

## 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.

GEORGE

I'm sorry, Mr. Northbrook, but I...

*(The CHILDREN burst in. MARY POPPINS follows. GEORGE is startled.)*

JANE, MICHAEL

Hello, Daddy.

GEORGE

What on earth are you doing here? Can't you see I'm busy?

NORTHBROOK

No. We're done, and no man should be too busy for his own children.

*(to MICHAEL)*

What are you here for young man? Have you come for some money as well?

GEORGE

Hardly. What would they need money for?

NORTHBROOK

Well, it's never too early to learn its value...

*(NORTHBROOK pulls two coins out and hands them to the children.)*

MICHAEL

I know the value of this: sixpence.

NORTHBROOK

No, that's its worth. Its value's in how you spend it. Do good, and may you have good luck.

MARY POPPINS

And what do you say to Mr. Northbrook?

JANE, MICHAEL

Thank you!

NORTHBROOK

I'll wait outside.

*(With a smile for the children, NORTHBROOK exits.)*

GEORGE

What is the meaning of this? Really, Mary Poppins, I am not without a sense of humor—

MICHAEL

Aren't you, Daddy?

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