



OUTLIERS

OLD BOYS' NETWORK...MEET THE NEW KIDS IN TOWN

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OUTLIERS

a half-hour comedy

written & created by
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out·li·er | (noun) \ 'aut-, lī(-ə)r \

a person or thing that is **atypical** within a particular group;
someone who **stands apart** from others.

LOGLINE

Two polar opposite friends quit their lucrative corporate jobs to start a talent agency in New York City.

SYNOPSIS

Picture an entertainment agent. Armani suit, Tom Ford shoes, iPhone X. Can you picture it? Well, these two guys...? Don't look like that.

Meet **KARIM CARTER** and **NEIL MATTHEWS**. They are black, educated, hip young men trying to change the old boys' network of the entertainment industry. In other words, they are **outliers** in show business.

Karim was a lawyer at a prestigious New York firm. Neil was a major player at a top tier consulting firm. Both were on partnership track in their respective fields, but were unhappy and unfulfilled. So they decide to abandon their stable jobs and start their own talent agency, **Pulse Entertainment**.

But there are a ton of logistics they didn't consider: namely, how long it would take their clients to start booking work and earning them a commission. Although they differ when it comes to the way they conduct business, both men offer different skill sets to make their new venture successful. Karim is a great communicator and connector. He's genuine to a fault, but people trust him. Neil could sell ice to an Eskimo. While he can sometimes be abrasive with clients, he always scores them great meetings and auditions.

While their agency struggles, the partners realize they need to expand their client roster. After a series of painful auditions, two up-and-coming performers with star potential emerge: **SOFIA FIORE** and **LUCAS GREENE**. What Sofia lacks in talent she more than makes up for with ambition. While Lucas is an incredibly versatile actor, he lacks drive and focus. Eventually, Karim and Neil land their first star client, **AUGUST HAYES**! But with great talent, comes great responsibility (and patience).

Each episode follows Neill and Karim as they scout talent, negotiate contracts, attend premieres, and network, network, network. It's an uphill battle for these childhood friends as they not only overcome their lack of experience and adjust to their different work styles (Karim tries to teach Neil time management skills; Neil shows Karim how to be a shark), but also struggle to find their place in a world still dominated by White guys.

This series about being an outsider and chasing your dreams challenges stereotypes while offering an inside look at the entertainment industry in the city that never sleeps. It's about friendship, ambition, struggling, hustling, rejection, failure, sacrifice, success, overcoming adversity, and trying to find the perfect work-life balance.

Will our unlikely heroes build a small but mighty agency on their way to becoming key players in the industry? Or will the world decide it's not yet ready for these outliers?

THE CHARACTERS

KARIM CARTER: Male, 30, African-American. A mid level associate at a top New York law firm. Looks like he stepped out of a Banana Republic ad. Karim is a planner: organized, meticulous, impeccably dressed, with great time-management skills. He has a quick, dry wit and is hyper-intelligent -- but that can sometimes read as being stand-offish or elitist (he's not!). He's known for being level-headed so people go to him for advice. They respect his honesty, level-headed thinking, and value his opinion. However, Karim has trouble letting go of control; he thinks he's always right and that his way is the best and only way. *[It's why Neil is the perfect business partner for him! The Yin to his Yang.]*

NEIL MATTHEWS: Male, 30, African-American. Neil is handsome, charming and gregarious. People love Neil! He's also smart and ambitious -- always dreamed of owning his own talent agency -- but he's a slacker at heart and doesn't have the drive to be successful on his own. Although he excels at big ideas, he rarely knows how to execute them. *[It's why he and Karim make the perfect team!]* Raised in New Jersey, Neil has an edge and can be straight-forward to a fault -- it's a turn off to some people. But he is extremely funny and outgoing, so he usually wins people over.

SOFIA FIORE: Female, Mid to Late 20's, Mixed ethnicity, Latina, Mediterranean. Beautiful and sexy, Sofia is the type who would get hired in movies even if she couldn't act. But she's not interested in being cast as some white actor's token arm-candy; she wants to be a serious actress with leading roles in dramatic films and TV series. She's extremely ambitious and works hard at her craft. While she has talent, she's not a chameleon. She has depth, but not a huge range. With the right role, though, she could be a star. She is high maintenance and very hands-on with her career. Neil tends to submit Sofia for rom-coms and lighter fare, which creates conflict. Sofia doesn't think Neil believes in her, so she often confides in Karim.

