

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter

April 2015

Volume 15, Issue 4

This Month's Autoship: Angel Wings

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Angel Wings: A unique aroma of cherry vanilla and one of our most popular fragrances

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Mia Bella's Spring/Summer 2015 Catalogs Now Available!



We've made significant updates that include increasing the number of pages from 20 to 24 and combining USA and Canadian pricing together in one version. New pages and products are featured on glossy full color stock.

Like before the catalog contains photos, descriptions and pricing of most Mia Bella's and Scent-Sations products. Stock up for the busy spring sales season by ordering several packs and hand them out to all your potential customers. Available in lots of 25, 50, 100, 250 and 500 catalogs. Available at <http://www.ccgposters.com/product-catalogs.html>.

BUSINESS CARD SPECIAL- ENDING SOON!

For a limited time we're offering the buy 500 get 500 FREE special on all business card, coupon card and QR code business card designs. Order yours NOW at www.MiaBellaPrinting.com before the special ends!

First "My Photo" Winner Announced



Congratulations to Sami Lynn for winning the My Photo Label Contest. As most of you know we opened the contest to distributors in March and we opened the contest so that it can be a "selfie" or a favorite photo! We look forward to giving out many free personalized candles in 2015!!!

Let's Start Thinking About SUMMER FLING 2015

This years' Summer Fling 2015 will be held: Thursday, July 23rd, Friday July 24th and Saturday July 25th. It will be held (once again) at the Woodlands Inn & Resort, Wilkes-Barre, Pa.

This is your chance to meet the owners, make new friends and business relationships along with learning from top distributors from the USA and Canada!

Click on the link below for the complete fact sheet with details on the payment plans, initial agenda and all hotel information. Payment options are processed on the 15th of each month.

With Saturday being jam packed with trainings and workshops, we will have plenty of times for tours, leadership meetings, and team meetings on Thursday and Friday. Thursday will be a mingler on the Resort's beautiful outdoor deck and Friday evening will be held at a location to be announced. These two days give you plenty of time to meet and greet and exchange information.

PUTTIN ON THE RITZ is the theme for the Saturday dinner dance!

Any questions, please call Cheryl at 570-270-9010, ext. 727 or email at cheryl@scent-team.com

Click on this link for complete details: <http://mx1.scent-team.com:8877/maierimages/FlingFactSheet2015.pdf>

Wicks and Wealth Team Is “Making It Happen!”

Over the past three months the “Wicks n Wealth” team have introduced 58 teammates. Kristy Butts ranked to 2k and Al Ruffin advanced to diamond plus. We have also had many top sponsors and retailers!

Congrats to the team on growing your business and spreading the Mia Bella word!

Keep up the good work and make it an even better next quarter!

Cynthia Suchowacki

Ashley's Hard Work Pays Off!



By Chelsea Windhausen: Ashley Bird started on my team at the end of January. She decided her goal was to become diamond so she put herself to work talking to people. She has met a lot of new people and by the end of February got her first 5 distributors! She decided for March she was going to get 5 more and plan her launch party. She hosted her launch party in March and also did 2 vendor events!

Her launch party was a great success! She had about 8 people there and all LOVED Candles. I brought my scent bag and they passed it all around and everyone ordered at least \$50 worth of products. I am so proud to see her making goals and achieving them each month. Her goal this month is to help one of her team members host their launch party and to hit 2K Diamond! There's no doubt in my mind she will hit it. She's well on her way and keeps adding to her team while

doing it!

Congratulations Ashley on your growing team and your future success with Scent-Sations!

Girls Night Launch Party... Planned Perfectly!



By Chelsea Windhausen: Amanda Ross joined my team in the middle of February and immediately started planning her launch party! She planned it perfectly! She chose to have her party on a Thursday night which seemed funny to me but I went along with it and had faith in her. We got to her mom's house and her mom's friends had already arrived. '

It was "Girls Night"! We set up some of the products on the table and brought up her site on the computer and put out my scent bag! Everyone had some wine and looked over the candles and asked questions. I learned from this launch party that they don't have to be "formal" because the people there already know the hostess and it's a way to just have fun and share the products!

