

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



August 2014

Volume 14, Issue 8

This Month's Autoship: Cucumber Melon

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Odor No-More: Vanilla is one of the most loved fragrances around the world. We combined the highest quality Madagascar Vanilla perfume with a mixture of exotic herbs to give you a scent that will mask any unwelcome odor!

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2014 Summer Fling!!!



Oatmeal Raisin Cookie



Holidays in Paradise



Hungry no-more!



Stress no-more!



Hand Painted Simmer Pot - Winter Welcome



Hand Painted Simmer Pot - Winter Hideaway

It is August and the 2014 Summer Fling is now “in the rear view mirror” but for those who attended it will remain a key event that will catapult their Scent-Sations business to new heights!

Over 100 distributors attended the event which is held on a Tuesday and Wednesday. Distributors started arriving in NE Pa on Saturday and by Sunday there were private meetings and get togethers as far away as the Poconos for a handful of reps who opted to go Whitewater Rafting!!!



A huge thank you goes out to our two hosts, Chery Hill and Kim Day who did an amazing job on both days. The many speakers were fantastic and all were awarded a certificate as a “Team Player” for their participation,

Business Builder Award



Kathy Schneider

Leadership Award



Jaquelyn Snell

Team Players Award



Cheryl Hill, Shep Kuester, Jan Kuester, John MacFadden, Tracey Gilmore, Jaquelyn Snell, Jennie Horn, Kim Day, Jimmy Schneider, Kathy Schneider, Cathy Mahady, Christina Henarie, Jordan Ramirez

Top Enrollers



Alison Boers, Tracey Gilmore, Christina Henarie, Cheryl Hill, Jennie Horn, Cathy Mahady, Jordan Ramirez, Clayton Schneider, Kathy/Jimmy Schneider, Jacquelyn Snell

Top Retailers



Jennie Horn, Jan/Shep Kuester, Cathy Mahady, Jacquelyn Snell

Rising Stars



**Alison Boers, Marilyn Williams, Bruce Travis, Linda Rigsby,
Lisa Rueb, Karisa Payor, Becky Bishop, Christa Stavish**

One of the highlights of Summer Fling is the three “evening” events... the two deck parties and the final event held on Wednesday night. The deck parties are always a wonderful place for distributors to “meld” with one another and make new friends or just hang out with old friends. The food is always a big hit at these events as the Woodland does an incredible job of feeding us! The final night is the dinner-dance-karaoke and as usual it was a hit, with absolutely amazing food all done in a buffet style!

The first section of every Fling includes the New Product announcements and we unveiled several, including, Stress No More, Hungry No More, Oatmeal Raisin Cookie and Holidays in Paradise. We also unveiled two new hand painted Simmer pots.

Workshops were both entertaining and educational and I know that all were once again enthralled by Stephanie Jallen's continuing story of courage and sportsmanship at the Sochi Paralympics. Those who listened to her story last year were “filled in” on events that happened after the 2013 Sochi event and now we can hope to listen to her story as it unfolds towards her quest to bring home more medals in 4 years at the Korean Paralympics!!



This year's Fling was phenomenal. I have attended numerous Flings since beginning my career with Scent-Sations in 2003, but this year was different. There was a NEW energy -- a new belief -- a new excitement generated around what we introduced as the \$500 Movement. I was so honored to be part of this launch that provides a united Mission for all distributors in Scent-Sations. Together, with this Vision, we can take this company to \$100 million and beyond!

We were very fortunate to have the training recorded for those that weren't able to attend. And that is awesome. But there is SO MUCH more that goes on at Fling outside of that stage, where the formal training takes place. It's the lunches we get to spend with our team

mates making memories that will make us laugh all year long, it's the drinks on the deck that allow us to get to know each other personally beyond business, it's the sense of family when we sing crazy songs that have become a traditional part of our gatherings.

THESE things you'll never experience from sitting at home watching a recorded training.

My commitment to my business is enhanced greatly when I can look the owners in the eye and talk about the dreams we have for this company, when I can sit face to face with team members and hear their vision for why they want to build this business, when I sit with the leaders and share our passion for why we believe Scent-Sations is the finest company in the network marketing profession.

I encourage to make the commitment NOW to attend next year's Fling-- start the process by deciding you won't be left out of ALL that we experienced by being there!

Cathy Mahady, Director

“Fling 2014 was amazing. This was my 8th Fling, I have not missed one since I joined in March 2007. For me, Fling is always a way for me to reconnect, recharge and RECOMMIT to my business. This year was probably one of the most informative flings that I attended. Getting reconnected with people that I only get to see occasionally is only part of it. Learning from and being able to speak with the owners and top earners in the company is invaluable. If you are serious about your business, you NEED to be at the company events whenever it is possible - the connections you will make and the things you will learn are PRICELESS!”

