID**

Mm-hmm. Mm-hmm.

**TREXEL**

Is it ethical? You know, here we're, we're all philosopher kings –

**DAVID**

Mm-hmm.

**TREXEL**

– philosopher queens—

**DAVID**

Philosopher Davids.

**TREXEL**

Exactly! And we are in of ourselves our own judges and juries

**DAVID**

Yes.

**TREXEL**

to decide

**DAVID**

Yes.

**TREXEL**

is this ethical?

**DAVID**

Yes.

**TREXEL**

And the answer is... absolutely not, David. There is few things less ethical than needling someone in their confidence. Taking a needle, pushing it through, twisting it round so there's a larger hole, and then connecting it up to a high-pressure hose to explode it with your scorn.

**DAVID**

Right.

**TREXEL**

You could— you literally couldn't get more unethical unless what you're actually doing is arson or murder.

**IMOGEN**

**[beep]**

Or betraying the Board. Hail the Board.

**DAVID**

Uh—

**TREXEL**

In many ways, it's arson of a personality and a murder of a soul. I hope that answers your question, David.

**DAVID**

Ehhh...

**TREXEL**

You're killing a person's self.

**DAVID**

**[quietly to himself]** But, um... Board... but what if Standards... Oh, no. Um, what am I gonna... **[normally]** Eh, uh... Yes.

**TREXEL**

You alright there, David? **[stutters]** You seem to grow three times more slimy just— just thinking about that.

**DAVID**

Uh... No, I was just thi—

**TREXEL**

Are you up for this?

**DAVID**

Uhh—

**TREXEL**

Are you up to this task, David?

**[David continues 'um'ing throughout]**

Are you ready to cast aside everything you've ever felt is good and right in order to make a sale, David! So you can ding the bell! **[yells]** *Ding-ding, I made a sale! Maybe someone loves me now!*

**DAVID**

**[harried]** Yes, okay. I ding the bell.

**TREXEL**

Yes, you are ready to ding the bell.

**DAVID**

**[sobs]** Ding ding. **[sobs continue]**

**TREXEL**

I've got a bell here, David.

**[sounds of bell being taken out]**

**DAVID**

Ding ding

**TREXEL**

Ding this bell.

**DAVID**

Oh... uh...

**TREXEL**

Ding the bell.

**[David makes distressed noises, dings the bell]**

**DAVID**

Oh...

**TREXEL**

You can't unring a bell, David.

**DAVID**

Um...

**TREXEL**

As much as you try. As much as you shout at the now woken guards, "I didn't mean to ring that bell and you— I'm not here." That bell's been dinged.

**DAVID**

Mm. Yes.

**TREXEL**

So, how do we apply it to this situation? Let's run down their personality and use our confidence to destroy it. Because, David, we're never wrong,

**DAVID**

Yes.

**TREXEL**

and when you tell people things and you're never wrong, that means they are wrong.

**DAVID**

Okay. Um, well... they like new things to talk about—

**TREXEL**

Mm-hmm.

**DAVID**

— and they're easily bored, so...

**TREXEL**

Okay, so you go in there and you say, "Guess what? Everything new is trash. Everything from *my* childhood that I experienced, that's great. That's gravy. That's a proven theorem of good. Anything that you like, anything that's new, it's bad. It's terrible. It's made of plastic. It's made of sadness."

**DAVID**

Right, so you're— you want to basically sell them on nostalgia.

**TREXEL**

Exactly.

**DAVID**

But from your childhood, not theirs.

**TREXEL**

Nostalgia— nostalgia is the engine room of telling people that they're wrong and you're right.

**DAVID**

Right.

**TREXEL**

It was better in my day because it was *my* day.

**DAVID**

Right.

**TREXEL**

And therefore, by definition, it was better. And the wonderful thing about this, David, is history is wonderfully malleable. Because lots of the people are dead now and they can't gainsay you. And the people that were there, you just tell them that their memory's wrong.

**DAVID**

Okay.

**TREXEL**

Incorrect, sir. Turns out I didn't kill that man. It was the wind that did it. In fact, I warned him. And now I've got the Victoria's Cross.

