

SALMON REVISIONS: 1/17/00
BUFF REVISIONS: 1/17/00
GREEN REVISIONS: 1/17/00
YELLOW REVISIONS: 1/17/00
PINK REVISIONS: 3/30/00
BLUE REVISIONS: 3/30/00

THE WEST WING

"Lies, Damn Lies and Statistics"

Written by
Aaron Sorkin

Directed by
Don Scardino

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JOHN WELLS PRODUCTIONS
in association with
WARNER BROS. TELEVISION
4000 Warner Blvd.
Burbank, CA 91522

PRODUCTION #225-920
Episode Twenty-One
First Draft
March 29, 2000
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THE WEST WING

"Lies, Damn Lies and Statistics"

CAST LIST

PRESIDENT JOSIAH BARTLET
LEO MCGARRY
JOSH LYMAN
SAM SEABORN
TOBY ZIEGLER
C.J. CREGG
CHARLIE YOUNG
MADELINE HAMPTON

DONNA
GINGER
BONNIE
STAFFER ED
STAFFER LARRY
MARGARET
LAURIE
JOEY
KENNY
REPORTER #1 (KATIE)
DANNY
CAROL
NANCY *

POLLSTER
HASKEL
RODNEY
LARSEN
KATO
KONRAD
JANEANE
REPORTER #2
FEMALE POLLSTERS
MITCHEL
COCHRAN
LOBELL
KASSENBAACH

THE WEST WING

"Lies, Damn Lies and Statistics"

SET LIST

INTERIORS

THE PHONE BANK

WHITE HOUSE

Corridors
Communications Bullpen
Roosevelt Room
Toby's Office
Leo's Office
Oval Office
Vestibule
Sam's Office
Mrs. Landingham's Office
Josh's Bullpen
Joey's Office
Press Briefing Room
C.J.'s Office
Mural Room

LIBRARY *

EXTERIORS

THE WHITE HOUSE - NIGHT/DAY

PORTICO - DAY

TERRACE - NIGHT

JANEANE'S APARTMENT - NIGHT

"Lies, Damn Lies and Statistics"

TEASER

From the BLACK we HEAR:

MANDY (VO)
We're five minutes late now.

SAM (VO)
It's okay.

FADE IN:

1 INT. THE PHONE BANK - NIGHT

1

A high-end telemarketing room. 30 POLLSTERS are at their computer consoles with headsets on. The room is completely silent and more than a little bit tense. It's game time and the game hasn't started yet. MANDY and SAM talk quietly at the front of the room.

TITLE:

**Central Phone Banks
National Strategies Group**

MANDY
I'm just sayin'.

SAM
We're fine.

MANDY
This thing--

SAM
I know.

MANDY
This thing was supposed to start five minutes ago.

SAM
We'll get it started.

MANDY
Here goes the Eastern seaboard.

SAM
We'll get it started.

(CONTINUED)

MANDY

New York, Boston, Philadelphia,
Baltimore, Charleston, Atlanta, Miami...
Those afe'n't very big markets, so I
wouldn't worry about--

SAM

We'll get it started, Mandy. You've
gotta learn to relax. It's gonna be 48
hours, so--

MANDY calls out to a POLLSTER--

MANDY

What are you doing?

SAM

Mandy--

MANDY

What are you doing?

POLLSTER

I was--

MANDY

You were putting gum in your mouth?

POLLSTER

Yeah, 'cause--

MANDY

'Cause it's a good idea to be chewing
gum while you're taking a poll for the
President of the United States, that's
the sound people like to hear on the
phone.

POLLSTER

The polling hasn't started yet.

MANDY

Well, thank you for pointing that out,
Mr. Helper.

SAM

Mandy?

MANDY

Yeah?

SAM

These people have done this before.

(CONTINUED)

MANDY

They're not our people.

SAM

They're Kiefer's people, Joey Lucas says they're good.

MANDY

None of them have accents?

SAM

They're all outa the midwest.

MANDY

I'm saying Joey Lucas is deaf and would have no way of knowing if any of these--

SAM

(calling up)

Do any of you people have accents?

Nobody says anything...

MANDY

(calling up)

Do any of you people have the power of speech?

SAM

They're fine.

MANDY

I hear a New York accent, I take off my shoes, I start beating people about the head.

SAM

She'll do it, too, so--

MANDY

What the hell's going on over there?

SAM

At the White House?

MANDY

When are they gonna let me get the show on the road?

SAM

They're having some last minute debate.

(CONTINUED)

MANDY
About what?

SAM
The wording of some of the questions.

MANDY
We've been through 17 drafts of the poll. Kiefer did four drafts, I did four drafts, Joey Lucas did four drafts, Kiefer did another two drafts, Joey Lucas did another two drafts.

SAM
Mandy--

MANDY
How much can these people find to debate?

SAM
Mandy, I've seen these people debate the correct time of day.

CUT TO:

2 INT. WEST WING CORRIDOR - NIGHT

2

--as JOSH and DONNA head to the Roosevelt Room.

JOSH
It's 7:05?

DONNA
Yeah.

JOSH
That's ridiculous.

DONNA
I'm not making it up.

JOSH
My watch says ten to seven.

DONNA
That's 'cause your watch sucks.

JOSH
My watch is fine.

DONNA
Your watch says ten to seven.

(CONTINUED)

JOSH
How do we know it's not ten to seven?

DONNA
'Cause those big clocks on the wall that
are run by the U.S. Navy say your watch
sucks. In fact they say your watch sucks
in four different time zones.

They walk into--

3 INT. COMMUNICATIONS BULLPEN - CONTINUOUS

3

--where TOBY is in an argument with C.J.--

TOBY
Question Six is asymmetrical.

C.J.
Question Six is fine.

TOBY
(reading)
"Would you say things in this country
are going in the right direction or do
you think they've gotten off on the
wrong track."

JOSH
He's got a good point about this.

C.J.
No, he doesn't.

DONNA
You guys know it's five after seven?

TOBY
It should be right direction or wrong
direction.

C.J.
Toby--

TOBY
Direction and track are two different
words.

C.J.
Thank you, Funk and Wagnalls.

TOBY
What'd she just call me?

(CONTINUED)

3 CONTINUED:

GINGER
Funk and Wagnalls. They make the dictionary.

TOBY
I know who Funk and Wagnalls are.

BONNIE
Then why did you ask her?

DONNA
Guys, it's five after seven.

TOBY
The question's asymmetrical.

C.J.
That may be so, but the question originated two decades ago and has proven to be a consistent predictor of the voter's potential behavior, so it stays the way it is.

They head out into--

4 INT. CORRIDOR - CONTINUOUS

4

JOSH
I have a problem with 14.

C.J.
What's your problem?

JOSH
"When making policy decisions, do you think President Bartlet puts the needs of average people first?" Average people is a pejorative phrase and it appears about six times in the polling model.

C.J.
It may come as a shock to you, but 80 percent of the people in this country would use the word "average" to describe themselves. They do not find the term deprecating, indeed being considered an average American is something they find positive and comforting.

By now, they've made their way into--

INT. THE ROOSEVELT ROOM - CONTINUOUS

--where LEO, ED, LARRY and some STAFFERS are sitting or standing around the table, papers spread out in front of them. There are several telephones on the table as well.

LEO

C.J.--

C.J.

Yes.

LEO.

"Jed Bartlet cares about people like me."

C.J.

Leo, we went over this--

TOBY

And we need to talk about the asymmetry of Question Six.

C.J.

We really don't.

TOBY

Since when are you an expert on language?

C.J.

In polling models?

TOBY

Yeah.

C.J.

1993. Since when are you an uptight pain in the ass?

TOBY

Since long before that.

LEO

"Jed Bartlet cares about people like me. Agree or disagree."

C.J.

Again, we went over this, and--

LEO

Can't "people like me," when read off a script, be taken to mean people like the interviewer?

(CONTINUED)

ED
When we ask that question we usually
say, "People like yourself."