Kathleen Lerchenmueller

“All I have to say is WOW! I want to thank the home office for this incredible week of learning and sharing. It was absolutely phenomenal!

From walking around the plant with Carmen our candlemaker, listening to the passion he has for this company really hit home with me. Incredible man.

Meeting all the wonderful people from the home office and the other distributors all over the country. Hearing their stories, their struggles, and successes. It meant the world to me and my business and I have been working hard at it in the past, but you haven't seen nothing yet!

The whole experience for myself and my husband has been life changing. We are both so glad we took the time off of work to come, learn, and meet these exceptional leaders with our company.

Our products are the BEST! The compensation plan is the BEST! Our Leadership is top notch!

I have tried other direct sales in the past, always thinking the grass is greener, but I can

tell you this, it ISN'T greener. We have the BEST network marketing company out there, bar none. You CAN make an incredible income with this company if you stay persistent and consistent every day and have a huge WHY. Stay connected with the leaders and the trainings, stay focused, and feed your mind.

I found my home with this company and will be around for a long, long time. I am extremely passionate about Scent-Sations and looking forward to the future and the incredible growth we will experience.”

Alison Boers

“It is difficult for an introvert to step out of the comfort zone. Jordan reminded the attendees that outside of that comfort zone is where the magic happens. I then recalled all the training and self-help books that stated the exact same thing. I decided not to wait any longer and signed up to sing my first ever solo karaoke, using the support of our Scent-sational family to help me through it. Although it was followed by a panic attack and the use of an asthma inhaler, I survived. It may be small in the grand scheme of life, but that one little step to widen the comfort zone is one step closer to freedom. After karaoke, making calls to leads and prospects holds no fear. Remember: "My business will grow only as much as I do."

Amber Macphee

“Wow! Summer Fling 2014... hard to believe it is in the books and we are gearing up for next year! I have never seen so many motivated distributors leave the Woodlands Resort than I have ever seen in years past. The activity taking place on my team is incredible! Cheryl Klinker hit Diamond the week after fling along with fundraisers, show on the go's and vendor events booked by other distributors... and business is growing everyday!

The discussions and brain storming that takes place on the deck each night alone is worth more than your investment to attend fling. The ideas being shared among each other and the networking that takes places is powerful! Where else can you sit down for two hours with someone that has made over a million dollars in this business and share what he is doing? That is what makes Scent-Sations Inc. truly a unique opportunity built on a family of distributors.

THANK YOU to Cheryl Hill, Kim Day, all the speakers and everyone at home office for all the time and hard work you put into making Fling a success!

I'm All In!”

Jayson Waits

“This was my first year to attend the fling. I wish I would have attended sooner. For those of you who did not go or were on the fence this year, I strongly recommend you attend next year. The wealth of information and the amount of training I took away was priceless. It was great to meet the team and the owners and staff. Do yourself a favor and attend next year. You will love it.”

Mike Torounian

“Fling 2014 was my third Fling in a row, and I needed to attend once again this year to get my mojo back and get myself kicked in gear to actually take action in my business. Each Fling I have attended, I have cried (winning the costume contest the last night my first year really showed me this company GIVES BACK TEN FOLD to it's family of distributors!), I have laughed (ask Jennie Horn about Walgreens sometime!), I have pondered many things, and this year especially, I have finally FOUND MY WHY that makes me truly cry, deep down.

It is so important for anyone in this company to attend Fling. It is well more worth the cost than you might ever think. In no other company can you rub elbows with the company owners over drinks, laugh, and share jokes and personal stories with everyone there. The owners call you by first name, and offer the warmest hugs and handshakes you have ever felt!

You will always walk away from Fling feeling as if you are a part of something bigger and more meaningful than "just another candle company". And you will learn so much more about our products, the owners, and how the company has changed lives than you ever could just reading blogs, facebook, Twitter, or anything else. Fling truly makes you feel you are a part of something GREAT, and you need to share it with everyone! I challenge EVERYONE to come to Fling 2015 - you have a year to build your teams and volumes up to earn the money to come, so budget it out, and get working, and join us there!”

Tina Fraser



“What can we say? AMAZING!!! My husband and I have been with Scent-Sations, Inc. on & off since 2008. As of July 2012 my husband said "hey let's sell candles again" of course I said "yes" because I love them! We didn't make Fling that year or 2013. But 2014 we packed our bags and headed to Wilkes-Barre, PA, 16 1/2 hours later we made it. It was great to see old friends and make new ones. The speakers were inspiring and motivational. They say to find your WHY, we did. And we can say we were there for the Movement...we're all in 5 get 5!!!”

