

## **STL – 039 – Gripes and Graduation**

### **Content Warnings**

- Comedic violence
- Emotional abuse
- Alcoholism

**TREXEL**

Special thanks to Imogen Cassidy. May you receive only the most minor hull damage.

**[Show Theme - Intro]**

**IMOGEN**

Rusty Quill presents: Stellar Firma.

**[Show Theme – Intro *Continued*]**

**[door swooshes open]**

**TREXEL**

David... David, look at you.

**DAVID**

Um...

**TREXEL**

Look at you there... a proud clone, all grown up now!

**DAVID**

Right.

**TREXEL**

Because do you know what today is, David?

**DAVID**

Today is... Thursday.

**TREXEL**

It's the final day... of the Trexel Geistman Ten Steps to Sales Domination Program.

**[cheerful jingle]**

**TREXEL**

**[wistfully]** Remember back on day one, David? Me, yelling. You, also yelling. So young, the both of us, so... innocent, so... unable to imagine what would happen.

**DAVID**

That was—

**TREXEL**

But now we're here.

**DAVID**

That was three weeks ago.

**TREXEL**

Together. More haggard, certainly.

**DAVID**

What?

**TREXEL**

We've been through a lot, sure.

**DAVID**

Mm.

**TREXEL**

But together, we've grown. And you...

**DAVID**

That's fair.

**TREXEL**

...are about to become a fully-fledged salesperson.

**DAVID**

[unenthusiastic] Oh, good.

**TREXEL**

At the end of today, you will have a full and official sales qualification—

**DAVID**

Official?

**TREXEL**

—from Stellar Firma Ltd.

**DAVID**

**[hopefully]** Really?

**TREXEL**

And that means a lot, David.

**DAVID**

It does!

**TREXEL**

Everything in Stellar Firma is done on awards, qualifications, and grade point averages.

**DAVID**

Ooh!

**TREXEL**

And you'll start to... see yourself step up in the world with something like this, David.

**DAVID**

Oh right, okay, um... well, um, great! Erm... well, in which case, what is the—  
what is the tenth lesson?

**TREXEL**

The tenth lesson?

**DAVID**

Yeah.

**TREXEL**

Closing. Of course, David, what else could it be? You've got them where you  
want them, but if you can't close, it's not worth a damn thing.

**DAVID**

Mm-hmm.

**IMOGEN**

**[beep]**

Potentially, not even then.

**DAVID**

Okay.

**TREXEL**

But what does that *mean*?

**DAVID**

Closing?

**TREXEL**

Yes.

**DAVID**

Um... ending the deal.

**TREXEL**

Sure, in a way. Anything else?

**DAVID**

Uhhh... making them sign the paper bit?

**TREXEL**

Absolutely! But how do you *do* that?

**DAVID**

Asking nicely.

**TREXEL**

No, no, that doesn't seem like it would be the answer, David.

**DAVID**

Giving them what they want so that they *want* to sign the piece of paper.

**TREXEL**

We've discussed that, that's a bad way to go...

**DAVID**

Uhh...

**TREXEL**

It's threats.

**DAVID**

Rrrright.

**TREXEL**

It's threats, David. You can be as nice as you want, but in the end? They've gotta have a bit of pressure on them, David! So you've gotta have a little threat. Now, I know *we* have, *together*, learnt that... direct hostility and malice is not always the way to go!

**DAVID**

Right.

**TREXEL**

But I still feel *very* strongly, David, that— that very delicate point, right at the end there?

**DAVID**

Uh-huh?

**TREXEL**

You've gotta threaten a little bit! However you want to do that. To really get people to commit, because the thing people don't really want to do is commit on the dotted line.

**DAVID**

Right.

**TREXEL**

They walk up to the precipice and they think, "Ahh, *do* I want to do this? Was that schmoozing genuine? Oh, I don't actually think this *is* this person's last day alive. I think they're lying!" And at that point, that's where you've got to threaten them to just seal the deal.