**IMOGEN**

**[beep]**

Wind murders suspect list updated. Security alerted.

**DAVID**

Um, right. So, how exactly is... I mean, I'm fully on board with the method—

**TREXEL**

Mm-hmm

**DAVID**

— but I just have one question of how is convincing them that everything in your childhood is better than anything they could experience gonna help us sell... a planet.

**TREXEL**

Because, David, you can't be an effective sales opponent if the— the very foundations of your knowledge have been washed away like a child's sandcastle.

**DAVID**

Uh, okay, um—

**TREXEL**

**[yelling at the top of his lungs]** *I am the sea! And I will destroy your castle of sand! Weep ye children!*

**[David starts sobbing which turns into crying]**

*Weep ye children who wish to build in this sandy world! The tide will destroy!*

**DAVID**

I didn't even have a childhood and I'm sorry. **[crying continues]**

**TREXEL**

Exactly. Now— now try— look, the terms are punitive. Agree to them.

**DAVID**

**[sighs]** Uh...

**TREXEL**

Agree to my terms! Agree to my punitive terms!

**DAVID**

**[sobs]** O-Okay. Okay.

**TREXEL**

Of course you have you sad, sad sack.

**[David's sobbing continues]**

You understand?

**DAVID**

**[takes a few breaths and starts calming down]** Oh.

**TREXEL**

You feel that hollow feeling inside?

**DAVID**

Oh. Yes.

**TREXEL**

Like— like everything that you believed was wrong, and you woke up one day and there was a note that had been slid under the door saying, **[whispers]** “Everything was pointless”.

**IMOGEN**

**[beep]**

Shallow nihilism detected. Security alerted.

**DAVID**

**[softly]** Oh... y-yes.

**TREXEL**

Yeah. That’s how— that’s how we beat them.

**DAVID**

I— I do feel like that now.

**TREXEL**

Come on, keep going. Keep going. Let’s— let’s— let’s rattle through these.

**DAVID**

I mean, but— but why though?

**TREXEL**

Why?

**DAVID**

Why even bother?

**TREXEL**

**[stammers]** Because we’re learning to be salespeople, David. This is what being a salesperson is.

**[long beat]**

**DAVID**

**[back to normal]** Oh, yes, Sales. Standards. Right. Yes, there we go. That's why. Whoop.

**TREXEL**

Now, what— what do— what do they actually want built?

**DAVID**

Well, so, they're easily bored as a social influencer,

**TREXEL**

Right.

**DAVID**

so they need things to talk about because that will be simply super. That's— that's the planet.

**TREXEL**

That's the entirety.

**DAVID**

They want new things.

**TREXEL**

This person is so superficial. They're gonna go over like a house of cards, David!

**DAVID**

Well— well this is what—

**TREXEL**

And those cards are made of tears.

**DAVID**

Well, look. So, this is what they like, they like cute animals –

**TREXEL**

Right

**DAVID**

shiny things, –

**TREXEL**

Okay.

**DAVID**

photo-ops, and surprises. Okay?

**TREXEL**

Okay, fine. Well, then we say, “Look, you’ll have all of those. But all of them will be metaphorical. And by metaphorical, I mean everything in that list will be a 2-D cut-out that, if you touch it, falls over in a sad manner.”

**DAVID**

Wait, no, hang on a minute. Now we’re just designing a planet to make them sad.

**TREXEL**

Exactly.

**DAVID**

No, but I don’t—

**TREXEL**

Sell people on the sadness they secretly crave.

**DAVID**

So, you’re saying we’re— we’re gonna pitch to Attia Novellia: by the way, the planet you wanted –

**TREXEL**

Yes.

**DAVID**

– we’re not going to do that.

**TREXEL**

Yep.

**DAVID**

We're going to do some sort of hollow mocking facade of it.

**TREXEL**

Exactly, because you're—

**DAVID**

And we're just gonna—

**TREXEL**

Because you're worthless scum.

**DAVID**

So, we're just gonna say that to her face.

**TREXEL**

Yes.

**DAVID**

No tricks or anything. We're just going to literally say—

**TREXEL**

Oh, no. The more brazen, the better.