Brenda & Jeff Farmer

Domenick & I have been attending to FLING since 2008. Scent-Sations is really one big family. We learn so much on how to build our business from the top leaders in the company. We meet new people, we party at night, we just have a blast.

This year, I had recruited Grace Olson on the Tuesday before FLING & she & her mother Maureen attended FLING. They loved it! They couldn't believe how laid back & comfortable everyone was with each other, like we've all known each other for years. I'm hoping that more of our team will be able to attend & have as much fun & learn as much as we have.

So, from riding in the RV with the Schneiders & going to Tommy's for Pizza for lunch, factory tour, deck party, great food & drinks, pool & hot tub on Monday, training on Tuesday, deck party pool & hot tub. same on Wednesday with our Wild Wild West party, singing & dancing. It was the greatest time!! You can't beat the price of FLING for everything that you get, training, all the food & drink you want, & most of all meeting all the new friends & team members that you have either talked on the phone with or chatted on line.

YOU NEED TO BE THERE NEXT YEAR - start the easy plan monthly payments when it becomes available. **You will be so glad that you did. You will have a great time!**

Maryellen & Domenick Camorote

Fling and the Amazing Mia Bella's Family!

This year my husband Randy and I attended our 5th Fling. I know that most of the people who attended and are submitting their stories will be writing about how amazing the trainings were – and they were absolutely awesome but I want to write about something else.

On Tuesday evening, the first full day of Fling, my husband had to be taken to the emergency room and he ended up being admitted until the following Saturday. Now I know distributors are always posting on Facebook about us being a Mia Bella Family but this incident really showed us just how much of a family the Mia Bella community really is.

How many CEO's of other companies would come to the ER and stay with you while waiting to find out what was going on? Our CEO, Bob Scocozzo did.

How many other companies would have the creators of their products visit while in the hospital? Carmen and Lynn did.

How many other companies would offer you a place to stay so you could get out of the hotel? Cheryl Coger did.

And how many other companies would have fellow distributors go out of their way to visit in the hospital? Our distributors did.

Being in the hospital is never easy and being in the hospital 1000 miles away from home is definitely not easy but our Mia Bella family did everything they could to help us get through it.

Randy and I already knew that we had made the right decision when we became Mia Bella distributors six years ago because of the excellent products but after this past Fling and all of the support we received from everyone, we truly feel blessed to have chosen this company.

We have been home for a couple of weeks now and are still receiving messages and emails from everyone checking up on how Randy is doing. He is feeling better but does need to have surgery in the next few weeks to correct his health issue.

Be assured that he plans to fully recover and is looking forward to seeing everyone in January at the Regional Event in San Antonio! We can't wait to show off our city!!

P.S. To the gang who was drinking shots in his honor on Wild West Night (and you all know who you are), Randy said to be ready for next year – he has lots to make up for!!

Christina & Randy Henarie

FLING... All I have to say is WOW!

I want to thank the home office for that incredible week of learning and sharing. It was absolutely phenomenal!

From walking around the plant with Carmen our candle maker, listening to the passion he has for this company really hit home with me. Incredible man.

Meeting all the wonderful people from the home office and the other distributors all over the country. Hearing their stories, their struggles, and successes. It meant the world to me and my business and I have been working hard at it in the past, but you haven't seen nothing yet!

The whole experience for myself and my husband has been life changing. I am so glad I took the time to come, learn, and meet these exceptional leaders with our company.

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I found my home with this company and will be around for a long, long time. We are my husband and I are extremely passionate about Scent-Sations and looking forward to the future and the incredible growth we will experience.

Rose Mary and Bob Yeo

Fling 2014: The Energy Was Contagious!



Fling 2014 was by far one of the best when it comes to inspiration and excitement. The ENERGY that was in the ROOM was contagious!

It was an honor to co-host with my dear friend Kim Day. To stand up there and see all those in the room willing and ready to move their business forward was rewarding in itself. What a beautiful Mia Bella family we have.

The learning that happens both at convention and in the hallways is beyond explanation. To sit down and hear success story after success story, to listen first hand to other leaders and the owners is magical. You ONLY get that when you make the commitment to come to convention! So I truly hope you make it a goal to join us next year, you will NOT want to miss out!

