

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter

August 2015

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This Month's Autoship: Fresh Apple

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2015 Summer Fling Was Exciting!



I have been with Scent-Sations for 7 years and this was my first Fling! I had such a good time. I stayed at the Woodland's and it was so great because everything happened right there. It was a great location because we were so close to everything, the casino is right down the road, the mall is close and all the stores were close in case we forgot something or needed anything.

I learned so much from our leaders, Shep & Jan, Cheryl, Kathy & Jordan, Jackie and our motivational speaker Bob Perks. I think my favorite part was the deck parties and get together with our whole Mia Bella Family. Our first night on the deck we didn't know many people but I hung out with my leader Cheryl Hill and met Cheryl Coger and Lynn and just talking to them I feel like I've known them forever.

And even after our dinner parties were over our team went out and spent time together and bonded. For going into this never seeing anyone before I truly felt like part of a family. Our Saturday training was awesome with our awards at the beginning to get us pumped to then releasing the new products and then trainings to get us on track! It was so much fun and I'm already excited for next year!

Chelsea Windhausen, NY

The hands on training work shop on Friday, lead by Kathy Schneider and Jordan Ramirez was great.

My team is benefiting from tips I learned. I am enjoying combining my training tips into the system which is completely duplicatable.

And of course meeting new/old reps from all around the country is always an added bonus and pleasure

Susan Graves

Lisa and I have made it back home. Thank you to all of the people who organized Fling! I had a great time, met wonderful people, and came away with an invaluable amount of information we can use to grow our business. Special thanks go out to Jacquelyn Snell, Shep Jan Kuester, Kathy Brake Schneider and several others for all of their encouragement.

Lisa and Kevin Rueb



I joined Scent-Sations around April 2015. Jordan Ramirez is my sponsor. I have known Jordan for around 4 years as we are both horse owners at the same barn.

She gave me candles and Mia Bella bars for my birthday and Christmas and I love them. I

have been looking for something to do for living that would allow me to work from home in Texas and from my other home in Quebec, Canada when I visit my family. Finally, Jordan approached me and talked to me about becoming a distributor.

I was not really sure it was for me at the beginning but I still said yes I am in! I didn't do anything the first few months because I was too busy working at my other work and I bet I was not convinced I could do it. I am more a loner and shy person so it was hard for me to imagine talking to people about a business.

Then I started going to the get together and Jordan said you should come with us to Fling. I was not sure and I had given my word that I would dog sit a friend's dog that was very sick that weekend. So I said I could not go, for real I was kind of happy that I had a good excuse but at the same time I wanted to go. A week before Fling, the owner of the dog called me that weekend. So I said I could not go, for real I was kind of happy that I had a good excuse but at the same time I wanted to go. A week before Fling, the owner of the dog called me to tell me that she had to put the dog down. I was sorry for my friend and the dog but for me it was a sign from God that I should go! I told that to Jordan and we started looking for flight tickets. So I booked everything a week before Fling.

I didn't regret it. Fling was a great experience. I enjoyed the Corporate tour a lot and I will do it again at Fling 2016. I met a lot of nice people with experience. Motivated people gave good training during Fling and I got a lot of good advice.

This motivated me to get out my comfort zone and really start to take action. I still have to work on myself and learn and be there for the training but you know what I enjoy it. I enjoy meeting new people and talk about the candles and products because I love them!

I came back home and around a week later I had signed up with FTR System, went to meet people at different businesses, sold my first candle, ordered my car magnets and just ordered 500 catalogs.

I am very motivated and I want this to work! Do I get down sometimes, of course yes but I know I can do this.

Be ready because I will be there at Fling 2016!

Johanne Simmons

What an exceptional time my husband and I had at Fling last month! It was so wonderful getting together with all my Mia Bella family and sharing ideas, tips, and stories. I loved meeting with new distributors also!

This was my 2nd Fling and I can't wait for the next one already! I always walk away from Fling with a TON more knowledge than when I came, it is so inspirational, and the energy from the distributors is incredible.

I won't ever miss Scent-Sations Fling. Everyone that wants to build a business with us needs to attend Fling. Make plans NOW to come next summer! Look at all the time you have to save up! It is so worth it, I can promise you. Put that down as one of your goals next year... I am going to build my business and I am going to attend Fling next July! I can assure you, it will do wonders for you and your business. Oh, and it's a tax write off too!

