

# MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



April 2013

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## This Month's Autoship: Citrus & Sage

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## **Dare to Dream, Summer Fling 2013**

Make sure you mark the following dates on your “to do” calendar... Monday 7/29 thru Wednesday 7/31. There is an age old saying in network marketing and it goes like this: “Not everyone who comes to the annual company event will make big money but everyone who does earn big money comes to the annual corporate events!”

You will want to make it to the Woodlands in NE Pa where we hold this annual event. The private resort is a wonderful place, small enough to be around all of the activities and the outdoors scenery is outstanding. There are parties every night with the first two nights on the huge outdoor deck over looking a waterfall and rushing stream!

It's not too late to get in on one of the payment plans. This is an event you will not want to miss. There will be many new announcements too! Be the first to hear them and be the one who is calling all of your downline. They will be jealous that you are there and they are not!

## **Las Vegas “Unplugged!”**

By the time you are reading this Bob and Charlie will be on a plane for the “unplugged” seminar in Las Vegas! If you didn't go to this...well, think very seriously about going next year. Many people have told us over the years that the most powerful stuff in MLM is when you get to hang out with the top guns.

There will be top guns and owners to hang out with informally. This is where we get to share “war stories” about the things we did right and the things we did wrong on our climb up the MLM ladder!

This is where you meet new friends, some who will become life long friends.

Oh yes, and there will be 8 new products introduced in Vegas!!!

## New Single Votive Option!



If you have been a distributor with Scent-Sations for several years you may remember when all votives had to be purchased in lots of 12 of the same scent. Eventually we designed a 6 pack option of the same scent. As of April 1, 2013 we have added the single votive option. These votives will come beautifully boxed and labeled. The new catalog reflects this new option!

## Good to Be Home!

Wow. Where can we start except to say, it feels SO good to be “home”! As many of you know, we have spent the past three years building other facets of our business outside of Scent-Sations. We have learned a lot, and had some great experiences, but nothing ever felt quite “right”.

No matter where we went or what we did, something was always missing. It took some time but we came to realize that hole was from the lack of camaraderie, commitment and sense of family that came with being a part of Scent-Sations.

If ever there was a shred of doubt, the overflow of warm welcomes and excitement that has come from Bobby, Charlie and all of those at the Scent-Sations corporate office, along with the joy and anticipation we’ve received from the members of our team has absolutely solidified that we have made the right decision to return to our roots and continue to build Scent-Sations in the HUGE way that we know is possible.

As we continue to help build our businesses and this company, we will no longer be looking back, but only forward. We are excited to take our experiences from the past and combine them with the promises of the future to build a legacy here that will remain for years to come.

We are so humbled and happy to be back among all of you, and know that together, we can all work to take Scent-Sations to yet another level of success within this great industry. We look forward to working together with you as we continue to build on the Scent-Sations mission – to provide an opportunity to others for a better life through unique, high-quality products, excellent compensation and business integrity. We look forward to seeing you at Fling!

**Carol Boor, Kim Cook, Tracey Gilmore, Cathy Mahady, Jordan (Schneider) Ramirez, Kathy Schneider**

“The last 3 years have been a great learning adventure... we’ve had the opportunity to work with and learn from some incredible people. But as we’ve said above... there was always something missing, something just out of reach that we couldn’t identify! I now know what that was... these incredible products, the wonderful family that Scent-sations has always been and the people we love working with! I can’t wait to see what the future holds for each of us individually and for the Scent-Sations family as a whole!”

### **Carol Boor**

“Probably about a year after I started with Scent-Sations, someone asked me what my life would look like if I didn't have Scent-Sations in my life. At the time, I simply couldn't imagine it. Now, all I can say is, "It feels awesome to be back!" The anticipation, the buzz, the promise of the future is so exciting. I can't wait to re-connect with old friends and meet new ones on this incredible journey. See you at an event soon!”

### **Kim Cook**

“I began my Network Marketing career at Scent-Sations on July 6, 2005. I fell in love with the apples and peaches votives Kathy Schneider showed me. I retailed extensively with great success for several years before I began team building. When I finally grasped the potential of building a team, I was hooked for good. I have learned so much since that time! I still LOVE the candles and can't express how excited I am to be a part of the massive growth Scent-Sations will experience over the next few years! Let's ROCK!”

