WILLIAM. Well, you have to have an open mind.
JEFF. Yeah, I guess …
WILLIAM. And you have to be willing to address some of your own shortcomings. Otherwise you're just wasting your time.
JEFF. Well, see, I don't have any shortcomings. So that's probably why I couldn't get into it … *(William is not amused.)* I do have a terrific sense of humor though. That's one thing you can definitely say about me.
WILLIAM. Yeah. Keep laughing, Jeff.
JEFF. I'm just kidding. Maybe it was good. To tell you the truth I couldn't really focus on it too well. I'm having trouble concentrating on anything I read lately.
WILLIAM. Oh yeah? Why is that?
JEFF. I don't know. I guess I have a lot on my mind these days.
WILLIAM. Like what?
JEFF. Well, my best friend from when I was a kid, my friend Scott, is getting married in a few days, so I've been roped into arranging this bachelor party we're supposed to give him. So that's distracting …
WILLIAM. From what?
JEFF. What?
WILLIAM. Distracting from what, man? All you do is sit here. You have no interests —
JEFF. I have interests —
WILLIAM. No family —
JEFF. I have a family —
WILLIAM. But you have no wife, no children —
JEFF. Oh, well —
WILLIAM. That's what *I* mean by a family — somebody you're responsible for.
start
JEFF. Well —
WILLIAM. — You have no ambition, as far as I can see —
~~JEFF. I don't tell you everything about myself.~~
WILLIAM. ~~OK, good. I'm glad to hear it.~~ But that's why I try to get you to improve your mind a little bit and apply yourself to something. Aim a little higher. But I can see it's a hopeless cause.
~~JEFF. You just don't want to admit~~
WILLIAM. *(Without stopping.)* You're probably intended to be just one of those guys who drifts through life doing one job or

another, no plan, no specific intentions of any kind … And one day you're gonna wake up in a lobby just like this one, except everybody's gonna be calling you "Pops." And then you're gonna look back and remember: "I should have listened to that guy William. He's the only one that ever took the time to try to encourage me to cultivate my potential. My whole family was content to see me fritter my life away, but that William, man, he really tried to get me to focus my energies a little bit. And doddering useless old unemployed Pops doorman that I am, I have to admit he could have been a positive influence on me if I hadn't been such a callous, careless kind of joke-telling, sit-on-my-ass-my whole-life type of person when I was younger." But I guess that's all right, because you're not really trying to climb any higher anyway. You see what I mean?
end
JEFF. I just wish to hell you'd stop trying to butter me up all the time. You know it's embarrassing for both of us the way you're always coming in here trying to kiss my ass.
WILLIAM. OK. Keep laughing, Jeff. 'Cause the joker laughs last. And the joker's gonna laugh last at you.
JEFF. What do you mean, like the Joker from *Batman*?
WILLIAM. No —
JEFF. What the fuck are you talking about?
WILLIAM. I just mean — Like, you know, like, the generic joker. Like the laughing figure of Fate, or whatever you want to call it.
JEFF. *(A joke.)* Oh, sure, *that* joker. Everyone's terrified of *him*.
WILLIAM. Go ahead and laugh, Jeff. The joker laughs last.
JEFF. I have interests …
WILLIAM. I'm glad to hear it.
JEFF. … Just 'cause I don't tell *you* about it doesn't mean I don't have them.
WILLIAM. All right, good.
JEFF. — Anyway you work here too, man! So what are you getting on *my* ass about it for? What do you mean "No you don't"? *You're* working the graveyard shift!
WILLIAM. Oh no I don't!
WILLIAM. *I'm* working the graveyard shift 'cause that's the shift everybody messes up, OK? I told Joe Collier I was gonna weed out