

The Startup

Satire · Two-hander · 2 min · Female role · Adult · Beginner

(A glass-walled office. Max delivers a pitch. Claire, an investor, listens, pen raised.)

MAX

Our app is simple: we're disrupting the water sector.

CLAIRE

Water.

MAX

Water. We take water, but on a blockchain. Every sip becomes an asset.

CLAIRE

So you sell... water.

MAX

No! We sell an augmented, community-driven, decentralised hydration experience. The bottle is just a legacy physical medium.

CLAIRE

A bottle of water.

MAX

A bottle of water that tells a story. We have a roadmap, a vision, an ecosystem. We don't have water yet, but water is phase two.

CLAIRE

And revenue?

MAX

Revenue is so early-2000s. We raise. We raise, we grow, we raise again. It's a virtuous circle.

(She puts her pen down.)

CLAIRE

How much do you want?

MAX

Ten million. To start thinking about water.

What you can do with it

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