

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter

December 2015

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This Month's Autoship: Hot Apple Pie

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Marilyn Fisher – RIP!!!



Marilyn Fischer had been with Scent-Sations since May of 2009. We chatted many times over the years, she was as crazy as I am and it was always a fun time talking to her as she always made me laugh! She was booked to come to fling a few years ago and at the last minute had to change her plans... I am sure we would have danced all night.

We are all going to miss her! She was excited about being a Mia Bella distributor from the day she enrolled to the day she passed away! I remember the last time we spoke. It was about her having to stop her auto-ship and I told her to not worry, we would activate her membership when she was ready.

Who knows... I am sure she is building her new base of friends now and we may have to just find a way to send her some of her favorite scents soon. Thank You Marliyn for being a part of our lives!

Robert Scocozzo CEO

New Pick-A-State Simmer Pots!



The Newest Addition to Scent-Sations Hand Painted Simmer Pot Line!! These Simmer Pots are available in limited States and on the online retail stores only!

How Long Do the Mia Melts Last?

I have often been asked "How long to our Melts last?"

People like a number, then a story. Here is what I say... Our melts last anywhere from 5-30 hours of burn time. it really depends on the pot and the scent that your using. If you check out this melt here (I then grab an ocean mist melt) this melt was in our bathroom for over a month. What I like about our melts is they don't always have to be burning to smell amazing. So what is your favorite scent... I use the ocean mist as my story because its true and people can tell when your trying to share with them or trying to sell to them.

Rick McKenzie

Old Fashioned, Mia Bella Christmas Here!

It's an old fashion Christmas here with Victorian Christmas and Banana Nut Bread melting - just like being in an old Christmas village!

Susan Graves

Sample Send Out Yields First Order!

I sent out two envelopes this week with some samples. I had one reply back that she wants to order from and will help me get more orders from her work. So excited!!!

Samantha Austin

Express Interest In Others



"So... What do you do for a living!?!"

That question is my favorite "go to" to start a conversation. Asking that question alone opens many doors and allowing the other person to lower their guard.

"I own a nutrition shop with my husband. We are avid marathon runners and raise our two children who are very active in sports. Health and wellness are very important to us."
-Jessie-

This information opens up yet another door.

"I'm wanting to get more involved in running, what advice do you have for me? What sports do your children play?"

Continuing to ask questions about the other person and showing you're truly invested in what they're talking about, shows your sincerity. It will also lead me to my other favorite question, yet reversed;

"Well... Now you know my story; what do you do Cheryl!?" -Jessie-

Depending on how a conversation has gone, I will answer this in a few ways. If the person is someone I can tell will be a long time friend, I'll share my full story, everything I do, my specialities, what I enjoy doing most, but ALWAYS ending on; "oh I have this great candle business!"

Every time, they will smile and say, "candles! I love candles!"

This time with Jessie, she smiled not just because she loves candles but she hadn't fully expressed what she does, which is Insurance for State Farm.

Later in the conversation, she asks, "have you done any shows with the candles, like exhibits?"

By starting off a conversation with "what do you do?!" Led me to getting the honors of doing a free exhibit, meeting new people, and to be able to sell over \$300+ in candles with the potential of 2+ new business partners down the road.

Never be afraid to ASK a question. No question is a dumb question, especially when getting to know someone. In conversing, if you don't understand what they are relaying, I always ask, "explain that in more detail... Or... What all does that entail!?" People love talking not only about themselves, but their experiences in life.

When someone engages in you, makes you feel cared about doesn't it?

So... What Do You Do?!?

Cheryl Klinker 2k Diamond

Great Week for Retail!

"I had a stellar week in retailing this past week! Almost \$300 in sales!!!!"

Sandra Blake

"I handed out some catalogs at work, telling my co-workers I could fill in for Santa. I got over \$700 in catalog orders in just 3 days!"