LARRY
Or "People like you."

ED
I've seen it both ways.

LEO
Fellas--

LARRY
"Yourself" sounds a little softer.

ED
And softer is bad?

LARRY
Softer is better.

LEO
The point is--

C.J.
The respondent isn't confused by the
question and separating the respondent
from the interviewer with, "People like
yourself" is pejorative so, Ed, Larry,
you can take that up with Josh, Leo,
Eastern Standard Time is sitting down
to dinner. The poll is fine.

JOSH
It's an important poll, C.J.

C.J.
I'm aware of its importance. I'm also
aware that if we don't start the phone
banks right now, I might not have enough
time to leak the internals to media
outlets before we hit the weekend.

TOBY
There's still the matter--

C.J.
So it turns out in the last three weeks
we've climbed out of the hole only we
can't tell anybody about it till Monday
'cause we stood here arguing all night
about asymmetry.

(MORE)

(CONTINUED)

5 CONTINUED: (2)

C.J. (cont'd)
(beat)
It's time.

LEO knows she's right...

LEO
Anybody want to make a prediction?

ED
We'll hold at 42 percent job approval.

LARRY
We'll hold steady.

JOSH
I'll be happy if we hold steady.

TOBY
We'll drop a few points, but it'll be
inside the plus or minus.

LEO
C.J.?

C.J.
We're gonna go up five points.

LEO
(beat--smiles)
The President thinks we're gonna hold
steady.

C.J.
The President's wrong.

LEO
You think?

C.J.
Yes.

LEO
Let's find out. Toby, tell Sam to start
the banks.

CUT TO:

6 INT. THE PHONE BANKS - NIGHT

6

SAM answers a RINGING phone--

SAM
(into phone)
Sam Seaborn.

(MORE)

(CONTINUED)

6 CONTINUED:

SAM (cont'd)
(beat)
Okay.

He hangs up.

SAM
(to MANDY)
Let's get our report card.

MANDY
(to the GROUP)
Here we go.

SMASH CUT TO:

MAIN TITLES

END OF TEASER

ACT ONE

FADE IN:

7 EXT./EST. THE WHITE HOUSE - NIGHT 7

TITLE:

Monday Night
3 Hours Into Polling

8 INT. COMMUNICATIONS BULLPEN - NIGHT 8

As SAM walks in wearing his overcoat.

GINGER

Hey, Sam.

SAM

Hey, Ginger.

BONNIE

How's it going over there?

SAM

I popped Mandy with my tranquilizer
gun, she's doing fine.

GINGER

Bonnie wanted to know why it takes
48 hours.

SAM

We need 1500 responses.

BONNIE

It takes 30 people 48 hours to make
1500 calls?

SAM

It takes 'em about 12 hours to make
1500 calls. We need 1500 responses,
which means we need to make six-thousand
calls.

TOBY comes into the bullpen--

TOBY

(motioning into his office)

Sam.

SAM

Yeah.

(CONTINUED)

8

8

BONNIE

Only one in four people don't hang up?

SAM

That's if you're lucky.

SAM goes into--

9

INT. TOBY'S OFFICE - CONTINUOUS

9

--TOBY closes the door.

TOBY

Tomorrow's the G.W. law school
graduation.

SAM

Yeah.

TOBY

Were you gonna go see your friend?

SAM

Laurie.

SAM

Yeah.

SAM

I wish you'd call her Laurie.

TOBY

Were you gonna go see her graduate law
school tomorrow?

SAM

Yeah.

TOBY

You can't.

SAM

(beat)

Okay.

TOBY

I really do believe Steve Onorato
knows and he's--

SAM

Yeah.

(CONTINUED)

TOBY

--he'll try and use it to embarrass
us.

SAM

Okay.

(CONTINUED)

TOBY

They know who this girl is, they know she's graduating from law school tomorrow, they know it's someplace you're likely to be. Maybe they want to snap a picture, maybe--

SAM

Laurie.

TOBY

What?

SAM

You called her "this girl."

TOBY

Sam, you can't--

SAM

I said okay, Toby, do you see me arguing with you?

TOBY

No.

SAM

Anything else?

TOBY

No.

SAM gets up and stops at the door--

SAM

Biggest day of her life. Huge day. She put herself through law school. I know there are people in South Carolina who don't like the way she did it, but--

TOBY

Not just South Carolina, Sam.

SAM

Then both Carolinas, Toby, though I've never understood what the hell business it was of--

TOBY

You can't go, Sam.

(CONTINUED)

SAM
I'm not going.

TOBY
Thank you.

SAM exits. TOBY goes back to his work for a moment as we:

CUT TO:

10 INT. LEO'S OFFICE - NIGHT

10

LEO's at his desk as MARGARET comes in.

MARGARET
Leo?

LEO
Is he here?

MARGARET
Yeah.

LEO
Wait in here for a minute, then go
back out and send him in.

MARGARET
Okay.

LEO turns his attention back to what he was doing as MARGARET stands in the middle of the room.

MARGARET
Why do you want me to wait?

LEO
'Cause I do.

MARGARET
(beat)
Okay.

Another silence goes by with MARGARET standing in the middle of the room.

MARGARET
It feels weird to not be doing anything.

LEO
(not paying attention)
Yeah.

(CONTINUED)

MARGARET

(pause)

It feels weird, you know, 'cause the
instinct--

LEO

Okay, go out and send him in.

MARGARET

Okay.

MARGARET exits. A moment later, BARRY HASKEL is shown in the door. He's a little nervous and out of his element here.

LEO

Barry?

HASKEL

Yes.

LEO

Leo McGarry.

HASKEL

Barry Haskel.

LEO

Good to meet you. Is this your first
time in the White House?

HASKEL

My first time in the west wing.

LEO

You've been on the Federal Election
Commission for nine years and no one's
ever invited you to the White House?

HASKEL

Not the west wing. There've been--I go
to the annual Christmas party at OEOB.
Last Christmas the Vice President stopped
in for a moment and it was very nice.

LEO

Barry, I wanted to talk to you about
campaign finance reform and specifically
soft money contributions.

HASKEL

Right. I had a hunch. Could I possibly
have a glass of fruit juice?

(CONTINUED)

10 CONTINUED: (2)

LEO
Are you thirsty?

HASKEL
I'll be perfectly honest, Mr. McGarry,
I've never been called to the office of
the White House Chief of Staff and I'm--

LEO
You're a little nervous.

HASKEL
You know you walk past a dress Marine
when you come in here and--

LEO
Rodney?

HASKEL
I didn't catch his name, but--

LEO
Rodney's great.
(calling out)
Rodney!

RODNEY, a marine corporal, appears in the doorway.

RODNEY
Yes, Mr. McGarry.

LEO
Could you do that thing you were
doing before?

And in a flash, RODNEY flips his rifle around, slaps it,
smacks it, bangs it on the floor and comes to attention.

LEO
They work on that for a while.

HASKEL
Yes.

LEO
Thanks, Rodney.

RODNEY
Sure.

RODNEY disappears.

(CONTINUED)

LEO
Amazing, and that rifle's really
loaded, too.

HASKEL
Mr. McGarry--

LEO
Call me Leo.

HASKEL
Leo--

LEO
There's no need to be nervous, Barry.
We know you're one of us.

HASKEL
(beat)
I'm sorry?

LEO
I say we know you're one of us.
(beat)
Six commissioners on the F.E.C. Two
just resigned, leaving four including
you. The belief has always been that
none of the four of you favor a ban on
soft money contributions, but the truth
is you do.

HASKEL
That's not true.

LEO
Yes, it is. And the way that I know
that it is is 'cause you said so.
(checking notes)
You said so to the Newark Star-Ledger on
March 13th, 1995--"Money isn't speech"--
and you said so two years before that to
the Detroit Free Press--"We must reverse
the 1978 Regulatory decision allowing
soft money."

HASKEL
Those were anonymous quotes.

LEO
Not anymore.

(CONTINUED)

HASKEL

I gave those quotes on the condition of anonymity.

