

Bounce

Freek Mariën

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Translator David McKay

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— ON STAGE

At center stage is a gleaming black machine on a pedestal. Behind it is an enormous projection screen. Beyond the screen there's more – to be revealed later. From a long cable hangs "the clicker," the remote control they use for the presentation.

"They" are Susanne, Hekuran, and Christine, three people in uniform, with headsets and mullet hairstyles.

We're in the future, we are history, we are now.

0 START

*while the audience enters the theatre
someone crosses the stage now and then talking on the phone
each time they exit
they hold their badge up to a panel
which beeps
and then they can open the door*

Susanne	hey dad how you doing up there on the mountain? so if you hear this would you call me back?
Christine	hey Sam hope the funeral goes ok it's so fucked up that I'm not there but – yeah fucked up that I'm not there
Susanne	hi Dimi me again pick up

1 WELCOME

the audience is seated

the three of them step forward

Christine welcome
 happy to be here
 happy that you're here
 so amazing that you're willing to be our test audience
 that you showed up for this on such short notice

Susanne some of you know us
 some don't
 and that's ideal

Hekuran you may be interested to know
 that tomorrow
 in the same seats you're in now
 we'll have the prime minister
 your mayor
 our board of directors
 and those rows

points at the rows above

 those are the rows that matter most
 you are all our international guests
Christine tomorrow
Hekuran ministers
 politicians
 government advisers
 Belgium was our pilot country
 but starting tomorrow
 for the first time
 other countries will have the same opportunity
 to purchase our machine and our service

Susanne there's Burundi

Hekuran a theater full of potential partners

Susanne Canada

Hekuran investors

Susanne Finland

Hekuran customers

Susanne Brazil

Hekuran opportunities

Christine we thought we'd have a few more weeks
 but for security reasons
 the whole thing's been pushed forward
 despite our tight schedule for perfecting the prototype
Hekuran I know there've been whispers and rumors
 about an update to our plan
 newsflash it's true

tomorrow we will not only be selling
 the services and subscriptions we've offered for years
 we will also launch the culmination of our plan
 WorthIt 2.0
 the next step
 this is a landmark launch for us
 and coming sooner than we thought
 so believe me the pressure is on
 we hadn't expected this
 I was supposed to get married tomorrow
 I had to call it off
 or actually
 they don't know yet
 they're still on a mountain
 in Sicily
 with no phone service
 folding napkins and arranging flowers
 I just came back to pick up my dress
 I'm supposed to be on my return flight
 I've been trying to get hold of them all day
 we just found out yesterday
 I started calling around right away
 and this was the only theater still available
 big thank-you to the mayor by the way
 for getting us into this venue on such short notice
 and to you too
 huge thanks
 for being here on such short notice
 here's our proposal
 we'll run through the presentation once
 try a few things
 see what works
 and what doesn't
 bounce some ideas off each other
 for improvements
 and then tomorrow
 we kill it
 I was just going over our notes
 We have to work on our framing
 That whole mill thing
 Is begging to be misunderstood
 no worries
 it's just
 we've been working toward this for a really long time
 and now it's like chop-chop
 like we can just throw it together
 which we will
 anyway

as you exit the theatre
 you won't leave empty-handed
 each of you will receive a voucher for a month of premium service
 Hekuran cool
 we're psyched
(to the audience) you psyched?
 Christine then it's time
 Susanne
 Hekuran
 let's go
they walk upstage
 all three go
 go
 go
 go
 Christine who's the champion
 Hekuran/Sus I'm the champion
 Christine who's the champion
 Hekuran/Sus I'm the champion
 Christine who's the champion
 Hekuran/Sus I'm the champion
they whip each other up into a frenzy
they whoop
they slap each other on the shoulders
a phone rings
 Susanne just a sec
she takes the call
 mom
 finally
 we have to reschedule the ceremony
 no
 nothing's wrong
 I just can't make it
 I was looking forward to it too
 but our launch got bumped to tomorrow
 yeah I guess
 security reasons
 look I'm grateful it's happening at all
 yeah
 big moment
 I know
 I know
 I didn't plan this
she walks further upstage
 mom
 chill
 I can't argue with you about this right now
 I gotta bring my A game

look
you have a signal now
my bag must be there somewhere
log into my account
foxyunicorn420
and you should see a list
everyone we invited
you see it?
so let them all know what's happening
no
don't say it's 'cancelled'

she sighs

'hey fam
we were so looking forward to the ceremony tomorrow
but we have to pack in the party till later
for professional reasons
new date tbd
love you all
Susanne'
and Dimi
yeah
'and Dimi'
(*glances at Hekuran*) of course
'and Dimi'
could you also let Dimi know right away?

Hekuran
Susanne

2 WORTHIT

Christine right
 shall we?
 people file in
 we stand there
 we act busy
they return to their initial positions
 once everyone is seated
 the doors shut
 and we come forward
they form a line downstage
 (to Hekuran) I think it's better
 if I stand in the middle
Christine moves to the middle
 and we're off
she clicks
a slide appears
<slide> welcome <slide>
Susanne before we really get going
 let's have a round of applause for Christine
 this is her first day
Christine protests
Christine my first day as chief strategist
Hekuran her first day as the big boss
Susanne hey boss
Hekuran no call her chief
Susanne boss chief same diff
she imitates an interviewer
 so
 how does it feel?
 (*digging for emotion*) just a couple of months ago
 no one could have seen this coming
 and with a new baby at home and everything
Christine I know a lot of people thought
 they'd lost me
 I know my competitors saw an opening
glances at Hekuran
 but I was back on my feet in no time
 like I always am
 and I hope they remember one thing
 mother bear is here to eat
she clicks
 (to Susanne) you're on
music plays
<audio> music <audio>

