

MY LITTLE PONY
Season 8
Fake It ‘Til You Make It
Ep 804
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FAKE IT 'TIL YOU MAKE IT

Outline by Josh Hamilton

Logline: When Rarity needs help at her Manehattan boutique, only Fluttershy is available. Worried she's too timid for the Manehattan crowd, Fluttershy takes on a new persona to handle the high fashion clientele.

TEASER:**Sc. 1 - EXT. FLUTTERSHY'S ANIMAL SANCTUARY – DAY**

Fluttershy's weekly Cuddly Friend's Picnic is interrupted when a frantic Rarity charges into the sanctuary. She needs help! She has to change her entire fall collection at the last second because another designer is going with the same color combination she had in mind. It's a nightmare! Now she needs to make a new collection, which means new fabric, new color, new patterns and most importantly new inspiration!! And she has no time – the Canterlot Fall Fashion Show is next week.

Fluttershy wonders if Rarity needs someone to help her make the clothes. She did just make a skirt for one of her bunnies. PAN TO: a bunny in a silly looking skirt. The bunny hops and the skirt falls off. Fluttershy admits that there are some fitting issues.

Rarity says she doesn't need help making the clothes; she desperately needs someone to help watch her store in Manehattan while she finishes her new fashion line. Rarity asks if Fluttershy could watch the store. Fluttershy isn't sure she'll be great with the high-brow, fashion forward, city ponies of Manehattan, "They kind of scare me." Rarity assures her there's nothing to be afraid of. Fluttershy says she loves her friend and will do anything for her – she just hopes her customers aren't too demanding. Rarity looks at her friend (eye-twitch), "I'm sure you'll make it work." Off Rarity's nervous look, we...

END TEASER**ACT ONE:****Sc. 2 - EXT. FLUTTERSHY'S ANIMAL SANCTUARY – DAY**

Fluttershy says she's happy to watch Rarity's Manehattan store but she wonders why Rarity didn't choose some other pony. Rarity sheepishly admits that she did ask a few others.

QUICK CUTS:**Sc. 3 - EXT. PONYVILLE – VARIOUS - FLASHBACK**

Rarity zips around Ponyville frantically asking other ponies for help. But one by one, Rarity finds her other friends are too busy to help. Rainbow Dash can't help because she's in the middle of a Wonderbolt practice. Pinkie Pie's overwhelmed with her own customers – it's birthday season and the pie orders are coming in! Rarity zips over to Twilight, to Derpy, to the Cutie Mark Crusaders. She even stops a few random ponies on the street. They all say sorry, but they're too busy.

Rarity even asks Maud. Maud says she's not available either but she heard Fluttershy might be free. Also Boulder usually has a pretty open schedule. PAN TO: Maud's pet rock, Boulder. Rarity looks from Boulder to a thought bubble of Fluttershy. She looks back and forth. Boulder? Fluttershy? Boulder...

END QUICK CUTS

SC. 4 - EXT. FLUTTERSHY'S ANIMAL SANCTUARY – BACK TO PRESENT

Rarity says it doesn't matter who she asked when, she couldn't be happier that Fluttershy has agreed to help. Besides, Boulder had a prior engagement. Just then the rest of the Mane Six approach. They're all sorry that they couldn't help but are glad to see that Fluttershy was available. They promise to lend a hand when they're free from their prior engagements.

SC. 5 – EXT. MANEHATTAN – ESTABLISHING

Fluttershy and Rarity walk down the busy big city streets.

SC. 6 - INT. RARITY'S BOUTIQUE - DAY

Fluttershy and Rarity enter *Rarity For You*. Rarity runs through all the details of running the shop – how to ring up purchases and keep things organized. Fluttershy seems fine with those aspects until a snooty, fashion savvy CUSTOMER comes in. Rarity quickly helps them find something "noir-esque, minimalist yet embellished – perhaps with a fluted hem." When they leave, Fluttershy admits helping these fashion forward Manehattanites is a little outside of her comfort zone. She may need to interrupt Rarity's work for help. Rarity breaks the news that she won't be around. The fashion show is in Canterlot so that's where she'll be working on the outfits. Rarity thought Fluttershy knew that. Fluttershy will be watching the store alone. Fluttershy looks nervous but just then three raccoons appear from the backroom. It's Smokey, Softpad and Smokey Junior! They chirp and squeak at the sight of Fluttershy. Fluttershy is happy to see her raccoon friends. She feels better as they nuzzle up against her. Fluttershy asks the raccoons if they'll be around to help her. They all nod yes. Fluttershy is relieved.