**DAVID**

Right.

**TREXEL**

Now, you must understand, David, going back to the earlier question: is this ethical? There are few things less ethical than what I'm telling you to do now!

**DAVID**

Well, I guess at least he's honest.

**TREXEL**

But what I'm telling you, David, is it works.

**DAVID**

Right. So, literally selling people on a thing they don't want –

**TREXEL**

Yep.

**DAVID**

– but telling them they want it because they're trash.

**TREXEL**

Exactly. Like diet plans.

**IMOGEN**

**[beep]**

Stellar Firma's legal department would like to make it clear that only *some* diet plans are manipulative and dangerous lies. For a copy of **[upbeat music]** "Keeping Fit the Stellar Firma Way", please contact your quadrant sales representative. **[music ends]**

**DAVID**

Ugh. Uh, okay. Um, so— so we're gonna g— Right, well, **[as an aside]** suppose I'll show willing. **[to Trexel]** Um, if we're gonna sell them on something they really, really, really don't like...

**TREXEL**

Yes.

**DAVID**

Then we should just go full hog, right?

**TREXEL**

The whole hog. Get two hogs!

**DAVID**

Okay. Right, and just make them, like, really angry.

**TREXEL**

Yeah, or sad. In fact, get these two hogs and sit them down in front of a film. It's about another hog, a hog with dreams that wants to become a carpenter, but then it discovers its— its stupid hog hooves aren't dexterous enough to do carpentry! **[yells]** *You can't use a lathe, you stupid hog!*

**DAVID**

Okay. Um, sure. Well—

**TREXEL**

We'll call it *Hog Lathe*.

**DAVID**

*Hog Lathe*. Well, no, we'll—

**TREXEL**

A cinematic experience by Trexel Geistman!

**DAVID**

No, we'll— Should we put that in the back burner.

**TREXEL**

Starring David 7 as a hog.

**DAVID**

Wait, no, here we go.

**[drawer opens]**

Nope, I've opened the drawer. I've opened the drawer.

**TREXEL**

Oh, okay. What's— Oh, I can see all my things in the drawer!

**DAVID**

No, we're j— Ah, we're just gonna take it— We're just gonna—

**TREXEL**

Could I have them back?!?

**DAVID**

No, we're just gonna put it in the drawer for later.

**[Trexel distressed noise]**

Oh, in it goes. Into the later drawer.

**TREXEL**

Aw.

**DAVID**

Not forgotten. Look, would— Do you want to give it a goodbye kiss?

**[Trexel kisses it]**

Okay, now it's going in the drawer.

**TREXEL**

I want all that back at the end of term.

**[drawer closes]**

**DAVID**

Now it's gone. Well, yes. Of course. Of course.

**TREXEL**

Okay.

**DAVID**

Well, these— this is the later drawer, not the never drawer.

**TREXEL**

I like the later drawer!

**DAVID**

Yes. Exactly.

**TREXEL**

**[dark]** I don't like the never drawer.

**DAVID**

Yes, well we're not gonna put anything in the never drawer. But in the now drawer is the lessons.

**TREXEL**

Is the now drawer just this room?

**DAVID**

Yes.

**TREXEL**

Okay! I'm in a drawer.

**DAVID**

Yes. We're in a drawer. We're in the now drawer. Anyway, back to what I was saying.

**TREXEL**

I hope a kindly person opens the drawer and takes me out and uses me to make soup!

**IMOGEN**

**[beep]**

Geistman soup detected. Catering alerted.

**DAVID**

O... kay. Um, right, well—

**TREXEL**

I like soup.

**DAVID**

Yeah, now, so you're rem— With your hog story film—

**TREXEL**

The hog story.

**DAVID**

—is in the later drawer.

**TREXEL**

*Hog Lathe.*

**DAVID**

Yes. You— you made me think. Now— so, Attia wants to be a buttery animal.

**TREXEL**

I'd forgotten about that bit but yes.

**DAVID**

Well, so, she— we don't want to make her a buttery animal.

**TREXEL**

No!

**DAVID**

Because that's the thing she wants to be.

