

Alaina

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She enters the meeting room. The female recording executive, ALAINA PAUL, stands up from her chair at the end of a long table.

Alaina approaches Phylly.

ALAINA

Hi, Phylly. My name s Alaina Paul.

Phylly shakes her hand.

ALAINA

How are you feeling?

PHYLLY

Everything is surreal. I can't believe I'm here.

ALAINA

Well believe it, girl.

She points to Phylly.

ALAINA

You've earned your spot here in this meeting.

Alaina walks back to her seat.

ALAINA

Have a seat.

Phylly sits on the end of the table. Santana takes a seat in the outer-center.

ALAINA

Santana has brought to our attention that you have potential for a larger following.

PHYLLY

Oh yes, it keeps growing everyday.

ALAINA

That's great. We try to bring on artist at this point, where they are growing their fanbase. All you need is
(MORE)

(CONTINUED)

CONTINUED:

ALAINA (CONT'D)
a larger platform, and a clear
direction for her content. Do you
agree?

PHYLLY
Yes, if I had a larger platform I
could reach more people.

ALAINA
Exactly.
(to Santana)
Play one of her songs.

Santana plays one of her live songs on the speakers attached
to the table. Alaina notices Phylly's posture sink in.

ALAINA
Does it make you nervous to hear
yourself?

PHYLLY
In front of you, yes.

ALAINA
At least you're honest.

She continues listening to the song.

ALAINA
I'm going to be honest with you, I
love your voice.

ALAINA
With a little molding and coaching you
could easily crossover between R&B and
Pop. We are looking for the new sultry
"IT" girl-- the next Jhene Aiko,
Summer Walker, or Kehlani. Do you get
what I'm saying?

Phylly quickly nods her head yes.

ALAINA
The question is--

She leans onto the table.

(CONTINUED)

CONTINUED:

ALAINA

Do you have what it takes? Are you willing to put the work in to boost your stage presence, perfect your pitch, and undergo artist development? Are you ready to be a star?

(beat)

If the answers to those question is yes, then I'm ready to sign you today. But if not-- then not only are you wasting my time, but you're wasting yours as well.

Alaina leans back.

PHYLLY

Alaina, I want this more than anything. I've dreamed about this moment since I was a little girl. Every time I get on that stage, I feel like I'm fulfilling my purpose. I not only want this, but I need this. Singing is how I've survived and it's the only thing that'll keep me going.

Alaina smiles.

ALAINA

The only thing that can stop you, is you-- remember that.

Phylly nods. Alaina gestures to Santana and he places a contract in front of Phylly.

ALAINA

In front of you is a two-year contract. It's what we offer new signees to prove themselves. Within two years you are expected to put out one EP and one album.

ALAINA

We cover promo, book appearances, and set up interviews with well known talk and radio shows. If a single reaches the top 100, then it receives a music video.

Alaina sways in her chair and folds her hands onto her lap.

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Santana points to the sign-on bonus.

SANTANA

There is a sign on bonus of \$250,000.
After your two years this bonus of
course could be negotiated for a
higher rate. You will also receive %15
of royalties from all music released
within the two-year contract.

Santana places a pen next to the contract. Alaina stops
swaying and looks directly into Phylly's eyes.

ALAINA

I know this all can be overwhelming,
so I understand if you need a day or
two to process. But please know that
these contracts don't come easily, and
there are many other up and coming
artist eager to be sitting in that
same seat.