Rarity thanks Fluttershy then leaves for Canterlot. Almost immediately a flood of customers enter and Fluttershy is quickly overwhelmed. The fast talking Manehattanites expect top quality service and have no time for this sweet out-of-towner.

The high-society HOITY TOITY asks about an outfit's thread count -- he wouldn't be caught dead in anything less than a thousand. Confused, Fluttershy starts counting the thread. She's interrupted by an uppity DEBUTANTE PONY (think Paris Hilton) whose valley-girlish accent is so thick that Fluttershy can't understand a word she's saying. Meanwhile a GOTH PONY gets upset when she's looking for a jacket and is offered something in pink! Without metal studs! Fluttershy bounces between the three customers but they all get fed up and storm out.

SC. 7 - EXT. SADDLE ROW - DAY

Rarity realizes she forgot something and rushes back to her shop. But as she approaches she sees Hoity Toity, Debutante Pony and Goth Pony leaving, angrily. Uh oh.

SC. 8 - INT. RARITY’S BOUTIQUE – MOMENTS LATER

Rarity finds Fluttershy wishing she could just hide in the stock room. Fluttershy tells Rarity things did not go well. She’s sorry. Rushed, Rarity tries to give her a pep talk. She’s got this! All Fluttershy needs is a little inspiration! Fluttershy tries her best to come up with some quick pointers for dealing with the Manehattan crowd. She gives Fluttershy tips on how to bring out her inner-strength. Rarity works on Fluttershy’s body language. “Puff yourself up -- take up space! Sit taller. Move your arms a lot!” Rarity gives her pointers on power dynamics and non-verbal expressions. They run through several awkward power-poses, but nothing’s really jiving.

Finally, Rarity is out of time and has to leave. She tells Fluttershy that she knows she can do this – she’s saved all of Equestria before. Rarity off-handedly mentions that maybe Fluttershy should try a new outfit, “That always makes me feel like a completely different pony. Besides, you know what they say, clothes make the pony!”

Fluttershy takes Rarity’s advice and puts on stylish business-pony suit. Looking at herself in the mirror, she takes on a snooty, Manehattan air, calling the outfit “Simply divine! Both beautiful and commanding.” Surprised by herself, Fluttershy covers her mouth. She looks to the trio of Raccoons who give her a thumbs up. Encouraged, snooty Fluttershy says (with her accent) that it must be true – clothes, really do make the pony. This just might work!

END OF ACT ONE**ACT TWO****SC. 9 - INT. RARITY’S BOUTIQUE - DAY**

A EURO PONY enters a moment later (think a young Zsa Zsa Gabor). She’s traveled all the way to Saddle Row for a Rarity original. This looks like it will be Fluttershy’s biggest test. But with her new persona, Snooty Fluttershy is amazing. When Snooty Fluttershy shows Euro Pony an outfit, the pony responds that it looks “So three seasons ago.” Snooty Fluttershy responds that fashion is cyclical – so an old outfit from three seasons ago will be a trendy outfit in three seasons from now. So really this is two seasons ahead of the curve! Not just fashion forward, *fashion future!* Euro Pony realizes Fluttershy is right. She’ll take it! When the pony leaves, Fluttershy collapses on the counter, back to her old self. She tells the raccoons she can’t believe it worked. The raccoons pat her on the back – she’s doing great and they’re proud of her.

SC. 10 - EXT. SADDLE ROW - DAY

Rarity is walking away from the shop when she comes to a stop. Concerned for her friend, Rarity doubles back to make sure Fluttershy is really okay, (forget the fashion show), but before she gets to the shop, she meets Euro Pony who raves about her experience at the boutique – “You’re new sales associate is a revelation!” Euro Pony says that it was the most divine service in all of Manehattan. Convinced Fluttershy finally has the situation under control, Rarity heads back to Canterlot.

BEGIN MONTAGE:**SC. 11 - INT. RARITY’S BOUTIQUE - DAY**

Fluttershy is doing amazing with her new persona. The customers really respond to her snooty/better-than-you attitude. Far from feeling reserved and shy, Snooty Fluttershy is bold and self-assured.

- When one customer asks Snooty Fluttershy about the pattern used in one of the outfits, Snooty Fluttershy pretends to know what she's talking about: "It's a Rarity-cut neckline with a triple backflip stitch hem line in a guacamole green Chef Ron's fabric." When the customer says she never heard of any of those things, Snooty Fluttershy explains that the clothes from *Rarity for You* are on a different level than other clothes. They design to the beat of their own sewing machine. The customer must have it!

