

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



August 2017

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This Month's Autoship: Apple Cinnamon

Table of Contents



Apple Cinnamon: Ripe apples sprinkled with cinnamon gives this candle its charm - perfect for any time of the year!

- [p.02 New "Molded Melts" Announced!](#)
- [p.02 European Candle Blogger Finds Mia Bella's and is Wowed!!!](#)
- [p.03 We Are Gearing Up For Fall!!!](#)
- [p.04 My Parents' Anniversary Candle](#)
- [p.04 Questions and Answers](#)
- [p.06 "Shades Of Love" Fundraiser!](#)
- [p.07 Mia Bella's Palm Wax is from Sustainable Plantations!](#)
- [p.07 Mia Bella's Creates Smiles!!](#)
- [p.08 Bugs No More Fire Starters!!!](#)
- [p.09 Another "I Came Back to Scent-Sations" Story!"](#)
- [p.09 The "Other" Great Scent-Sations Products!](#)
- [p.10 Personal Volume Club for July](#)
- [p.11 The Gold Club](#)
- [p.12 Top Sponsoring Distributors for July](#)
- [p.12 July 2017: Top 10 Retailers](#)
- [p.12 July 2017: Top 10 Personal Volume](#)
- [p.13 Top 15 Selling Candles in September 2016](#)
- [p.13 Next Month's Autoship](#)

New “Molded Melts” Announced!



Scent-Sations announced two new “molded” Mia Melts. “Pumpkin Cheesecake” and “Fresh Apple” are now available. Each package contains 6 Mia Melts “sculpted in the form of a pumpkin and an apple!

European Candle Blogger Finds Mia Bella’s and is Wowed!!!

From a blogger in Europe with a huge following. Up until this particular blog, she was 100% Yankee focused and now has become a huge fan of what she refers to as the #1 brand in scented candles... Mia Bella’s!!! Here is a copy of her blog:

"I am extremely impressed with both of these American brand candles. (she is showing a photo of the 9 and 16 oz). Despite the size differences both jars released similar scents strength... Great payoff! Pleasantly surprised! Quality fragrances gently travel from room to room and linger beautifully in the air for hours after extinguishing. Intensity of the aroma is what you experience. Best of all the scent you sense in cold doesn't change when warm (lit). No disappointments! Clean burning. Even wax pool. The healthier option! Not soy blend or paraffin! A brand I now hold in high regards!"

Note: No one in Scent-Sations asked this blogger to give us this testimony.

We Are Gearing Up For Fall!!!

From CEO Bob Scocozzo:

"We had a great call yesterday and we are gearing up for the Fall season. It's the first time in a while Charlie and I talked about our beginnings in MLM.

If you missed the call yesterday or just want to re-listen Diall 641 715-3589 and when prompted enter the following passcode: 407551# then wait for the prompt that says "press # for the last message."

I had forgot how to dream big till Charlie shared that first business opportunity with me and we both have never stopped dreaming (or working the business!)

There were times we would sign 5 people and the next day 3 would leave before their product arrived. We would call them to get them started and they would not call us back!

Our belief in the Company, the products and the timing of the opportunity took us to the next day and we would work 10 more leads.

I believe that the SOTG (Show on the Go) is the most incredible start-up kit I have ever seen in thsi industry! The savings for the new person and the commission for the sponsor is a win win for everyone. When the new person or the person who is just returning back to the Company decides to take action and uses this SOTG things will start to happen.

If you're here in the Company and you have stopped dreaming BUT are ready to start dreaming again I am waiting for your call to put together a "Rebuilding Program!"

Had I listened to my friends and some family about the clean burning scented candle business we would not be here today and we all would have missed out on what I believe is the finest opportunity in the world today for the average person to put some cash in his/her pockets today"

My Parents' Anniversary Candle



“I'm sending a custom 16 oz candle to my parents for their anniversary. Here's the label. This pic is from their 3rd anniversary -- it's a picture that I've always loved!”

Stephanie Labbate

Questions and Answers

Question: Are Mia Bella's Candles organic?:

Shep Kuester: “Unless the customer is using unscented beeswax with 100% cotton wicks, I don't think you'll find a single organic candle on the market. If people want scented candles, beeswax will not satisfy them.

Even here, perfectionists demand to know if the bees collected from GMO or crops that were sprayed. As a 10+ yr beekeeper, I have no idea where our bees collect their pollen, because they can range up to 3 miles away from the hive.

