

HOW TO PITCH A FILM

an original screenplay by

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FADE IN:

1 INT. APARTMENT - DAY 1

JIM, 24, sits in front of a laptop, typing away. The NARRATOR cheerily pipes up.

NARRATOR (V.O.)
Meet Jim. He's an aspiring
screenwriter, on the cusp of making
his big break.

TIME CUT:

2 JIM TALKING ON THE PHONE - MOMENTS LATER 2

He's excited.

NARRATOR (V.O.)
Jim's got a pitch meeting with the
big-wigs at Catamount Studios tomorrow
morning, 8 am.
(beat)
That means - he has to sell the
executives on his dynamite feature
film idea!

Jim FREEZES in place.

NARRATOR (V.O.) (CONT'D)
Jim can go about this one of two
ways.

CUT TO:

3 INT. APARTMENT - EVENING 3

Jim lounges in bed, in boxers and a stained t-shirt, watching TV with a glassy-eyed stare. He reaches off camera for a moment, bringing up a bottle of bourbon. He takes a swig.

NARRATOR (V.O.)
Jim is off to a bad start. He should
be preparing.

TITLE: "WRONG"

Red letters slam with a metallic CLANG on screen.

CUT TO:

3A A PRIM, PROPER JIM STANDS IN FRONT OF A FULL-LENGTH MIRROR. 3A *
HE'S MOUTHING HIS PITCH TO HIS REFLECTION, JOTTING DOWN NOTES
IN A SMALL NOTEBOOK.

NARRATOR (V.O.)

This Jim has the right idea. He knows that preparation is key to a successful pitch.

TITLE: "RIGHT"

Green letters pop up impishly with a "PING".

CUT TO:

4 INT. CATAMOUNT STUDIOS LOBBY - MORNING 4

At the front desk, Jim is groomed and professionally dressed, with his notebook at his side. He's flirting with the kind SECRETARY.

NARRATOR (V.O.)

Jim knows that first impressions are key.

Jim looks at the clock on the wall, sees that it reads "7:55", and politely excuses himself. He heads for the inner office.

CUT TO:

5 INT. CATAMOUNT STUDIOS LOBBY - MORNING 5

Clock on the wall reads "8:15". Jim rushes up to the desk, dressed in shorts and stained t-shirt. Grasping a bundle of loose leaf papers in his arms, he sputters to the secretary, smoothing his unkempt hair. She waves him in.

NARRATOR (V.O.)

This Jim does not.

CUT TO:

6 INT. STUDIO EXECUTIVE'S OFFICE - MOMENTS LATER 6

Three bespectacled studio executives sit behind a table. Proper Jim sits upright in a chair, facing them. He's delivering his pitch with vigor.

JIM

(excited)

He's a strapping, heroic alien hunter, blasting away at all his problems!

(lower key, gravitas)

Until he finds himself taking care of a young intergalactic princess. She unlocks in him feelings of paternal caring that he never knew he had.

(MORE)

JIM (CONT'D)

(beat)

This is a story about learning to
face prejudice...

The sound of his voice trails as Narrator speaks.

NARRATOR

Jim is passionate about his story,
and pushes the drama.

Jim talking with his hands.

NARRATOR (CONT'D)

He keeps constant eye contact with
his audience.

Closer on Jim - looking each executive in the eye. The
executives are listening, enthralled.

NARRATOR (CONT'D)

Jim knows that good **delivery** is the
cornerstone to a successful pitch.

CUT TO:

7 INT. STUDIO EXECUTIVE'S OFFICE - MORNING

7

Improper Jim is slouched in his seat, head down, reading his
scattered notes.

JIM

(mumbling)

And there's, uh, some bad aliens and
they're, like, shooting...

(beat)

Yeah, so, but, also, there's good
ones and a hero, like a Luke Skywalker-
type dude...

He flips over one of his papers. He squints to try to read
his own writing.

JIM (CONT'D)

Uhh... hold on a sec... Shit.

NARRATOR (V.O.)

This Jim is scatter-shot and shy.

Jim rubbing his eyes, clearly hung-over.

NARRATOR (CONT'D)

His delivery is mumbled and mixed up
with details.

The studio executives are struggling to stay awake.

NARRATOR (V.O.) (CONT'D)
He will not get his film made.

One executive raises his hand, stopping Jim's pitch. Jim stands up, looking defeated.

JIM
(mutters)
Do you guys validate?

DISSOLVE TO:

BLACK

NARRATOR (V.O.)
When pitching a film, one must remember...

CUT TO:

8 FREEZE FRAME: JIM AT MIRROR 8

Narrator reads the following bullet points as they appear.

TITLE CARDS: "PREPARATION"

- MAKE NOTES
- PRACTICE
- GET PLENTY OF REST

CUT TO:

9 FREEZE FRAME: JIM AT STUDIO 9

TITLE CARDS: "APPEARANCE"

- ARRIVE ON TIME
- DRESS APPROPRIATELY
- FIRST IMPRESSIONS ARE KEY

CUT TO:

10 FREEZE FRAME: JIM IN OFFICE 10

TITLE CARDS: "DELIVERY"

- KNOW THE CORE OF YOUR STORY - What is the drama?
- SPEAK CLEARLY AND PERSUASIVELY

- MAINTAIN FOCUS & EYE CONTACT

NARRATOR (V.O.)
Be like this Jim!

CUT TO:

11 INT. STAGE - EVENING

11

Proper Jim is onstage with beautiful PRESENTER and famous ACTOR. He's got a statuette hoisted above his head, absolutely beaming.

JIM
Mom, thanks for all your support!

CUT TO:

12 INT. BASEMENT - EVENING

12

Improper Jim watches television in his underwear. Hand thrust into a bag of chips.

NARRATOR (V.O.)
Not like this Jim.

A Cheeto balances on Jim's chest. He tries to grab the Cheeto with his mouth. A VOICE from upstairs.

MOM (O.S.)
(screeches)
Jim, turn down that television!

*

JIM
(yells)
Ma, shut up, I'm watchin' the Oscars, here!

FADE TO BLACK.