- A JEWELLED PONY (a pony covered in jewelry) enters looking for accessories. She's looking for something new, different, bold, shiny, and preferably ridiculously expensive! Snooty Fluttershy shows her a few things, but nothing is different enough, or shiny enough, or bold enough. Snooty Fluttershy looks around and gets an idea. She says she has one more thing, but she's not sure Jeweled Pony will be ready for it. Jeweled Pony is intrigued – she insists on seeing it! Snooty Fluttershy grabs a nearby mirrored display stand and shakes the jewelry off. Snooty Fluttershy hands her the display stand explaining that "found objects" are the new trend in high art and high fashion. Jeweled Pony is impressed – jewelry and art! Jeweled Pony wants to try it on immediately. Snooty Fluttershy balances the display stand on Jeweled Pony's head. Jeweled Pony says she must have it. The Jeweled Pony exits, all smiles (and trying her best to balance the "artwork").

- Fluttershy pops out of her persona (back to her normal sweet and shy self) and asks the raccoon family how she's doing. They're all impressed and offer to help. They're more than happy to pour tea or assist when they can. Fluttershy thanks them.

- When a SHORT PONY enters, Snooty Fluttershy has the raccoons bring over a mirror that makes the short pony look taller. When a TALL PONY enters, they bring over another mirror that makes the tall pony seem average height.

- The Debutante Pony from before returns. She says she's looking for a day to night beach to city outfit. Snooty Fluttershy tries to help her but it's not working, they don't seem to be communicating very well. Fluttershy gets an idea. She disappears to the back room, putting on a new disaffected-hipster outfit. When she returns, Fluttershy has adapted a debutante persona! Debutante Fluttershy addresses Debutante Pony in her own language. Amazingly, it works – Debutante Pony responds to this newest Fluttershy incarnation and finds the perfect outfit!

- Debutante Fluttershy goes back to the raccoons with a few more things they can help with – but this time she doesn't switch back to her normal self. Debutante Fluttershy treats them like hired clerks and not friends. Debutante Fluttershy doesn't even thank the raccoons. The raccoons look to each other, what's going on?

- When Goth Pony returns, Debutante Fluttershy says she's going to get another sales associate for her. Fluttershy disappears and comes back in goth-like clothes with heavy eye-liner and slicked back hair. Goth Fluttershy puts on a dark, dismissive personality and shows Goth Pony

their darkest, metal-ist outfits. Goth Pony deadpans that this is the best service she's ever received.

-Fluttershy bounces between her three personas depending on the customer. The raccoons watch in shock – what happened to their old friend? When the raccoons try to help and accidentally get in the way, Snooty Fluttershy shoos the pesky raccoons away. No pests in the shop! The raccoons are heartbroken.

END MONTAGE:

SC. 12 - INT. TWILIGHT'S CASTLE – THRONE ROOM – DAY

Spike is with Twilight when a scroll comes in. Twilight asks who it's from and Spike says he's not sure, it's written in raccoon. Spike holds up the letter and we see that it has raccoon paw prints all over it. It takes Spike some time (his raccoon is a bit rusty) but he manages to decipher the letter. It's from Smokey, Softpad and Smokey Junior. There's a problem in Rarity's shop. Twilight tells Spike to get the other ponies – they're going to Manehattan.

SC. 13 - INT. RARITY'S BOUTIQUE - DAY

Rainbow Dash, Twilight Sparkle, Pinkie Pie and Spike enter the shop. They are shocked to see Fluttershy running around dealing with all the customers and switching between her three personalities (snooty, deb, goth). The raccoons are ecstatic to see the ponies – finally, someone is there to help. Rainbow Dash asks them if that's really Fluttershy. The raccoons nod yes. Twilight thanks the raccoons for sending the letter – this looks worse than they thought.

The ponies try to approach Snooty Fluttershy but she's so busy dealing with customers that she doesn't immediately recognize them. Snooty Fluttershy dismissively tells Twilight that she'll have to take a number if she wants service. Twilight responds that she's not there to be helped – she's there to help. Snooty Fluttershy suddenly realizes who she's talking to. Snooty Fluttershy says she's happy to see Twilight and her other pony friends from Ponyville but she insists she doesn't need any help.

Snooty Fluttershy tells Twilight, Dash and Pinkie Pie that she has the shop running better than ever! "Sales are up. Clientele quality is up and pests are down. At least they were." Snooty Fluttershy glares at the raccoons. Pinkie Pie can't believe what she's hearing, "Those pests are your friends." Rainbow Dash tells Fluttershy that she seems different. She asks what's going on. Snooty Fluttershy says she wishes she had time to chat but she's got a business to run and customers to deal with. Snooty Fluttershy walks back to her customers

The other ponies realize that they need to do something. They approach Fluttershy and try to tell her to take a break, but Snooty Fluttershy snaps at them. She says she knows that etiquette is a little different in Ponyville, but here in Manehattan it's rude to interrupt a business transaction. Fluttershy asks the ponies to please leave before they ruin the reputation of this fine shop. The ponies are shocked – Fluttershy is kicking them out?!