**DAVID**

Right. And you're saying that I'll get a qualification out of this at the end?

**TREXEL**

Yes, absolutely!

**DAVID**

Okay. Right, well, let's, uh... great! Yeah, let's get on with it.

**TREXEL**

Okay.

**DAVID**

Let's get on with, um... threat and closing.

**IMOGEN**

**[beep]**

Misplaced faith detected. Security alerted.

**DAVID**

Oh, actually, how did your... schmoozing with Yinly go?

**TREXEL**

It— hah. Uh, it, ah... it didn't go *amazingly* well, David.

**DAVID**

Right.

**TREXEL**

I— I'm *banned* from a lot more places than I thought I was banned from.

**DAVID**

Oh.

**TREXEL**

'Cause normally, I'm crawling in a ventway! There's nobody at the door. They don't know I'm in there until it's too late and something's on fire. And then I'm being kicked out anyway, so I dunno. But going in the front door with a client on my arm, a lot of times it was, "*Who the hell do you think you are? Get out!*"

And that looked bad in front of the client. I got into a lot of fights, a lot of fights.

**DAVID**

Right.

**TREXEL**

And I won *none* of them.

**DAVID**

Did Yinly win any of them?

**TREXEL**

Yinly really had my back. We got into a lot more places than we should have because of those powerful arms. And turns out, she did have a wheel.

**DAVID**

Ah! Ah.

**TREXEL**

She could just run them down.

**DAVID**

Right, well...

**TREXEL**

Run and punch.

**DAVID**

Good. Well, good for her.

**IMOGEN**

**[beep]**

Flesh wheel murder suspect list updated. Security alerted.

**TREXEL**

So, I am banned from even more places now.

**DAVID**

Oh! Oh, yeah.

**TREXEL**

But, uh, you know... we had some fun, we had some drinks. I think Yinly was onside but, uh, yeah, not— not at a 100% success.

**DAVID**

Okay. Well, you know, we— I guess take it.

**TREXEL**

But I do 100% confess to having had a great time.

**DAVID**

Good! That's good to hear, Trexel. It's nice that you schmoozed properly instead of, you know, the veil of tears.

**TREXEL**

I liked it.

**DAVID**

Veil of fun was better, right?

**TREXEL**

It was a veil of fun. I liked it.

**DAVID**

Veil of fun.

**TREXEL**

It was good.

**DAVID**

Okay. Well, anyway, so this is our— our next brief. Our final brief for the— the course, so, you know, after on Monday, after the review it'll be—

**TREXEL**

You'll be a fully-fledged salesperson. You'll— you'll be leading things, David.

**DAVID**

Wwwhaa—?

**TREXEL**

You'll be leading things.

**DAVID**

**[excited]** Really?!

**TREXEL**

A qualification comes with certain responsibilities. I'll be there, David. **[yells]**

*Don't you worry, you're not getting rid of me that way!*

**DAVID**

Ah.

**TREXEL**

But I'll be in the corner. The mentor. The aged one sitting in the corner, nodding along. Shaking my head suddenly because I disagree with something. Realising I misunderstood, leaning back and nodding again.

**DAVID**

Okay.

**TREXEL**

"Yes, I taught him everything he knows."

**DAVID**

Well, there wasn't any shouting so it's an improvement. Okay, well—

**IMOGEN**

**[beep]**

Initiating.

**DAVID**

—our brief is for Ethel Uinction Yeems.

**TREXEL**

Ethel Uinction Yeems.

**DAVID**

Ethel Uinction Yeems.

**TREXEL**

That's— that's— that's a good— that's a *good* name.

**DAVID**

Yeah. Uh, well, her pronouns are she/her.

**TREXEL**

Good.

**DAVID**

Um, she wants a planet built for the ongoing education and social erudition of young sentients who have, quite frankly, forgotten their manners.