A DREAM of mine became a reality this past fling. I had always dreamt of having enough team members come to convention that an entire section was filled with Rock Stars. Each year it would grow little by little. I stood up on stage that first day I looked out and almost

started to cry...there I was looking out into the crowd and seeing my dream become a REALITY. Didn't quit expect to see them all wearing mustaches but it sure did create a fun filled memory for me, so THANK YOU for believing in yourself enough to be there, investing in YOUR dreams!

We are in a business of HELPING OTHERS and nothing brings me more joy when I see people CHANGING THEIR LIVES and allowing me to be a part of that journey! Each and every one of you is a blessing to my life and I am truly thankful that we are on this Mia Bella journey together! SO BIG HUGE THANK YOU to all the Rock Stars, you are a gift to me!!

Each year convention allows me to grow more as a person and business owner. It provides the inspiration to continue, even though life and business can throw you into a valley at times. It provides you that connection with others that are like minded and going in the same direction you are. It gives you the energy, ideas, and tools to climb out of the valley and up to the Mountain top! I am SOOOOO thankful I took the steps needed, in my business that would allow me to financially make it to fling. It was exactly what I NEED to reach my next goals.

I want to thank EVERYONE that had a hand in making convention 2014 happen...it takes a small army of people at corporate along with the owners to make it happen, so THANK YOU!

I am already planning and looking forward to Fling 2015. I am ALL in and ready to experience all that Mia Bella has to offer this coming year. JOIN the Mia Bella Movement and let's get #500to500 so we can all CELEBRATE in a BIG WAY in 2015!! Who is ready to JOIN US?

Cheryl Hill

Fling 2014: LIFE CHANGING!!



Once again, there are no words to truly describe my experience at Fling 2014! It was an honor to co-host the training workshops with my dear friend, colleague, and “sister”, Cheryl Hill! It was a privilege to introduce the owners and speakers who shared their experiences and provided crucial training to help everyone live the dreams they want!! It was a pleasure to have Paralympics’ Medalist Stephanie Jallen visit to tell her inspiring story and share her success against all odds.

It was a great time spent with our extended Mia Bella family, as we met new friends and welcomed them into our hearts! Without a doubt, the new products are awesome... especially the Holidays in Paradise (I’ve been waiting 2 years for that pineapple candle, so thank you Carmen)!!

The “Five Get 5” crusade that the “Free to Relax Team” started was, in a word, EPIC! I have never been more proud to be part of something so amazing!! A huge thank you to the 'Fantastic Four' for allowing me to be part of Fling 2014! This year's convention was just breathtaking...from all the words of wisdom, inspiring and motivating testimonials, great conversations, and the best finale I've ever heard, seen, or been a part of! Thank you, thank you, thank you!

This year’s convention was recorded so that the people who were unable to attend could still benefit from the training. I’m sorry to say that watching the video, or hearing about everyone’s stories is not the same. If you weren’t at Fling 2014, you missed out! It’s never too late...join the movement NOW and get ALL IN!! We don’t want to miss you next year!!!

Kim Day

2014 Fling... Worth The Cost!!!

Now that Sharon and I live in Dallas (TX, not PA) , and can no longer just take a 3.5 hour drive from Long Island to Wilkes-Barre, we had to give some thought about going to fling this year like many distributors, and if the added cost of airfare for 2 people, was going to be worth it. Fortunately, we made the right decision, spent the money, and purchased our tickets. And are we glad we did! Like many people, we've let the business slide, and have not been doing much since our move to Dallas. We knew the Fling was what we needed to get motivated, and motivate us it did.

For starters, the presentation by Tamara Keller was a Grand Slam home run out of the ballpark! I have always heard that you need a "WHY", and I totally understand and appreciate that, however, never have I heard it explained the way Tamara presented it. If that presentation on Tuesday morning did not make you dig deep down inside your sole, and find a "WHY" that "Matters" , then you were not listening.

Then after lunch on Tuesday, who ever would have imagined that the story of Skier from Kingston PA would be the highlight of a "Candle" meeting. Stephanie Jallen is such an amazing person, and her story is something movies are made of. With all that

she has had to overcome, her physical limitation (NOT physical disability, she is not disabled!), the injuries she received months leading up to the Olympics, and then those horrible conditions on the slope, that ended the careers of some of her teammates. After all this, she found the determination and skills to ski down those wet, sloppy slopes, at 65 mph, with her one leg, and one arm, and win 2 metals. Truly an inspiration to everyone in the room. If Stephanie could not motivate you to wake up every day, and get the most out of your life, and your Scent Satations business, no one could (except Charlie) . She inspired everyone, and left many with a tear in their eye. I will forever cherish my autographed Stephanie Jallen candle.

