

# YOGA PLAY

Dipika Guha



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**characters (2F, 3M)**

JOAN	early fifties, white, American
RAJ	mid-thirties, South-Asian, American
FRED	mid-thirties, Singaporean
ROMOLA	mid-twenties, Latina, American
GURUJI	early forties-early fifties

**pre-recorded voices/skype (read/performed by the actors playing GURUJI and ROMOLA)**

JOHN DALE	Founder of Jojomon, sixties, sounds like an aging rock star
MRS KAPOOR	Raj's mother, early sixties, heavy upper class North Indian accent
MR KAPOOR	Raj's father, early sixties, shouty, upper class North Indian accent
LUCY	Jojomon employee, mid-twenties, highly-educated, American
ALAN CARR	BBC News Reporter, a bit nasal, classic BBC cadence
NOOYI	Joan's secretary, early-mid twenties, keen, American
LAUREN CLARK ROSE	Jojomon brand ambassador, American

**time**

The present.

**place**

Jojomon HQ, Southern California.  
A high-end yoga studio, Southern California.  
And the internet.

**punctuation**

/ signals overlapping dialogue

( ) text in parenthesis are spoken aloud as an aside, or alternatively as a comment made *sotto voce*

1.

JOJOMON HQ.

*JOAN, RAJ and FRED sit around a conference table reading from documents, a telephone and small speakers sit in front of them.*

JOAN

Jojomon is up 16.85% from 12.48% in the last fiscal year. Top-line growth is expected to come in between 9–13%, with revenues in the range of \$1.97–\$2.02 billion. Revenue gains will be spurred by same-store sales growth in the mid-single digits as well as e-commerce sales, which we anticipate will be higher. Our stock's price-to-earnings multiple is at 33, 11 points higher than that of the S&P 500 index. Operating income rate has shrunk 540 basis points to 14.2%, while both excess inventory and operating expenses have risen. So as you probably can tell, I have some thoughts about that.

John?

Are you there?

JOHN

Yeah, sorry...I just spilled something down my...sorry...  
I'm... here.

JOAN

I'd like to place our attention on yoga apparel development, marketing, and supply chain investments. R & D has been working very hard and I'm excited by what / we've come up with

JOHN

Can I just... can I just interject here Joan?

JOAN

By all means.

*A deep inhale from the phone.*

JOHN

I can just feel already Joan, that we, the company, this...precious family are safe in your hands. Not that we weren't with Brad. You know, as men, our intention is never truly to disparage women, but when Brad said quote "that it was the size of women's thighs that were making the Kayala fabric transparent not the fabric itself", what he was talking about was something...much more circumstantial than essential, you know?

*No one knows what that means.*

JOHN

...I just, I'm sorry, Brad, Brad and I were very close, and you know, I'm still adjusting...

*JOAN looks at RAJ and FRED who indicate that she should keep going.*

JOAN

I understand John. Shall I continue?

JOHN

Oh yeah yeah-of course.

JOAN

Before I share this with the company/ I wanted

JOHN

The family.

JOAN

The..family. I want to share with you the vision that we...

JOHN

SIT.

*JOAN looks baffled.*

JOHN

STAY. Down. No..DOWN.

*JOAN looks offended.*

JOHN

There's a goo gurl...there's a goo girl..

*A yippy bark in the background.*

RAJ

Is uh Sappho with you John?

JOHN

Oh she just goes everywhere with me don't ya Sapph.....she luuuves the beach, she just, sorry she's just so cute when she puts her paws out like that, like a judge!

FRED

John hi, it's Fred. Joan is just talking about our new idea.

JOHN

Right...Joan! Joan yes. Please. Go ahead.

JOAN

I'll be brief John. I'm very proud to present to you our new concept fabric, Joyon. Inspired by best-selling author Marie Kondo's 'if it sparks joy' motif, our JoyLine brand follows the very same, very simple premise; our clothes, no matter who you are, where you're from or what *size* you are, will from the moment you touch them, spark *joy*. Joyon is a powder keg mix of premium cotton, Lycra, and nylon. Not only is it light and supple to the touch, but a control group experiment we ran here in the Cube revealed a hundred percent success rate. When the participants were asked which item of clothing most sparked joy, every single one chose Joyon over our older Insperati line of clothing. The slow release organic lavender activated by water made our participants want to hold on to their clothes even after a sweaty yoga class led by our very own brilliant brand ambassador Lauren Lilly Clark Rose.

JOHN

Lauren yay!

I love Lauren! Wasn't she out in-in..

FRED

Boulder.

JOHN

I think I took a class with her in..

FRED

Boulder

JOHN

..in Boulder. Oh..did you just say that Fred?

FRED

The Rockies?

JOHN

Up in the Rockies I think it was. What was it called Fred?

FRED

Inana?

JOHN

No...