Amazing people, amazing products, amazing trainings. Worth every penny and time to attend, no doubt whatsoever. See you next Fling!

Alison Boers

This was my first time at Fling, as I have only been with Scent-Sations for a few months. I was very impressed with everything. The mixers were wonderful and everyone made you feel at home and included. It was nice to place a real person with some of the names and pictures from the face book pages. Learned a lot about the "soul" of the company, which is very important, and met the owners, who by the way are really nice, "down to earth", and took a tour of the factory. My husband loved learning about how the candles are produced!

I received encouragement, motivation and guidance from people that we spoke with and at the trainings. Loved hearing some very remarkable and funny real life stories. Saturday night was awesome. Loved the food (all the food all weekend was great), the dancing and talking with new people. It was a positive and uplifting experience. Felt like part of the family when we went home on Sunday. Please note, I have been with a few direct sale companies prior to Scent-Sations, and my husband is so impressed by the candles, he came to Fling, which is a first since he has never attended a conference with me thru any of the other companies I have been with. Also, my stress level has decreased since joining Scent-Sations. Thank you all so much!

Pat Stultz

Free Spirit Candles Can Be a Huge Boon to the US Economy!



When we made the decision to add a new line of natural wax candles to Scent-Sations it was not because we found a “better formula”... if that were the case hemp would have been added to ALL of our candles.

The Free Spirit Line was created because we at Scent-Sations have always felt that it was braver to be the cutting edge than to be ON the cutting edge.

Hemp can be of huge benefit to the US Economy... it's projected to be one of the largest growth ingredients on the scene over the next few years as more and more consumers want “in” on the hemp bandwagon. And for good reason... HEMP makes great economic sense (or should I say “scents!”)

As you go out to promote the new Free Spirit line of natural wax/hemp oil scented candles remember you are making a contribution to the beginnings of an industry that can be of huge benefit to Americas Farmers! (it is already a booming business in our partner country Canada!)

Read below and understand the power of hemp to the American economy!!!

Thomas Jefferson once said, “Hemp is of greatest importance to our nation.” Boy, did he have the long view. Today, the U.S. hemp industry has estimated annual retail sales of \$500 million dollars. Yet the crop that was planted by the nation’s founding fathers, and is today a rising star in healthful living, is currently prohibited from being grown on U.S. farms.

Did You Know?

- Industrial hemp has been grown in the U.S. since the first European settlers arrived in early 1600's.
- The Declaration of Independence was drafted on hemp paper
- George Washington, Thomas Jefferson and John Adams all grew hemp and actively advocated for commercial hemp production.
- Hemp was a staple crop of 1800's American agriculture, reflected in town names like "Hempfield" and "Hempstead."
- Hemp was handled by the U.S. government like any other agricultural crop. More than 150,000 acres of hemp were cultivated as a part of the USDA's "Hemp for Victory" program during WWII.
- America is one of the only industrialized nations to federally prohibit industrial hemp farming.

Crop Confusion

- The 1937 Marihuana Tax Act defined hemp as a narcotic drug, requiring that farmers growing hemp hold a federal registration and special tax stamp, effectively limiting further production expansion.
- The Controlled Substances Act of 1970 (CSA) adopted the same definition of Cannabis sativa that appeared in the 1937 Marihuana Tax Act.
- Strictly speaking, the CSA does not make growing hemp illegal; rather, it places strict controls on the production of hemp, making it illegal to grow the crop without a DEA permit.
- DEA continues to stick to its interpretation of the CSA that "hemp" is not a term that is found in federal law and that "hemp" is in fact marijuana, despite having zero drug value. The DEA stubbornly refuses to grant permits for commercial production of the crop.

Sow the Seed

- U.S. consumers are discovering the benefits of hemp. In 2012, annual retail sales of hemp products was an estimated \$500 million dollars.
- While American farmers often net less than \$50 per acre for soy and corn, Canadian farmers just across the border net an average of \$200-400 per acre for hemp.
- U.S. companies are producing popular and sustainable hemp foods, hemp body care products, hemp clothing, hemp paper and much more. These companies want to purchase U.S. grown hemp

Hemp is our history! Get involved. Sow the Seed.