**TREXEL**

Oh.

**DAVID**

Um, she likes order, neatness, straight lines, folded sheets, please and thank you, respect for your elders, and clean hands.

**TREXEL**

Right.

**DAVID**

She dislikes filth—

**TREXEL**

Mm-hmm

**DAVID**

—rot—

**TREXEL**

Okay.

**DAVID**

—speaking out of turn—

**TREXEL**

**[loudly]** Well, that's not—

**DAVID**

—and that look you are giving me right now, young man!

**TREXEL**

How did she know?!

**DAVID**

How did she know? If she were an animal, she would be a noble swan.

**TREXEL**

Big, long neck.

**DAVID**

Her greatest strength is her sense of what is right, and her greatest weakness is other people's *rrrrudeness!*

**TREXEL**

Right, so this person is a *real* pain.

**DAVID**

Mm.

**TREXEL**

You invite them 'round and they've got a problem with everything.

**DAVID**

Mm-hmm.

**TREXEL**

“This napkin isn’t folded properly! This meat isn’t at the proper temperature! This isn’t a knife; this is driftwood you’ve carved the word ‘why?’ into.” You know –

**DAVID**

Why?

**TREXEL**

– just— just putting all of their energy into nit-picking and finding problems where there aren’t problems.

**DAVID**

Right.

**TREXEL**

“Oh, the toilet’s overflowing, Trexel! Please, call a plumber.” “Oh, I’ve got dysentery, Trexel. I think I’m dying.” “Oh, Trexel. Trexel, there’s an out-of-control oil fire in your kitchen—” Waah waah waah, you know?

**IMOGEN**

**[beep]**

Dinner party watch list updated. Security alerted.

**TREXEL**

I’m just trying to have a party, David!

**DAVID**

Right.

**TREXEL**

And maybe I want the oil to be on fire! Do you ever think about that?

**DAVID**

Was the oil on fire?

**TREXEL**

It was on fire, yes!

**DAVID**

What happened to the fire?

**TREXEL**

Eh, it got out of control.

**DAVID**

And did that person die of dysentery?

**TREXEL**

No, no, they died of fire.

**DAVID**

Ah.

**TREXEL**

Yes.

**DAVID**

Right. Um... r-rest in peace, I suppose.

**TREXEL**

Eh. So the thing is, when you're dealing with someone like this, David, –

**DAVID**

Mm-hmm.

**TREXEL**

– you need to really inoculate yourself against their nit-pickery, because it's very quickly easy to go from “okay, I'm dealing with this” to “okay, I'm hitting you until the struggling stops”.

**DAVID**

Okay. Right. And, um, and that is closing something but not the deal.

**TREXEL**

This is *nothing* to do with the Sales Domination Plan, David.

**DAVID**

Oh.

**TREXEL**

This is about simply getting through a meeting with somebody that’s gonna have a problem— “Oh, your tie’s the wrong length. Oh look, those pleats are wrong—” **[yells]** *Shut up, mother! I’m not a boy anymore, I’m a big man!*

**IMOGEN**

**[beep]**

Physically, yes. Emotionally, no.

**TREXEL**

And my pleats are my business!

**DAVID**

Right.

**TREXEL**

Why didn’t you say you loved me before you died?

**DAVID**

Um...

**IMOGEN**

**[beep]**

Yikes!

**TREXEL**

You just talked about pleats! And then one day you were gone. And what did you leave? A son who knew that you loved him? No. A son who knew that you disapproved of his pleats.

**DAVID**

Uh...

**TREXEL**

Oh, sure, you were respected, but you didn't have *my* respect.

**DAVID**

Okay.

**TREXEL**

That's why father left.

**DAVID**

Have you considered therapy?

**TREXEL**

A-what-a-thy?

**DAVID**

A therapy.

**TREXEL**

I don't know...

**DAVID**

Uh—

**TREXEL**

...what that is.

