

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



August 2013

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This Month's Autoship: Cinnamon Raisin Bun

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IGNITE YOUR DREAM, Calgary Canada: Fall 2013

As always, FLING 2013 was a most amazing, inspirational, motivational, and powerful experience. This is THE main event in your Scent-Sations business. This is where we see the brains and the brawn behind this company -- with the factory tour, meeting the staff at home office to put a face to the names and voices on the phones, hearing the stories, the successes, and the celebrations of our fellow distributors while sharing our own stories, successes, and celebrations, and spending 2 solid days together where we all raise each other up and instantly become more than we were before. There really is nothing else like attending FLING.

This was my fourth FLING, and every experience gets better and better. It's said that when the student is ready, the teacher will appear. This is why it's SO important to attend every event. Some of the stories, tips, and ideas I heard this year I have heard at least 4 times, some of them likely 24 times, in the past. But every year, something NEW clicks.

I remember my very first FLING experience, when I toured the factory with Carmen: I arrived for Monday morning's tour thinking we had a really really really good candle; I left that factory knowing we have the BEST candle, period -- > there are no other candles that can, well, hold a candle to ours! With that solid foundational belief, I continued to work on building my business.

I have since been humbled and honoured to celebrate great success in my personal business, and even more exciting, I have celebrated great success in my teams' businesses.

I've heard simple little phrases that really hit home: "An eagle soars above the storm." "Don't let your WHY become your EXCUSE." "I am creating a space for success for me right now." "If it's meant to be, it's up to me." and "We have a company built on the premise that the average person can put money into their pocket on a daily basis; and for a few people who choose to work it, we offer the opportunity to create tremendous wealth."

I've been tested as to how deep my conviction to arrive at FLING truly was, and with some juggling of flights 8 a few hours prior to departure to retrieve appropriate paperwork (aka fly back to Calgary to get my passport).

There's been some trials and tribulations, ups and downs, successes and disappointments. Ask any Network Marketing Professional and I'm sure they'll express this same experience! But through it all, I've never wavered in my dedication to my business, and I've never doubted that I'm in the right place. I'm so grateful for everyone in this company who has reached out, who has answered the call for guidance, and who has leant a helping hand. NONE of that would've happened had I not attended our company events. NONE. Period. It is the people that I've met and the relationships I've forged while at FLING, and at other company events, that have made all the difference in the world. It simply cannot be recreated elsewhere.

2013 FLING was another amazing experience. To be in the room with so many fellow distributors, leaders, mentors, and friends for 2 days is indescribable. We have all returned home re-focused, re-dedicated, and re-energized. NOW is the time to put it all together and make it happen for YOU.

If you weren't at FLING this year, don't apologize or make excuses -- it's in the past, and there's no need to look back (as Jim Rohn said, yesterday ended last night). Simply look forward, and make your commitment to yourself to attend next year. Then contact your sponsor, or your up-line support team, or your director, or Bobby and Charlie, or myself, or whoever you need to in order to get your business plan built and then get to work. There are regional events happening throughout the year -- attend those, or set one up yourself (Calgary's event is happening Oct 4-5, 2013). Do Whatever It Takes to keep yourself engaged in YOUR business.

DECIDE what you're going to do, DO what you gotta do to achieve it, and DEVELOP yourself and your skills along the way. Do this and there will be no stopping you.

Let's DO this!

Tamara Keller - Double Diamond Leader

The Canadian Leadership team is excited to invite you to kickoff your Scent-Sational FALL with this Ignite Your Dream event: October 4-5, 2013 in Calgary, AB, at the Sandman Hotel (25 Hopewell Way Ne, Calgary). Register online at www.IgniteYourDream.ca

SCHEDULE OF EVENTS

Friday Oct 4, 6 - 8 pm: DIAMONDS & ABOVE Reception. Active DIAMOND+ distributors and above are invited to an evening with Scent-Sations' Leaders at this private reception.

Friday Oct 4, 8 - 10 pm: BUSINESS PRESENTATION Invite your GUESTS to meet local distributors, hear from company leaders, and learn more about your exciting business opportunity. \$10 for distributors (included in Ignite Your Dream registration).

Saturday Oct 5, 9:30am - 4:30pm - IGNITE Your DREAM!

Believe in the Power of Your Dreams. Join us for a full day of Information and Inspiration to Ignite YOUR Dream! (lunch and snacks included).

Now is YOUR time -- Build Your Dream in 2013!

