

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter

April 2017

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This Month's Autoship: Lilac

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Why Should YOU Be at the Summer Fling?



In 1986 I enrolled in my first network marketing program. I wanted to buy products at wholesale... and that was as far as I ever planned on going with it.

For 2 years I faithfully used several of the companies products and even enrolled some friends who also wanted the products. My sponsor continued to send me information on the "opportunity" but it fell on deaf ears.

In 1988 my sponsor invited me to San Francisco to stay with her and her husband and see Northern California... and, oh, by the way... we could also go to the company convention while we are here (even though it was in San Diego).

Well, she talked me into it and I went. WOW... is all I can say... it was at the corporate event that my life changed FOREVER! I got to meet the owners, the other excited distributors who also had a dream and I felt the energy of this new up and coming company. I listened to leaders talk about how to develop a huge organization and I "got it!" I wanted to be a part of this dream!

I attended my first corporate event 29 years ago and because of that one event I have earned MILLIONS of dollars, live in my dream house, have a retirement set up that will allow me to live my life without worry, have traveled all over the USA and to several countries, have met Hollywood stars, Sports stars and big names in the field of business. All because I went to the corporate event.

What are you going to do this year to change your life... you can start by coming to the Fling in July in Wilkes Barre, Pa!

“I'm registered for Fling and gonna get the chicken. Staying at the Woodlands hopefully sporting a nice tan for the festivities. I have a fresh new notebook and a brand new pen. This will be my first event with you guys and gals... Can't wait!!!”

Burt Booze

New Products For Spring!



Sol and In Bloom Simmer Pots



Free Spirit – Peace, Love and Watermelon

\$2,500 Sold for Fundraiser For Rylee!

I'm doing a fundraiser on my own for a little girl from Florida. She has a very rare cancerous brain tumor. We are doing amazing got a few website orders but OMGOSH I am so excited Ocala is rockin for Rylee. Update: Over \$300 in sales today... I sold \$2,500.00 in products this month!

Donna Kresge

Mia Bella's Endangered Species Line is "The Best!"



I have been a customer of Mia Bella's candles, cleansing bars and even Dermal Renu, but I have to say that the endangered species candles are the best. Not a single visitor in my house fails to mention them to me and how beautiful they are!

Sylvia Gorton

Customized Labels Are A Great Gift Idea!



“This is the custom label I uploaded on an engagement candle that I am sending as a gift!”

Stephanie Labbate

Tired of the same old gifts? Instead of a bottle of wine, why not give out a Mia Bella Gourmet Scented candle with YOUR information right on the label? This is the way to show your friends, customers, or prospects that you care to give them only the best!

You will have the opportunity to choose from one of our standard label designs for your promotional gift candle, or you may choose to provide your organization's logo or any desired image to be reproduced on the jar's label. Any custom images must be at least 300dpi and of sufficient size and quality for printing. The background for the logo will be color matched by our printer to ensure the best look based on your image's colors.

Always Moving Forward

One of my top Mia Bella customers become one of my Distributors tonight.. She has been invited for pizza the last couple week's but just wasn't able to make it, so we signed her up tonight, plus she left with 3 more candles!! Before she left my salon she was talking about selling candles to all the girls she works with, just give us a few minutes to show u what u can do.

But to start my day off I had a new client looking for a gift for her friend, we'll of course I said a candle, she said I do that every year, of course I said but it's not a Mia bella. I had her smell reising, she grabbed it outta my hand smelled it again, would u like that for her, no I'm getting that for myslef, lol

Needless to say she's a candles lover, bought some votives as well, I had to stop what i was doing to get her contact information, I didnt want to loose her.. she will be at our briefing on Thursday... (because of the product)

It was a great day, even as busy as I was at my salon I was able to work it right into my routine.

Always moving forward when you tell your customers about Mia bellas, knowing his wife is a Yankee lover send him home with a sample..well 3 weeks later comes back in to get his hair cut and says oh I have to go home with one of those angel wings, it brings music to your ears...

Immediately following the end of my day I had to go to the bank to pay off a loan.. yes PAY OFF a loan from all my selling, I handed the gentleman a sample, here's a little gift for you... oh Thank Yooouuu!!

