



Act II opens with Willy enjoying the breakfast that Linda has made for him. Willy ponders the bright-seeming future before getting angry again about his expensive appliances. Linda informs Willy that Biff and Happy are taking him out to dinner that night. Excited, Willy announces that he is going to make Howard Wagner give him a New York job. The phone rings, and Linda chats with Biff, reminding him to be nice to his father at the restaurant that night.

As the lights fade on Linda, they come up on Howard playing with a wire recorder in his office. Willy tries to broach the subject of working in New York, but Howard interrupts him and makes him listen to his kids and wife on the wire recorder.

When Willy finally gets a word in, Howard rejects his plea. Willy launches into a lengthy recalling of how a legendary salesman named Dave Singleman inspired him to go into sales. Howard leaves and Willy gets angry. Howard soon re-enters and tells





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Ben leaves and Bernard rushes in, eagerly awaiting Biff's big football game. Willy speaks optimistically to Biff about the game. Charley enters and teases Willy about the game. As Willy chases Charley off, the lights rise on a different part of the stage. Willy continues yelling from offstage, and Jenny, Charley's secretary, asks a grown-up Bernard to quiet him down. Willy enters and prattles on about a "very big deal" that Biff is working on. Daunted by Bernard's success (he mentions to Willy that he is going to Washington to fight a case), Willy asks Bernard why Biff turned out to be such a failure. Bernard asks Willy what happened in Boston that made Biff decide not to go to summer school. Willy defensively tells Bernard not to blame him. Charley enters and sees Bernard off. When Willy asks for more money than Charley usually loans him, Charley again offers Willy a job. Willy again refuses and eventually tells Charley that he was fired. Charley scolds Willy for always needing to be liked and angrily gives him the money. Calling Charley his only friend, Willy exits on the verge of tears.