<lights> dramatic lighting <lights>

and the presentation begins

Susanne crosses the stage

Susanne I was walking through the park just now
 and I saw a man sleeping outside
 in the drizzle
 under a plastic sheet
 and I'd rather not see that
 I'm not comfortable with that
 so I took a detour
 just so we wouldn't cross paths
 I feel the same way
 in the rest home
 watching people lose their memory and their dignity
 tied to a chair
 it makes me cringe
 or when someone asks me for money
 and I say I don't have any cash
 without even checking
 I always feel guilty
 and I could give some money
 or offer a room of my house
 to that homeless man
 but even then
 I wouldn't feel completely comfortable
 because of course it's never enough
 not even for that one person
 let alone for the world
 I'm just a drop
 you're all drops
 we are nothing but drops in the ocean

<slide> we are nothing but drops in the ocean <slide>

 and I want real change
 that's how I found WorthIt
 where the solution is not to try and patch things up with charity
 or set up a few disposable tents in the park for refugees
 but to tackle inequality at the root
 that's why I'm here today
 because I've had enough of the guilt
 and powerlessness
 but most of all
 because I really want to change things

Christine

we're WorthIt

click

<slide> WorthIt, your map to success <slide>

 and we believe that everyone deserves
 a life that's worth the effort
 now that may sound like a no-brainer

but the sad thing is
 that for many people a life like that is out of reach
 and the great thing is
 that we help people take the steps to get there
 because we believe that a world of successful individuals
 will be a successful world
 a world worth living in
 Hekuran so how do we do it?
 well
 (to an audience member) what's your name?
 supposing she says 'Mindy'
 well Mindy
 you're in Estonia's seat
 just imagine
 you're the president of Estonia
 and we're here to help you
 where do we start?
 we get access to the records for your citizens
 interview everyone
 analyze the data
 feed it all into our system
 and it churns out a rating
 <slide> three overlapping circles:
 social capital
 symbolic capital
 effective capital
 and the letters A, B, C, and D <slide>
 that's where we start
 Christine now
 many countries already have their own systems
 for identifying high-risk groups
 maybe you have one in Estonia
 that's a step in the right direction
 but number one
 the results are not usually shared with the people in question
 and two
 just telling people what floor they're on
 doesn't show them where to find the stairs
 Hekuran you see most people are willing to work
 but they don't know where to start
 right Mindy?
 Susanne they feel like they're out of place in the world
 Hekuran like something doesn't fit
 Susanne like they have to put in so much effort
 Hekuran every day
 Susanne but where exactly does it all go wrong?
 Christine we don't just give a rating
 we give people the tools

so they know what to work on to get ahead
a step-by-step plan for success
and we've already achieved some impressive results
<slide> a pie chart of A, B, C, and D ratings <slide>
this was Belgium before WorthIt
and these are the ratings of Belgians today
<slide> A and B now have bigger pieces of the pie <slide>

Christine as you've probably already noticed in your own life
ever since we introduced the rating system
our country has been changing at an unbelievable rate

Susanne the efficiency gains are through the roof
no more waiting
when you call the bank
they check your rating
and callers with A ratings have priority

Christine my daughter's in day care for As
Timothy didn't even have that option
but it makes such a difference
with child care in such short supply
isn't it the greatest thing that we ensure
that the most deserving people
can count on a well-deserved place for their child?
or the waiting times for operations
dentists
with leaner government budgets for health care
it's clear that there are choices to be made

Hekuran huge shortage of organs

Susanne hearts
livers
kidneys

Christine this whole rating system finally lets us
make objective choices

Hekuran and it doesn't just help the highest-rated people
maybe you've noticed
someone walking into a store
and right away
beep beep beep
there go the security gates?
well it's all in their own best interest
stores can now monitor Cs and Ds
so that we can offer them better protection
from costly impulse buys and inessential purchases
and the great thing is
it motivates you
to reach your full potential
because you can see the rewards
you can see that working works

Christine our whole society has become more rational

more transparent
 more efficient
 so –
 Hekuran (*interrupting*) and people are bound to complain at first
 no one wants to hear
 they're a C or a D
 so they'll question our criteria
 our data
 Christine so –
 Susanne the disease of our times
 'we are never to blame'
 but believe me
 that is just a phase
 Christine so –
 what's the great thing about our approach?
 – do you mind
 guys? –
 we don't patronize anyone
 we don't focus exclusively on low-rated people
 because we know that everyone
 has more to offer
 than they dare to believe
 Susanne plenty of people don't see it
 even on my way here
 – let me just try something –
 so I'm coming home from wedding prep in Sicily
 when I see a smiling stewardess carrying off a few barf bags
 and I think to myself
 we can help you
 and I see an employee at the duty-free shop
 wiping down the greasy tables
 and I think to myself
 you can do better
 I see the line for the D flight
 hundreds waiting
 to be packed into the airplane
 standing room only
 and I think to myself
 we're giving you space
 I see the cleaners putting up their yellow signs
 caution
 slippery floor
 and I think to myself
 we can catch you
 we can help you get back on your feet
 and more than that
 we can lift you
 up up up

away from those slippery floors
and straight to A
so I'm walking
and all around me I see people
missing opportunities
that are ripe for the taking
they mop straight over them
rub them away with greasy rags
or toss them out with the barf bags
they're so preoccupied
that they can't see it
they can't see the opportunities
all around them

brief silence

Hekuran nice

Christine that's a keeper