RAJ

Let me look it up...

*RAJ and FRED both get out their cell phones and scroll madly.*

FRED  
Shambhala Rain.

RAJ  
Shambhala Rain.

JOHN  
That's it. Lauren had just got back from a month with Iyengar...

FRED(*to Joan*)  
(Founder of Iyengar yoga)

JOHN  
...all he did was talk about pranayama..the mystery of the breath...little did we know that his was about to cease.

JOAN  
We've shipped the samples to Bangladesh and after several in depth talks with them, feel we'd like to offer Lotus Ltd the contract.

JOHN  
Who?

JOAN  
Lotus Ltd.

FRED  
They're in Dhaka.

JOHN  
Never heard of them.

JOAN  
Turnaround is quite impressive. California could be stocked in three weeks, Hong Kong two, London four.

JOHN  
Wow.

JOAN  
But I want to stay true to the grassroots marketing that has been so fundamental to our success and that Brad-

JOHN

Oh Brad...

JOAN  
... was instrumental in implementing.

JOHN  
Retail?

JOAN  
200 for the yoga pants.  
90 for t-shirts.  
80 for underclothing  
250 for mats / 50 for water bottles and

JOHN  
It's high Joan...

JOAN  
Yes it's high but our customers / know that-

JOHN  
Family-

JOAN  
...the family / know that we're not just

JOHN  
I don't know...it's high-

JOAN  
You have to see it within the context of our industry, John. As a country, we spent 97 billion dollars on athleisure last year. Jeans sales were down, as you well know, for the first time in a decade. We're the only industry experiencing this kind of growth and frankly it's because of your good work-and of course Brad's-

*An audible sigh.*

JOAN  
We're not just a line of clothing, we're a place, we're a space, we're a hope John.

JOHN  
Love Joan.  
From my heart to yours.

JOAN

Listen, this whole issue with Brad...

JOHN  
Hurts my heart.

JOAN  
I have a solution. I want us to carry size twelve.

*A strange strangled noise on the phone.*

JOAN  
It is important to me that all women feel included. So long as our sizes stop at eight, we are excluding a vital potential customer /base.

JOHN	RAJ	FRED
Family.	Family.	Family.

JOAN  
Family..base.

JOHN  
How can I say this...help me here Fred.

FRED  
Oh no I agree with Joan.

RAJ  
Me too.  
John, I think our brand is robust enough to stretch, as it were, in this direction.

JOHN  
It's not that I...agree with Brad, Joan ....  
But just think for a moment...  
Actually let's just...let's just breathe together....  
In...

*JOAN looks at RAJ for help but both men have closed their eyes, they instinctively reach their hands for her.*

Out...  
In....

*JOAN looks deeply uncomfortable.*

Out...  
Ahhhhh

When you hear me ring a soft bell I want you to imagine yourself as a young child...then put this child in your heart, hold her tenderly...

*The sound of a soft bell.*

...now give her a little snuggle...there it is.

Are we all feeling better?

RAJ

Yeah...

FRED(*clearing his throat*)

Totally (sorry, cleaned out some phlegm)

*JOHN chuckles knowingly.*

JOHN

I know what's happening here. We're heading into a female centered world. After all the damage we men have done, it's time that men got out of the way, I see that. But our brand Joan, is *aspirational*. I just want us to consider the kind of message we're sending if we were to run in plus sizes I just / think that it wouldn't help us, it would...

*JOAN hits the mute button momentarily.*

JOAN

(Size twelve is not plus size-someone tell him)

RAJ

Nope.

FRED

Unwise.

*JOAN unmutes JOHN who doesn't know he's been muted.*

JOHN

...alienate the core members of our family who have been with us / from day one.

JOAN

I hear you John, I really do. But it is difficult to stand by the idea that these products create joy if you can't get them on.

JOHN

What are the projections?

JOAN

68 million-

JOHN  
Well-

JOAN  
In the first quarter.

*A stunned moment.*

JOHN(*warmly*)  
Ultimately all of this is about creating deep happiness, creating value in people's lives.  
You're a talented gal Joan. Your TED talk on female leadership was beyond educational!

JOAN  
Thank you.

JOHN  
Are you....feeling better Joan?

*A moment.*

JOAN  
It means a lot to me to be here...to be working again.  
And you know, I'm...I'm very grateful to you John.

JOHN  
Let me tell you this, the real reason for our success...

FRED  
(marketing)

JOHN  
Authenticity.

FRED  
(authenticity)

JOAN  
I couldn't agree more. And now I think we should expand this mission to include women  
in a variety of sizes.

JOHN  
.....  
Yes. Alright. Okay.

JOAN

Okay?

JOHN  
Yes. Okay.

JOAN  
That's wonderful!

JOHN  
Who's out there in Bangladesh?

