

# Birth of a Salesman

*By Sharon Chatwell*

## DIRECTOR'S NOTES:

This is a great skit to do at camp or in other ministry opportunities with teens. Two older teens or camp counselors may play the parts of Frank and Donny D, while other actors play the parts of additional characters, which may come and go as desired. Use your imagination to choose settings for the skit. For example: a plane, a train, or a crowded bus. You may wish to use more exotic settings, like at a pool or on the beach. Provide dialogue or stage actions for the additional actors as desired to provide a sense of reality for the chosen setting.

The skit encompasses the ideas of salvation by grace through faith in Jesus Christ as Savior. It also touches on the reality of how each Christian is involved in spreading the Gospel... no matter how reluctant we may be about doing so! We are all "Salesmen" in that respect.

## CHARACTERS:

**FRANK - THE SALESMAN:** Although Frank is known as the SALESMAN, he does not seem like a salesman. He is not interested in having a conversation with any of the other persons in the skit. Finally he is "forced" to talk to DONNY D who sits down just next to him. All the while he sighs and makes faces. He hides behind his newspaper and does everything he can to politely prevent the conversation from taking place.

**DONNY D:** Although DONNY D is not called the salesman, he is the one who acts like one. He is the cliché of the pushy salesperson. He insists on talking to FRANK and finding out all about him. It is DONNY D who drives the conversation.

**OTHERS:** Other persons can come through the area. Some may be passengers who try and engage FRANK in some conversation, which he avoids or helps as little as possible. There may be a train conductor, or an airline flight attendant, who comes by depending on the chosen setting. One person (a woman) comes and sits down next to Donny D after Frank exits the stage.

## SETTING and PROPS:

The setting is optional. All that is necessary is that Frank and Donny D are placed in close proximity and Frank cannot really get away. They may be seated next to each other in an airplane or on a train. They may be on the subway, or in any other crowded location. They could even be on a park bench at lunch, etc. Frank may be armed with a newspaper.

**SKIT – BIRTH OF A SALESMAN**

*[FRANK ENTERS and takes a seat CENTERSTAGE. OTHERS may come and go and address him or not. DONNY D ENTERS and takes a seat just next to FRANK.]*

DONNY D: Hi there! Well it looks like it's gonna be a scorcher today! Big Donny D's the name, selling's the game. What's your handle, Mack?

FRANK: Frank.

DONNY D: *(shaking his hand)* Well, hi there, Frank old man. Glad to meet you! Got the kids and the missus tucked away somewhere, or did you get away on your own?

FRANK: No. I'm here alone.

DONNY D: All alone with no one but Donny D to talk to... Frank, old buddy, this could be your lucky day!!

FRANK: Sigh. *(He hides behind his newspaper.)*

DONNY D: What game you in, Frankie?

FRANK: Sales.

DONNY D: SALES!! YOU TOO!! Say, that's amazing!! You and me are exactly alike. *(suddenly serious)* You know... this makes us like... brothers.

FRANK: Thanks.

DONNY D: Say, tell me about yourself. Old Donny D wants to know all about his new brother. You know, I've been in the sales game for years myself. Sold widgets in Chicago, beans in Boston... why, I even went up to Alaska and took a shot at selling polar bear insurance to Eskimos. *(Laughs loudly and obnoxiously).*

FRANK: Ha. *(FRANK looks as if he would rather be anywhere else.)*

DONNY D: So, what's the angle, what's the scam, what's the pitch?

FRANK: No pitch.

DONNY D: No pitch?! Aw, you don't fool me, Frankie Boy. I bet you're the best. You know, I was outstanding sales rep. in my district last year. Sold more units than everyone else!! (*Laughs loudly again.*) How 'bout you?

FRANK: I didn't really keep count, they do that at the home office.

DONNY D: A salesman that doesn't keep count??!! That just doesn't happen. Come on, what's the total?

FRANK: 312.

DONNY D: 312 last year! Boy, that's great!

FRANK: 312 last month.

DONNY D: 312 sales in a month!! Incredible! You must be the best salesman alive!!

FRANK: It's the product; it kind of sells itself.

DONNY D: Now we're getting somewhere. What's the product? What do you sell?

FRANK: Eternal life.

DONNY D: ETERNAL LIFE!!?? You can't sell that.

FRANK: You're right. Actually we GIVE IT AWAY.

DONNY D: Come on, Frankie old man. Stop kidding me. Who do you work for?

FRANK: The oldest company in existence.

DONNY D: But who do you work for? Who do you answer to directly?

FRANK: Oh, that's easy. I work directly for the old man Himself.

DONNY D: Really? The top guy?

FRANK: The VERY top.

DONNY D: How high up is he?