Then you have a follow up with another friend who is riding the fence, you ask a couple questions, by the end of the night, I have 3 interested in checking this system out... Moving forward the angel wings customer came in today to buy more, sweet orange chili pepper and twilight, she barely smelled them she went for colors.. Her biggest complaint was she can't stand the other candles now, they don't burn even and they r dirty... the funny part she said my daughter is going to steal these candles I know it, I said please tell your daughter to call me , I need to talk to her. I will be calling them this week!!

Jennifer Dasconio Callahan

You Have to Live Your Business!

From my 13+ years doing this I have learned that you have to live/ lifestyle your business. You have to do what Bobby, Charlie and all the leaders out there tell you to do. Get your product or opportunity in front of as many people as you can!! You can not show it to a few people and expect people to come flocking to you to join.

You also have to build a little trust with those people. Talk to them in person or on the phone. I work very hard for my new team members. I run adds and I'm on the phone constantly chatting and informing. I also never quit learning or working on my self development which is key also. If you are putting off vibes of doubt, being scared, or that you don't take your business seriously it will come off in your conversations and body

language. You need to develop your business side and not let the NO's get you discouraged.

Building a business takes a lot of self discipline, self development, and work to make it a success. You have to not let any thing stop you from achieving what you want. It is not as easy now as it was 10 years ago to recruit...there is so many companies now and most people are looking for the quick fix or the next get rich scheme. Very few want to actually do the work. So you have to work even harder and talk to even more people to find those that want to join you in our amazing company and business.

Just show the products and opportunity to as many people you can and work on developing that business mindset. Then you will learn how to better talk to people and form that trust they are looking for in you, to join you in your business.

Listen to your leaders if they recruit and do what they tell you to do!! They know what they are talking about because they have done it...went through all the trials and errors and know what has to be done. If you sponsor doesn't recruit. ..then keep going upline until you find someone to help you. If that doesn't work then contact Bobby or Charlie and they will help you! Your business is all that YOU make it!!

Kristy Butts

Arizona Meetup A “Fun” Success



Had a great time hanging and talking business with Richard Alber, Pamela Jefferson, Marla Garner, Jeff Boers and 4 awesome guests at our AZ Meetup! It went well and love meeting others face to face... lots of fun, lots of sharing!

Lifestylin' on our AZ trip. New distributor joined today. BOOM! You can still work your business in no matter where you go, surely less then normal, but it can be done. Have fun with it!

Alison Boers

Booked 2, Signed 1

Had a good night had 2 ladies booked one showed and the other is signing up tonight. Panera was busy... Avon meeting was also there and all of them got scent samples!

Going to a chamber event in Sunday samples in hand and my bag, iPad and info with me in case of an on the spot biz presentation.

Follow up is so important made phone calls all day today, and some follow ups. Following up is the key... 2 of the ladies I spoke with thanked me for checking up on them and will sign up on Friday. Don't feel like your being pushy, people are busy and need that reminder.

Cynthia Montano-Suchowacki RN

Life-Styling... It's As Simple As That!

I was getting my hair done and came home to a \$45 online order. Simple as that.

Cathy Mahady

Feels great getting positive feedback and return customers. One said she burned ours along with one her favorite candles and the other is gone and ours is still going. She just had to get another Chili Vanilli.

Shawnda Lowery

Car Decals WORK!



I was sitting helping my autistic Son do school work yesterday evening when these guys showed up next door to remove some brush and limbs that the neighbors had from the wind storm last week. When, there was a knock on my door, one of the gentlemen wanted to know if they could carry the limbs through my yard as it was easier to put them over the fence and carry through my yard. I told him yes, that was okay.

Then he asked me if that was my van sitting in the driveway and I said yes. He asked, "Do you make candles?" I said no, and explained that I have been a distributor for my company for over 13 years. He told me, he could smell the candles outside! I had not burned a candle since early that morning. He asked if he could get some information for his daughter who's 21, that this might be just what she is looking for.

He then told me that his wife spends \$100's of dollars at Bath & Body Works buying candles. He asked about ours and I told him they were clean burning, and he asked, "No black soot then?" And I said that's right, he said "even better!" Anyway, he left with some scent samples, a letter I typed up to his daughter, and a catalog. All of that just because of my decals in my back windows of my van! :) Potential customers and team members are every where!! :)

Kristy Butts

I LOVE My Candles Biz!!!