And finally, the Free to Relax team presentation Wednesday afternoon was the Grand Finale. The 2 hours of information provided by Jordan, Kathy, Cathy and Tracey covered much of what people need to do the business. The training booklet of information to take home was excellent, then finally the "Five get 5 \$500 movement", what a great idea. I am confident this program is going to be a tremendous success, help us, and everyone else to stay focused on 5-get-5 every day.

Thanks to ALL the presenters, you were all fantastic, motivational, and a inspiration to all. 2014 Fling was worth every cent as it always is, and starting to look forward to San Antonio in Jan 2015, and then Fling in Summer 2015 !!! If you did not make Fling 2014, Start putting away \$100 (depending on YOUR expenses to get there) per month now, and you should have all you need for 2015. Hope to see y'all there.

Bob and Sharon Umphred

Summer Fling Gave Me a “Clearer Understanding!”

Every year Fling is a new experience, and this year is no different. I already miss my Mia Bella family that I see not nearly enough of, and I cherish the friendships that have been borne out of a few days in Pennsylvania every summer. This year's "FUNDAY" included white water rafting, and that was AMAZING. We finished Sunday up with the traditional dinner at Shogun - another highlight of the week. I always make the trip to Fling a bit of a "McCation"; I arrive a few days early, and enjoy my chance to get away for a bit, spending time with new and interesting people, experiencing new things, and spreading my investment into attending Fling just a bit further. It's always worth it!

Every year I attend Fling open to receive what it is that I need to move my business forward for the upcoming months. What, exactly, that is I do not know until it is there. I just go, knowing I will receive that to which I am open. This year was no different. There is no possible way to convey to you exactly what that is for me, to describe how it feels, or to quantify the returns. But trust me when I tell you that there simply is no better action you can do to support yourself and your growing business than to get tied in to events happening with Scent-Satations - be those local weekly meetings, regional events, and of course the annual Fling. BEING THERE is the only way you can know

what that will do for you. I can guarantee you that you will find it worth your while, year after year after year!

My one thing I took away from Fling this year was a clearer understanding of how all the pieces of this puzzle fit together. I've had the pieces for awhile, some of them for years. But I didn't have them all put together right - it was close, but not 100%. I came home with greater clarity, renewed focus, and much closer to my true, overarching "why" than when I left home. And best of all, this clarity promises an unlimited ROI over the upcoming months, and years.

Thank you to everyone who made Fling 2014 all it could be -- from our hosts, speakers, owners, stakeholders, and most of all, the attendees.

Tamara Keller

Fling: This Year It Was Different!!!

This year's Fling was phenomenal. I have attended numerous Flings since beginning my career with Scent-Sations in 2003.

But this year was different. There was a NEW energy -- a new belief -- a new excitement generated around what we introduced as the \$500 Movement. I was so honored to be part of this launch that provides a united Mission for all distributors in Scent-Sations. Together, with this Vision, we can take this company to \$100 million and beyond!

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I encourage to make the commitment NOW to attend next year's Fling-- start the process by deciding you won't be left out of ALL that we experienced by being there!

Cathy Mahady

It's Impossible

It's impossible to miss you if you've never been there.

If we've never met you, how can we know what we've lost by NOT knowing you?

It's impossible to communicate the importance of being there.

If you've never been to an event, you can't feel the energy in the room.

It's impossible to motivate you to be there.

That is going to have to come from inside of you

It's impossible to communicate all the amazing things that you missed by not being there.

The emotion, fun, excitement, energy, dancing, food, friendship, conversations, learning, bonding, growing, sharing, building, singing, meeting, teaching... it's too much to be communicated effectively with words.

It's impossible to know the one kernel of information you could have used to grow.

You simply don't know what an incredible opportunity you missed.

It's impossible to tell you how much we want you to see you there.

If you understood, you'd walk through a brick wall to be there next time.

Tracey Gilmore

Fling Video Series Appreciated!!

I just wanted to tell you, how grateful I am for giving us the opportunity to purchase, watch and listen to the great Speakers we had at Fling 2014.

With a husband in Japan and a new Grandchild arriving - it was not possible for me to make Fling, but I tell you what, I felt like I was there because of the videos offered. So, I thank you.

While watching each video, it gave me a stronger sense that I need to be there next year - and I will!

Seeing so many familiar faces, listening to so much wonderful training leads me to feel "hungry" for more!

Thank you again Scent-Sations for always taking care of us.

I will be at Fling next year!

Jen Ouellette

I did not attend Fling. I purchased the link, and boy do I wish I were there! I would like to commend all of the speakers, all of you did an amazing job and sure re-lit my fire!