RAJ  
Lucy and Neil arrived in Dhaka two days ago.

JOHN  
They having fun?

FRED  
As far as we can tell. Notwithstanding heat and culture shock.

JOHN  
Isn't Neil Bangladeshi?

RAJ  
In the same way I'm Punjabi.  
From Delaware.

JOHN  
You're both from Delaware? What are the chances!  
He's so skinny. His immune system looks so compromised to me. I tried to get him to  
play golf. How's the old backswing Raj?

RAJ  
Good good, Fred and I getting out to Oak Creek this weekend. We're gonna miss you.

JOHN  
Gosh that sounds like fun. How's your mother Fred? Is she well?

FRED  
Better John-and even better now I'm sending more money home ha ha!

JOHN  
How's your practice Joan?

JOAN

Oh. It's –it's going well

JOHN

Uh huh. It can be challenging I know. When I get back Joan, we're going to have to do some serious vinyasa together. Really get into rhythm.

JOAN

Uhm hm. That sounds...wonderful. I look forward to it.

JOHN

Meanwhile, I'm tuning off. Four weeks, no phone, no internet, no nothing. I'm leaving it all in your capable hands.

NO LICKING SAPPHO.

THAT'S RUDE.

*A click.*

*JOAN looks a bit rattled.*

RAJ

Alright!

FRED

Woah!

Bring on the celebration kombucha!

JOAN

I still don't know/when you're kidding.

RAJ

He's kidding.

FRED

I'm kidding. Congratulations team!

RAJ

Masterful, Joan.

FRED

Big shoes to fill and I have to say, you're filling them so nicely.

JOAN

Raj, call Lucy about Bangladesh...

RAJ

Right, yes.

*He goes to leave.*

JOAN  
Actually, no, no-wait.

RAJ  
What?

JOAN  
Is there something we're...  
I feel like there's something I've overlooked.

*FRED hands his ipad to JOAN.*

FRED  
Well, here's my list.  
Brand management has the latest.  
Ad campaign's approved.

JOAN  
We have all the information from the focus groups?

RAJ  
Yeah we've got all that.

*JOAN's breathing starts to shorten.*

JOAN  
I just-I don't know...

*FRED checks his watch.*

RAJ  
You want to go home and practice?

JOAN  
Uh...no. I think I just...maybe, no, no, yes.  
Call Lucy.

FRED  
Are you okay?

JOAN

I just need some fresh air.

*RAJ and FRED go to leave.*

RAJ

Joan-congratulations.

We're lucky to have you.

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2.

*RAJ and FRED eat their lunch. Kale and carrots. Green juice. They look hungry.*

RAJ

I sometimes dream of them.

FRED

Babies?

RAJ

Yeah, babies.

I dream I'm giving birth to them.

FRED

Through your penis?

RAJ

Yeah...they pop out of there.

I had a dream last night that I'm on a plane and my stomach was stretched out to here and the flight is long and I'm nervous that we'd run out of time and I'd give birth right here.

FRED

Oh my god-

RAJ

And then when we arrive at the airport, my stomach is flat and I'm like 'oh my god-I must've miscarried' and then suddenly I see a head peeking out of my body-

FRED

Ew-/that's disgusting lah!

RAJ

Yeah-yeah! And then I give birth to this thing and it is covered in a kind of flakey chicken skin.

FRED

Jesus. Do you think it's because things are...

RAJ

Changing around here? Yes, yes I do.

FRED

Joan's awesome but she's-

RAJ  
Moving like the wind...

FRED  
It's making my head spin-

RAJ  
My stomach's been a little iffy.

FRED  
What? You'll have to get that checked out.

RAJ  
Really?

FRED  
Yeah, you don't want it to get out that you're  
*(scans over his shoulder, then whispers)*  
(stressed)

RAJ  
I'm not (stressed)

FRED  
You look (stressed)

*FRED gets up to leave.*

RAJ  
Where are you going? It's dreamtime.

FRED  
I thought we finished dreamtime.

RAJ  
Now we have to process dreamtime-

FRED  
I'm going to the gym-

RAJ  
Do you have to go now?

FRED  
If I don't go now (no one will see me go...)

RAJ

What the hell are you doing *Fred*?

FRED

I'm being a good employee *Raj*...

Why aren't you at yoga?

RAJ

I stopped going months ago.

FRED

What, why?

RAJ

It's (*stressful*)

FRED

What's wrong with you?

RAJ

I just-I don't know.

It's time to look at our goals soon.

FRED

Wasn't yours 'run a marathon'?

RAJ

Yeah.

FRED

Didn't you do that?

RAJ

Yeah.

FRED

Then what's the...

RAJ

That's not my real goal.

FRED

You wrote down fake goals?

RAJ

I'm not giving up my real goals, man. That's private.

FRED

How are you going to improve yourself in private?