LEO

Hey, I know how you feel. I went to drug rehab on the condition of anonymity, maybe you read about it in the papers.

HASKEL

Look--

LEO

Barry, Barry. You want to ban soft money. You're one of us. You've been outed.

HASKEL

It never made much--Being outnumbered five to one on the F.E.C.--it never made much sense to me to swim against the grain. I would've been unable to--

LEO

I understand.

HASKEL

It would've been irrelevant in making any kind of--

LEO

Plus you'd have had a hard time getting re-upped by the Senate when your term expired.

HASKEL

Exactly.

LEO

On the other hand, if we hadn't come and found you, you'd probably never have gotten invited to the White House.

HASKEL

(pause)

See, now... when I got the call from your office, my wife and her friends said this was what was gonna happen.

LEO

What's that?

(CONTINUED)

HASKEL

That you'd use the trappings of the White House--that there'd be a sort of intimidation--

LEO

No one's intimidating you, Barry, you're with us. You were wandering for years in the darkness, but we came and found you and welcome back to the pack.

HASKEL

--a coercion, then. And I notice that I'm sitting here in the Chief of Staff's office, with the trappings of the White House--

LEO

Barry--

HASKEL

--and my wife and her friends said it's not uncommon for people to get lightheaded and starstruck and I've heard the same thing from other people, too.

LEO

Nonsense. Lemme show you around the place.

LEO heads for the side door as HASKEL gets up--

HASKEL

If I could just get a glass of water.

LEO

No problem, we keep it in here.

And LEO leads HASKEL through the door and into--

11 INT. THE OVAL OFFICE - CONTINUOUS

11

LEO

Mr. President, I'm so sorry to interrupt.

BARTLET

Not at all, we were just having a nightcap.

LEO

I'd like you to meet Barry Haskel of the F.E.C.

(CONTINUED)

BARTLET
This is Attorney General Dan Larsen,
Treasury Secretary Ken Kato and CIA
Director Rob Konrad.

LARSEN
Hello.

KATO
How are you?

KONRAD
Good to see you.

BARTLET takes HASKEL's hand and looks him right in the eye.

BARTLET
Barry, I'm Jed Bartlet. I understand
you're thinking about helping us out.
That makes me so happy.

HASKEL
(beat)
It's an honor to meet you, sir.

LEO
Barry's a little thirsty.

BARTLET
Let's get him a drink.

LEO
(to HASKEL)
They'll take good care of you.

As LARSEN, KONRAD and KATO take care of HASKEL, LEO slips
back toward his office. BARTLET starts after him--

BARTLET
Leo--

They step into--

They speak quietly with the Oval Office activity in the
background.

LEO
Just put him in the boat.

BARTLET

(pause)

This could all be for nothing.

LEO

Yeah.

BARTLET

I mean if the numbers--

LEO

Yeah.

BARTLET

Did we start?

LEO

We put the poll in the field three hours ago.

BARTLET

(beat)

All right.

(beat)

Did the guys make any predictions?

LEO

No, I didn't ask.

BARTLET

Yes, you did.

LEO

They think we're gonna hold at 42, Toby thinks we dropped a few points, but inside the margin.

BARTLET

That could be worse.

LEO

Yeah.

BARTLET

I mean it could be worse than holding
at 42.

LEO

Yeah.

BARTLET

'Cause if these numbers go down, I'm
just a guy with Barry Haskel in my
office.

LEO

I'll stop back in in ten minutes.

BARTLET

A dress marine guarding your office?

LEO

Too showy?

BARTLET

No, my thing is what's he supposed to
be guarding right now?

LEO

I'll be right in here.

BARTLET

Thanks.

LEO

Thank you, Mr. President.

LEO and BARTLET go their separate ways as we:

CUT TO:

13-14 OMITTED

13-14

*

15 INT. LIBRARY - NIGHT

15

LAURIE, and her friend, JANEANE, are at a table.

JANEANE
You're graduating tomorrow.

LAURIE
Ssh.

JANEANE
You're graduating tomorrow--

LAURIE
Janeane--

JANEANE
And yet you're in a library studying.

LAURIE
There's something called the bar exam.

JANEANE
Are you taking it tonight?

LAURIE
No.

JANEANE
Then let's go out.

LAURIE
Just gimme ten more--

LAURIE's cell phone starts RINGING in her purse.

JANEANE
Is that me?

LAURIE
That's me.

LAURIE starts to get out her phone.

JANEANE
See, the advantage of being a waitress?

LAURIE
You don't have to take the bar exam?

JANEANE
That's right.

(CONTINUED)

15

LAURIE
You're not always gonna be a waitress.

*
*

JANEANE
Answer your phone.

*
*

LAURIE
(into phone)
Hello.

INTERCUT WITH:

*

15A INT. SAM'S OFFICE - NIGHT

15A

*

SAM
Are you at the library?

*
*

(CONTINUED)

LAURIE

It's you.

SAM

Are you at the library the night before--

LAURIE

Three years of law school, I do not understand real estate.

SAM

Nobody does. Listen...

LAURIE-

(beat)

You can't come tomorrow?

SAM

No.

LAURIE

I understand.

SAM

There's reason to believe a staffer in the Majority Leader's office knows about you and knows that I know you. He's probably known for some time, but he's been waiting for the moment when that information would cause the most trouble.

LAURIE

That moment's now?

SAM

Yeah.

LAURIE

That's okay.

SAM

It's not okay, but--

LAURIE

Baby, don't guilt yourself over this. I know you'll be thinking about me.

SAM

I will.

(CONTINUED)

LAURIE

And I'll be thinking about you.

SAM wishes he could say something more...

LAURIE

Sam?

SAM

Yeah. I appreciate your understanding.
Go knock 'em dead tomorrow.

LAURIE

Okay.

SAM

Okay.

LAURIE hangs up...

LAURIE

He can't make it.

JANEANE

I kinda guessed.

LAURIE

Don't worry about it.

JANEANE

(putting her hand on top
of LAURIE's)
That's right, it's your week.

FADE TO BLACK

END OF ACT ONE

ACT TWO

FADE IN:

16 INT. COMMUNICATIONS BULLPEN - DAY

16

As SAM comes in.

TITLE:

Tuesday Morning
11 Hours Into Polling

BONNIE
Good morning, Sam.

SAM
Hey, Bonnie. You know what's fun?

BONNIE
What?

SAM
The Potomac in the morning.

BONNIE
Yeah?

SAM
Jogging along the Potomac. Or skulling.

GINGER
Were you jogging this morning?

SAM
No.

BONNIE
Were you skulling?

SAM
No, I was sitting on a bench having a
bagel, but from where I was, both jogging
and skulling looked good to me.

TOBY comes out of his office--

TOBY
Bonnie, I need you to arrange a meeting
with Ross Kassenbach.

BONNIE
For when?

(CONTINUED)

TOBY
Soon as possible. And I need the next
two minutes the President's got.

SAM
You found one?

TOBY
Yes.

SAM
What?

TOBY
Ambassador to the Federated States of
Micronesia.

SAM
(beat)
Is that a real country?

TOBY
Yes.

SAM
The Federated States of Micronesia?

TOBY
Yes.

SAM
'Cause it sounds like someplace the
Marx Brothers would--

TOBY
It's a real country.

BONNIE
Toby.

TOBY
Yeah.

BONNIE
The President's got two minutes in about
two minutes.

TOBY
(to SAM)
Come with me for this.

CUT TO:

17 EXT. PORTICO - DAY

17

BARTLET walks with C.J. toward the Oval Office--

BARTLET
Based on what?

C.J.
Sir--

BARTLET
Based on what is he making that claim?

C.J.
Based on a memo, which--

BARTLET
We've been out there for three weeks.

They walk into--

18 INT. MRS. LANDINGHAM'S OFFICE - CONTINUOUS

18

CHARLIE
Good morning, Mr. President.

BARTLET
Good morning, Charlie. We've been out there--

C.J.
(to CHARLIE)
Good morning.