Full Registration Package only \$80 until September 20, 2013 (\$100 after Sept 20, 2013). Registration includes Ignite Your Dream event, Friday Business Presentation, and Diamonds & Above event. Register online at www.IgniteYourDream.ca

Business Presentation Only: \$10 for Distributors, Guests are FREE!

Room Reservations may be made at the Sandman hotel: Call toll free 1-800-SANDMAN.

2013 Summer Fling a Super Success!

What a great time we all had at the 2013 Fling here at the Woods in Wilkes Barre, Pa! Everyone agreed that the energy was incredible, the deck parties were a blast and Fling is a MUST for all of you!



The sculptured line has expanded with our new Puppy Love, Demetri the Cat (this was the winning photo picked from all those photos sent by YOU to us!), Big Red the wonder horse, Midnight Ride, Winter Wonderland, and Harvest Jack. Also the good luck candle called Abundance...get one of these, write you goals down and burn it for good luck for the coming year!!!!



Moroccan Nights is our newest 16 oz and 9 oz candle and wow, what a fragrance..rich and exotic!



Bella Balm got a face lift, a Sweet Orange and Chili Pepper fragrance and better ingredients...gluten free and paraben free!!!! Get a tube and get it on your hands and feet...not to mention any other part of your body that needs moisturizing!!!

Everyone has been waiting for the new Catalogs and they are now available!!!

The new coded bonus is in place and it gives you another way of putting money in your pocket each month! Every kit has a \$9.95 registration in it (associates will now be charge \$9.95 to register..it is a one time fee, not yearly like most companies have) This means that each time you sponsor a new distributor you will receive an additional \$5 in your monthly commission!

When you get to be a qualified Director...you will receive and additional \$2 for anyone you sponsor and a flat \$2 for anyone who comes into your business all the way to infinity!!!!



Congrats to Kathy Schneider. Kathy and her team had the largest percentage of growth in the company for 2013!!! She emailed me on Saturday and 5 new members came in her team by mid morning! This is how momentum is established. When you get your team on board and focused on team building.

Our speakers did an amazing job... we even had TWO special speakers this time. Stephanie Jallen, a local gold medalist skier spoke on Tuesday. We introduced our new Charity candle which was developed to help Stephanie get to the 2014 Paralympics in Russia!





Jen Groover did an outstanding job on Wednesday..she is the “real deal” and I know that she made a huge impression on all of us!



Our 2013 Fling Hostess, Jen Horn did a fantastic job. There was so much to learn! Our speakers list was top gun with Tamara Keller, Ashley Davis, Jordan Ramirez, Shep Kuester, Kelly Wissink and many others all coming together to give great training and testimonials!



WOW!!! Not even sure where to begin.

This is THE FLING I've been waiting for... a mother's dream. We had all four of our children with us (that's including our son-in-law)! Having us ALL there really did make Fling 2013 the BEST Fling of all. Get your spouse and children (when old enough to 'get it') to Fling as soon as you can!

It was quite the adventure both traveling to and back home! We purchased an RV just a couple of weeks prior and drove to Wilkes-Barre, PA from Lubbock, TX. Our itinerary was just 200 miles short of 4000 miles round trip. It was such fun and we drove through the States of Texas (of course!), Arkansas, Tennessee, Virginia, West Virginia, and Pennsylvania on our way North... then headed back South, we stopped for a night and full day in Hershey (yummy chocolate!) and on to Ohio, Indiana, Missouri, Oklahoma and back home to Texas. It was a total of 12 days... and we will do it again for Fling 2014! The trip as fabulous, as was Fling.

We spent four nights in Wilkes-Barre. Monday started with picking up team members at the airport, then we all headed on over to Corporate for a tour! ALWAYS a great time and I learn something new every time. Had some down time poolside, then it was great meeting up with new and old friends on the deck at The Woodlands. Tuesday was filled with learning from fellow distributors as they shared from stage... and then more fun out on the deck that night for the party! Wednesday again was a day filled with many sharing their stories about how to build a successful business with Scent-Sations and Mia Bella candles... then of course, it was more food, fun and socializing!

We had 10 with us at Fling (counting our two younger children)... our goal for Fling 2014 is 50. I encourage you to not only plan now to attend next year but also VISION the number you will bring with you.

Now, a confession --- I really didn't think I 'needed' Fling. And maybe I didn't but I will say that I left more motivated to build my business that when I arrived... and I was 100% committed before so that means I'm over the top focused on moving us forward to making the next 12 months bigger and better than ever!

