

# BAXTER

So, what do we do? How do win this thing? How do we convince the state that Frank Merriam is an honorable man?

A long pause as they think.

BAXTER

...What if?

WHITAKER

What?

**BAXTER** 

We don't.

WHITAKER

What do you mean?

BAXTER

If we can't show the world how great Merriam is, let's show them how great Upton is not. People don't really know him. They know he's a great writer. They know he preaches that he will save them from poverty. But they don't really know the man.

WHITAKER

I suppose that's true.

BAXTER

So, we tell them. We tell them exactly what kind of bastard he is.

WHITAKER

What, we just make it up?

BAXTER

We bend the truth a little. That's all. If we can destroy Upton's credibility, his integrity, then voters will go for anyone else. Even Frank.

WHITAKER

This is a new time, Baxter.
Information is more readily
available. People are connected.
Smear campaigns like that can't
happen anymore.

BAXTER

You say it's not possible because people are too connected, information too available. Then let's control the information. ALL of it. Let's hit them from every angle. So, when people are connecting, they're saying the words we put into their mouths.

### WHITAKER

Shouldn't we play it a little safer the first time out. This feels a little...I don't know...dirty.

### BAXTER

You're the one who said we are getting paid not to feel. Don't get soft on me now.

### WHITAKER

I'm not getting soft, Baxter. I need to win just as much as you do.

#### BAXTER

This is how we win, Clem. We attack Upton Sinclair on a scale no one has ever seen before. We could revolutionize the way this is done.

#### WHITAKER

And this is the type of revolution we want?

## BAXTER

You gotta back me up on this one, Clem. Better than you did in front of Merriam, anyway. Come on, let's do it. For the future of this company. This thing we made. Do it for Campaigns, Inc. Or for your family. You know you could use the money. Or for me. Do it for me, Clem.