BARTLET
We've been out there for three weeks.

They walk into--

19 INT. THE OVAL OFFICE - CONTINUOUS

19

BARTLET
*Crossfire, Meet the Press, Charlie
Rose, The Today Show, The Tonight
Show, Good Morning Scottsdale--*

C.J.
Sir--

(CONTINUED)

BARTLET

Time, *Newsweek*, and *Popular Mechanics*,
we've been out there saying we're not
talking about legalization, we're talking
about treatment.

C.J.

There's a memo. It's the same memo
that's been generated by every
administration for 30 years.

BARTLET

Well, how do you want to handle it?

C.J.

By saying it's the same that's been
generated by every administration for 30
years.

BARTLET

I don't know, it sounds like we're--

TOBY and SAM enter--

TOBY

Good morning, Mr. President.

SAM

Good morning, sir.

BARTLET

Steve Onorato's saying I want to legalize
drugs.

SAM

It's the exact same memo that's been
generated by every administration for 30
years.

C.J.

That's--

TOBY

C.J., that's exactly what you should say.

C.J.

Thanks.

*
*

BARTLET

Leo was in here last night, he said you guys predicted we'd hold steady at 42. Were you just being optimistic or you really think we held our ground?

TOBY

I said we might drop a couple, but inside the margin.

SAM

I think we held our ground.

C.J.

I didn't say that, sir.

*

BARTLET

I'm sorry?

C.J.

I didn't say we'd hold steady at 42, Mr. President, I said we'd gain five points.

*
*

BARTLET

Yeah?

C.J.

Yes, sir.

BARTLET

Well... okay, anybody wanna offer C.J. the odds?

TOBY and SAM smile...

BARTLET

(to C.J.)

Talk to the press.

(MORE)

BARTLET (cont'd)
Tell 'em every administration for 30
years has generated
that memo.

C.J.
Yes, sir.

BARTLET
That's it.

C.J.
Thank you, Mr. President.

C.J. exits.

BARTLET
What do you got?

TOBY
The Federated States of Micronesia.

SAM
Toby says it's a country.

BARTLET
It is a country. You know where?

TOBY
I assume it's a small island in the
South Pacific.

BARTLET
It's actually 607 small islands in the
South Pacific. Interestingly, while its
total land mass is only 270 square miles,
it occupies more than a million miles
of the Pacific Ocean. The population's
125,000 and the U.S. Embassy is located
in the state of Pohnpei and not, as many
people believe, on the island of Yap.

TOBY
(pause)
Why would a person have that information
at their disposal?

BARTLET
Parties.

TOBY
Sir--

BARTLET

I looked at the Federated States of
Micronesia, I can't fire our Ambassador.

TOBY

Why not?

BARTLET

Somebody's gonna ask me why I fired him
and I'm not gonna have the answer they're
looking for.

TOBY

Sam's got you covered.

BARTLET

How?

SAM

You're not gonna fire the Ambassador,
you're gonna promote him.

BARTLET

To what?

SAM

Ambassador to Paraguay.

BARTLET

What happens to the Ambassador to
Paraguay?

SAM

You make him Ambassador to Bulgaria.

BARTLET

I like this, 'cause if everybody keeps
moving up one, then I get to go home.

SAM

The Bulgarian Ambassador is believed to
be having an affair with the daughter of
Prime Minister Toder Lukanov.

BARTLET

The Ambassador's Ken Cochran, isn't it?

TOBY

Yes, sir.

BARTLET

He's having an affair with the daughter
of the Bulgarian Prime Minister?

(CONTINUED)

TOBY
Who the State Department is saying is
upset.

BARTLET
I can imagine.

SAM
Do you know him, sir?

BARTLET
The Bulgarian Prime Minister?

SAM
Ambassador Cochran.

BARTLET
I know his wife.

SAM
Ouch.

BARTLET
I've gotta fire Ken Cochran?

TOBY
Yes, sir.

BARTLET
All right, but I don't want it to be
because of the girl.

SAM
Why not?

BARTLET
I know his wife.

TOBY
Sir, we can create legitimate grounds
for incompetence.

BARTLET
Well, it looks to me like there are
legitimate grounds for incompetence, but
come up with different ones, would you.

TOBY
Yes, sir.

BARTLET
(pause)
All right, let's do it.

(CONTINUED)

TOBY
Thank you, Mr. President.

SAM
Thank you, sir.

TOBY and SAM exit as--

BARTLET
(shouting)
Charlie!

CHARLIE
Yes, sir.

BARTLET
I need to meet with Ambassador Cochran.
He can be found in his office at the U.S.
Embassy in Bulgaria, or not. Either way,
I'd like the State Department to get his
ass on a plane and have it in this office
tomorrow.

CHARLIE
Yes, sir.

BARTLET
Thank you.

CHARLIE
Is that Ken Cochran, Mr. President?

BARTLET
Yeah.

CHARLIE
Okay.

BARTLET
What?

CHARLIE
I'm sorry, sir?

BARTLET
It looked like when I said it was Ken
Cochran that you knew him.

CHARLIE
No, sir.

BARTLET
Okay.

(CONTINUED)

CHARLIE
Thank you, Mr. President.

CHARLIE exits as we:

CUT TO:

20 INT. JOSH'S BULLPEN AREA/JOEY'S OFFICE - DAY

20

JOSH is arguing with JOEY LUCAS as KENNY interprets.

JOSH
They might put it on the table.

JOEY
They won't put it on the table.

JOSH
They might.

JOEY
They won't.

JOSH
I'm saying if they do put in on the
table--

JOEY
They won't.

JOSH
If they do--

JOEY
They won't.

JOSH
Is there any possibility you're gonna
let me finish a sentence? Is there any
chance at all that that's gonna happen?

JOEY
Don't raise your voice to me.

JOSH
How the hell do you know if I'm raising
my voice to you?

JOEY
I guessed.

(CONTINUED)

JOSH

Thank you. You are here to give me a counter-argument for English as the official language of the United States, you are not here to speculate on whether or not the Republicans'll put the issue on the table.

JOEY

Okay.

JOSH

Good.

JOEY

(signing to KENNY)

They won't.

JOSH

What'd she just say?

KENNY

They won't.

JOSH

Okay, look--

DONNA comes along--

DONNA

Josh.

JOSH

What.

DONNA

You wanted me to tell you when C.J. started talking about the drug memo.

JOSH

C.J. started her briefing?

DONNA

A half hour ago.

JOSH

The briefing doesn't start until eleven.

DONNA

Guess what?

JOSH

My watch sucks?

(CONTINUED)

DONNA
Yes, indeed.

JOSH
(to JOEY)
I'll be back. And when I get back,
you're gonna argue with me. Only we're
gonna argue about the things I want to
argue about, and you're gonna do your
best not to annoy me too much.

JOEY
It's almost hard to believe you're not
married.

JOSH
Oh, many have tried.

JOEY
See you later.

JOSH and DONNA start toward his office--

JOSH
Did Toby find a country?

DONNA
The Federated States of Micronesia.

JOSH
Is that a real country?

DONNA
Yes. It's located 2500 miles southwest
of Hawaii, where you've never taken me.

JOSH
When was I supposed to take you to
Hawaii?

DONNA
Anytime, it's something bosses do.

They walk into--

21 INT. JOSH'S OFFICE - CONTINUOUS

21

--where C.J.'s on the closed-circuit monitor with the sound
muted.

JOSH
The Federated States of Micronesia?

(CONTINUED)

DONNA

They have some of the best scuba diving
in the world.

JOSH

Okay.

DONNA

The mantas, for instance, on the island
of Yap, are prized among those who--

JOSH

Stop talking now.

JOSH has hit the remote and we can now HEAR C.J.'s briefing--

C.J. (FROM TV)

...with the point being that the
mandatory minimum sentencing guidelines
applied to crack cocaine as opposed to
powder cocaine is fairly transparently
racist.