Be watching for the announcement for the next Event – I've heard rumors of January or February... so begin NOW planning (and saving) to attend.

I've heard it again and again, and I'm sure you have too... "Not EVERYONE who attends the Events make it to the top but EVERYONE who makes it to the top attends the Events. "

See you at the top!

Kathy Schneider



Fling 2013 was more than either one of us expected. I joined the Scent-Sations family in June 2013. I kept looking at the website and seeing all the information about Fling. It wasn't very far from our home. I asked Roger if he'd go with me. He said yes – it would be a good little vacation for us.

I was excited and making plans of things to do with my business and talking to Roger about it. One morning as he was getting ready to leave he looked at me and said "I don't want to sell candles". Well, you can imagine how I felt. But we still went to Fling.

We met up with Jimmy and Kathy Schneider, our sponsors and friends of 20+ years. We went with them, Jordan, Rob, Paige and Clay and Tracy in their motor home to pick up Cathy. Then we headed to the Scent-Sations office for a tour. I was impressed when Kathy led us around to Bob's office and he hugged us like we'd know him forever. The tour was fantastic. The special carvings for the signature line, no mass production found here! Special hand pouring process to top off the candles and the hand placed wicks in each candle! Okay, Roger admits most manufacturing settings he has seen during his accounting career have been cotton gins, grain elevators, and oil field equipment factories, but this is the least negative he has been in his life. Believe me this is positive!!! He is impressed!

Still, Roger is expecting to be locked in a hotel conference room for hours saying “No!” over and over just like trying to get a free set of golf clubs for listening to a Condo time share presentation in Myrtle Beach SC. He asked several times on the trip from Michigan to Pennsylvania, “Can I go back to the room if it gets too bad?” Roger, Roger, Roger...

Despite all of the years of cynical, pessimistic, and negative comments from Roger on any business opportunity, the following list is what Roger (yes Roger!!!) and I benefited from while attending Fling 2013:

- Valuable training in how to visualize success, goal setting, different styles and ways to market our product.
- Professional motivational speakers
- Advance announcement of new products
- Detailed information on how the products are made and the research behind the products
- Meeting others distributors and team members
- Stories from others who have overcome adversity and are successful
- Not just a “meet and greet” with the company officers, but instead this was a “meet and become involved” with the owners of the company and all of the distributors.

I can't sign off without telling one more story. After the corporate office tour that first afternoon, Charlie stopped by the motor home and started telling stories. We get back to the hotel room and Roger asks “who was that surfer dude telling all those stories?” Roger, Roger, Roger...that was Charlie, the Vice President of the company.

Since returning home, Roger has signed up as a distributor. And he is finding contacts, passing out packets and scent samples and selling those candles. We will be at Fling 2014 – and hopefully we will be there with our own pretty large team. Can't wait for more fun, more learning and more friendships.

Marilyn and Roger Williams

“Fling gave me a chance to meet people who are having the same struggles as me. I have come out of Fling with a huge weight lifted off my shoulders and a renewed energy. Our distributors are an amazing group of people who inspire all they meet to go on and continue to recruit and retail. Thank you to each one of you who have shown me more options on my quest for wealth. Thank you for your encouragement, your praise and a new way to look at how I conduct my business.”

Rosemary McKenzie

“THANK YOU for organizing another great Fling this year!! Great choice of two very inspiring guest speakers along with all the great trainings, testimonials and motivation! Your hard work and countless hours of planning and preparing is much appreciated. Look forward to Fling 2014 with a record attendance!”

Jayson Waits

“This was my 6th fling (I haven't missed one since I joined Scent Sations). I ALWAYS take something home with me, some tidbit or lesson that I can apply immediately to my business and to my life. This year there were SO many high points, getting to meet Stephanie Jallon and Jen Groover were top on the list. Both of them were so inspiring in different ways. The one thing I think that truly resonated with me though was Carmen's line of not letting the "fear at the gate stop you from winning the race". I think this is my new mantra.....I've been hesitant in so many things with my business focusing on the negative what if's instead of turning them into a positive possibility.

Since fling, I have handed out over 60 samples and I have to say that even if nothing comes of it, "Gifting" is by far the most rewarding experience ever. It is such a great feeling to see a look of genuine surprise on people's faces when you gift them something and expect nothing in return.

As for the new products, you guys (and gals) at corporate NEVER cease to amaze me with the amount of creativity and quality of products you provide us. I LOVE the new Bella Balm, it is SO rich and creamy without being heavy and the subtle SOCP fragrance just is amazing. The new Sculpted candles are equally amazing and Moroccan Nights is to die for... I tend to gravitate towards those earthy, exotic fragrances so this one was a home run for me!