There were so many aspects of the video that had such an impact on me. First, it truly was a learning conference, it wasn't just a rah-rah, cheer fest telling everyone how awesome they are. (Even though they are)!!! Bobby, who does not like to get up and speak, got up there and DID it. I would never be able to tell that he does not like to do public speaking, I thought he was at ease-why?... Because he spoke about his passion- the company and the people and his vision for this company. Carmen spoke so genuinely and was so authentic that I actually got goosebumps! ... Cheryl did such a great presentation on "Show -on the:Go", it showed it's simplicity and how effective it can be. Shep, again genuine and sincere about Jan and his business- you could feel it through the screen! Jaqueline Snell, I was truly touched by her story and she gave me the encouragement to maybe finally get my business moving. I watched her segment twice!...Oh, I cannot forget Tamara and her powerful presentation on your "Why". It truly was informative and I am still "digging" deep to find my "why". ..John Mc Fadden's presentation was fantastic. ... The Aces in Prospecting is extremely helpful.

After watching Fling, I truly regret not being there. I also realized that I feel a sense of obligation to you, Charlie and Bobby, and especially Carmen and Lynn who started with a candle pot and the entire organization. You all are so giving and passionate about the company and the people that I feel like I need to do my part; afterall, that is what I signed up for!

I had decided after watching all the fantastic presentations, I would make a commitment to move my business forward. I figured if I put this in writing then it will be the first step to move it forward.... The ironic part of this is I did not watch the last segment on \$500 movement. I watched the bag lunch video. .. so I plan on joining the movement and being one of the "2500" at Fling next year. No more excuses!

Thank you to all of you who have dedicated your time, passion and commitment to a truly wonderful organization.

Janine Stewart

Customer Loves our Products!

I recently placed an order with Scent-Sations Distributor, Martha Lloyd Walters. Mia Bella was the first tart warmer I ever purchased and it has been with me for many years and has made two trips to Iraq and one to Qatar with me. It got cracked down the side on one trip but it is still kicking and I have it in my office now.

This time I ordered four 16oz jars. If you've never seen a Mia Bella candle, the wax is kind of crystal looking so it melts very beautifully. I have a blueberry one that is from 2007 that the wick is gone from but the fragrance is so strong that I can smell it just from the wax, without needing to burn it. I get just a hint of it every once in a while to remind me it is there.

Cynthia Tackett

Retailing to Recruit: "An Office with a View"



"Here's our 10' x 10' booth set up for this event. When the show opens we will have all lids opened / loose on the jars, all simmer pots out of their boxes, mia melts uncovered, and pies, spas, wines, orchards and signature jars out on their boxes too. Everything easily available for everyone to smell."



Linda and I are set up and ready to share the Mia Bella love at a fireworks competition over the upcoming week.

What a great opportunity to introduce more people to Mia Bella's, to serve loyal customers, and to share this Scent-Sational business opportunity. It's called "Retail to Recruit", and selling Mia Bella's at local trade shows, craft markets, and vendor events is a great way to gain exposure - to both our products, and our business. We are set up for a total of 5 nights.

Night one was rainy and dreary (not the best for a fireworks festival), and we retailed over \$350, have 3 people looking

into the business with follow-up phone calls scheduled, 1 vendor presentation scheduled, 3 home parties booked, and over 50 leads generated through our draw box! Not to mention a world class fireworks display every night. Is it any wonder I love this business!

Tamara Keller

\$120 In Sales!

I did two events over the weekend... \$120 in sales. Best part though, over 45 people entered my candle giveaway drawing... now that's what I call a lot of potential. Got another event this Saturday and one the Saturday after that. My goal is to get 60 people to enter the candle drawing and have at least the same in sales. My other goal... finally get a banner made for my main table. I love doing shows... And everyone but my feet loves that I never sit down and actually engage my customers.

Jennifer Renee Getzendanner

My First Farmer's Market



On August 9, 2014 I had my first vendor booth ever at my local Farmer's Market. I had been wanting to do this since I joined Scent-Sations in late January but I had been on a very strict budget so it took me some time to get the inventory and equipment I would need. I was also battling some very bad cases of self-confidence and anxiety (something I've had all my life but that is another story).

I finally built my courage and sent in my application on July 28th. The next morning I received a reply that they didn't have any room for me at that time but would keep my file on record in case something opened up. I was bummed but I reminded myself (several times) that they didn't say "no" they said "not right now". Two days later on July 31st I received another email from the manager of the market saying that they would have space for me on the second Saturday of every month and that the next one would be on August 9th. Woo Hoo!!!! I was so excited I didn't know what to do with myself! I started texting and calling everyone I knew!