DONNA

A guy takes his assistant on a quick trip
to Maui. It's not, like, unheard of.

JOSH

Ssh.

CUT TO:

22 INT. PRESS BRIEFING ROOM - SAME TIME

22

C.J.

Hang on.

REPORTER #1 (KATIE)

C.J.--

C.J.

Hang on, Katie. Mandatory minimums
require a federal judge to sentence
anyone convicted of possessing five grams
of crack to at least five years in
prison. It takes one hundred times as
much powder cocaine and 20 times as much
heroin to get that sentence. Seventy
percent of all drug users are white. 80
percent of all crack users are black.
Federal mandatory minimums for crack
users are a war on the black community.
Danny.

(CONTINUED)

DANNY

Is the White House making a crusade out of defending the rights of drug users?

C.J.

Oh, please. Katie, you had a question.

KATIE

Do you have--

DANNY

Hang on, C.J., I was asking if--

C.J.

The White House is committed to reversing the devastating effect of drug abuse on our society. We believe the best way to do that is to treat drug addiction as what the AMA has said it is, which is a medical problem. We do not believe in a phony war on drugs, the chief accomplishment of which would be to either kill or incarcerate black drug users.

REPORTER #2

C.J., you're aware--

C.J.

--that Steve Onorato's saying the White House supports legalization.

REPORTER #2

Yes.

C.J.

How surprising that in the midst of an important debate, the President would be accused of being soft on drugs. Steve Onorato has a memo written by the Assistant Surgeon General. I'd be happy to produce for you similar memos written for every President in the last 30 years, including four Republicans. That's all, thank you, everybody.

C.J.'s gathering up her papers... DANNY walks to the podium.

DANNY

Hi.

C.J.

Hi.

(CONTINUED)

22 CONTINUED: (2)

DANNY

There wasn't, I don't think, a huge reason to snap at me.

C.J.

It was a ridiculous question.

DANNY

No, it wasn't.

DANNY follows C.J. out into--

23 INT. CORRIDOR - CONTINUOUS

23

C.J.

Is the White House crusading for the rights of drug dealers? You know that's not--

DANNY

I do know that's not what you meant, but I don't count on everybody always understanding what the hell comes out of your mouth when I can't even do it half the time.

C.J.

So you were just helping out.

DANNY

Yes. And you can't stay pissed at me forever.

C.J.

Let's find out.

DANNY

Mandy's thing went away, C.J. You see anybody writing about it? You hear anybody talking about it? Is there really a need to continue punishing me for--

C.J.

Hang on.

They walk into--

24 INT. C.J.'S OFFICE - CONTINUOUS

24

C.J. closes the door.

(CONTINUED)

C.J.
They talk about it here, Danny, they talk
about it here.

DANNY
And they blame you.

C.J.
(pause)
They don't say it.

DANNY
But they blame you.

C.J.
(beat)
Yes.

DANNY
And you think you've let them down.

There's a knock on the door and CAROL steps in--

CAROL
C.J., you're late for the G-7 briefing.

C.J.
I have to go back to work.

DANNY
Okay.

DANNY exits. C.J. stands still for a moment...

CAROL
C.J.?

C.J.
Carol, call the phone banks and check
in with the poll.

CAROL
I checked in with the poll a half-hour
ago.

C.J.
Check again.

C.J. heads out as we:

FADE TO BLACK

END OF ACT TWO

ACT THREE

FADE IN:

25 EXT./EST. THE WHITE HOUSE - NIGHT 25

TITLE:

Tuesday Night
27 Hours Into Polling

26 INT. LEO'S OFFICE - NIGHT 26

MARGARET comes in.

MARGARET

Leo.

LEO

Yeah.

MARGARET

C.J.'s here.

LEO

Okay.

MARGARET

You wanna hear a joke?

LEO

Okay.

MARGARET

You know why they only eat one egg for
breakfast in France?

LEO

Why?

MARGARET

'Cause in France, one egg is an oueff.

(pause)

Okay, C.J.'s here.

LEO

Okay.

MARGARET exits and C.J. comes in.

C.J.

Hi.

(CONTINUED)

LEO
Hey.

C.J.
The lid's on.

LEO
You told me.

C.J.
Hm?

LEO
You called me an hour ago and told me it
was a full lid.

C.J.
Yeah. I'm gonna go over to the phone
banks and check in with the poll.

LEO
Okay.

C.J.
Leo, this is a small thing and I hate
to bring it up.

LEO
What?

C.J.
I was in with the President this morning.
And he mentioned that you told him that
when you asked for predictions, everyone
said we'd hold steady at 42.

LEO
Yeah.

C.J.
But I didn't say that, I said we'd go
up five points.

LEO
(beat)
I meant in general. On average.

C.J.
Yeah.

LEO
C.J., like lopping off the score from
the East German judge.

(CONTINUED)

26 CONTINUED: (2)

C.J.
Leo, it wasn't women's intuition, I think
it's strange--

LEO
Don't read too much--

C.J.
I'm saying I think it's strange that my
take wasn't included in--

LEO
And I'm saying don't read too much
into it.

C.J.
Okay.

LEO
All right, anything else?

C.J.
No, I'm gonna go check the phone banks.

C.J. exits as we:

CUT TO:

27 INT. PHONE BANKS - NIGHT

27

While the 30 POLLSTERS work the phones, JOSH and JOEY, with
KENNY interpreting, are in the middle of an argument.
MANDY's sitting in the corner.

JOSH
Theodore Roosevelt said--

JOEY
Josh--

JOSH
Lemme tell you what Theodore Roosevelt
said.

JOEY
What do I care what Theodore Roosevelt
said.

JOSH
'Cause the Republicans are gonna bring
it up.

(CONTINUED)

27 CONTINUED:

JOEY

The Republicans aren't gonna put it on the table.

JOSH

He said, "We have room for but one language here, and that is the English language, for we intend to see that the crucible turns our people out as Americans, and not as dwellers in a polyglot boarding house.

KENNY

What kind of boarding house?

JOSH

(to JOEY)

Polyglot. It means having knowledge of or speaking--

JOEY

I know what polyglot means.

JOSH

Then why'd you ask me?

JOEY

He asked you.

JOSH

My point is--

MANDY

Would the two of you shut up. Or three of you. However many people are talking, could half of you stop.

JOSH

(pause)

Mandy's wound a little tight during polling windows.

C.J.'s entering--

C.J.

What are you all doing here?

JOSH

Here's another laid back member of our team.

C.J.

What are you all doing here?

(CONTINUED)

JOSH

Well, Mandy's supposed to be here, Joey's here 'cause Al Kiefer asked to her to check in--

C.J.

And what are you doing here?

JOSH

I'm kind of in charge of morale.

C.J.

Josh--

JOSH

The calls are going--

C.J.

I'm trying to meet a deadline, Josh, I've got a 48 hour window and you can't stand around distracting the female callers.

JOSH

(to the POLLSTERS)

Have I been distracting the female callers?

FEMALE POLLSTERS

No.

C.J.

Josh--

JOSH

Not even a little bit?

C.J.

This is what I'm--

JOSH

The window's fine! It's a good response rate! They're making their quotas! Stop bothering me!

C.J.

(beat)

Did Josh mention he's in charge of morale.

JOSH

Yes I am, and as such, I'm going out to get coffee for everyone, 'cause a few hundred volts of caffeine is just what the doctor ordered around here.

(to JOEY)

And you should've been more impressed that I was able to quote Theodore Roosevelt.

JOEY

I was impressed you knew what polyglot meant.

JOSH

760 SAT word, baby.

JOSH exits.

C.J. steps out onto--

28 **EXT. TERRACE - CONTINUOUS**

28

C.J. stares into the Washington night for a moment before JOEY and KENNY step out to join her. C.J. doesn't notice them. JOEY taps her on the shoulder.

C.J.

Hi.

JOEY

Hi.

C.J.

I didn't see you there.

JOEY

It really is going fine. It's a good response rate. You'll be able to show the President something in 24 hours.

