

**CHAIRMAN**

Good morning.

GREAT MEN HAVE DREAMS OF POWER AND POSITION,  
AND IT'S OUR JOB TO BACK THEM TO THE HILT.  
FOR SHREWD INVESTMENT AND ADVICE  
THEY'LL PAY OUR PRICE,

**CHAIRMAN, CLERKS**

THE BEDROCK ON WHICH BANKS ARE BUILT.

**CHAIRMAN**

Banks! A word...

*(The BOARD MEMBERS go about their daily business. GEORGE lingers behind to listen to the CHAIRMAN.)*

I see Herr Von Hussler is coming in again today. Have you made your decision?

**GEORGE**

I believe so, sir.

**CHAIRMAN**

Good, good. Be sure it's the right one.

**CLERKS**

IN EVERY TRANSACTION,  
CREDIT OR DEBT,  
SHEETS ARE ALL WELL BALANCED,  
TARGETS ARE MET...  
MET... MET... MET... MET... MET... MET... MET...

*(In his office, GEORGE, with some papers before him, is in conversation with HERR VON HUSSLER.)*

**VON HUSSLER**

Herr Banks, what objections can you have? My security is more than adequate and Latin America is an expanding market. What is the matter? Have you no courage?

**GEORGE**

But Mr. Von Hussler, what I haven't been able to grasp is: what exactly is your final product?

**VON HUSSLER**

What do you think? Money, of course!

**GEORGE**

Yes, money. But I wonder, making money out of money, is that enough?

**VON HUSSLER**

Are you man enough to be a banker?

A MAN HAS DREAMS  
OF BUILDING AN EMPIRE,  
TO MAKE HIS NAME IN MANY DISTANT LANDS.  
AND IN THE NEW WORLD, I AM TOLD  
WE'LL SOON STRIKE GOLD.  
LET'S SEIZE THAT CHANCE WITH BOTH OUR HANDS.

**CLERKS**

ASSESSING THE MARKET,  
LIMIT THE RISK.  
LITTLE ROOM FOR ERROR,  
BUSINESS IS BRISK...  
BRISK... BRISK... BRISK... BRISK... BRISK... BRISK... BRISK...

*(GEORGE is now in discussion with a second client, JOHN NORTHBROOK, an honest Northerner who presents his argument for a bank loan.)*

**NORTHBROOK**

Have you come to your decision, Mr. Banks? There's a town of good people whose future depends on you.

**GEORGE**

I know that...

**NORTHBROOK**

Give us this chance. You won't regret it. The factory could be running in weeks and expanding before the year's out. Please, Mr. Banks. I'd give it everything I've got, believe me.

**GEORGE**

I do believe you, Mr. Northbrook, and I've tried to find a way, but there just is not the collateral.

**NORTHBROOK**

What about my workforce? Decent men who want a better life - they're my collateral!

MY MEN HAVE DREAMS  
TO EARN AN HONEST LIVING,  
A WIFE AND KIDS, A HOME TO CALL THEIR OWN.  
IF YOU'D INVEST IN US TODAY,  
IT PAVES THE WAY.  
I PROMISE WE'D REPAY THE LOAN.