Did You Get a Facelift?

I ran into an old friend of mine where I was food shopping and we caught up on current events. She is an avid cook and so am I so we chatted about the things we were grilling for Summer. As we were parting ways she said to me "I have to ask you this... did you get a facelift?"

I laughed and told her about Dermal Renu and the next day she was at our headquarters enrolling as a wholesale Dermal Renu Customer!

In my 27 years as a full time network marketer I have prided myself on staying current with the trends within the network marketing industry. I have made several predictions based on this research and most have been right-on!

When the functional juices were the hottest commodity in MLM I said that within a certain time period they would all but disappear from the industry and be sold in Sams, Walmart and every store in the USA and Canada... and that is exactly what happened.

A few years ago I predicted that anti aging skin care would create the most new volume for the industry and, once again, that is happening with some of the fastest growing companies focused on anti aging skin care.

When we entered that market with Dermal Renu I believed we had the best anti aging skin care product in MLM and to this day I still believe that to be true.

Charlie Umphred, VP Scent-Sations

Prospecting Stories: Even A No Can Be Fun!

I've began to re-work on my "warm market" list this week for the first time in... well, a LONG time! Of the 6 people I've approached and asked to look at the FTR Videos, 2 told me 'no' from the get go, and didn't even want to look at the videos.

And guess what... those 2 were NOT scary at all!! In fact, one was more of a "not now" and resulted in an opportunity to turn an avid Yankee candle burner into a loyal Mia Bella customer, and the other resulted in a large Bella Bar order.

Both no's resulted in 15-20 minute phone conversations, where I had a wonderful time visiting and catching up with a person I haven't seen in a while, and an opportunity to get to know someone I don't know that well.

A couple of days ago someone left a business card on our door advertising their house cleaning business. We're not looking for a new house cleaner right now, but I gave them a call this morning and asked if they were interested in any additional income opportunities. They are watching the FTR Videos right now!

Jordan Maylea Ramirez

Never Burn a Bridge... Build One Instead!

"Little Black Book" in Turbo MLM by Big Al, he talks about the little black book in the first 10 pages. The story behind this one will shock most of you, but I'm sharing it because I truly believe in relationship building.

A friend of mine has been a regional sales manager for a well known wholesale product company that sells everything from plush to jewelry to stores to retail. Over the past year, I've been talking to her consistently about Scent Satations and why she'd be great at it. Some life events took hold and is forcing her to move to TN and leave the product company. She calls me one day and we meet up. Joking under my breath I said, "I'll trade you candles for your database" she says, "ok!"

Thinking I'd never actually get it, next time she sees me she has a stack of 25+ papers with business names and contacts.

Today she asked me to meet for breakfast. As I arrived she says, I found all my business cards, please, have them. Each card ranges from florists to mechanics to retail shops all over Ohio. I've never been so excited about this business as I am right now.

Never burn a bridge.... Only build one.

Continue to make new friends and grow as a person from them.

As we leave she turns and says, " Cheryl, I'm probably going to join after I settle in in TN. You know that right?" I smiled and said, "Of course! Let's rock out Chattonooga!"

P.S. My guy in TN is joining Friday that I've been working on! Time is now to grow your business. Not tomorrow, now!

Cheryl Klinker

New Fling Scents A Hit!

At Summer Fling 2015 Scent-Sations introduced several new scents and it even included an entirely new line of candles called Free Spirit. Here is some feedback from the field about how much the love the new scents!

“Got the new scents. Love, love the Herbal Spa! It will be a big seller for sure!”

Sherri Trachsel

“I LOVE the Free Spirit Chai Tea candle. The aroma is so warm and mellow it just fills the house without being overpowering. I love that the hemp oil hasn't reduced the qualities of the palm wax that make our candles so awesome.”

Audrey Jacobs

“When I received my package of all of the new scents and simmer pots I showed them to my friends and family. All of them were big hits and I can't believe how many “Free Spirit” candles have already been pre sold. I also work out at a local Yoga studio and I have pre sold a ton of the Free Spirit. I opened up the conversation by telling my instructor that my company just brought out a Yoga Nilla scented candle and it took off from there!”