C.J.

(beat)

Good.

JOEY

(pause)

I think you're gonna do fine.

C.J.

Josh and Toby and Sam think the 42 percent job approval's gonna hold.

(CONTINUED)

JOEY
For now, that's doing fine.

C.J.
42 percent job approval isn't--

JOEY
I said for now. For now it's fine. The last poll, with the 42 percent approval and the unfavorables in the 40s, that was only three weeks ago.

C.J.
But we've been incredibly aggressive in the last three weeks. Drugs, the F.E.C., crime, gay rights--We've been incredibly vocal. To stay at 42 percent--

JOEY
You were in a downward spiral.

C.J.
(beat)
I'm sorry, I didn't under--

JOEY
You were in a downward spiral. Holding at 42 is a victory.

C.J.
I told the President that we'd gain five points.

JOEY
That might be optimistic.

C.J.
I don't think it is. Press has been good on the local level. We've done well on the talk shows and we got favorable editorials in New York, Chicago, Dallas, Seattle and San Francisco.

JOEY
So what are you worried about?

C.J.
I don't want to have to tell the President I was wrong.

JOEY
You think the President's gonna lose
faith in you 'cause you guessed wrong?

C.J.
I'm not talking about the prediction,
I'm talking about--

JOEY
--the spiraling numbers.

C.J.
(beat)
I'm one of the reasons they were
spiraling in the first place.
(beat)
And I was one of the architects of the
media campaign the last three weeks.
(beat)
I don't know how many more times I can
walk into the Oval Office and tell the
President I was wrong. I don't know how
many more of those I get.

We HOLD on them a moment before we:

CUT TO:

29 EXT. JANEANE'S APARTMENT - NIGHT

29

SAM is waiting on the front stoop with a shopping bag next to
him. LAURIE, dressed in her graduation gown, and JANEANE,
carrying a bottle of champagne, make their way up the street.

SAM
You are both drunk and disorderly.

LAURIE
(seeing him)
Oh my God!

SAM
Happy graduation.

LAURIE
How did you--

JANEANE
Surprise.

LAURIE
Janeane--

(CONTINUED)

SAM

We worked in cahoots.

JANEANE

We did.

LAURIE

You planned this?

(to JANEANE)

This is why you dragged me back to
your apartment?

JANEANE

Okay, are you glad I dragged you back
to my apartment?

LAURIE

Yes.

JANEANE

Then be quiet. I will be upstairs.

SAM

G'night, Janeane.

LAURIE

G'night, Janeane.

(to SAM)

What'd you get me?

SAM

A graduation gift.

LAURIE

Is it a briefcase? Did I just ruin it?
I only asked because a briefcase is the
typical law school graduation gift. And
when I say typical, I don't mean boring,
I just mean basic. And when I say basic,
I don't mean boring, either.

SAM

(beat)

Open the box.

LAURIE opens the box and takes out a pen...

LAURIE

You bought me a pen?

SAM

It's a good one. It writes upside down.
You can use that pen in outer space.

(CONTINUED)

LAURIE
Where's my present?

SAM reaches into the shopping bag and pulls out a leather
briefcase with a ribbon around it.

SAM
Happy graduation, counselor.

LAURIE
It's beautiful.

They hold each other...

LAURIE
Thank you.

SAM
(whispering in her ear)
Way to go, Laurie.

They break apart....

LAURIE
Thank you.

CUT TO:

30 EXT. JANEANE'S APARTMENT - SAME TIME

30

SFX: We see SAM and LAURIE together through a TELEPHOTO LENS
and HEAR the fast clicks of a camera.

CUT BACK TO:

31 EXT. JANEANE'S APARTMENT - SAME TIME

31

SAM
I've gotta go. Are you spending the
night here or are you--

LAURIE
No, I'm gonna stay upstairs with Janeane.
She's got a--

(CONTINUED)

And at that moment, the ENGINE in a car across the street turns over. SAM whips around. The HEADLIGHTS go on and the car drives off.

After a moment...

SAM
Did you know that car was there?

CUT TO:

32 INT. PHONE BANKS - NIGHT

32

As the polling continues, JOSH, C.J., MANDY, JOEY and KENNY are sipping the coffee that JOSH brought back.

JOSH
Alexis de Tocqueville, who was a
French politician and--

JOEY
I know who Alexis--

JOSH
It was for Kenny!
(Pause)
He said that--

A cell phone RINGS.

C.J.
I think that's me.

JOSH
I'm talking about Alexis de Tocqueville.

C.J.
I'll get the notes from somebody.

C.J. answers her phone and takes it to the side as JOSH continues.

JOSH
Alexis de Tocqueville, and by the way,
his full name was Alexis Charles Henri
Clerel de Tocqueville--

C.J. hangs up the phone.

C.J.
Josh.

*

(CONTINUED)

JOSH

Yeah.

C.J.

That was Sam. We have to go back to the
White House.

JOSH

What happened.

C.J.

I don't know yet.

C.J. and JOSH head out as we:

FADE TO BLACK

END OF ACT THREE

ACT FOUR

FADE IN:

33 EXT./EST. THE WHITE HOUSE - DAY

33

TITLE:

Wednesday Morning
36 Hours Into Polling

CUT TO:

33A INT. SAM'S OFFICE - DAY

33A

SAM's sitting at his desk in his clothes from the night before. His tie hangs over the chair. After a moment, TOBY comes in.

TOBY
He's ready to see us.

SAM
What'd he say?

TOBY
He said get your ass over here, let's go.

SAM grabs his tie as they head out into--

33B INT. BULLPEN/CORRIDOR - CONTINUOUS

33B

SAM
I've drafted a letter of resignation.

TOBY
Well, you're not gonna give it to him, Sam, 'cause that would deny me the pleasure of throwing you out through a plate glass window.

SAM
You have every right to say that.

TOBY
Thank you for acknowledging that right.

SAM
Toby--

TOBY
I should keep you on a leash, you know that?

(CONTINUED)

LEO's passing in the other direction--

SAM

Leo--

LEO

I'm talking to C.J. then I'm talking to you.

LEO's gone.

TOBY

Ten foot chain around your neck, I bolt it to your desk, I have someone come in and feed you.

They walk off as we:

CUT TO:

34 INT. C.J.'S OFFICE - DAY

34

C.J.'s on the phone at her desk.

C.J.

(into phone)

I'm gonna check, but I'm almost certain the President was referring to the Nasdaq composite and not the 30-year treasury yield.

LEO comes in the office--

C.J.

(into phone)

Not the Dow Industrials, the Nasdaq Composite.

(beat)

Okay, someone here's gonna get back to you.

C.J. hangs up.

LEO

How do you not tell me until this morning?

C.J.

Leo--

LEO

How do you not call me last night?

(CONTINUED)

C.J.
We didn't know anything last night.

- LEO
Sam called you.

C.J.

That's right, he said he met the girl and there was a suspicious car. I'm not gonna call up the White House Chief of Staff in the middle of the night because someone started a car.

LEO

C.J.--

C.J.

I was handling it, Leo. It took me three hours to confirm there was a picture and another hour to find out who has it.

LEO

Who has it?

C.J.

The *London Daily Mirror*. They paid a friend of hers \$50,000 to set it up and confirm that she was a call girl.

LEO

When is it running?

C.J.

They'll run it later today. American press'll have it tomorrow morning.

LEO

(pause)

He was giving her a graduation present?

C.J.

Yeah.

LEO

(pause)

Work the *Post* and the *Times*.

C.J.

Yeah.

LEO walks out and we:

CUT TO:

35 EXT. PORTICO - DAY

35

BARTLET's walking toward the office with TOBY and SAM.

(CONTINUED)

35 CONTINUED:

BARTLET
You never paid this girl to have sex?

SAM
No, sir.

TOBY
They don't have that kind of
relationship, sir. Except once, and that
time he didn't know what was happening.

BARTLET
Well, that makes two of us.