It is practically impossible to find organic veggie wax. In most cases, the farm origin is unknown for soy wax.

If you haven't already guessed, I have had this question hundreds of times in the past 16+ years: regular wax (paraffin) vs natural vs organic. Ours are:
- Natural wax source from a renewable sustained agriculture: palm nuts - not the palm tree,

which is often misunderstood.

- Cotton wicks

- High quality fragrances that have no petroleum fillers. Please note: many, if not most, essential oils do NOT smell good when burned. Inexpensive fragrances often use a petroleum product as the filler, because it's cheaper.

If a customer wants the best quality natural wax candle that smells incredible and is absolutely affordable, welcome to Mia Bella. “

Question: I will be making a large order in the next couple of days for an event next month so I would like some opinions. I would like to know each persons experience with what you sell the most of as far as which scents?

Edward Karpinski III: “Hot Apple pie, Angel wings, Pumpkin Spice, Grandma's Kitchen. For men, (Slate N Stone, Nag Champa Moroccan Nights, Twilight).”

Jennifer Dasconio Callahan: “Angel. Wings, ocean mist, watermelon, yoga nillia, odor no more, bugs no more, i also.sell at the salon hyacinth, lily...today was a vendor they wanted cinnamon..apple.. sold hap, night before Xmas, pumpkin spice, harvest time.”

Question: “The new molded melts I notice it's a different kind of wax... what kind of wax is it?”

Scent-Sations Corporate: We use 3 different types of Palm Wax at Scent-Sations, we used this particular wax for the molded melts simply because they allow us to show the details of the products. The starburst palm wax that is typical in the jars would not do that.

“Shades Of Love” Fundraiser!



We have created a label just for Shades Of Love and will be selling this candle as a fundraiser. I have a big goal to help this wonderful organization.

I have three scents on the 16oz Jar. Hot Apple Pie, Chili Vanilli and Apple Cinnamon. Once the first batch is sold, I will take orders and deliver all of them at the Shades Of Love event.

Denis Gutierrez de Coruzzi

Mia Bella's Palm Wax is from Sustainable Plantations!

This is the letter we keep on file to confirm that Mia Bella's uses Palm Wax from sustainable plantations:

We are pleased to affirm that the palm oil used by our companies, TROPICAL NETWORK SDN BHD & LIPIDCHEM SDN BHD, originates from reputable plantation companies who are members of the Malaysian Palm Oil Association (MPOA). MPOA, together with many other stakeholders, has pioneered the establishment of the Roundtable on Sustainable Palm Oil (RSPO). Besides plantation companies, foreign companies and Associations such as Unilever, Sainsbury's (in United Kingdom), Migros (in Switzerland) and the World Wildlife Fund (WWF) are also active participants in RSPO. These members have pledged to support all activities to promote and implement sustainable palm oil production.

Our Companies have recognized that the Roundtable process is a secure and neutral environment in which to build trust, share ideas and develop understanding about the practicalities in the palm oil supply chain involving producers, traders, processors, consumer goods manufacturers, retailers, investors and NGOs.

Our Companies through all the Members of MPOA, takes pride in being part of this RSPO process.

Mia Bella's Creates Smiles!!



“Lots of smiles in my store! Smells so good with all the candles!” A new customer got 4 candles yesterday. She came in today to tell me how much she loved Mia Bella's candles!!!”

Shawnda Lowery

Bugs No More Fire Starters!!!



I tried something fun, again, tonight (and remembered to take pictures, this time). I made Bugs No-More fire starters! The mosquitoes are horrid, in my back yard. I had a bunch of downed limbs that I needed to burn, so I wondered if tossing a couple Bugs No-More Mia Melts into the fire would keep them away. That's how I came up with the fire starter idea.

I'll be honest, I don't know if they worked, to keep the bugs away, or if the fire was a natural bug deterrent. But, being near the fire, for 2 different nights, I wasn't eaten alive, like I usually am when I'm outside.

Also, for full disclosure... I did an awful job of building the base, to start this fire. So, the fire starters didn't work, to start the fire, this time. (They did work, a few days ago, though.) I ended up using a bit of newspaper to help this one along. If you use kindling, properly, and don't pack the dryer lint in too tightly, they do work. (I just thought of this, as I was typing this up. I'll experiment with something else, tomorrow, too. I wonder if having the Mia Melts on the ends would work better. Hmm, I'll update this, after I give that a try.) So...

