

**URSULA SIDES 2****1/3****(URSULA)**

NOW IT'S HAPPENED ONCE OR TWICE  
 SOMEONE COULDN'T PAY THE PRICE  
 AND I'M AFRAID I HAD TO RAKE 'EM 'CROSS THE COALS  
 YES, I'VE HAD THE ODD COMPLAINT  
 BUT ON THE WHOLE I'VE BEEN A SAINT  
 TO THOSE POOR UNFORTUNATE SOULS

**Start** Here's my best offer, babykins. I know a spell that will turn you into a human for three days. Now it's got a procedural clause, sort of a "*squid pro quo*." Before the sun sets on the third day, you've got to get dear ol' princey to kiss you. If you do, you'll stay human forever.

**ARIEL**

And if I don't?

*(Flotsam holds a contract.)*

**URSULA**

Nothing drastic darling, I'm sure... Oh, look — small print: "Your soul is mine forever, and you're doomed to spend eternity in my watery, hell-soaked lair." Lawyers! Don't you just love 'em? Of course, there is one more thing... my fee.

**ARIEL**

But I don't have anything!

**URSULA**

I'm not asking for much. Only... your voice.

**ARIEL**

My voice?

**URSULA**

Don't worry. I have the perfect place for it.

*(Flotsam and Jetsam bring out an enormous white glowing shell.)*

Your grandpappy Poseidon gave his magic trident to your father... but this was his gift *pour moi*.

**ARIEL**

Your magic shell!

**URSULA**

*(slightly nervous)*  
 You've heard about it?

**ARIEL**

Father says it's the source of all your witchcraft!

**URSULA SIDES 2****2/3****URSULA**

Nonsense, darling!

**ARIEL**

He says you'd die without it—

**URSULA**

Die? Oh, please! It's a bauble! A vessel for your voice! Trust me, darling — your vibrato, your legato, even your belt — they'll all be safe'n'sound in here.

**ARIEL**

If I give away my voice, how can I ever—

**URSULA**

You'll have your looks... your pretty face... and don't underestimate the power of body language!

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THE MEN UP THERE DON'T LIKE A LOT OF BLABBER  
 THEY THINK A GIRL WHO GOSSIPS IS A BORE  
 YES, ON LAND IT'S MUCH PREFERRED  
 FOR LADIES NOT TO SAY A WORD  
 AND AFTER ALL, DEAR, WHAT IS IDLE PRATTLE FOR?

COME ON, THEY'RE NOT ALL THAT IMPRESSED WITH  
 CONVERSATION  
 TRUE GENTLEMEN AVOID IT WHEN THEY CAN  
 BUT THEY DOTE AND SWOON AND FAWN  
 ON A LADY WHO'S WITHDRAWN  
 IT'S SHE WHO HOLDS HER TONGUE WHO GETS HER MAN

COME ON, YOU POOR UNFORTUNATE SOUL  
 GO AHEAD!  
 MAKE YOUR CHOICE!  
 I'M A VERY BUSY WOMAN  
 AND I HAVEN'T GOT ALL DAY  
 IT WON'T COST MUCH  
 JUST YOUR VOICE

YOU POOR UNFORTUNATE SOUL  
 IT'S SAD, BUT TRUE  
 IF YOU WANT TO CROSS A BRIDGE, MY SWEET  
 YOU'VE GOT TO PAY THE TOLL  
 TAKE A GULP AND TAKE A BREATH  
 GO AHEAD AND SIGN THE SCROLL!  
 FLOTSAM, JETSAM — NOW I'VE GOT HER, BOYS  
 THE BOSS IS ON A ROLL  
 YOU POOR UNFORTUNATE SOUL!

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So how's about it, cupcake?

**Continue**

**URSULA SIDES 2****3/3****ARIEL**

If I become human, I'll never see my family again.

(#15A) ACT ONE FINALE

**(ARIEL)**

My sisters... even my father—

**URSULA**

Now do you want princey-poo or not? Five, four, three, two—

**ARIEL**

Yes! Yes, I'll do it! Where do I sign?

*(Jetsam holds up the contract.)*

**URSULA**

Not just any ink, darling.

*(raises a tentacle)*

Use mine.

*(Ariel signs the contract.)*

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*BELUGA, SEVRUGA, COME WINDS OF THE CASPIAN SEA...  
LARYNXES, GLACYDIS, AD MAX LARYNGITIS, LA VOCE TO ME!*

Now, sing! Sing your voice over to me!

*(Ariel sings into the shell.)*

**ARIEL**

AH-AH-AH-AH, AH-AH-AH-AH...

**URSULA**

Sing and keep singing!

**ARIEL**

... AH-AH-AH-AH-AH-AH, AH-AH-AH-AH...

*(As Ariel's voice soars, Ursula traps it in her glowing shell.)*

**URSULA**

Now swim, swim, swim! Swim for your life, human child! Ha ha ha...

*(Ursula exits with the eels. Suddenly, Ariel starts to float toward the surface in a magical spin. Scales fall and she sheds her tail, revealing human legs. As the sun shines in the world above, Ariel crashes through the surface and takes her first breath with human lungs. The curtain comes crashing down. END OF ACT ONE.)*