They walk into--

36 INT. THE OVAL OFFICE - CONTINUOUS

36

TOBY
Mr. President, Sam has always been
completely above-board about his
relationship with Laurie. He told us--

BARTLET
Laurie's the girl?

SAM
Yes, sir.

TOBY
He told us about it right after his first
contact with her nine months ago. The
fact that she was putting herself through
law school under circumstances that were
less than good has to mean something, as
does the fact that Sam's word is
unimpeachable.

BARTLET
Toby, are you in here sticking up for
Sam?

TOBY
I know it's strange, sir, but I'm feeling
a certain big-brotherly connection right
now. You know, obviously I'd like that
feeling to go away as soon as possible,
but for the moment I think there's no
danger in the White House standing by Sam
and aggressively going after the people
who set him up.

(CONTINUED)

BARTLET

Sam, you're gonna spend the morning in the White House Counsel's office finding out if you broke any laws.

SAM

Yes, sir.

BARTLET

You should also call the girl. What's her name?

TOBY/SAM

Laurie.

BARTLET

You should call her and tell her the White House regrets the phenomenal inconvenience she's about to experience.

SAM

Yes, sir.

BARTLET

You might want to point out to her that she probably has a cause of action against the paper.

SAM

Yes, sir.

BARTLET

Tell her if she passes the bar exam, the Attorney General's gonna see to it she's admitted to the bar.

SAM

Yes, sir.

BARTLET

And tell her the President of the United States says congratulations on getting her degree.

SAM

(beat)

Yes, sir.

BARTLET

That's all.

SAM

Thank you, Mr. President.

(CONTINUED)

36 CONTINUED: (2)

SAM exits.

BARTLET and TOBY look at each other for a moment...

BARTLET

It's nice when we can do something for prostitutes once in a while, isn't it?

TOBY

Yes, sir.

CHARLIE enters--

CHARLIE

Mr. President?

BARTLET

We're ready to go?

CHARLIE

Ambassador Cochran's in the mural room and Ted Mitchel's waiting outside.

BARTLET

Where are we putting Lobell and his people?

CHARLIE

In the Roosevelt Room.

BARTLET

(to TOBY)

He's gonna have a lot of staff with him.

TOBY

Yes, sir.

BARTLET

I never know what any of them do, but there they are, wherever Lobell goes, 14, 15 guys.

CHARLIE

Mr. President?

BARTLET

(to TOBY)

I'm gonna do this thing first, I'll see you across the hall.

TOBY

(exiting)

Thank you, Mr. President.

(CONTINUED)

BARTLET
(to CHARLIE)
Who's in the mural room?

CHARLIE
Ken Cochran.

BARTLET
You did it again.

CHARLIE
I'm sorry, sir?

BARTLET
When you said Cochran's name, it was
like you knew him.

CHARLIE
No, sir.

BARTLET
I usually have a sense about these
things.

CHARLIE
Yes, sir.

BARTLET
A finely honed sense.

CHARLIE
It's failing you at the moment, sir.

BARTLET
Cochran's in the mural room?

CHARLIE
Yes, sir.

BARTLET
Why don't you go sit with him and send in
Ted Mitchel.

CHARLIE
Yes, sir.

CHARLIE exits and a moment later TED MITCHEL comes in.
They're old friends.

BARTLET
Ted.

(CONTINUED)

MITCHEL
Mr. President.

They embrace.

BARTLET
You look good.

MITCHEL
I feel good.

BARTLET
How's Mary?

MITCHEL
She sends her love.

BARTLET
I have something to do in the next room,
but lemme just tell you that I need a
favor.

MITCHEL
Of course, sir.

BARTLET
I need you to hire a guy.

MITCHEL
Who, sir?

BARTLET
The former Ambassador to Bulgaria.

MITCHEL
Who's that, sir?

BARTLET
Ken Cochran.

MITCHEL
Isn't Ken Cochran the current Ambassador
the Bulgaria?

BARTLET
Not for long. Look, he's a good man,
a smart man, I think he'd make a very
good corporate officer.

MITCHEL
Why's he being fired?

(CONTINUED)

36

CONTINUED: (5)

36

BARTLET
Gross incompetence. I'll be right back.

BARTLET heads out as we:

CUT TO:

36A INT. MRS. LANDINGHAM'S OFFICE - CONTINUOUS

36A

NANCY
Good morning, sir.

BARTLET
Good morning, Nancy.

NANCY
Senator Lobell's in the Roosevelt Room.

BARTLET
I'll be with him in a minute.

He walks into--

37 INT. THE MURAL ROOM - DAY

37

KEN COCHRAN'S sitting on the couch and CHARLIE'S standing off to the side as BARTLET comes in.

COCHRAN
Mr. President.

BARTLET
Ken.

COCHRAN
Good to see you, sir.

BARTLET
Thanks for flying back on such short notice.

COCHRAN
Of course, Mr. President, what can I do for you?

BARTLET
Resign.

COCHRAN
(beat)
Excuse me?

(CONTINUED)

BARTLET

You've been having an affair with the daughter of the Prime Minister and that doesn't work for me, but neither does a newspaper article saying you're having an affair with the daughter of the Prime Minister, so I need you to resign. You're gonna get a job offer from Ted Mitchel for a lot more money than you're making now. That's why you left the embassy. I'll be back in a minute.

BARTLET exits. A stunned COCHRAN is standing there alone, except for CHARLIE on the side of the room.

COCHRAN

(pause)

Well, this is outrageous.

(pause)

(MORE)

(CONTINUED)

COCHRAN (cont'd)

This is outrageous and I'll explain that to him when he comes back in here.

CHARLIE

Yes, sir.

COCHRAN

(pause)

Have we met?

CHARLIE

Sir?

COCHRAN

You look very familiar to me, have we met?

CHARLIE

Yes, sir.

COCHRAN

Where?

CHARLIE

I was a waiter at the Gramercy Club.

COCHRAN

Charlie.

CHARLIE

Yes, sir.

COCHRAN

Charlie.

CHARLIE

Yes, sir.

COCHRAN

Well, it's good to see you again.

CHARLIE

Yes, sir.

COCHRAN

Though under strained circumstances, which when the President comes back, I can--

CHARLIE

Yes, sir.

(CONTINUED)

COCHRAN

(pause)

I resigned my membership at the club, by
the way.

CHARLIE

Did you?

(CONTINUED)

COCHRAN

Oh, yeah.

(beat)

Charlie.

(beat)

This is me. I find exclusive clubs to be repugnant.

CHARLIE

I couldn't help but notice it didn't stop you from joining up in the first place.

COCHRAN

Now that's outa line. That's outa line, Charlie, and that shouldn't have been said. And you've forgotten you're addressing a U.S. Ambassador.

CHARLIE

I apologize, sir.

COCHRAN

I'm sorry to do this, but I'd like to speak to your supervisor.

CHARLIE

Well, I'm Personal Aide to the President, sir, so my supervisor's a little busy right now looking for a back door to this place to shove you out of, but I'll let him know you'd like to lodge a complaint.

BARTLET comes back in--

BARTLET

Thanks for waiting.

COCHRAN

Mr. President, clearly this young man who works for you has told you something of our past, and I'd like to say here and now--

BARTLET

It doesn't have anything to do with--wait a second, the two of you have a past?

CHARLIE

Sir--

BARTLET

(to CHARLIE)

You mocked my finely honed sense.

(CONTINUED)

CHARLIE

Yes, sir.

BARTLET

You stood there in my face--

*
*

COCHRAN

Sir--

BARTLET

It's done, Ken. Ted Mitchel's gonna put you on the board of directors. And please remember that I have a lot of affection for your wife, and I'd hate to see her be made a fool of.

COCHRAN

(pause)

I think it would be appropriate at this time, Mr. President, to make a confession.

BARTLET

What's that.

COCHRAN

I never voted for you.

BARTLET

Well... thanks for trying, but here I am anyway. Gotta go.