I spent the next week preparing and getting ready for the big day. The morning of the market, I was (again) doubting myself and my stomach was swimming with butterflies, but I knew I had to do this and I was determined to prove that I could! I took a deep breath, reminded myself (again) that I can do this, and got in the car. There was a lot of comraderie from the manager to the other vendors. Everyone there was so helpful! That alone laid a lot of my fears and uneasiness to rest!

So with the help of the best little sister on the planet we got to work setting up. Once we were all set up and I was finally able to sit down for a moment, I look up and directly across from my booth was a Scentsy distributor! I thought to myself, "Oh no...competition. I am never going to sell any candles now!" But then the competitive side of me kicked in and I thought, "Bring it!!! In my opinion Mia Bella's candles are by far a better product all the way around!"

As the morning went on I noticed that more people were stopping at my booth and

passing the Scentsy people by. And even though they weren't buying, I could tell they were interested and most importantly they had been exposed to the best candles on earth so they would be back! It wasn't until towards the end of the market that a lady and a few of her friends stopped by and as she was smelling the candles and asking questions, she started pointing and BUYING! Two 16 oz. jars, a Signature Candle (Harvest Jack), and 4 votives later.....she walked away with two bags in her hands full of Mia Bella goodness! Overall it was a great experience with a ton of exposure and positive feedback. One of my fellow vendors that had helped me set up came over a few times during the event to check on me and commented on how well my set up looked.

He told me that it was way better than some of the other vendors, and that was coming from someone who did marketing for a living!!! I even had the assistant manager of the market tell me that she had been looking for a new candle person to buy from and that I may be it! Score!!!! I had so much fun and I can't wait until next month when I can do it again!!!!

Sandra Blake

My First Home Party Experience

I have been with Scent Sations for 5 years but I retailed to friends and family. I decided to "branch out to home parties!

I was very nervous doing my first party, even though I've known this girl for a while. She used to be a distributor with a direct selling company that sold simmer pots and melts, but she resigned after deciding that she hasdd an issue with their product quality and scents not lasting long.

Knowing this made me feel a lot better because our melts are truly awesome and I knew she and her friends would be "blown away".

As the guests arrived I gave them 2 raffle tickets that I was using for a drawing I was doing later for free votives. When they all got there I started by reading a little background story about myself and how I got started in the business. I told about my favorite products and scents. Then I went on with a short piece about how Scent-Sations got started. (Which they all thought was so interesting.) And finally went on to describe to them all of the products. Then opened it to them to smell whatever they would like and I answered any questions.

My biggest fear was reading and speaking in front of them but after I read about myself I was all better! We played a booking game where I had a bunch of envelopes; some said "Book a Party" and others said "Free Votive" on them. I didn't push them to pick but encouraged them because they could also win a free votive or melts. I got 2 people that pulled the Book a Party so I got 2 bookings for October!

If they booked a party they got to pull out of a gift bag a card. This card had pictures of our products such as simmer pots, melts, bella bars, free shipping, ect. And this would be the hostess gift they receive at their party. For the hostess gift for having this party I gave her a bag of Mia Melts and a Bella Bar. She loved them! We had 6 people show up besides the hostess and myself, and got a total of \$145 in orders before the end of the night.

I found that the top things people were ordering were the Moose Mountain Simmer Pot and Sex on the Beach Mia Melts. This experience was an awesome one and as soon as I walked out I had more confidence and motivation to book more and share my wonderful business!

Chelsea Windhausen

I Booked a Home Party and Show on the Go Today!

I had a booth at Farmers Market to sell my crochet and knit items. Because they do not allow booths with non-handmade things, I cannot sell Mia Bella's at this particular booth. But I found a way to get the information out to those who came to the Market!

I set out catalogs and scent samples and asked every passerby if they liked candles and those who said yes, got an information packet. I also told them that I was looking to host either a home party or a "show on the go" and ended up booking one of each! I would say that is not bad for "not" being able to sell my Mia Bella's candles... LOL!

Marilyn Monical Williams

Kim Carruth - Scent-Sations Distributor (RIP)

Scent-Sations distributor (and my sponsor/friend) Kim Carruth, passed away on the evening of August 3rd, 2014 surrounded by her family.

I met Kim when I answered a little add in our local newspaper. I called her and the first thing she said to me was, "I can turn you onto candles, but I cant tell you how to team build. I did this ad as a test to see who reads this column." From that day on my life changed. Not only did I gain a terrific friend, but we discovered a business that would change our lives.