How to make Bugs No-More fire starters

Materials needed for 1 fire starter:

2 Bugs No-More Mia Melts

1 empty toilet paper roll or 1/3 of an empty paper towel roll

a piece of wax paper

some dryer lint

Step 1: Layer the Mia Melts and dryer lint in the t.p. roll. Alternating... lint, Mia Melt, lint, Mia Melt, lint. Just lightly pack the lint in there. If it's too densely packed, it won't ignite properly.

Step 2: Roll the packed t.p. roll up in the wax paper. Twist the ends, loosely, like a piece of candy.

Enjoy!

Maggie Giamalvo

Another “I Came Back to Scent-Sations” Story!”

It's hard to believe that I've been off and on with Mia Bella candles now since 2007. Our family had a wonderful chat with CEO Robert Scocozzo twice yesterday and I am happy to say our website is back live today. There are a lot of new products in the works. And yes...this is even great news for all of my customers here at Auffenberg KIA because that means... candle time is coming.

Jerry Swan

The “Other” Great Scent-Sations Products!

I have been a Scent-Sations distributor for several years now. I did not get involved to build a large team, although I have enrolled several friends and relatives. What's different about my Scent-Sations experience and the experience I see, hear and read about is that my Scent-Sations experience does not, nor ever has come from scented candles. In fact, I don't burn scented candles.

I do believe it when I read the countless stories from distributors who seem to be madly in love with Mia Bella's candles, but I will probably never take part in that experience...truth be told, I simply don't like candles, nor does anyone else in my immediate family. That doesn't mean that I have no friends or family who don't burn candles. I do. And

many of them buy and burn Mia Bella's.

What I found in Scent-Sations was the best personal care line of products I have ever experienced. When a friend introduced me to Derma Renu It was because I asked her about her “new look!” Once I read everything about the products, It just made so much sense. I ordered it and when it came my friend handed over a “gift” of one Sweet Orange and Chili Pepper Bella Bar.

It took about 3 days to fall madly in love with Dermal Renu but just 20 seconds to fall in love with the Bella Bar. This is the best cleansing bar in the world! Now I was hooked and just had to try the rest of the Scent-Sations personal care line and after enrolling I ordered the hand wash, the Bella Hand and Body lotion and the rest of the Bella Bars.

People, you can rave all day and night about Mia Bella's candles but if you aren't sharing and using the personal care products you just might be missing out on what I consider Scent-Sations BEST product line!

(Name withheld: This distributor asked that we not print their name)

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			
Bret And Sandy Malone	Sharon Trachsel	William Damore	Scott White
Cathy Mahady	Gerald Gillis		

\$300 Club			
Isabel Gonzalez	Jane Griffin	Layne Townsend	Edward Kopec

\$200 Club



Heather Findlay	Blake And Karen Radetsky	Angel Panzera	Lori Baker
Sharon Pavey	Vicki S Green	Milisa Lehman	

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 2017.

Shawnda Lowery
Bret & Sandy Malone

Top Sponsoring Distributors for July

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

July 2017: Top 10 Retailers

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

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|--|--|
| <ol style="list-style-type: none"> 1. Cathy Mahady, MN 2. Vicki Green, WA 3. Jennifer Mohrhard, MO 4. Stacey Pfohl, TX 5. Kathleen Maan, MD 6. | <ol style="list-style-type: none"> 6. Natasha Poole, NC 7. Yvette Brisco, CA 8. Diana Starling, CA 9. Chris Hargesheimer, WA 10. Saucha Hixon, NE |
|--|--|

July 2017: Top 10 Personal Volume

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| <ol style="list-style-type: none"> 1. Bret And Sandy Malone 2. Sharon Trachsel 3. William Damore 4. Scott White 5. Cathy Mahady | <ol style="list-style-type: none"> 6. Gerald Gillis 7. Isabel Gonzalez 8. Jane Griffin 9. Layne Townsend 10. Edward Kopec |
|--|--|

Top 15 Selling Candles in September 2016

1. Sweet Orange & Chili Pepper
2. Odor No-More
3. Hot Apple Pie
4. Chili Vanilli
5. Angel Wings
6. Apple Cinnamon
7. Pumpkin Spice
8. Bugs No-More
9. Slate & Stone
10. French Vanilla
11. Christmas Pine
12. Grandma's Kitchen
13. Lilac
14. Sex on the Beach
15. Pumpkin Cheesecake

Next Month's Autoship



French Vanilla

October – Pumpkin
Cheesecake

November – Christmas Pine

December – Hot Apple Pie