**BORN YESTERDAY**by Garson Kanin *Brock*

My point is you can\*t do me no harm if you make me out to be a mugg. Maybe you\*ll help me. Everybody gets scared, and for me that\*s good. Everybody scares **easy.** You can\*t hurt me. All you can do is build me up or shut up. Have a drink. I thought you wanted to intraview me. *(A pause.) I was born in* Jersey. Plainfield, New Jersey. 1907. I went to work when I was twelve years old and I been workin\* ever since. I tell you my first job. A paper route. *(He pronounces it ‘rowt.\** bought a kid out with a swift kick in the keester. And I been working ever since. I tell you how I\*m the top man in my racket. I been in it over twenty-five years. In the same racket Junk. Not steel. *Junk.* Look, don\*t butter me up. I\*m a junk man. I ain\*t ashamed to say it. Lemme give you some advice, sonny boy. Never crap a crapper. I can sling it with the best of ~em! I tell you. I\*m a kid with a paper route. I got this little wagon. So on my way home nights, I come through the alleys pickin\* up stuff. I\*m not the only one. All the kids are doin\* it. Only difference is, they keep it. Not me. I sell it. First thing you know, I\*m makin~ seven, eight bucks a week from that. Three bucks from papers. So I figure out right off which is the right racket. I\*m just kid, mind you, but I could see that. Pretty soon, the guy I\*m sellin\* to is handin\* me anywheres from fifteen to twenty a week. So he offers me a job for *ten!* Dumb jerk. I\*d be sellin\* this guy his own stuff back half the time and he never knew. *(Relishing the memory.)* Well, in the night, see, I\*m under the fence *(A shovel-like gesture with both hands)* and I drag it out *(He does so.)* and load up. *(Puts stuff on his back.)* In the morning *(Tracing the way with a wide arc.)* I bring it in the front way and collect! *(Pockets imaginary money, gleefully.)* So pretty soon I owned the whole yard. This guy, the jerk? He works for *me* now. *(Happily.)* And you know who else works for me? That kid whose paper route I swiped. *(Magnanimously.)* I figure I owe ‘im. *(Modestly.)* That\*s how I am..