LUCAS GREEN: Male, Mid 30's, Caucasian. Handsome in an unconventional way, Lucas is a talented actor who has yet to catch his big break. He started late (in his 20's) after getting great feedback at an improv class that he took on a whim. He has a Zen-like quality and is a bit of a modern-day hippie with a dry sense of humor. Self-deprecating, smart and charming, Lucas has very little fashion sense. A master impressionist, Lucas is a diamond in the rough: a versatile comedic *and* dramatic actor. Neil knows that if he can help clean up Lucas's image, he can be a star! Karim is not convinced.

AUGUST HAYES: Male, Mid-Late 40's, African American. August is a suave, handsome leading man who's had major success in several high-profile film and TV projects. But after a chance meeting with Karim, August makes an impulsive decision to leave his A-list agency and sign with Pulse. August knows what he wants and is tired of working with reps who don't look like him -- and don't understand what it takes to represent people of color.

CORDELIA ADAMS: Female, Mid 40s, Open Ethnicity. Cordelia is the one and only assistant at Pulse. Always dressed in a 1950's vintage style, she is quirky, upbeat and attractive. She has been a stay at home mom for the last 18 years and her only child, a son, just left for college. In an effort to combat empty nest syndrome, she applies for a job at Pulse even though she really doesn't need to work. She is the "Radar" to Karim and Neil's "Col. Blake."

THE PILOT

Karim Carter is an OCD, perfectionist lawyer. **Neil Matthews** is a fly-by-the-seat- of-his pants consultant/physical trainer. Burned out from the rat race of corporate America, these childhood friends leave their six-figure salaries behind to start a talent agency in New York City, **Pulse Entertainment**.

They start with some savings, a few clients (who aren't booking work), their hustle and a dream. As the bills pile up, they hold auditions for new clients. Several bad actors, singers, and a magician later, Karim announces he needs "caffeine and carbs." While waiting for his coffee order, Karim spots film and TV star, **August Hayes**, who is a regular at the local cafe. As usual, August is swarmed by teenage fans seeking selfies. Even though August gives Karim a friendly nod, Karim doesn't have the guts to say hello.

Back in the office, Neil meets **Lucas Greene**, who is ridiculously late for his agency audition. Neil is immediately charmed by the dynamic character actor who has a knack for impressions. But when Karim returns to the office, he is less than impressed with Lucas. Neil has made up his mind, though: Lucas is their new client. And they'll make him a star! Round one goes to Neil.

Later, the dynamic duo hit up a taco truck near their office for lunch. It's their third time this week and Karim quickly figures out why: Neil has the hots for one of the waitresses, **Sofia Fiore**, a beautiful film star in the making. Karim pulls his drooling partner away and they head back to the office to eat. As Karim is about to toss out the to-go bag, he notices Sofia included her headshot and resume with their lunch order. And she actually has solid acting credits! Karim is excited. Neil is not. He knows if they sign her, he won't be able to ask her out (they have a "no dating clients" rule). They meet Sofia the next day and sign her. Round 2 goes to Karim.

Armed with two new clients, Karim and Neil are ready to take the agency to the next level. They bust ass to book tons of appointments for Lucas and Sofia who run into each other at a TV audition. In the waiting room, they connect over previous bad auditions and are excited to start their new journey with Pulse. There is also some chemistry. Will it blossom into love, or just a "beautiful friendship?"

Meanwhile, the bills won't stop. While our hustling agents are confident their new clients will hit the big time (some day!), they still have to solve their short-term cash flow problem. So Karim and Neil reluctantly decide to go back to their day jobs to support their agency. Everybody's got a side hustle.

While Karim sits at the local cafe searching for jobs online, he sees August again. This time, he musters up the courage to introduce himself. At first August is distant, but once Karim compliments August's theatre chops (he saw him in *Julius Caesar* many years ago), August warms up and the two guys quickly bond, sharing stories about their backgrounds as well as their love of show business. Impressed by Karim, August makes an impulsive decision to leave his megawatt talent agency to sign with Pulse!

When Neil arrives, he meets August who shares the big news. Needless to say, Neil is speechless. Once he regains his composure, the two partners realize they are back in business. But will more money bring more problems (a new office, need to hire **an assistant**, get a new wardrobe maybe)? Or will these outliers in the entertainment industry find a way to make a name for their clients... and themselves?

THE FIRST SEASON

2. DREAM ON

We begin with a flashback to see 3 months ago, when August's frustration with his fancy agents begins to grow, leading him to that fateful encounter with Karim at the coffee shop. Caught up to present day, Neil & Karim hire an assistant, Cordelia, who helps them find a new, better office space. Lucas starts his diet/workout regimen; it's not going well. Sofia shows off her vision board for Neil & Karim and talks about her dream roles. But so far, casting director only see her as the "spicy Latina flavor" - not a serious leading lady.