Fling is always a great learning experience, but it isn't all about what you learn, it is who you get to spend time with. I had 4 wonderful days to re-connect with my "family". The camaraderie of bonding with other distributors, getting to "cut loose" at the deck parties and just talk and learn from each other is invaluable. It is THE BEST investment in yourself and in your business. “

Kathy Lerchenmuelle

Rising Stars Certificates Awarded at Fling

Anna Cannistraci
Lyndean Dugas

Jayson Waits
Brian Goodall
Jeana Ganun

Jennifer Moore
Susan Cortes

Top 10 Retailers Announced at Fling

Cheryl Pope
Jen Horn
Edwin Green

Donna Galbrait
Heather Findlay
Susan Kisher
Lisette Bouchard

Janice Etherly
Nancy Culver
Stacey Pfohl

Top 10 Enrollers Announced at Fling

Kathy Schneider
Alison Boers
Tracey Gilmore

Susan Cortes
Joseph Natishak
Nancy Culver
Sharon Williams

Cheryl Pope
Susan Filbert
Stacey Pfohl

“Bugs No More” is Summer “Scent-Sation!”



Scent-Sation's “No More” line of candles are “topping the charts”...the best selling candles for the Summer have been “Odor No More” and “Bugs No More” with “Bugs No More” beating out “Sweet Orange and Chili Pepper” for the last three months in a row!!!!

“I've been working in the file room at work for the past week & am covered with bug bites. Brought in a Mia Bella plug-in & some "Bugs No More" melts. I had read in the company (Mia Bella) newsletter that someone had rubbed one of the melts all over exposed areas of body to repel

mosquitoes, so I tried it. I also placed a couple of melts on the floor under my desk. Everyone coming in to the file room all day commented on how nice it smelled & I didn't get a single bite!"

SOCP Bella Balm is the BOMB DIGGITY!

Our new Sweet Orange and Chili Pepper Bella Balm arrived today and I am so happy with it! I've been patiently waiting 6 years for a SOCP Bella Balm and this stuff is so amazing! I smell delicious.. yes I do!

But here is the best part of it. This is what my husband just sent me via text message!

"I tried it on the chemical burn on my face before I left the house. Works twice if not three times better than cortizone 10!"

SOCP Bella Balm is the BOMB DIGGITY!

Vicki Hawthorne

Top 10 Retailer Edwin Green of Puerto Rico Having Success



I want to tell about my experience at Mia Bella. Knowledge of this business came through a friend Christine Woods when she showed it to me about two years ago.

Three aspects by which I understand that this is the future of my home and my family. First, that God would answer my economic problem i was facing at the time where my work had a pay cut, that's where God allowed me to get the necessary income that i needed.

Second, health as one of my daughters to be asthmatic and could not have candles in my home, knowing the quality of Mia Bella Candles offers and I have no concerns that my daughter is sick. Third, through this great company that God has placed in my hands, I can develop a business where I can get my economic absorbency and bring a quality product to Puerto Rico's households.

I started from home to home and in the flea markets, today God has given me the opportunity to have a shop which I called Shalom Mia Bella Gourmet. I hope that at the end of 2013, I can spend all my time developing the business. Thanking God for this great opportunity that the company has given me, the best candles in the world.

Eternally Thankful,

Edwin Green

She Knows When the Box Comes...



It's time to rip it open and explore all the goodies
Mommy gets every single month from Scent-Sations!

That's my daughter, Jaimie who is a big fan of Scent-Sations, Home of the Mia Bella Candle!

She knows when the Scent-Sations box comes it's almost like Christmas to her.

She loves to take everything out from Candles, to our Mia Melts and more and smell, smell and smell!

And she always says, "Mmmm, these smell good!".

I think we have a future Distributor in the making!

Thank you Scent-Sations for providing such high quality, exciting products for us to share!

Jen Ouellette

Bella Bars Are Amazing!

This testimonial is from Amber Blubaugh a very good friend of mine and now a customer!

“Ok so a huge shout out has to go to ms Lisa A. Alford and her Mia Bella, Bella bars...they are amazing....I say this cause Levi just woke up from a nap and I didn't get him in time and he decided to take his diaper off...you can fill in the rest needless to say I had to scrub him down and then the carpet.

