

~~ARIEL after all!) It's me! (calling after ARIEL into the void.) Where'd you go? (sees something scary Ursula?) Ursula! (swims off in a panic.) Ariel!~~

~~SCENE TEN: URSULA'S LAIR~~

~~(FLOTSAM and JETSAM enter with ARIEL.)~~

~~FLOTSAM~~

~~Oh, Mistress of the Deep! You've a visitor.....~~

~~ARIEL~~

~~(blancing.) I'm not so sure.....~~

~~JETSAM~~

~~Now, now....mustn't get cold fins.... (URSULA appears. ARIEL stares, agog.)~~

**URSULA**

Don't be shy, Ariel darling! It's me --- your Aunt Ursula!

**ARIEL**

I shouldn't be here---

**URSULA**

Nonsense! We're family.

**ARIEL**

Father says you're wicked and hateful ---

**URSULA**

Mmmm, yes! But he says the same thing of humans, doesn't he, snookums? And we both know that's not true, don't we?

**ARIEL**

*(suspicious)* Why did he banish you?

**URSULA**

The ocean wasn't big enough for the both of us. *(a beat, and then pointedly)* And now he's driven you away too...

**ARIEL**

He doesn't understand me.

**URSULA**

Oh, but I do, dumpling. We're so very alike, you and I – gals with ambition! *(With a conspiratorial wink)* Nothing scares a man more, does it? *(Draws ARIEL in closer)* Now tell dear old Auntie everything.

**ARIEL**

I'm in love with someone. A human.

**URSULA**

Mmmm....yes - this prince fellow. He's quite a catch! The answer is simple! You've got to become human yourself!

**ARIEL**

Can you help me?

**#24 POOR UNFORTUNATE SOULS**

**URSULA**

Help you? My dear, sweet child – it’s what I live for: to help unfortunate merfolk like yourself. Poor souls with no one else to turn to...

~~I ADMIT THAT IN THE PAST I’VE BEEN A NASTY.  
THEY WEREN’T KIDDING WHEN THEY CALLED ME, WELL, A WITCH.  
BUT YOU’LL FIND IT NOWADAYS, I’VE MENDED ALL MY WAYS  
REPENTED, SEEN THE LIGHT, AND MADE A SWITCH.  
TRUE? YES.  
AND I FORTUNATELY KNOW A LITTLE MAGIC  
IT’S A TALENT THAT I ALWAYS HAVE POSSESSED.  
AND HERE LATELY, PLEASE DON’T LAUGH, I USE IT ON BEHALF  
OF THE MISERABLE, LONELY AND DEPRESSED. PATHETIC.~~

~~POOR UNFORTUNATELY SOULS, IN PAIN, IN NEED.  
THIS ONE LONGING TO BE THINNER,  
THAT ONE WANTS TO GET THE GIRL  
AND DO I HELP THEM, YES, INDEED!  
THOSE POOR UNFORTUNATE SOULS, SO SAD, SO TRUE.  
THEY COME FLOCKING TO MY CAULDRON  
CRYING “SPELLS, URSULA, PLEASE!” AND I HELP THEM, YES I DO!~~

~~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.~~

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 the 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 a 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**

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!

~~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 THE BRIDGE, MY SWEET-  
YOU'VE GOT TO PAY THE TOLL-  
TAKE A GULP AND TAKE A BREATH,  
AND GO AHEAD AND SIGN THE SCROLL-  
FLOTSAM, JETSAM, NOW I'VE GOT HER, BOYS-  
THE BOSS IS ON A ROLL!  
YOU POOR UNFORTUNATE SOUL!~~

So, how's about it, cupcake?

**ARIEL**

~~If I become human, will I ever see my family again.~~