BARTLET exits out into--

38

INT. CORRIDOR - CONTINUOUS

38

--where TOBY's waiting.

TOBY

All set?

BARTLET

Look at that, 14 staffers in there.

TOBY

You have quite a large staff, too, Mr. President.

BARTLET

Yeah, but I don't walk around with them, you know?

They walk into--

39

INT. ROOSEVELT ROOM - CONTINUOUS

39

--where SENATOR LOBELL and 14 STAFFERS are waiting for a meeting to start. Anyone sitting stands up.

(CONTINUED)

BARTLET

Good morning.

LOBELL

Good morning, Mr. President. Please allow me to introduce Bob Simons, Peter Rathburn, Kathy--

BARTLET

Max, I don't need to know all the names.

LOBELL

All right, then.

BARTLET

You know what we're doing here, right?

LOBELL

We're gonna talk about soft money.

BARTLET

We're gonna do more than talk about it.

LOBELL

Okay.

BARTLET

We agree on nothing, Max.

LOBELL

Yes, sir.

BARTLET

Education, guns, drugs, school prayer, gays, defense spending, taxes, you name it, we disagree.

LOBELL

You know why?

BARTLET

'Cause I'm a lily-livered, bleeding heart, egghead communist.

LOBELL

Yes, sir, and I'm a gun-toting, redneck sonofabitch.

BARTLET

Yes, you are.

LOBELL

So we agree on that.

(CONTINUED)

BARTLET

We also agree on campaign finance.

*
*

LOBELL

Yes, sir.

BARTLET

So, Max?

*
*

LOBELL

Yes, sir.

*
*

BARTLET

Let's work together on campaign
finance.

*

LOBELL

You don't have the votes in the House.

BARTLET

I don't need 'em. 1978, the F.E.C. voted
a regulatory rule that opened the door to
soft money. The F.E.C. can close it
again with four of the six votes, we
don't need a law.

*
*
*
*
*

LOBELL

And how are you gonna get the four votes?

BARTLET

Two seats opened up, I nominated Bacon
and Calhoun.

LOBELL

That's two.

BARTLET

Barry Haskel was with us already, we
took him outa the closet.

LOBELL

How are you gonna get a fourth seat to
open up?

BARTLET

Toby's gonna take care of that right
now. Can I count on your support to
confirm my candidates?

LOBELL

And what do I get in exchange?

BARTLET

The thanks of a grateful President.

LOBELL

(pause)
Good answer, sir.

BARTLET

(to TOBY)
Go.

TOBY gets up as we:

CUT TO:

40

40

INT. TOBY'S OFFICE - DAY

ROSS KASSENBAACH is sitting on the couch as TOBY walks in.

TOBY

Mr. Kassenbach?

KASSENBAACH

Yes.

TOBY

I'm Toby Ziegler.

(CONTINUED)

KASSENBACH

Nice to meet you.

TOBY

The President thinks you've done an excellent job serving on the Federal Election Commission and he'd like to extend his warmest congratulations.

KASSENBACH

On what?

TOBY

Being named the next Ambassador to the Federated States of Micronesia.

CUT TO:

41 EXT./EST. THE WHITE HOUSE - NIGHT

41

TITLE:

Wednesday Night
Polling Complete

CUT TO:

42 INT. C.J.'S OFFICE - NIGHT

42

C.J. sits at her desk as JOSH steps in.

JOSH

It's in.

C.J.

Yeah.

JOSH

You talked to them?

C.J.

They sealed it in an envelope and sent it by courier.

JOSH

You know Joey mentioned she was talking to you.

C.J.

Yeah.

(CONTINUED)

JOSH

She said you think you only have so many times left you can walk into the Oval Office and sing a song.

C.J.

(pause)

She said sing a song?

JOSH

No. That's what I thought she said, 'cause I've been trying to pick up some sign and right now we have to do it by letters of the alphabet. So I had Kenny come over and interpret. It turns out you said you think you only have so many times left you can walk into the Oval Office and say you're wrong.

C.J.

He hasn't been calling my number that much, Josh.

JOSH

He did on this. These last three weeks? The media strategy was yours.

C.J.

I know.

JOSH

And you should listen to Joey. Holding at 42's a good number, you shouldn't expect a five point bump.

C.J.

(pause)

I do expect it.

JOSH

Okay.

(pause)

He thinks of you like a daughter, C.J.

C.J.

That's not a good enough reason to keep me here.

JOSH

(beat)

You'll come as soon as you get it?

(CONTINUED)

42 CONTINUED: (2)

C.J.
Yeah.

JOSH
'Cause we're all waiting over there.

C.J.
Yeah.

JOSH walks out and we:

CUT TO:

43 INT. THE OVAL OFFICE - NIGHT

43

BARTLET, LEO, TOBY, SAM, MANDY, CHARLIE, JOEY and some AIDES are standing or sitting around the room. Silent. Slightly awkward. After a moment...

LEO
(pause)
They're delivering it to her.

MANDY
Yeah.

LEO
(pause)
And she's gonna bring it right here?

MANDY
Yeah.

LEO
Okay.

Another long silence...

BARTLET
(to TOBY)
Kassenbach was okay?

TOBY
I'm sorry, sir?

BARTLET
Kassenbach was okay?

TOBY
He's gonna be an ambassador. He feels pretty good.

(CONTINUED)

BARTLET
You told him about the weather?

TOBY
Yes, sir.

BARTLET
The scuba diving?

TOBY
Yes, sir.

BARTLET
Full diplomatic immunity.

TOBY
Yes, sir. Though there aren't really
that many laws in Micronesia, so--

BARTLET
Sure.

JOSH enters--

JOSH
Good evening.

BARTLET
Good evening, Josh.

JOSH
I just saw C.J., she should be here with
it any minute.

BARTLET
Okay.

Another silence...

JOSH
(pause)
Joey and I have been working on a counter-
argument to Alexis de Tocqueville.

BARTLET
We're having a fight with Alexis de
Tocqueville?

JOEY
Mr. President, please don't get him
started.

JOSH

Joey, what say you to the position that with ethnic warfare spreading around the globe, particularly in Eastern Europe, it's only a matter of time before it reaches our shores. And making English the official language of the United States will safeguard against the destruction of our national identity and help us avoid ethnic strife. What say you to that?

JOEY gives him a raspberry--

JOSH

(to BARTLET)

You see that? That's what I've been dealing with for a week.

JOEY

Mr. President, 72 percent of Hispanics are strongly opposed to such a law. The Republicans'll never put it on the table 'cause they'll lose the second largest ethnic block of voters in this country. But if you did need a counter-argument, I'd mention to Monsieur de Tocqueville over here that aside from it being bigoted and unconstitutional, it's ludicrous to think that laws need to be created to protect the language of Shakespeare.

JOSH

(pause)

'Kay, that's all I was looking for, that one line. Took you four days.

JOEY gives him another raspberry--

JOSH

She did it again.

BARTLET

Yeah.

There's another long silence...

BARTLET

What kind of briefcase did you get her, Sam?

(CONTINUED)

SAM

Sir?

BARTLET

What kind of briefcase?

SAM

The Coach Beekman in British Tan with
brass hardware.

BARTLET

That's nice.

SAM

Yes, sir.

BARTLET

Andare makes a nice model. Comes in
black or brown. Hand stained. You can
fit a laptop, notebooks--

TOBY

This conversation is surreal.

BARTLET

Trieste in Milan makes a nice briefcase.

C.J. enters carrying an envelope. Everyone stops and turns
to her.

C.J.

Good evening, Mr. President.

(pause)

The full polling book is 400 pages long
and it's still being put together. I
have the top-sheet results.

LEO

What does it say?

C.J.

I was wrong.

(beat)

We went up nine points.

Everyone takes a moment... soaks it in... C.J. looks at
LEO... LEO smiles back.

BARTLET

Okay.

(beat)

What's next?

(CONTINUED)

43 CONTINUED: (4)

A strategy meeting starts as we:

FADE TO BLACK

END OF SHOW