Omgosh down to 8 candles need to order lots more. I absolutely love my job, it is so easy to sell these candles. So happy 2 years ago I saw the post looking for distributors, I jumped on it knowing the quality of our candles, because my sister lived 2 blocks away from the warehouse, and I shopped at the grocery store right next door, smelled Mia Bella's all through Wilkes Barre!

Donna Klatch Kresge

Mia Bella's: This Business Is So Simple!!!!

I love this business! It's so simple. I have a fundraiser for an animal rescue, in South Carolina, running, right now. So far, there's been \$120 in sales. It runs until Sunday.

While working the business, I'm still selling off/purging my excess stuff. A lady just bought a fireplace insert that is a pillar candle holder/display. Everyone that buys anything from me receives a votive in a holder. But, since she was already buying something candle related, I made sure to have jar candles with me, when we met. She bought the \$10 insert and I up-sold her a \$20 candle... and she asked me to email her info on the preferred customer/associate program.

Maggie Giamalvo

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			
Shawnda Lowery	Dawn Daub	A. Michelle Milton	Scott Kresge
Llewellyn's Pharmacy	Bret And Sandy Malone	Madeline Pagan	Meagan Logan

Barbara Palmer	Otanner Candles	Jennifer Callahan	Brianna Varrone
Emma Lang	Isabel Gonzalez	Christine Kachmar	Judy Toporcer
Scott White	Vicki S Green	Debra Dasher	

\$300 Club

Heather Findlay	Sharon Trachsel	Veronica Uhler	Jennifer Getzendanner
Stacey Pfohl	Tom Ray	Edward Keller	Rhonda Fisher
Patricia Innis	Maria Carter	Amanda Manning-Moses	Emily Falanga
Diana Starling			

\$200 Club

Laura Nonemaker	Carolyn McLain	Carissa Gallaher	Daystar Boutique,Inc.
Lisa Herwig	Tamela Merdian	Edward And Melissa	Carly Moorman
Kelly Flanagan	Brad And Melinda Yates	Theresa Marshall	Justin Locke
Krystle Young	Milisa Lehman	Galric Enterprises, Inc	Ginger Haggerty
Susan Cortes	Cathy Mahady	Angeli Meadows	Denise Greenwalt
Chris Hargesheimer	Judy Nelson	Basilica Of St. Michael	The Light



Lori Baker	Joaquin Rodriguez	Stephanie Irish	
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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 2016.

- Stacey Pfohl**
- Sharon Trachsel**
- Jennifer Callahan**
- Heather Findlay**
- Scott Kresge**

Top Sponsoring Distributors for March

	<p>Alison Boers</p>		<p>Kristy Butts Jennifer Callahan</p>
<p>A Silver Circle signifies that a distributor has recruited at least 3 autoship members in the previous month.</p>		<p>A Bronze Circle signifies that a distributor has recruited at least 2 autoship members in the previous month.</p>	

March 2017: Top 10 Retailers

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

1. Vicki Green, WA
2. Stacey Pfohl, TX
3. Meagan Logan, OK
4. Shawanda Lowery, NV
5. Scott Kresge, FL
6. Cathy Mahady, MN
7. Jean Morgan, DE
8. Chelsea Windhausen, NY
9. Donna McDonald, VA
10. Heather Hancock, LA

March 2017: Top 10 Personal Volume

1. Shawnda Lowery
2. Dawn Daub
3. A. Michelle Milton
4. Scott Kresge
5. Llewellyn's Pharmacy
6. Bret And Sandy Malone
7. Madeline Pagan
8. Meagan Logan
9. Barbara Palmer
10. Otanner Candles

Top 15 Selling Candles in May 2016

1. Sweet Orange & Chili Pepper
2. Chili Vanilli
3. Citrus Fusion
4. Bugs No-More
5. Odor No-More
6. Life's A Beach
7. Angel Wings
8. Dreamweaver
9. Patchouli Spice
10. Slate & Stone
11. Lilac
12. Berrylicious
13. Tangerine Dream
14. Stress No-More
15. Sex on the Beach

Next Month's Autoship



Coconuts & Lime

June – Melon Margarita	July – Sex on the Beach	August – Apple Cinnamon
September – French Vanilla	October – Pumpkin Cheesecake	November – Christmas Pine
	December – Hot Apple Pie	