Amanda's goal was to pre-sell her kit and although she didn't get enough sales to do it this month she's not giving up! Everyone at her party placed an order and she has established a customer base. With seeing all the hard work Amanda

put into her party and into her business so far on top of planning her wedding that's taking place this year and her full time job I know she is going to do great!

Congratulations Amanda and Good Luck with your future success with Scent-Sations! I'm so honored to be part of helping you achieve your dreams!

First Month Launch Party = \$200 In Profit!

By Chelsea Windhausen: Cheyanne Houseman joined my Mia Bella Team at the end of February. I mentioned to her about my business in January and she told me she wasn't interested so I moved on. About the second week in February she messaged me on Facebook asking if she could ask me a few questions about my business. Of course I said yes! So I went on to explain what we do and told her my success story and how I ran my business.

She decided she was going to join and we discussed the packages. The \$24.95 seemed appealing to her but at the same time she realized that if she spent a little more she could kick off her business a little bigger! She decided to wait a week when she had a little extra money and joined with the Show on The Go Kit. As soon as she got her kit in the mail she got a show out with her mom at work. She messaged me and showed me the invites she designed for her launch party and gave me the date. I was so shocked at how driven she was to reach her goals with only being on my team a few days.

I shared with Cheyanne about pre-selling her \$499 kit to earn her scent bag. She decided she wanted to do parties and in my opinion the scent bag is ideal. If you have books and the scent bag your set for parties even without any other products! She sent out her invites and the day of her party came. She had already had orders for a few of the bigger products for the kit. Her launch party was amazing; we set up the products and the scent bag and enjoyed snacks while talking to guests. We didn't formally talk about the business just showed the products and answered questions about them.

After her party we sat down to see what she had and how close she was to her kit. She didn't sell everything on the list but with all of her orders she had enough extra money to cover the kit plus she made a little over \$200 profit! This was completely awesome for me to sit down and see this happen when crunching numbers! She got the rest of the items in her kit for herself plus her scent bag absolutely free and made money at the same time! Our Goal was 100% accomplished! I hope this story reaches out to everyone and gives them the motivation to have a launch party or open house and get out there and do it! It is possible even if you have been with the company for a while, start fresh and make your dreams happen!

Go BIG or Go Home!



We recently did a craft fair at Adirondack High School in Boonville, NY. When we quickly read the application it said \$20 a table so I paid \$40 and called it good. Then as time got closer to the event I looked at the application to see what time we had to leave in the morning and realized I got 2- 12 foot tables. So we had a 24 foot space to deal with, I felt like there was NO WAY I had 24 feet worth of products to cover the table but we figured we would go with it. We had every head turn when we had all of our boxes on the cart bringing them in to our huge table set up on their stage!

Things like this with the business are what give me an adrenaline rush! We had Scentsy set up right next to us on a 3ft round table with all her things put all on one table so you can imagine how much she had compared to this! I had a lady walk up to me and asked me if we were Scentsy and I said no but we have similar products. She went on to ask if we had the wall plug in's? I told her we did and showed her, I said they were normally \$15 but for her I would do \$10. She immediately bought 2 and then went searching for melts. I bag my melts in bags of 2 and charge \$3 each or 4 bags for \$10 so people can get a variety to try so she went right for those and chose 4 bags. 2 of Chili Vanilli and 2 Sweet Orange and Chili Pepper!

Then she asked me if we have car fresheners; I did have one tucked away not on the table. (I didn't put it out because I only had 1) but I know Scentsy has air fresheners so if I didn't have this she would have stopped to see her too. So I told her \$2 and she bought that too! It felt so good to see us fulfill her needs that she walked right by the Scentsy table. I used to get a lump in my throat when I would see a vendor fair puts me in the same area as Scentsy but

now it is a challenge because it challenges me to do everything right and win over the customers with great products!

We also had a little girl about 15-16 looking at our booth and her mom was persuading her to go to Scentsy. She kept saying "Scentsy is right there" and pointing and the girl kept saying "I want to go here" and pointed to us. She finally came up and smelled our melts and ended up buying \$10 worth. I always show something in Sweet Orange & Chili Pepper because I know that's incomparable! They loved it! So besides my new customers out of this show, I gained 2 possible fundraisers, 2 possible recruits and a great profit with loads of success!