END OF ACT TWO

ACT THREE

SC. 14 - EXT. CANTERLOT – ESTABLISHING

There is a large tent with a red carpet leading in. Fashionable ponies mill about out front of the tent. This is the Fall Fashion show.

SC. 15 - INT. RUNWAY – BACK STAGE – DAY

Rarity is putting the final touches on an outfit – sewing a model into one of her dresses. As she sends her outfits down the runway, Twilight, Rainbow Dash, Pinkie Pie and Spike approach her in a panic. They tell her that Fluttershy is in trouble – she’s not acting like herself – she kicked them out of the shop and called Smokey and his family “pests”! Rarity realizes the situation is serious and immediately leaves in the middle of her show to help – leaving her models stuck on the runway sewn into their dresses.

SC. 16 - INT. RARITY’S BOUTIQUE - DAY

Fluttershy bounces around the shop from customer to customer switching personas – snowballing out of control. Instead of helping customers, she now sees them as not good enough for Rarity’s outfits. Fluttershy tells the Goth Pony that she’s not broody enough for one outfit. She tells the Debutante Pony that she’d never do one of the dresses justice. And Snooty Fluttershy offers Hoity Toity a dress that’s “More in your price range.” The three customers storm out offended.

SC. 17 - EXT. SADDLE ROW - DAY

Rarity, Twilight, Dash, Pinkie and Spike approach Rarity’s boutique just as Debutante Pony, Goth Pony and Hoity Toity exit in a huff. The three customers are all furious – they’ve never been so offended! Our gang look to each other, what now? They enter...

SC. 18 - INT. RARITY’S BOUTIQUE - CONTINUOUS

Rarity is shocked when she comes face to face with Fluttershy’s multiple personalities. The experience is... unpleasant. Fluttershy may have the qualities of a Manehattan sales clerk, but she’s not Fluttershy anymore! Fluttershy would never mistreat her raccoon friends or kick her pony friends out of the shop! Snooty Fluttershy admits the only reason she even stopped to talk to Rarity is because she owns the shop. Snooty Fluttershy deigns to explain to Rarity all the things she’s done to improve the shop – like getting rid of all the pitiful customers who weren’t worthy of wearing Rarity’s outfits!

Rarity grabs Fluttershy and tries to talk some sense into her, “I want to talk with Fluttershy! Is she in there?” Snooty Fluttershy twitches and says, “Fluttershy doesn’t live here anymore.” She switches through personalities – it’s like she’s going crazier and crazier. Our team regroups and wonders what they should do. Rarity realizes there’s only one thing to be done...

Rarity approaches Snooty Fluttershy who is manically organizing a pile of shirts. Rarity tells Fluttershy that she’s sorry to do this, but she’s going to have to let her go. Snooty Fluttershy is shocked: “I’m being fired?! Well good luck replacing me!” Snooty Fluttershy storms off in a huff. A beat later, Goth Fluttershy appears and says, “Finally, I thought you were never going to get rid of that uppity pony.” Rarity says, “I’m afraid I’m going to have to get rid of you as well.”

Goth Fluttershy rolls her eyes and walks out. A beat later, Debutante Fluttershy appears, "But there's, like, no way, you're like, gonna fire me, right?" Rarity says, "Actually, you're totally fired, too." Debutante Fluttershy can't believe it. She storms away as well.

A beat later Fluttershy appears, shy and timid. She's back to her old self. Fluttershy looks like she's in a daze, "What happened? When did you guys get here?" Everyone is happy that the real Fluttershy is back. They all give her a hug. Rarity explains that she truly appreciates what Fluttershy did to help, but she didn't want other pony-personalities running her shop – she wanted her friend. Fluttershy admits that she'd much rather be herself, but that Fluttershy is a terrible clerk. Rarity explains that Fluttershy doesn't need to become a different pony to be successful – she clearly has it within herself – which gives Rarity a sudden inspiration!

DISSOLVE TO:

SC. 19 - INT. RARITY'S BOUTIQUE - LATER

As the rest of the friends run the shop, Fluttershy models Rarity's newest creation: The Warrior Within! It's a high-fashion gown that combines elements of silk and armor to convey Fluttershy's exterior softness and interior strength. Customers rave and soon a fashion critic is on the scene explaining that Rarity's new design is inspiring. But when the critic indelicately brings up how Rarity left Canterlot's Fashion Week before her models were even off the stage, Fluttershy shifts back into her snooty persona and runs him off.

THE END