

ACT TWO**Scene 10 – Warren Support****EXECUTIVE’S OFFICE--NYC**

(lights come up on EMILIO and PHIL speaking with WARREN, the president of the record label in his executive office in NYC)

EMILIO: We need more support for the new album

WARREN: You mean more money. That’s not going to happen

PHIL: All due respect, Warren, these guys just sold out six cities of a local tour in less than two days. On top of that, if you look at the numbers, Conga is doing world wide...

WARREN: Conga is doing great. But we’re not going to throw a pile of money at what could end up being a one-hit wonder. Especially when you won’t reproduce the one hit.

EMILIO: You think we came this far to be a one-hit wonder? Look, we’re proud of Conga, but we’re not going to hide behind it

PHIL: The sound, Warren. Something’s happening out there. Something big. And you gotta get out in front of it.

WARREN: No zealot like a convert, huh, Phil?

PHIL: Okay, that hurts

EMILIO: *(firmly)* I can’t produce a quality album with this kind of money.

WARREN: Is that right?

EMILIO: That’s right

WARREN: Then I’d say you have yourself a problem.

(WARREN exits...EMILIO and PHIL exit)

GLORIA & ENSEMBLE**Song #x: Conga**

FAN 1: Gloria!!! Sign my t-shirt!

FAN 2: ¡Te quiero mucho, Gloria! We love you, Gloria!

(FAN 2 hugs GLORIA...GLORIA signs shirt...GLORIA, the FANS, and the BAND freeze as EMILIO and PHIL enter)

EMILIO: I want to push Gloria out front

PHIL: She is out front

EMILIO: No. “Gloria Estefan and the Miami Sound Machine.” I’m going to talk to Warren.

PHIL: I’ll talk to him, not you.

EMILIO: Why not me?

PHIL: Because when he says no, you’re just gonna lose your temper.

EMILIO: Why would he say no?

PHIL: Why? He’s gonna say you already have a brand--The Miami Sound Machine. He’s gonna say female fronts don’t work

EMILIO: Debbie Harry. Pat Benatar...

PHIL: They ain’t Latin. No offense. What do you say to that?

EMILIO: W I say, young boys want her, young girls want to be her. With her out front, we can take this band to places the Sound Machine could never dream of. And if you’d take your head out of your ass, you’d realize she is the brand. No offense.

(a beat)

PHIL: So, I’ll talk to Warren?

EMILIO: Good idea.

(Warren enters)

PHIL: Considering the numbers, the contract is not unreasonable

WARREN: Not unreasonable? Fifty million dollars? Emilio, listen to me. What you’re demanding is unheard of. It’s ludicrous. No female artist has this kind of contract. Madonna doesn’t have this kind of contract... I’ll never get it passed the board.

EMILIO: Is that right?

WARREN: That’s right

EMILIO: Then I’d say you have yourself a problem

(WARREN storms off)

PHIL: I mean...how do you sit down with balls that big?

(end of scene)

----- Revision History -----

Revision

0 First issue