**DAVID**

Oh, right. Well, [**stutters**] a therapy is, um, well, I.M.O.G.E.N. has quite a few programs. It's when you sort of talk to her about... what you're feeling and then she'll give you some exercises or ways of thinking about things and... maybe to help.

**TREXEL**

I'm gonna allow you to take a moment to think about everything you know about me, David, and everything I've ever said and done in your presence. And then I'm gonna let you think about the question "is Trexel gonna talk about his feelings to I.M.O.G.E.N.?"

**IMOGEN**

**[beep]**

I.M.O.G.E.N. votes no.

**DAVID**

Well, I am going to also think about what we talked about yesterday and is this a 10 out of 10 kind of thing to do—

**TREXEL**

Ooohh...

**DAVID**

—or a 1 to 3 kind of thing to do?

**TREXEL**

This feel— it's sub-5, David. It doesn't feel good. I'm feeling very hostile. I'm— I'm feeling very defensive and that defensiveness feels safe. Yes, I feel very safe in that place –

**DAVID**

Mm-hmm. Mm-hmm. Mm-hmm.

**TREXEL**

– but do I feel good? No, I don't— I don't feel good but I— I'm scared, I'm scared to— to try and change because maybe if I change, I won't like what I change into so maybe I should just stay the same even though I'm still unhappy.

**DAVID**

Then you'll always be unhappy, and you should probably give yourself the chance to be happy.

**TREXEL**

I should give myself the chance... to be happy.

**DAVID**

Yeah.

**TREXEL**

Right.

**IMOGEN**

**[beep]**

I.M.O.G.E.N. still votes no.

**DAVID**

And do you know what we just did there?

**TREXEL**

What?

**DAVID**

We talked about your feelings.

**TREXEL**

**[gasps]** You tricked me!

**DAVID**

Oh wait, no.

**TREXEL**

**[yells]** *You tricked me! I will not be tricked in this way! Give me back my feelings!*

**DAVID**

**[crosstalk]** No. No no no! That was— It was— No, it was a good— No, it was a good— **[David and Trexel struggle, a glass breaks]** Ah, no, I don't keep them anywhere! You have your feelings. **[Trexel sucks up something]** No, stop sucking on my nose! Bleh! Eugh, that's horrible!

**TREXEL**

I think I got some feelings. It could be snot. Ah! **[David makes sounds of disgust]** Ah, that's— that's not nice. That's not nice.

**DAVID**

Well, now—eugh!—now you've got your feelings back, um, maybe we could—

**TREXEL**

Blech.

**DAVID**

Ugh!—get back to Ethel Unction Yeems.

**TREXEL**

Oh yes, and the lesson!

**DAVID**

And the lesson.

**TREXEL**

Closing equalling threats.

**DAVID**

Yes.

**TREXEL**

So, we need to know what to threaten this person about. Now, we could, obviously, apply all of the other tactics that we have learnt about.

**DAVID**

Oh, yes.

**TREXEL**

Uh, spying—

**DAVID**

Yes.

**TREXEL**

—lying—

**DAVID**

Yes.

**TREXEL**

—pretending that you're going to die.

**DAVID**

Yes.

**TREXEL**

All of these things could be useful but, luckily in this particular instance –

**DAVID**

Right.

**TREXEL**

– we’ve quite a few things from Ethel that she doesn’t like that we can threaten her about.

**DAVID**

Oh!

**TREXEL**

So, let’s just— let’s just run through those things again, shall we?

**DAVID**

Right, so what does she like? She likes order.

**TREXEL**

Yes.

**DAVID**

She likes neatness.

**TREXEL**

Mm-hmm.

**DAVID**

She likes straight lines.

**TREXEL**

Okay.

**DAVID**

Folded sheets.

**TREXEL**

Okay.

**DAVID**

She likes please's and thank you's.

**TREXEL**

Mm-hmm.

**DAVID**

Uh, she likes respecting your elders.