Chelsea Windhausen & Denise Wright

Custom Label For Professionals: It's a Money Maker!

If you're not promoting the custom label option to professionals, you should be! This is an EXCELLENT way to put some cash in your pocket!

I offered a "special" for my BNI Networking group yesterday -- I price my custom label candles at \$23.95 (same as on the website for 12+ personalized jars). The special I offered was free shipping, free design fee + 15% off the retail price if they placed their order before the end of the month.

I received a referral for a hotel, a glass company and a lady in another network marketing company, and now have appointments with each of them next week.

The guy with the glass company said it's pretty much a done deal, and he wants at least 20.

If the other two appointments each order at least 12, that's going to be a total of over \$500 cash in my pocket.

The promotional label option is an excellent way to put a good chunk of \$\$ in your pocket from just 1 or 2 orders. It's a very profitable retailing method, and does not take very much time on your part! For sure it is one of my FAVORITE ways to retail!

Jordan Ramirez

I Just Got Started!

I am a stay at home mom, wife and teacher. I joined (Scent-Sations Inc) Mia Bella's candles January 30,2015 to bring more money into the house so that my husband didn't have a hard time paying the bills. I have been with the company now for a month and a half and I already have 3 people under me and I have 3 more joining by the end of this month (March). I also went to the flea market and set up and in 2 hours I sold 2 candles and several Mia melts. I also had a lot of people say that they could smell my candles all the way down the aisle and they were impressed.

Kaylynn Sanchez-Miguel

That's The Beauty of the FTR System!

I had a prospect come into the FTR System over the weekend. She filled out step 2 on Sunday. I called her Monday leaving a message & sent the email telling her what to do if she wanted more info & a scent sample. Within a couple of hours she had requested a info packet & before I had time to follow that up I received the email that she had joined with a Show On The Go pack! That's the beauty of the FTR System - let it do the work for you!

Christine Mayo Henarie

Gifting Works!

Last week I gave my son's special needs teacher a catalog and a scent sample, SOCP. The next day she said a lot of staff were coming in to smell the sample. Well Rena and I were on Mondays nights training and they were talking about scent sample not just being crushed votives. So Tuesday we sent a 16 Oz candle and Bella Bar to school. Well his teacher loved it. Today she called and said that she has an order for us, she is still collecting money but will be getting it to us tomorrow.

Ron Arney

30 Days And I Already Have A Growing Team!

I am a stay at home mom, wife and teacher. I joined Scent-Sations on January 30, 2015 to bring more money into the house so that my husband didn't have a hard time paying the bills. I have been with the company now for a month and a half and I already have 3 people under me and I have 3 more joining by the end of this month (March). I also went to the flea market and set up and in 2 hours I sold candles and melts. It also had a lot of people say that they could smell my candles all the way down the aisle and they were impressed.

Kaylynn Sanchez-Miguel

My FTR System Is Working for Me!

I had a prospect come into the FTR System over the weekend. She filled out step 2 on Sunday. I called her Monday leaving a message & sent the email telling her what to do if she wanted more info & a scent sample. Within a couple of hours she had requested a info packet & before I had time to follow that up I received the email that she had joined with a Show On The Go pack! That's the beauty of the FTR System - let it do the work for you!

Christine Mayo Henarie

I Love My Customers!

Ok... I have to share this conversation from last night, too funny! I received a call from a customer I've never met (her husband always comes in and buys the candles) asking me to PLEASE sell him something that doesn't smell as good as SOCP or Sex on the Beach! Why? Said she's tired of customers coming to her aviary and smelling those two great scents because then she feels obliged to give them the candle to take home! So, she is supposed to come see me tomorrow to pick out something she won't like quite as much so she won't mind sharing! I promised to hide those 2 so she wouldn't be tempted LOL ... I LOVE my customers!

Linda Domack

My Friends Love These Candles!

This is from not only a good team mate, and customer but a good friend of mine. This is what he stated: "I want to tell everyone that these candles really are amazing, and if you enjoy candles as I do you will be very impressed with them. Buy some now!! Well? Why are you still sitting there? Get busy ordering some!"