### **Tracey Gilmore**

“I began my career with Scent-Sations in 2003 and loved every moment of building not only a business, but friendships that will last a lifetime. Life takes some funny turns sometimes and took me on a journey in a different direction. I have been lucky to learn an incredible amount about myself, my business, and my personal desires and goals. With that new awareness, I knew I needed to be back at Scent-Sations, where it all began for me. I am so excited to be reconnecting with so many wonderful people. And boy, have I missed the wonderful products that Scent-Sations has to offer. I’m looking forward to this venture with all of you.”

### **Cathy Mahady**

“Much has changed in my life over the past 3 years. I am now married, and my husband Rob and I have been blessed to accomplish many of the goals we first set as we began our life together back in January of 2011. As much as some things have changed, however, one huge thing remains the same – and that is my belief that this industry is indeed the greatest in the world, and my chief goal is to build a life of financial freedom and prosperity not only for my own family, but for thousands of others through my career as a network marketing professional. I strongly believe that our decision to come back to Scent-Sations puts us in

the right place at the right time to make that dream a reality. We are excited to be back... now let's go build this thing BIG!"

**Jordan (Schneider) Ramirez**

"I'm not sure I can put into words how FANTASTIC it feels to be back "home"! The future is bright... we all have great expectations for the next 10 years and beyond. This May will mark 10 years since I first signed up for the Candle of the Month and though the last 3 years I've been away... Scent-Sations, Bobby, Charlie, Carmen and Lynn and all of you have been in my thoughts many times. It doesn't just feel good, it feels RIGHT to be back here working with "family"! Looking forward to Vegas and Fling!"

**Kathy Schneider**

## I Love Scent-Sations!!!



I have been with Scent-Sations since August of 2006 through the years, I have made wonderful, lasting friendships as I have built a team and just as I think it could not get better with this Company - it just does year after year!

There is no other Company that I have been affiliated with like Scent-Sations. My long record with them proves that happiness.

Of course, there have been ups and there have been downs, just like any business. I've seen friends leave and come back to our team and I've seen those stay with the test of time because they believe in this business so much and love the Company and the products.

Susan Martin, Teresa Turner, Valerie Ward, Julie McEwen and Cheryl Rotruck - THANK YOU for hanging with me in this incredible, life changing business!

As we plant the seeds for growth, I look forward to all the things we will see with Scent-Sations in the coming months and years. It's truly been an enjoyable ride and one that I don't plan on getting off ever!

Thank you Scent-Sations!

Jen Ouellette  
10 K. Diamond

## Product of the Month!



### **Bella Balm**

Bella Balm contains a unique blend of certified organic oils and botanical extracts, which heals, soothes and moisturizes damaged skin. “It contains no mineral oils, petrolatum, glycerin or lanolin, so there’s nothing to impede the absorption of moisture and healing agents by dry and damaged skin... you can actually feel the lotion being absorbed as it’s applied.

*From VP of Marketing, Charlie Umphred:*

“Several years ago Bob and I met on the phone to talk to a young compound pharmacist about Scent-Sations marketing his product.

After we introduced that product we invited him to speak at that year's Summer Fling. He did and his presentation was a big hit.

The product, Bella Balm has one of the best stories in our program. It was founded when a local clinical pharmacist developed a lotion that healed cracked and chapped hands and feet. He developed this lotion because his wife's hands always cracked in cooler weather and nothing on the market (at least nothing that she tried) helped. So after many tries, he came up with the Bella Balm formula that healed her cracked hands in a matter of days. Not only did it work for his wife, but it also worked for his family, friends and co-workers at both his pharmacy and the hospital where he worked.

Bella Balm contains a unique blend of certified organic oils and botanical extracts which heals, soothe and moisturizes damaged skin. And it contains no minerals oils, petrolatum, glycerin or lanolin, so there is nothing to impede the absorption of moisture and healing agents by dry and damaged skin. You can actually feel the lotion being absorbed as it is applied.

While Bella Balm will work great for anyone, it is specifically designed for people with problem skin and people who use their hands to make a living or pursue a passion. In addition, while not yet specifically tested or marketed for this purpose, Bella Balm has produced amazing results for people who suffer from severe psoriasis.

## Bella Balm Testimonials

“I have always loved the Bella Balm but even more so now. After my chemotherapy I was fried...literally. My skin flaky, hands shriveled from dryness and my feet felt like brillo pads. The Bella Balm started working immediately! When I was rubbing it in, the dry skin was already rolling off and not only did they feel better, I no longer have that dry skin itch anymore. I order 2 tubes at a time to make sure that I never run out! I have tried everything, down to taking Vitamin E, bath oils and lotions. NOTHING has worked until I started using the Bella Balm! Once you try it you'll never want another brand!”