**TREXEL**

Sure.

**DAVID**

And she likes clean hands.

**TREXEL**

So, it turns out, David, that I am everything that she hates and fears.

**DAVID**

Mm.

**TREXEL**

I am like a walking threat to this person.

**DAVID**

Okay.

**TREXEL**

I walk into the room; I don't even have to say anything. They take one look and think, "Uh-oh, this person is a whirlwind of sadness and crooked lines." So, you just need to use me, David.

**DAVID**

Okay.

**TREXEL**

Like a weapon!

**DAVID**

Right.

**TREXEL**

You need to pierce her heart with the sword point of *me*!

**DAVID**

Okay, then we just need to make sure that there— she doesn't have a way to, you know, run away immediately.

**TREXEL**

Oh, we can lock the doors.

**DAVID**

Oh. We could just— we—

**TREXEL**

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

**IMOGEN**

**[beep]**

**TREXEL**

For this next session make sure that the exit door for the consultant is locked.

**IMOGEN**

**[beep]**

Securing meeting room. None may escape our clutches.

**TREXEL**

And there you go.

**DAVID**

Alright, it was— it was that easy.

**TREXEL**

It's always been an option, David.

**DAVID**

Oh.

**TREXEL**

It's just, normally, people don't like it when the door locks behind them.

**DAVID**

Sure.

**TREXEL**

It makes them, oh, tense I suppose. I often have it— When I have a party—you know, after the oil fire has been out—people go to the door, they try the handle. Oh, guess what? It's locked, and Trexel's already crawled through a vent, and he's sealed that vent behind him, so we're stuck in here now. And I come back weeks later and they've become so cross they've just become skeletons.

**DAVID**

Oh... dear.

**IMOGEN**

**[beep]**

Clean-up crew urgently rerouted.

**TREXEL**

I don't know why people do it!

**DAVID**

Um... lack of food and/or oxygen.

**TREXEL**

ell, that's just a state of mind.

**DAVID**

I-Is it?

**TREXEL**

Yes, I've been oxygen deprived myself. I've never become a skeleton. Look!

Look at my flesh. **[slaps himself]** Look at my flesh!

**DAVID**

It's quite fleshy.

**TREXEL**

**[clothes rustle]** Look at my nipples.

**DAVID**

**[disgusted]** Oh, why? Put them away— No, put them away!

**TREXEL**

**[starts slapping nipples]** Oh!

**DAVID**

**[firmly]** Put them away, Trexel. Plea— Trexel!

**TREXEL**

**[singsong]** Trexel's nipple dance. Trexel

**DAVID**

Put them away!

**TREXEL**

Okay. Okay. **[puts shirt back down]** Friends don't make friends look at their nipples.

**DAVID**

Yes. That— Thank you. 10 out of 10.

**TREXEL**

Thank you! **[David exhales loudly]** Well, 3 out of 3.

**IMOGEN**

**[beep]**

Nipples!

**DAVID**

Okay— Alright. Yes, I— I see what you've... done there.

**TREXEL**

So, but how— how are you going to use me as a weapon?

**DAVID**

Well, as you said, maybe just engaging in light conversation.

**TREXEL**

Do you think that would be enough?

**DAVID**

I think it might be.

**TREXEL**

Shall we run it?

**DAVID**

Roleplay?

**TREXEL**

Let's do a roleplay! Okay.

**DAVID**

Okay.

**IMOGEN**

**[beep]**

Roleplay holovision initiated.

**[electronic powering on sound]**

**TREXEL**

You are Ethel Uinction Yeems.

**DAVID**

Right. **[posh voice]** I am Ethel Uinction Yeems.

**TREXEL**

Good afternoon Ethel.

**DAVID**

Hello. Oh, aren't you a horrible, dirty, little man?

**TREXEL**

Oh, you— you stuck-up tree branch! I'm gonna push you over and ruffle your hair!