Erik B Jones

My Son and I Are Super Excited to Be Back!

I received my starter pack yesterday. I took a few of the Hot Apple Pie votives to work and sold them at lunch. I received a second package today of assorted candles. Got a call from my son who was EXCITED and asking for permission to "get into this box". He then sent me screen shots less than 10 minutes later of a conversation between him and a lady who is requesting certain scents as well as an information packet. I don't know who is more excited to be back with Mia Bella...my son or me

Belinda Nadeau

My Home Made Mia Bella Laundry Soap Recipe

"I made my homemade Mia Bella laundry soap today....Borax, Washing Soda, and Bella Bars in the Sweet Orange & Chili Pepper Scent! My laundry is squeaky clean and smells wonderful!! "

Kristy Butts

Stay Passionate No Matter What!

Products and your Telephone: these are the lifeblood of our business! When it comes to the point that you are ready to throw in the towel because you can't seem to make anything work....don't do it until you have done everything that you can...Here is the deal with me, I can no longer go outside my home except for my Cancer treatments and my phone time is limited as I use up too much oxygen trying to talk and get tired...but I am not giving up...I showed my product to every healthcare worker that came into my home and

from that I signed 2 fundraisers....A third was from someone who I gifted a 16 oz. candle to last year that emailed me wanting to do a fundraiser for her Granddaughter. If I can still do something that I'm "Passionate" about, so can you!

Marilyn Fisher

I Just Wanted to Share This

I went grocery shopping and had to ask for help reaching an item on the top shelf (yes, I'm short). A female employee was stocking the shelves and offered to reach for the item for me. We started chatting about Cream of Wheat and I ended up giving her a catalog AND getting her information to follow up with her. Walking and talking gets prospects and customers! This business is so easy! Loving it! Earlier today, I put up a post about "enter my candle drawing". Got 6 responses in an hour and an inquiry into a fundraiser!

Belinda Nadeau

Over \$300 In Sales and Two Fundraising Leads!

I had an amazing day my local Farmer's Market yesterday! Did \$171.00 in sales with five 9 oz jars, two 16 oz jars, two layered signature candles, one simmer pot, and two votives sold!!! I got two fundraising leads from a fellow vendor!!! Plus I did another \$160.00 in sales just from checking in with previous customers of mine! Woo hoo!!!

Sandra Blake

Fundraiser for World Autism Awareness Day



Every year, for World Autism Awareness Day I do a fundraiser using Mia Bella Candles. This is a Facebook fundraiser that I do which is fun and simple. Basically, I make up the fundraiser using Facebook's events tab. I give the details on the fundraiser and I include my Scent-Sations Company website as a means for people to order from. All the proceeds (my commissions) from each sale goes to an Autism organization. This year, it was Autism Speaks.

Each year, some of the same people who bought before for the cause come back for more which is so nice to see. Then, there are new people who come on board to support the effort.

This year, we raised \$200.00! I am grateful for every penny we raised and for the people who came out to support it on Facebook.

My 8 year old daughter Jaimie, who is on the Autism Spectrum inspires me to do these yearly fundraisers for Autism. She is truly a little fire cracker and she's full of hope and promise! As you can see, her enthusiasm for World Autism Awareness Day and for Mia Bella Candles shines brightly and I couldn't be more proud of her.

Thank you Scent-Sations for making remarkable products. I am so proud to be able to share our candles and our line of products with people through our yearly fundraiser. Everyone enjoys our products and it's sure easy to share!

Jen and Jaimie Ouellette

Congratulations to This Month's Rank Advancements

Chelsea Windhausen – 5K Diamond Distributor

Rick McKenzie – Diamond+ Distributor

Personal Volume Club for March

Each month we will feature the names of each distributor who has a personal volume of \$200 or more.