3. THE BIG PICTURE

August's manager (Lucinda) is pissed at Neil & Karim for potentially derailing her client's career – it's a sticky situation but Cordelia manages to save the day by bonding with Lucinda (they are both recent empty nesters) and talking her off the ledge. Lucas nails an audition and books a guest star on a sitcom. Sofia talks her way into a slightly better role than what she was called in for ("Maid #2") by insisting *in the room* to read for the bigger part. Neil has a great Tinder date. Despite Neil offering to set Karim up on some dates, Karim passes and buries himself in work.

4. BLAME IT ON RIO

Neil & Karim book a big TV arc for August. They celebrate out on the town with a fun, boozy night ("*like the old days!*") They hit on girls; Neil hooks up with that Tinder date from ep 3 again (who just "happens to be there" but she was actually Insta-stalking him.) *Could this be getting serious?*; Karim is not interested in anyone and leaves without saying goodbye. The next day August passes on the TV arc role. Neil and Karim are frustrated but cope. Cordelia has to leave work early because her son has left college (after only 2 months!) and moved back home. She eventually talks him into going back to school. Karim's best friend is throwing himself a 30th birthday bash and invites everyone to Rio! Karim says he can't go; not a lawyer anymore – can't afford a jaunt to Brazil. The friend is hurt but "gets it." Lucas signs contracts for guest star – "*you're on your way man!*" But on set, Lucas is a nervous, fish out of water. He spends most of his time in the on-set gym working out. Sofia auditions for a creepy casting director. He's inappropriate and crosses the line (touches her shoulder, and adjusts her hair). She knows it's wrong, but plows through with audition anyway.

5. HIT ME ON TWITTER

August says something dumb on Twitter (racist? sexist?). Neil & Karim are forced to play clean up (Karim is the driving force behind the clean up). Lucas is getting into good shape. Has a great audition for a Friends-like ensemble comedy pilot. Sofia and Karim have a check-in where he asks about her recent audition. She mentions the inappropriate behavior by the casting director. Karim is worried but doesn't want to jump to conclusions or burn any bridges. Neil's Tinder date says she's pregnant! Karim reads him the riot act about it (*why aren't you wearing condoms?*) and also about being late to meetings and his work slacking lately.

6. GIVE MY REGARDS TO BROADWAY

Karim's best friend (the birthday boy from ep 4) throws a charity gala - \$10,000 a table. When Karim backs out at the last minute citing financial problems, the friend confronts him; it's almost like a break-up. When the Tinder date discovers Neil *isn't* a big-time CAA agent and August is their *only* famous client, she reveals she was *making up* the pregnancy thing. Lucas books the role in the ensemble pilot! Cordelia's husband is feeling neglected. Is he considering leaving her? August has a come-to-Jesus talk with Neil and Karim. He wants to try something different: Broadway! The guys are *not* sure that's a good idea but August puts his foot down, throws his star power around. They concede Sofia B plot/interaction with Karim. Karim tells Neil about Sofia's experience. Neil confronts the casting director at Actors' Connection – don't fuck with our clients ever again! (a random actor interrupts. "killer monologue, man.")

7. LEAVING ON A JET PLANE

August has a meeting with the director and the composer. Going great. We'd love to hear you sing it. Work session. What? Sounds like an audition. (Tension) Lucas's pilot is picked up - but they replace him in the role. He's bummed out and re-gains weight. Karim tells Sofia what Neil did. She meets with Neil and thanks him; they connect over him protecting her – Neil sees another side to her; more depth. Now he "gets it" and tells Karim – yeah, Sofia can do more than hot chick roles. Cordelia's husband has bags packed when she comes home late from work. She's nervous. Are you going somewhere? Yes. *We* are. To Paris!

8. CARRY THAT WEIGHT

Cordelia wants to take a week off for Paris with husband. Karim – this is NOT the best time. Some tension but he lets her go. They get August lead role in new Bway musical. Neil works hard to get Sofia a bunch of bigger auditions. Lucas gets rejected for a few auditions. Pep talk from Karim – Neil is late to the meeting. Right after the meeting, Karim confronts Neil for not pulling his weight with company. I'm the one doing the day-to-day. There is tension. (*Setting up CAA offer being really attractive!*)

9. THAT GIRL

Cordelia makes it fool-proof for N&K before she leaves; she's really a great assistant. With low expectation, Lucas auditions for and gets a big MOVIE (funny guy like Seth Rogen). He's back! And he's going to stay his current shape/size. That's who he is. Sofia books the lead in new TV series (lawyer procedural). Neil on bad tinder date; but his soulmate is at neighboring table. They connect, she gives card/number then leaves.