**DAVID**

What? Eugh!

**TREXEL**

Look at this piece of paper!

**DAVID**

Oh no.

**TREXEL**

I've not folded it in half, I folded it crosswise!

**DAVID**

Oh, goodness!

**TREXEL**

These sheets have never been washed!

**DAVID**

I— Eugh!

**TREXEL**

They've become oily with sweat!

**DAVID**

Oh, I don't like it. I'm going to have to leave!

**TREXEL**

You can't. Try the door, Ethel.

**DAVID**

I am. Oh no! The door is locked!

**TREXEL**

Wait, before you become a skeleton—

**DAVID**

What?

**TREXEL**

—sign this piece of paper [**paper rustles**] and I'll let you out.

**DAVID**

No, I shan't.

**TREXEL**

Oh! Oh, I've actually taken this duvet and I've turned it *half* inside-out then crumpled it up and put it in the bottom drawer!

**DAVID**

No! Not the bottom drawer!

**TREXEL**

My hands are filthy.

**DAVID**

You wouldn't dare!

**TREXEL**

Ethel, isn't it your turn to speak?

**DAVID**

What?

**TREXEL**

Guess what, I've interrupted you!

**DAVID**

No!

**TREXEL**

I'm speaking out of turn, Ethel.

**DAVID**

How dare you! I am so very, very, very annoyed at *all* of this that is going on. Oh dear, I've had a heart attack, and I've died.

**TREXEL**

Oh, that's the— **[sighs]** Ah, too much then.

**IMOGEN**

**[beep]**

Roleplay holovision terminated.

**[electronic powering off sound]**

**DAVID**

I think too much.

**TREXEL**

That's the first step to becoming a skeleton.

**DAVID**

Mm. Yep.

**TREXEL**

And I should know.

**DAVID**

Wait, what?! Really?

**TREXEL**

Hm?

**DAVID**

**[quietly]** Are you... are you a skeleton?

**IMOGEN**

**[beep]**

How is that the conclusion you have reached?

**TREXEL**

David, do you— do you think I'm a skeleton?

**DAVID**

I don't know.

**IMOGEN**

**[beep]**

Skin flaps detected. Clearly not a skeleton.

**DAVID**

Have you... have you been a skeleton? Are you an ex-skeleton?

**IMOGEN**

**[beep]**

Evaluating cost benefit of removing oxygen supply.

**TREXEL**

No.

**DAVID**

Are you sure?

**TREXEL**

Well— Well, yes. I mean, sure, could I source flesh at short notice? Yes, I could. Could I put it on a skeleton? Yes, I could. Could I do that whilst I *was* a skeleton? That's harder to say, David.

**DAVID**

**[quietly]** Right.

**TREXEL**

But if I did do it, would I remember? Because the brain is also flesh, so if I was a skeleton and didn't have a brain but then put flesh back on myself to make myself a person again, that would include a brain. So, would I know if I'd have done it? Is that how people are born?

**DAVID**

I don't know.

**TREXEL**

Do babies come from skeletons that place flesh on themselves?!

**DAVID**

I was extruded out of a tube.

**TREXEL**

This is plausible then! I need to do some soul searching.

**DAVID**

Oh! You could do it while talking to I.M.O.G.E.N. and... No, okay, I see the look you're giving me.

**TREXEL**

If you try that one more time, David, I'm going to push my face *through* this table.

**DAVID**

That is a metal table.

**TREXEL**

Let me get there on my own. Stop clucking like a big, therapy-loving hen. Cluck cluck cluck. CBT.

**DAVID**

Oh, so you have done this before.

**TREXEL**

No. **[becomes flustered]** What— You— Oh! Look over there! It's a wall!

**DAVID**

What? **[surprised yelp]** What, no, yes. Of course it's a wall.

**IMOGEN**

**[beep]**

Evaluation complete. More trouble than it's worth.