Genie Harris

“My Sister loves using new simmer pots in her house and at her office. She changes them monthly. When she saw the new ones from Fling she ordered 2 of each. One for her and one each for gifts for the holidays!”

Bill Reise

“My Mom does Yoga and her favorite new candle is the Herbal Spa. She loves the Free Spirit line but really, really fell in love with Herbal Spa!”

Sarah Young

“When I heard that Scent-Satiions gave out their hand and body lotion as part of the free bag of goodies I realized that I had never tried this product. I placed an order for candles and two of the hand/body lotion. Oh my Gosh..this is incredible. I remember reading somewhere that people were using it after getting sunburned and don't you know it but it happened to me at my family outing and right before going to be I slathered it on my entire body and woke up practically pain free. Better yet, my sunburn turned tan much quicker then usual too! “

Tanya Gordon

“Herbal Spa is already a Big Hit with my customers!”

Alphonso Ruffin

“I LOVE Herbal Spa and the Yoga Nilla. They are bsolutely BEAUTIFUL scents! “

Alison Boers

“Burning the Herbal Spa candle is wonderful. One thing that I like is when it becomes liquid across, it is clear enough to see thru to the bottom of the jar! “

Pat Stultz

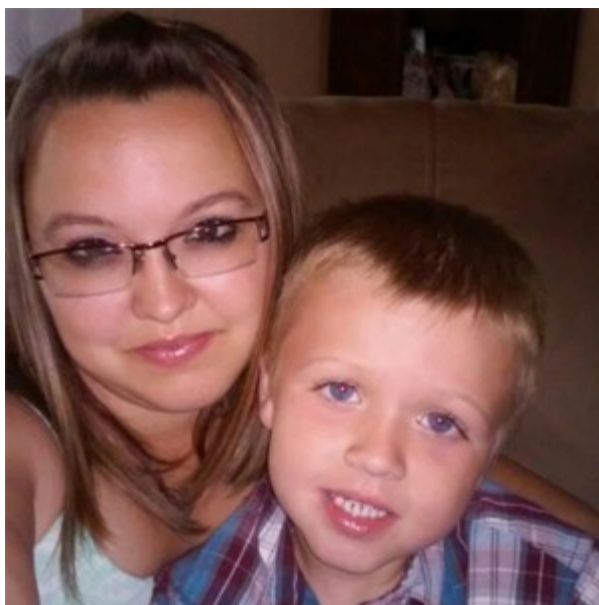
Mia Bella's Candles are in the No Sneeze Zone!

From the field: I just got a comment from a guy on FB who says candles make him sneeze. I bet Mia Bella candles wouldn't. Anyone have a good response for that?

From Charles Umphred: "When Bob and I got started I was telling my friend Shep Kuester about scented candles and he said "I dont usually burn them... they bother my allergies"... to which I responded..."Well the manufacturer says that this new wax will not affect your allergies (ie..it wont make you sneeze!)... Shep said..."Okay...lets try them!" That was 14 years ago and Shep has been a full time distributor for Scent-Sations... and still doesn't sneeze around our candles! "

From Nicole Mayorga: "I have many friends and customers who used to say the same thing until they tried our Mia Bella's, now they will not use any other scented candles. My test was my bird, they are very sensitive to store bought candles and air freshners. Happy to say I have only used MB for 9 years and my bird is as healthy as she can be!"

Amanda Reeley: This Girl Is On FIRE!



Amanda joined my team in February and has been retailing here and there but in July she decided she wanted more. We talked back and forth and I told her to post a status on Facebook about her business opportunity. She did and a girl she worked with liked it. I happened to see it so I sent her a text message and said "Message her to see if she wants more info, if she says no its cool and brush it off and see if she wants to be a customer but

don't pass it up and not ask!" and she messaged me back about 15 minutes later that she was interested in joining her team. About 10 minutes later she was all signed up! It was that easy! Amanda built her team of 3 last month and this month is going to claim the title of Diamond! So proud to see her getting out there and sharing our business in Florida! Keep up the good work Amanda and you will go far!

-Chelsea Windhausen, NY

My Booth At Texas Pat Convention!



"One week before Fling I was busy in my Texas Pat Convention Booth!"

Troy Sarnoski

Unique WHY for Buying Mia Bella's Candles!!