\$400 Club

Stacey Pfohl	Debora Pado	Eleanor Kaupp	Ralph V Laiuvara
Heather Findlay	Ashley Bird	Benjamin Grant	Denise Wright
The Pampered Pet	Marion Blount	Kimberly Severance	Scott Hawkes
Cheyenne Houseman	Sharon Trachsel	Julie Hanson	Carolyn McLain
8894833 Canada Corp.	Susan E. Ferenc	Madeline Pagan	Jessica Hoover
Kathleen Pouliot	Amanda Lynn Bullock	Stephanie Partridge	Harry James Jr
Tammy Lee	Stephanie Irish	Natasha Meyette	Debra Dasher
	Martha Walters	Evonne Cusatis	

\$300 Club

Sandra Blake	Perfect Flame	Kellene Vandorn	Sara Parker
Anthony Johnson	Ryan Windhausen	Felicia Goersch	Linda Rigsby
Kelly Drath	Rita Piche	Linda Shelby	Tonya Isaac
Rebecca Froelich	Lourdes Garcia	Kristeena And Scott White	Vicki Weitzenkamp
Bobbi Linton	Cynthia Phillips	Clayton Schneider	Cheryl Lott

Vivienne Mayer

\$200 Club

Bonnie Little	Jessica Garcia	Flicker Scents	Kathleen Puckhaber
Megan Fairbanks	Amanda Ross	Patty Nadeau	Vicki S Green
Lori Baker	Mary Allegretti	Jo Arney-Walters	Nadine Wray
Edward Keller	High Desert Pest & Weed Control	Marlene Techeira	Pamela Aikens
Stephanie Blakely	Luann Richards	Linda Morrison	Susan Lecuyer
Kurt Stromquist	Sharon Johnson	Salon Expressions LLC	Denise Price
Kira Sandoval	Kelly Flanagan	Cheryl Hill	Tracy Russell
Jacki Hanson	Doug Flickinger	Loretta Zazo	Jennifer Getzendanner
Darlene Dosch	Maria Carter	Benny Pulley	Jane Bowker
Colleen Ashley	Tara Emph	Todd Dickey	Sean Broughton
Tracie Hyatt	Vera Hines	Chelsea Windhausen	Nikki Johnson
Ed And Lisa Jones	Dona Thompson	Chanda Crever	Carrie Finson
Ashley Lawrence	Sharron Sample	Diane Cline	Amorette Harrell
Susan Land	Renee Taylor	Laura Collins	Lelia Diane Koepnick
Keno Phillips	Nastasha Faust	Valerie McGee	Basilica Of St. Michael

The Gold Club

This exclusive club is for those distributors who have accumulated at least \$5,000 in personal volume from January 1st until December 31st in 2014.

Stacey Pfohl

Ron King

Sharon Trachsel

Miranda McKenzie

Heather Findlay

Lisa Hayter

Flicker Scents

Top Sponsoring Distributors for March



Tracey Gilmore
Ashley Bird

A Gold Circle signifies that a distributor has recruited at least 5 autoship members in the previous month.



Alison Boers
Sharon Williams
Christina Henarie
Stacey Pfohl
Jordan Ramirez
Erica Sawyer
Gerald Horn
Alphonso Ruffin
Denis Coruzzi

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

March 2015: Top 10 Retailers

The Top 10 Retailers each month are featured based on their online website sales

1. Stacey Pfohl, TX
2. Ashley Bird, NY
3. Martha Walters, FL
4. Linda Shelby, DE
5. Vicki Green, WA
6. Jennifer Getzendanner, IN
7. Megan Fairbanks WV
8. Edward Keller, PA
9. Miriam Rodriguez, SC
10. Rita Piche, PA

Top 15 Selling Candles in May 2014

1. Sweet Orange & Chili Pepper
2. Bugs – No More
3. Chili Vanilli
4. Odor – No More
5. Strawberry Smoothie
6. Raspberry Smoothie
7. Angel Wings
8. Lilac
9. Melon Margarita
10. Sex on the Beach
11. French Vanilla
12. Bamboo Rain
13. Hot Apple Pie
14. Apple Cinnamon
15. Citrus & Sage

Next Month's Autoship



Sex on the Beach

Upcoming Autoship Scents

June – Melon Margarita	July – Peach & Papaya	August – Fresh Apple
September – Creme Brulee	October – Cinnamon Raisin Bun	November – Holiday Memories
	December – Hot Apple Pie	