**TREXEL**

That would be weird. Also, it would mean we'd have to take butter in the room, and I haven't got any butter right now.

**DAVID**

But what if this planet was covered in buttery animals? Now, this isn't giving her what she wants because she wants to *be* a buttery animal, but she will *never* be a buttery animal—

**TREXEL**

Can these buttery animals be behind a fence that she can see through but not cross?

**DAVID**

Yes.

**TREXEL**

Excellent stuff.

**DAVID**

They're in a butter box.

**TREXEL**

They're in a butter box!

**DAVID**

Wait, no, we're just designing a planet again. What—

**TREXEL**

[sings] ♪ It's the— ♪

**TREXEL and DAVID**

[sings] ♪ —butter box. ♪

**TREXEL**

[sings] ♪ It really cuts you off from the buttery animals you want to be. Fear us, fear us, now you flee. ♪

**DAVID**

Okay. Uh, right.

**TREXEL**

[sings, kind of] ♪ Butter box! ♪

**DAVID**

The butter box.

**TREXEL**

Trademarked by Trexel Geistman.

**DAVID**

Okay.

**TREXEL**

Hog played by David 7.

**DAVID**

No!

**IMOGEN**

[beep]

Butter box patented.

**DAVID**

That's not in the now drawer.

**TREXEL**

**[softly]** No, it's in the later drawer.

**DAVID**

But the— but the— but the hog—

**TREXEL**

But the butter box.

**DAVID**

The butter box.

**TREXEL**

Wait, sometimes, David, it's important to go in with the— in— into a meeting with a little bit of a rough idea. We can't just walk in there and say, "Oh, we're going to do something."

**DAVID**

Okay.

**TREXEL**

Don't worry about it. A little bit of a planet design, it's all par for the course.

**DAVID**

Okay, well that's—

**TREXEL**

It's just that the course has been massively warped in your perceptions by my continuous ignoring of the course over the entirety that we've known you! **[yelling]** *What are we supposed to do at any point, David?! I've made it very unclear!*

**DAVID**

Um... we are gonna sell a planet to Attia Novellia by undermining her self-confidence, sense of self, soul, and possibly murder her?

**TREXEL**

Close. Enough. For me. Now, remember, in this interaction we've tried it the David 7 way.

**DAVID**

Yes.

**TREXEL**

We've tried Good David, Good Trexel. We've tried that and what happened?

**DAVID**

**[dejected]** ...We gave them everything they wanted.

**TREXEL**

We gave them everything they wanted. We're going the other way, David. We're giving them *nothing* that they want.

**DAVID**

Oh.

**TREXEL**

And remember, what's the lesson?

**DAVID**

Um—

**TREXEL**

**[simultaneous]** That... you... I... are... am... never wrong.

**DAVID**

**[simultaneous]** I... is... or never... ever... correct, not.

**IMOGEN**

**[beep]**

Nailed it.

**DAVID**

Um... yes. Yes, that.

**TREXEL**

You're ready. You're ready, David.

**DAVID**

Am I?

**TREXEL**

Are you, David? Remember the lesson.

**DAVID**

I... **[long pause]** Yes.

**TREXEL**

Excellent stuff.

**DAVID**

Okay. Um, right, so—

**[four loud, steady knocks]**

They're here, so, um...

**TREXEL**

Let's go!

**DAVID**

**[uncertain]** In we go to undermine their... personality and... sell them a planet... that they don't want.

**TREXEL**

You monster, I love you.

**DAVID**

Oh. Oh.

**[large door opens, camera shutter clicks]**

**TREXEL**

**[from meeting room]** Ah, Attia, you disappointing shell of a tor-toise. Sit down! Close the door! *Listen to me!!!*

**DAVID**

Oh, no.

**[Show Theme - Outro]**

Created by: Tim Meredith and Ben Meredith

Producer: Katie Seaton

Executive Producer: Alexander J. Newall

Editing: Elizabeth Moffatt, David Devereux and Alexander J. Newall

Music: Samuel D.F. Jones

Artwork: Anika Khan

**Cast**

I.M.O.G.E.N. – Imogen Harris

David 7 – Ben Meredith

Trexel Geistman – Tim Meredith