Kim was a wonderful mentor. Always willing to help and guide the best she could. We went to our first FLING in 2008, and once again Kim told us, "I'm here to mingle and have a good time, so you need to get to know some other people". Boy, was she right. Everywhere she went, she was the life of the party. I so treasure all of those times. Kim was a tower of strength and shared every step of her courageous journey. I will never forget you my friend, and my life is ever changed because of you. I love you Kim...till we meet again.

Jen Horn

This came from her brother:

“Dearest family and friends - Kimmie's 5-year battle with cancer is over. She passed last night, peacefully and comfortably, surrounded by family. In the end, her spirit - her soul, her aura - was simply too big and strong for the weakened vessel that held it. There are no words that I can use to adequately express my love and gratitude to all of you for your outpouring of love, encouragement, well-wishes and prayers. Her fight and determination were immense. It was through Kimmie's struggles that she taught us love, strength, courage, and sacrifice. Please don't ever forget those lessons, for Kimmie's sake, or for the sake of everyone you love. Kindly continue your prayers for Kai. He will need strength and guidance. But he is back among family, and we will guide him the way Kimmie wanted us to. Thank you all, and may God Bless you.”

Congratulations to this Month's Rank Advancements

Cheryl Klinker – Diamond+ Distributor

Personal Volume Club for July

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

\$400 Club

Colleen Fast	Roger Williams	Otanner Candles	Sandra Blake
Deb Neigum	Shep & Jan Kuester	Tamara Keller	Stephanie Irish
Lisa Hayter	Stacey Pfohl	Flicker Scents	Sharon Trachsel
Curtis Muffley	Rene Lincoln	Lisa Meiluta	Martha Walters
Sharon Pavey	Laura Nonemaker	Sharron Sample	Becky Bishop
	Cynthia Ridenhour	Cheryl Klinker	

\$300 Club

Kristy Butts	Kellene Vandorn	Pearl Gain	Free Enterprizes Inc
Carolyn McLain	Maryellen & Domenick Camorote	Brian Mink	Tom Ochman Coin And Jewelry
Lisa Alford	Amy Markle	James Day	Kasey Haugen
Susan Cortes	Lucky Lab Rescue	Jerri Alexander	Amy Gressler
	Laurie Brawn		Randall Henarie

\$200 Club

Elizabeth Winslow	Kelli Goolsby	The Triangle Pharmacy	Nancy Kuffa
H & M Herbs & Gifts	Melissa Banta	Sherry Maxwell	Laurie Chapman
Jennifer Getzendanner	Peter Canavan	Patty At Palmetto Styles	Rebecca Froelich
Jessica Miller	Bonna Heintz	Vicki S Green	Tammy Berg
Richard Gazenski	Trey Waller	Elle Hampton	Susan Garfield
Don And Wendy Johnson	Jacquelyn Snell	Mary Ann Campbell	Sarah Allander
Soothe My Soles	Christine Murphy	Ricky E. Arthur	Ann Westmark
Justin Locke	Mary Hartzell	Cynthia McJordan	Daystar Boutique, Inc.
Patti Or Calvin Felix	Linda Rigsby	Lisette Bouchard	Shawn Herold

Bradley Snell

Bonnie & Bobby
Bryant

Kelly Drath

James Prato

Kim Day

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

Top Sponsoring Distributors for July



Alison Boers
Jacquelyn Snell

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



Sharon Williams
Stacey Pfohl
Michelle Mccorkle
Becky Bishop
Tamara Keller

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

July 2014: Top 10 Retailers

- | | |
|-----------------------|----------------------------|
| 1. Stacey Pfohl, TX | 6. Brian Mink, TX |
| 2. Lisa Meiluta, PA | 7. Heather Findlay, CA |
| 3. Martha Walters, FL | 8. Charmin O'Neil, MI |
| 4. Peter Canavan, PA | 9. Joseph C. Natishak, PA |
| 5. Vicki Green, WA | 10. Chelsea Windhausen, NY |

Top 15 Selling Candles in September 2013

- | | |
|--------------------------------|----------------------|
| 1. Pumpkin Spice | 9. Christmas Pine |
| 2. Sweet Orange & Chili Pepper | 10. Apple Cinnamon |
| 3. Pumpkin Cheesecake | 11. Odor no-more |
| 4. Hot Apple Pie | 12. Moroccan Nights |
| 5. Harvest Time | 13. Angel Wings |
| 6. French Vanilla | 14. Spiced Cranberry |
| 7. Grandma's Kitchen | 15. Sex on the Beach |
| 8. Chili Vanilli | |

Next Month's Autoship



Harvest Time

Upcoming Autoship Scents

October – Cinnamon Raisin Bun	November – Home for Christmas	December – Hot Apple Pie
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