### **Bonnie Ramsey**

“I have been using the Bella Balm ever since it was introduced to us I have had problems with eczema on my legs all of my life and especially during the winter months. Since I have been using the Bella Balm it has cleared up the eczema. I have had people tell me that they have skin allergies and can't use different products and are hesitant to try it but when I share my story they are more than willing to try it and buy it. People are desperate for a solution to the scaly, itchy skin of eczema and psoriasis and we have the best product for it. I now have repeat customers for the Bella Balm! “

### **Jeanie Morgan**

“I LOVE LOVE LOVE the Bella Balm!! In fact I swear by it in the winter when my fingers are very dry. I put it on at night before bed and what a difference in the morning! I have not found anything out there that even compares to it.”

### **Meg Munson**

“I use the Bella Balm and gift it as much as possible! I have been a distributor three years this July and Bella Balm was one of the first things I tried! I have very dry skin. It almost looks like a rash in the winter. Bella Balm is like the Miracle cure! A little goes along way. It is a twice a day application for me! I love it and use it daily and hope you do not ever stop making it!!

### **Andrea Dobrowolski**

1.) Every winter my heels crack so bad the bleed. I got the Bella Balm when I started as a distributor. I tried it the first winter that was 2010, I have not had a problem with the

cracking since then. I recommended it to my Sister-in-law.

2.) Every year my Sister-in-law's thumb would crack. She works outside and frequently has wet hands. With the chemicals her hands were a mess, the thumb being the worst. She has been using for a year now and has not had a problem with her hands.

3.) I used Bella Balm on a small minor burn, apparently the oven racks are hot at 350 degrees. After I put the Balm on the pain stopped. Repeated applications it healed faster than leaving it.

4.) I drive a school bus, two of my friends met for breakfast after our school runs. Our hands dry out because of the job. Just after we washed up, I used the Bella Balm and shared, one of my friends was amazed how it didn't feel greasy and how it absorbed into her hands so quickly. She bought 2 Bella Balms right then and there. Her daughter now keeps sneaking a tube for herself. Susan says she will not buy anything else for herself, she uses it on the rest of her body.

**Rosemary McKenzie**

## **DERMAL RENU Testimonial**

“When Dermal Renu came out I started using it faithfully. I went on vacation a couple of weeks ago and forgot to take it with me so have not been using it and figured I didn't need it. Well, let me tell you what an eye opener this has been. This morning I noticed fine lines on my face that have not been there before. My face is also dry now. I just re-ordered Dermal Renu and will not stop again.

**Linda Morrison**



## Congratulations to this Month's Rank Advancements

Paul Cook – Diamond Distributor  
Noel Horton – Diamond Distributor  
Leo Pearson – Diamond Distributor  
Ernestine Fitzgerald – Diamond Distributor

## Top Sponsoring Distributors for March



George Compton  
Vicki Green



Diane Kondreska  
Tom Bianco

**A Silver Circle signifies that a distributor has recruited at least 3 autoship members in the previous month.**

**A Bronze Circle signifies that a distributor has recruited at least 2 autoship members in the previous month.**

## March 2013: Top 10 Retailers

1. Stacey Pfohl, TX
2. Rachel Bashore, PA
3. Vicki Green, WA
4. Brandy Winter , AB CAN
5. Jennifer Mohrhard, MO
6. Jenny Hernandez, MA
7. Madelyn Karpiscak, NJ
8. Sheri Orloff, CA
9. Jacquelyn Snell, KS
10. Traci Rider, TX

## Top 15 Selling Candles in April 2012

1. Sweet Orange & Chili Pepper
2. Chili Vanilli
3. Candy Apple
4. Sex on the Beach
5. Mint Julep
6. Twilight
7. Angel Wings
8. Sandalwood & Vanilla
9. 19<sup>th</sup> Hole
10. Lilac
11. French Vanilla
12. Hot Apple Pie
13. Cucumber Melon
14. Coconut Mango
15. Amaretto

## Next Month's Autoship



### Coconuts & Lime

June - Ocean Mist

July - Chili Vanilli

August - Cinnamon Raisin  
Bun

September – Grandma's  
Kitchen

October - Pumpkin  
Cheesecake

November - Candy Cane

December - Hot Apple Pie