FRANK: Oh, about as HIGH UP as you can get.

DONNY D: How often do you meet with him?

FRANK: We keep in almost constant communication. I've already talked to Him three times today.

DONNY D: Wow, I wish I had that much interaction with my supervisor. What kind of things do you talk about?

FRANK: Everything. A lot of times we talk about the people I meet.

DONNY D: Pigeons, huh?

FRANK: More like, potential sales.

DONNY D: Pardon me for asking this Frankie, old boy... but do you like the sales business?

FRANK: Who me? No, I hate it. It makes me nervous talking to people.

DONNY D: Then why do you do it?

FRANK: I have no choice.

DONNY D: Why? What are you talking about?

FRANK: Well, see, used to I was just an auto mechanic. And I really liked it. I still do auto mechanics, but since I became a sales rep I find myself doing that mostly.

DONNY D: So what is it that you sell?

FRANK: Forgiveness.

DONNY D: Ok first you said Eternal Life and then you said Forgiveness.

FRANK: Yep, we deal in both.

DONNY D: Alright, I'll bite... how much do they cost?

FRANK: *(Looks around to see if anyone is listening and then says quietly...)* They are free.

DONNY D: FREE!!!??

FRANK: Shhhh. Do you want to start a riot?

DONNY D: Sorry...*(repeating)* Free?? Are you out of your mind? You can't sell stuff like that for free! You could destroy the stock market.

FRANK: Well, I can't help it. It's company policy. I don't make the rules.

DONNY D: So, who is your target audience? Who gets all these FREE OFFERS? The rich and famous?

FRANK: They are offered to EVERYONE for FREE. Standard operating procedure.

DONNY D: So what's the catch?

FRANK: Pardon?

DONNY D: The catch, the angle, the scam? What's up with this?

FRANK: No catch.

DONNY D: So, are you trying to tell me that ANYONE can have FORGIVENESS and ETERNAL LIFE for FREE?

FRANK: Yep.

DONNY D: Time limit! There's a time limit... Am I right? You get them to bite on the free offer and then sell them something else because time has run out.

FRANK: Offer is good as long as you live on earth.

DONNY D: Well, what if you die?

FRANK: Then time's up.

DONNY D: So, how can we be sure this offer is legitimate?

FRANK: It's a guaranteed offer.

DONNY D: So, it's free... and it's on the level... and it's guaranteed... and it's eternal life and forgiveness?

FRANK: *(looking at newspaper)* That's about the size of it.

DONNY D: Well, who wouldn't want that?

FRANK: Yep.

DONNY D: *(excited)* I mean... that's great!! Living forever!! And forgiveness for FREE?!!

FRANK: *(in a somewhat mechanical sounding voice)* Yes, it's too good to pass up. Hurry!  
Take advantage of this free offer today!

DONNY D: So, what do I have to do to get this?

FRANK: Accept the Lord, Jesus Christ as your personal Savior. Believe on Him and you shall be saved.

DONNY D: Jesus?

FRANK: The old man's One and Only Son.

DONNY D: For real?

FRANK: For real.

DONNY D: What is it I have to believe?

FRANK: Believe Jesus is the Son of God and that God raised Him from the dead after He died for our sins on the cross.

DONNY D: Oh, yeah... I heard all that in Sunday School a few decades ago. Is it still true?

FRANK: It has always been true.

DONNY D: Well, I think I've heard all those stories.

FRANK: Good. Then all that's left to do is for you to repent of your sins and to ask Jesus to enter your life because you trust on Him as your Savior.

DONNY D: Will you pray with me?

FRANK: Of course. It's always a pleasure to talk to the home office.

DONNY D: Dear God, I've done a lot of bad things in my life. Let's talk turkey...I've made some sales calls that I shouldn't have made. And I've closed some deals that weren't on the square. I ask for you to forgive me. And I thank you for Jesus, who is your Son. He came here and He died on the cross for my sins. And I thank you for accepting His payment on my account. I sure can't pay it myself. Amen.

FRANK: Nicely done. Congratulations!

DONNY D: I feel strangely relieved. Like something has changed.

FRANK: Something has changed. You've just been born again. Now you have forgiveness and Eternal life... just as promised. And guess what? Now you're a real salesman. Congratulations, Donny old boy!!

*[FRANK STANDS and EXITS STAGE RIGHT. NEW PASSENGER walks in and SITS next to Donny D.]*

DONNY D: *(to passenger who sits down next to him.)* Hi there, ma'am. Big Donny D's the name, and selling's the game. Do you think that I could interest you in Eternal Life? Let me tell you about our special offer on Forgiveness... Good 'til the day you die...

*[DONNY D'S Voice fades out.]*

**THE END**