10. WHAT'D I MISS?

Lucas and Sofia on respective sets.... Lucas overhears producers yelling on phone. They lost a big investor. Will they have to shut down the movie? Sofia shoots pilot – but hears whispers that network may not order the full series. Meanwhile: Opening night on bway! Red carpet arrivals, glitz & glam. We see a bit of August on stage – he's amazing! Post show party! Lots of fun! Neil spots his soulmate girl from ep 9 – she's a Marketing exec for the musical. They chat and flirt. A top CAA agent congratulates Karim on August's performance. Courts him to join CAA... Cordelia returns from bathroom in time to hear Karim getting the offer to go to CAA -- *if* he brings his biggest client, August Hayes. Neil comes back... you're never gonna believe what just happened. Wait. What'd I miss? END.

THE FUTURE

SEASON 2

Karim and Neil continue to build the company, adding another star to their talent roster.* They also hire an intern to help support their expanding business. Neil and the ad agency woman begin dating. Karim meets *his* soulmate... a guy named Derrick. After his Broadway smash, August's career is in danger of flaming out because of a tabloid scandal. Will Pulse cut ties with him? Sofia's show gets picked up for a 2nd season, but she's already feeling like she wants to do more. Lucas's movie is a flop. But he books a TV show is a huge hit!

** NOTE: Similar to the series "Dexter", each season of OUTLIERS can have one new big name talent (Wayne Brady, Vanessa Williams, Constance Wu) to guest star throughout the season then wrap their story before the next season.*

SEASON 3

Neil breaks up with his soulmate. Karim dates Derrick and it's going well. Sofia gets pregnant. Will this mess up her career path.. or force her in a new better direction? Lucas quits acting to start writing (a one-man show) that gets picked up and turned into a series. Karim and Neil add a literary division to Pulse to continue representing Lucas. They also expand and sign other writers and directors.

SEASON 4

Neil gets back together with his soulmate. Karim is afraid of commitment with Derrick. Sofia navigates motherhood and show business, forming her own production company - with Cordelia! Lucas settles down with a wife and kids. He becomes a showrunner of his own series - but the network wants Lucas to act in it as well. He agrees only if Karim and Neil can come on as executive producers, which they do, starting a production division at Pulse.

SEASON 5

Neil and his now-wife start a non-profit for inner-city kids. Karim and Derrick adopt twins. Pulse gets acquired by a big management company. They now become big fish in a big pond. Will the series end here after Neil and Karim sell their agency to move on less cutthroat careers... or will we follow them for more seasons as they thrive (and fail) in a more corporate culture?

TEAM BIOS

Rashad V. Chambers (*co-writer/co-creator*) is a Tony award nominated producer currently represented on Broadway with *Ain't Too Proud – The Life and Times of The Temptations* (Tony and Drama League Nominations for Best Musical), *Betrayal* and *The Inheritance*. His other notable producing credits include *American Son* (Broadway) and *It Happened In Key West* (London). Rashad's first feature film, *True to the Heart*, won four awards at the Long Island International Film Expo and was an official selection at the Big Apple Film Festival. In addition, his short film, *Hunger*, was an official selection at the Urban World Film Festival and Latino Film Market Festival. Rashad attended Morehouse College where he graduated magna cum laude with a Bachelor of Arts degree in Business Administration. He also earned his JD and MBA degrees from The Ohio State University. A licensed attorney in New York and Connecticut, Rashad is the Founder and President of Esquire Entertainment.

Jason Odell Williams (*co-writer/co-creator*) is an award-winning playwright and Emmy-nominated television producer. His work has been produced Off-Broadway as well as in over 100 different theatres across the country. His plays have won three Theatre Bay Area Awards, two Henry Awards, and have been nominated for three L.A. Ovation Awards and a Best New Play Award by the Off-Broadway Alliance. He has twice been a Semi-Finalist for the Eugene O'Neill Theater Center's National Playwrights Conference and was a winner of the Hudson Valley Writers Workshop contest. Two of his plays and his YA novel have been optioned for films. In television, Jason has worked as a writer and producer on shows for Netflix, National Geographic, OWN, History Channel, Discovery ID and A&E. One of his pilots was a Top Ten Finalist in the Tracking Board pilot competition, and his most recent pilot was named a semi-finalist for the Shore Scripts TV Pilot contest and the Screencraft Pilot Launch competition.