**TREXEL**

So, Ethel Unction Yeems **[David sighs]** has become a skeleton because I've overdone it.

**DAVID**

Yes. So, I think we might need to just maybe meter it a little bit.

**TREXEL**

We need to— we need to pick one threat.

**DAVID**

Pace it. Um...

**TREXEL**

Pick one threat, shall we. What's the biggest threat— If you're a person who likes order, neatness, straight lines, what's the— what's the one thing that's going to *really* just screw you right up?

**DAVID**

A game of gravity ball.

**TREXEL**

Expand on that.

**DAVID**

Well, you have the ball.

**TREXEL**

Mm-hmm.

**DAVID**

No straight lines on a ball.

**TREXEL**

No, no. It's all just spheres.

**DAVID**

Yep. And, as well we know, the rules change every 3.5 seconds.

**TREXEL**

That's true. That's true.

**DAVID**

There are between 1 and 3,000 players.

**TREXEL**

Okay.

**DAVID**

Very unpredictable.

**TREXEL**

Very unpredictable.

**DAVID**

Lot of people in there.

**TREXEL**

Tricky to understand if— even if people are playing or if they're just bystanders.

**DAVID**

Client room is cavernous but is it that cavernous? I don't think we want to find out—

**TREXEL**

No.

**DAVID**

—except we do in this situation. Um, also, covered in mud. Everybody's just covered in mud. Slipping about in mud.

**TREXEL**

You know what? I think we can do— I can definitely get that room half filled with mud the moment we go in.

**DAVID**

Okay.

**TREXEL**

We walk in, we deploy the mud. We chuck a ball in the middle and we say, “Ethel, it's time to play”, and we just start playing. You can't avoid a game of gravity ball. If it's happening around you, you're a player.

**DAVID**

Yeah.

**TREXEL**

You either play or you die.

**DAVID**

Well, you don't even have to— Wait. Ah, hang on a minute.

**TREXEL**

Oh, what if they— What if she refuses?

**DAVID**

And then dies.

**TREXEL**

And then dies.

**DAVID**

That's the problem.

**TREXEL**

Okay. Faux-gravity ball. You either play or it doesn't work, but we really hope that you play.

**DAVID**

Okay. Okay.

**TREXEL**

Because you think that if you don't you might die, which is in of itself a bit of a threat.

**DAVID**

And if maybe we have faux-gravity ball, although it won't work, we can just threaten to keep doing it until she signs.

**TREXEL**

Yes. There's mud splatter with— We're ruffling up our clothes. We're kicking in curves.

**DAVID**

Okay. Perfect.

**TREXEL**

I think you're there, David. It's time for you to get your diploma –

**DAVID**

Oh!

**TREXEL**

From the Trexel Geistman's Ten Steps to Sales Domination Plan.

**[cheerful jingle]**

**DAVID**

Yes! Okay. Right. Official Stellar Firma diploma. **[incomprehensible]**

**TREXEL**

Have you got your mortarboard?

**DAVID**

**[stammers]** Oh, in the drawer. **[opens drawer]** Yep, here we go!

**TREXEL**

Have you got your gown?

**DAVID**

Uhhhh... Oh! I'll just use the bed sheets.

**[fabric rustle]**

**TREXEL**

Have you got your special educational whistle?

**DAVID**

Uhhhm... Um... **[blows whistle]**

**TREXEL**

Got all the things you confiscated from me and put in the hate drawer?

**DAVID**

I do.

**TREXEL**

Well, give them all to me. It's part of the ceremony.

**DAVID**

Is it?

**TREXEL**

It— it— it is.

**DAVID**

F-Fine.

**[opens drawer]**

**TREXEL**

Here we go. Oh. **[chuckles]**

**DAVID**

**[annoyed]** Just take the drawer. **[closes drawer]** Just take the drawer.

**TREXEL**

Yeah. It's all for Trexel. Okay. I present to you—

**DAVID**

Right.