One of my customers' has a funny "why" for buying candles. Behind her home there is a frequent "sewer" smell that permeates her home. When this occurs, she lights her candles! Nice! Also, she is in love with the Bella Bar!

Pat Stultz

I Sleep and I Earn Money!!!

What a Beautiful morning!! I woke up saw the amazing skies and beautiful sunrise. Thankful for another day. Upon waking up at 6:28 am haha many of you know I am not awake at this time I had a lady call me to ask how to get 1/2 off or free candles and another lady wanting to place a reorder. Woohoo that is what I am talking about my business is working for me while I sleep. Watch out 10K here I come!!!

Becky Bishop

Congratulations to This Month's Rank Advancements

From Jacquelyn Snell:

"This announcement is a very special one for me. Lisa Rueb joined Team Elite 2 years ago this month. She is the absolute definition of motivation, endurance and perseverance. It is my honor to announce and congratulate Lisa as Team Elite's newest Diamond Plus Distributor!!! I am so proud of you!!!"

Lisa Rueb – Diamond+ Distributor
Netria Haywood – Diamond+ Distributor

Ashley Bird – 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

Milisa Lehman	Cheryl Klinker	Stacey Pfohl	Sharmon Noe-Ely
Deb Mayberry	Christine Woodard	Rachel Tonkin	Boyd's Cardinal Hollow Winery Corporation
Divine Books Inc	Keyla Acevedo	Stephanie Irish	Sherry Varner
Marcella Tarkwon	Patti Jackloski	Erica Sawyer	Rebecca Froelich
Diane Middleton	Daystar Boutique,Inc.	Kristi Rizo	Karen Deuschle
Heather Findlay	Jo Brisson	Lois R Raymond	Luann Richards

\$300 Club

Jessica Miller	Sharron Sample	Tammy Lee	Vicki S Green
Free Enterprizes Inc	Patti & Calvin Felix	Rita Piche	Vincent Grant
Pat Stultz	Blake And Karen Radetsky	Sharlyn Knight	Judy Toporcer
Shawn Herold	Tracey Gilmore	Susan Cortes	Kim Day
Biral Shah			

\$200 Club

Sharon Williams	Donna Salzbach	Bradley Snell	Layne Townsend
Otanner Candles	Carrie Finson	Sharon Pavey	Johanne Simmons
Pearl Gain	Basilica Of St. Michael	Cynthia Phillips	Justin Locke
M. Diane Lawing	Edward Kopec	Megan Fairbanks	Kristeena And Scott White
Cynthia McJordan	Randall Henarie	Barbara Holland	Amanda Lynn Bullock
Angie Samuelson	Linda Morgan	Debbie Parker	Sara Kosel
Patsy Grant	Nila Kotlarich	Luz Quintero	Jenny King
Chastity Lane	The Light	Linda Groves	Mary Ann Campbell
	Vivienne Mayer	Jerriann Kerr	

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 2015.

Stacey Pfohl

Top Sponsoring Distributors for July



Clayton Schneider

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



Amanda Reeley
Lisa Burley
Stacey Pfohl
Alphonso Ruffin
Lisa Rueb
Susan Cortes

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

July 2015: Top 10 Retailers

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

1. Stacey Pfohl, TX
2. Vicki Green, WA
3. Megan Fairbanks, WV
4. Kathleen Vale, SC
5. Jerriann Kerr, TX
6. Julie Hanson, ND
7. Suzanne Starnes, MS
8. Angie Samuelson, KS
9. Susan Cortes, NY
10. Scott Kresge, FL

Top 15 Selling Candles in September 2014

1. Sweet Orange & Chili Pepper
2. Hot Apple Pie
3. Odor – No More
4. Chili Vanilli
5. Pumpkin Spice
6. Sex on the Beach
7. Stress No-More
8. Angel Wings
9. Harvest Time
10. Pumpkin Cheesecake
11. Slate and Stone
12. Apple Cinnamon
13. Oatmeal Raisin Cookie
14. Peach Smoothie
15. Melon Margarita

Next Month's Autoship



Creme Brulee

Upcoming Autoship Scents

October – Cinnamon Raisin Bun	November – Holiday Memories	December – Hot Apple Pie
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