Didn't have resolve so I remembered Lisa telling me you can use the bella bars to make laundry soap....so I figured if I can wash clothes with it I can wash the carpet too....it worked awesome and smells great..both Levi and the carpet are restored back to there clean and unstinky state...I'm in love with these bars...they make your skin feel awesome and are multi useful!!! Lisa I'll be placing an order for more bars!!!

It's been over two hours and the kids room where I scrub the floor still smells awesome the whole house smells like orange n chili peppers... love it I'm gonna shred it and dissolve it in water the next time I steam clean my carpets.”

Lisa A. Alford

SPCA Does Over \$500 in Fundraiser Event!

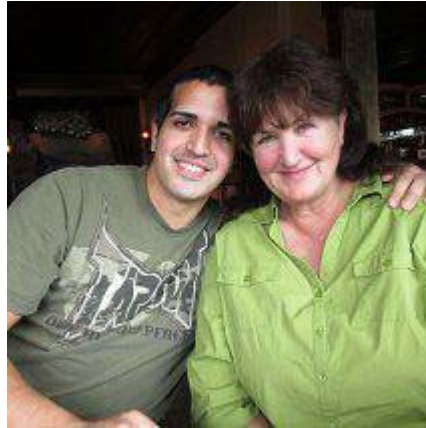


Victoria Katsak

I recently finished a fundraiser with the SPCA of Luzerne County. I had approached them a few months ago and they decided to start it on June 24th, 2013. We had it running until July 22nd, 2013. I wanted to do the fundraiser with the SPCA, because in 2011 I had adopted the best puppy in the world from there and hope to do so again in some time. We have a scheduled pick up date of the candle orders on Saturday August 17th, 2013 at the SPCA, in hopes that some amazing pets will be adopted into their forever homes!

When I was on one of my visits to the SPCA, for the fundraiser, I took a look at the available pets, all loving and adorable, I hope that they all will be able to find their future families! During that visit I decided I will be signing up as a volunteer very soon. They deserve all the love they can get!!

Distributor on the Go



Alison Boers, IL

Alison has done a wonderful job of building her Scent-Sations business ! She reached her first goal of Diamond Distributor in two months and has sponsored 10 Autoship Distributors in four months and continues to add to her growing team each month. And she has not only the dream, but the drive, to achieve the next step of 2K Diamond as quickly as possible.

Despite being a wife and mom to three teenagers, working FT, and caring for her sick elderly parents, she still gets the work done. Being busy is not an excuse for not building her candle business. She makes her business a priority and EVERYDAY engages in activities that will move her closer to her dreams. She believes in herself and the product and her coaches. She is eager to learn the elements of the business that will allow her to be an awesome coach herself. She first learns, so she can then teach. She is an incredible support to her team, always wanting to do the best for them.

And as you can imagine with three kids and her love of horses, her budget is tight. But again, she doesn't make excuses. Instead of focusing on what she can not do, she centers her beliefs and thus activity on what she CAN do.

We are so excited to see where Alison takes her business during the upcoming prime candle season. You can bet it will be to GREAT heights cause she'll continue to be coachable, continue to expose her product and the opportunity to those that have a dream like she does.

Congratulations on your early success with Scent-Sations!

Congratulations to this Month's Rank Advancements

Deborah Clough – Diamond Distributor
Debra Dasher – Diamond Distributor
Barb Britt – Diamond Distributor

Top Sponsoring Distributors for July



Joseph Natishak

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



Cheryl Hill

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



Martha Walters
Julie Higgins
Alison Boers
Sharon Williams
Gerard Horn

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

July 2013: Top 10 Retailers

1. Stacey Pfohl, TX
2. Lakeisha Green, NY
3. Jon Lessor, ME
4. Dierdre Holladay, AR
5. Vicki Green, WA
6. Toni Ann Macedo, NJ
7. Lorraine Bills, NV
8. Corinne Demoss, ND
9. Tykisha Brown-Johnson, VA
10. Angie Samuelson, KS

Top 15 Selling Candles in August 2012

1. Sweet Orange & Chili Pepper
2. Chili Vanilli
3. Pumpkin Spice
4. Creme Brulee
5. Hot Apple Pie
6. Harvest Time
7. Sex on the Beach
8. Pumpkin Cheesecake
9. Angel Wings
10. Apple Cinnamon
11. Slate and Stone
12. Sandalwood & Vanilla
13. Eucalyptus
14. Twilight
15. Mulberry Spice

Next Month's Autoship



Grandma's Kitchen

Upcoming Autoship Scents

October - Pumpkin
Cheesecake

November - Candy Cane

December - Hot Apple Pie