

Grace

STEVE : Because I don't want to. (After a beat.) See, Sam, you're a scientist. You're an athlete of the mind, and that's great. You, with your great mind, you can compute things I can't even imagine, probably that most people can't. My expertise, Sam, my gift that I've been given... is faith. I'm not a knower. I'm a believer. And that's what real estate is all about. It's about faith. It's about the substance of things not seen. Is the money here? Is the money there? It doesn't matter. I don't care. What matters is, can you sit down with people and imagine possibilities? Can you sit down with the city fathers and imagine turning a run-down Comfort Inn into a Holiday Inn Express with a pool? Can you imagine turning a pathetic, drug-infested big-city block into a glittering new mall with a Hilton Hotel as the centerpiece, and a Starbucks and a Borders and a Hard Rock Café? If you can imagine that kinda stuff in my business, Sam, you're not just halfway there, you're all the way, because the money doesn't matter. The work of real-estate development and especially hotel development --- ooh, it's so important --- is belief. That's what I'm talking about. Belief. Don't invest in this hotel. Don't. Please. Don't. Invest in believing. Invest in the believing part of yourself. Because ... it's fun. (After a long beat.) This is not rocket science, Sam. It's real estate .