RAJ

Maybe I don't need improving.

FRED

That why you're single?

RAJ

I'm picky.

How's your mother?

FRED

You try to make that an insult.

Well I don't hear an insult, I hear a question.

She's fine.

My mother put me through college-

RAJ

Okay, okay, lets not get / into this.

FRED

She took out loans!

Did your mother take out loans for Harvard?

RAJ

No. I got a ride.

FRED

Harvard Business School doesn't give free rides.

RAJ

...from my parents.

FRED

I hate you.

What's your goal? I'll tell you mine.

RAJ

Your visa's gonna get renewed Fred.

FRED

Shhhhhh...

What's your goal?

RAJ  
I just-

FRED  
Whatsyourgoal?

RAJ  
I just want to-

FRED  
Whatsyourgoalwhatsyourgoalwhatsyourgoal?

RAJ  
I want to feel...?

FRED  
....  
You're joking?

RAJ  
Forget it.

FRED  
Jokes.

RAJ  
Doesn't matter.

FRED  
I have to pay my neice's school fees and buy my mother a fridge and you want to feel  
“....”

RAJ  
Drink your lunch.

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3.

*JOAN sits at her desk. Skype call dial up sound. We hear the first few beats. LUCY appears on screen, her image is a bit blurry. The light is white behind her.*

JOAN  
Well, you've heard?

LUCY  
Yeah I heard! I saw on CNN.

JOAN  
You're blurry Lucy I'm turning you off.

*LUCY disappears.*

JOAN  
Shit. Are you still there?

LUCY  
Yeah, I'm here. It's *great!* They're flying off the shelves!

JOAN  
And you know if we can sell size twelve...

LUCY  
We can sell fourteen?

JOAN  
Exactly.

LUCY  
A coup for your comeback!

JOAN  
What do you mean comeback? I wasn't gone that long...

LUCY  
Oh, yeah, no yeah, no-of course.  
Uhm, how are the guys?

JOAN  
Good I think. Bit...weird. Gay?

LUCY  
I don't think so?

JOAN  
How are things in Dhaka?

LUCY  
They're good. Oh wait-my cook's leaving.

JOAN  
Cook! Lovely.

LUCY  
Well, I know -I don't know. It's a little weird. But I'm getting used to someone making me lunch every day. I have a little tiffin box.

JOAN  
A little what?

LUCY  
A little...

JOAN  
Like a lunch box?

LUCY  
Yeah-but like stainless steel. And round and they stack up.

JOAN  
I've seen those.

*JOAN's intercom buzzes.*

JOAN  
Stay there Lucy.

*To intercom*

JOAN  
What is it Nooyi?

NOOYI(*through intercom*)  
Fred's here to see you.

JOAN  
I'm on a call Nooyi.

FRED(*through the intercom*)  
(Tell her its urgent)

NOOYI  
He says it's urgent.

JOAN  
Lucy I'm sorry, she knows I'm on a call.

*FRED enters.*

*JOAN's intercom buzzes.*

JOAN  
What is it Nooyi?

NOOYI  
He's inside.

JOAN  
Yes I know I can see him.

FRED  
I have to /speak to you.

NOOYI  
Joan can I-

FRED  
It's important

JOAN  
Not now Nooyi.

FRED  
Joan-

*She hangs up.*

JOAN  
What is it Fred?

*To LUCY on skype.*  
Lucy-I'll call you back-

FRED  
No, no-wait.

*FRED rushes to JOAN's desk.*

FRED  
Lucy. Hi it's Fred.

LUCY  
Hi Fred!

FRED  
Have you heard of Alan Carr?

LUCY  
No...who's that?

FRED  
He's out in Dhaka with you.

LUCY  
Oh-is he /from sales?

FRED  
No he's part of a BBC investigative team.

JOAN  
What?

LUCY  
What?

FRED  
Have you been to the Lotus Factory Lucy?

LUCY  
Yeah-a couple of times.

FRED  
Everything look okay to you?

LUCY  
Yes, it did / I mean.

FRED  
Well, Alan Carr was there last week and he's going to prove that over three fourths of the women you met are really children.  
(Look at this.)

*He hands JOAN a manila folder.*

FRED  
Lucy?

LUCY

I'm here. I'm confused.

FRED

He has proof that a lot of those women are twelve. Did they look twelve to you?  
Lucy???

LUCY

I mean, everyone here is quite small... and they cover their heads / a lot of them....

JOAN

When does it air?

FRED

Tonight.

*The sound of the twitterverse explodes.*

LUCY

Oh my god. Joan it's on twitter.

FRED

Oh my god-it's on the news, it's on twitter.

LUCY

Hashtag-

LUCY

Evilmonyoga!

FRED

Evilmonyoga!

LUCY

What's happening?

Joan?

LUCY

Joan??

FRED

Joan??!

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