**TREXEL**

—your diploma. **[gives David diploma]**

**DAVID**

Okay! Thank— **[takes diploma]** This is— Wait— This is a—

**TREXEL**

You're welcome.

**DAVID**

This is a napkin. [checks the back of the “diploma”]

**TREXEL**

I apologise, what?

**DAVID**

This is a napkin... from the Astral Bar.

**TREXEL**

Nope, that's—

**DAVID**

It has “Astral Bar” written on it.

**TREXEL**

I don't— That's— that's the—

**DAVID**

There is a Flaxen Whisk stain here.

**TREXEL**

That's a watermark. That's— that's the people who print it.

**DAVID**

No, it— it’s been scrawled—

**TREXEL**

That’s Astral Bar Printers.

**DAVID**

You— This is in pencil. You’ve not even used a pen.

**TREXEL**

That— that’s— that’s calligraphy.

**DAVID**

Also, *my name* is misspelled.

**TREXEL**

What? Is it?

**DAVID**

*Your name* is misspelled. Trexel does not have a “y” in it!

**TREXEL**

Oh no.

**DAVID**

[sighs] This is... Is this it?

**IMOGEN**

**[beep]**

You cannot have been expecting more.

**TREXEL**

**[stammers]** Y-Yes. That— that— that’s it.

**DAVID**

**[upset and just barely keeping it together]** It has been three weeks. Three full weeks of *this*. And you knew this is what it ended in. You told me I would become a fully qualified salesperson with a diploma, which would have been *important*. Which may have kept me from being recycled for like *maybe* just a little bit! Maybe would have helped me in the long term. But no! I’m just here with a dirty napkin and broken dreams.

**TREXEL**

David. David, I’m gonna level with you because... from the start to now, we’ve obviously gone through a lot, and I don’t think it would be fair if I was to lie to you.

**DAVID**

Right.

**TREXEL**

The sales course that you’ve completed—

**DAVID**

Yes.

**TREXEL**

—is not what you would call an accredited or official course.

**DAVID**

So— so this— When you said it was Trexel Geistman’s course you literally meant it’s just—

**TREXEL**

It’s absolutely mine.

**DAVID**

—just, just yours.

**TREXEL**

Completely designed by me. Not known or available to the wider Stellar Firma Ltd.

**DAVID**

So, Stellar Firma doesn’t even know about this.

**TREXEL**

Not really. I think Hartro knows, but I don’t think she cares. So, it’s not— It’s— it’s a good course, David. I think— I think you’ll find it’s a good course. You’ve learned a lot. You’ve grown. You know how to do the sell— And— and— and you can really do sales now, I’ve seen you. You can do sales, but if you were

to— to take it to anyone and show them they might—oh, I don't know—laugh in your face and— and ask you to leave so...

**DAVID**

**[emotionally drained from Trexel's shenanigans]** Fine, Trexel. Fine. I-I don't know—

**TREXEL**

But that's, that's okay, right?

**DAVID**

I-I— **[sighs]**

**TREXEL**

Faithful David always goes with the flow.

**IMOGEN**

**[beep]**

Faithful David has no choice.

**DAVID**

I honestly don't know... what I expected. And this basically just meets my expectations.

**[four loud, steady knocks]**

**TREXEL**

**[oblivious]** Well, that's great to hear. So, how about we play a nice, fun game of gravity ball with Ethel! **[David sighs deeply]** It's time to go.

**DAVID**

Let's go.

**[large door opens]**

**TREXEL**

**[from meeting room]** It's sports o'clock, Ethel! Activate the mud flumes!

**[laughs as mud starts sloshing into the room]**

**[Ethel starts fearfully shouting, David sighs deeply, Trexel continues to laugh]**

**[Show Theme – Outro]**

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David 7 – Ben Meredith

Stellar Firma – Episode 039 – Gripes and Graduation

Trexel Geistman – Tim Meredith