

**OUTLINING LAB – STEP #4 – HANDOUT #1**  
**CONVERTING THE SWILL OUTLINE TO A ROUGH OUTLINE**

*Swill Outline:* Rose trying to get theatre manager to book her act in his theatre. Tries lots of approaches; nothing works. Dismisses kids; tries coercion or something. Herbie enters, endorses the kids. Manager says he'll think about it.

*Rough Outline:* A vaudeville theatre in Los Angeles. Rose and kids at their first theatre in L.A., trying to get the guy to sign them. She wheedles. Begs. Threatens. He's not interested. She tries a bunch of other techniques -- charming him, insulting him, getting to see dollar signs in his eyes. Nothing seems to be working, she's getting desperate. [What about the kids here? Maybe June needs the bathroom. Louise is hot. One of the boys is missing.] Rose dismisses kids, tries coercion or something. Still no progress. Herbie comes in, does some business with manager re concessions. [Maybe kids want some of his candy? What if Rose dismisses the kids to go play in the alley after Herbie enters, not before?] Rose sticks her nose in Herbie's business, looking for a hook, anything. Herbie is at first annoyed [is he?] but suddenly recognizes kids from having seen them in Seattle, and vouches for them. [Is there a better way to go for Herbie? What in it for Herbie? Why would he vouch for kids and the act? Maybe he didn't see it in Seattle; maybe just likes Rose on the spot? Maybe he likes kids. Maybe he truly believes kids would be good for business. Maybe candy business is picking up; audiences are growing more and more family oriented.] With Herbie's vouching for the kids, manager goes off to contemplate some numbers; Rose starts pushing; he says lay off, I'm thinking about it.