Jay Broste

“Have to give my brother Richard Alber, from Phoenix a SHOUT OUT! He was at the Nascar races last weekend with campers and such. He set up a little table with some products and a drawing box for the giveaway! He sold EVERYTHING he had along with receiving 50 new contact names! Now for the followup! Really important Rick to get them on your list, send them emails about the products & business, and start making those phone calls! Great job! “

Alison Boers

“I just walked my cousin out the door... he came by today and purchased five 16oz Jars from me! He was cleaning up the house today and getting ready for the holiday when he noticed the only candle left in their house was an old Y brand candle. He said no way was he lighting that, so he came over to restock. Just another reason to keep holiday fragrances in stock!

He bought a Pumpkin Cheesecake, Home for Christmas, Herbal Spa, Chai Tea and Odor No More.

The Odor No More was a last-minute add-on, when he saw the one I had burning on our kitchen counter and said, "Hey, do those things work?" Yes they do! So we added it to his bag.”

Jordan Maylea Ramirez

Go Team Go: Fundraising Is Easy!

“I'm so excited! I woke up this morning to find an email with a HUGE fundraiser opportunity. I Love Mia Bella's candles. “

Wendy Brown

“Angie Springer and I Delivered an awesome fundraiser tonight. Angie did a GREAT job organizing and pulling this fundraiser together for our high school Winterguard girls! They were so happy with the results that they have already committed to do another one next year! Great job Angie!”

Alison Boers

Work Hard and Reap Benefits for A Long Time!

Over a year ago I lost my job after being with the company for over 10 years. I had a hard time finding a job and spent time working my Scent-Stations business. Scent-Sations helped to put some extra money into our house month after month.

Recently I was able to find a full time position, unfortunately now it takes me away from home for almost a month at a time. This has put a lot more stress on Miranda to continue to manage our business and growth. I just returned home last Friday and I have started working our business hard again now that I am home. I'm not here to tell you about what I'm doing now, but I want to share with you what has happened in the month that I was gone.

Our commission check came, for all the work that we put in before I left. Our check came. We laid the ground work for new customers, we brought retail money into our house by the WORK that we did before I left. Miranda took care of their needs and now they are coming back to reorder again.

Rick McKenzie

Never, Never Pre-Judge!

I was making two calls for my winter job with Liberty Tax and a friend messaged me. I don't know her real well but she attends my church and she was checking to see what positions Liberty had part-time. I would have never thought she would be searching for something based on what I already know about her. After talking a bit, I found myself asking business questions. "What has you searching?" She had already expressed her limited availability so it hit me to ask her about the business. To make a long story short, she has opted in to my FTR and I'm sending a packet.

After all this time, I still prejudice whether someone would be interested in what we offer based on what I think I know about their situation. Shame on Me! Life changes often and its not always as it may seem. Ask everyone as you might be surprised how open some truly are to taking a look.

Tracey Russell

Weekly Winner Sends In a Big Thank You!

“Hello, Mr. Scocozzo and all of the staff at Scent-Sations! Thank you for the prize in the weekly drawing! It is just what I needed and I didn't even know I had won!”

Paul Courchene

Mia Melts Make My Tree Smell Like Christmas!!

“I bought a package of those little bags at Michaels Art Supply and placed a Christmas Pine Mia Melt in each small bag and hung several on my artificial Christmas Tree....some friends were over and one said to me “How the heck does this tree smell so real?”

Rhonda Flemming

We Just LOVE this Personalized Christmas Label!



Our church decided to give away promotional candles as a Christmas gift to each family. I can't brag on my personal page, because some of the members are my friends and I don't want them to know about it yet, lol. Just LOVE this label!

Kim Wilson Steadman

Holiday Sales are Booming!

I am hoping that everyone's Holiday Season business is booming!!! I can't keep my Mia Bella's in stock! Many business owners have also been requesting gift baskets!

A great way to get out and share Mia Bella, offer corporate gifts to business owners - I also have several business owners who have done the personalized candles for gifts!

I also encourage you to stop and reflect on life and all that is GOOD! - Count your blessings!

Cheryl Hill

Congratulations to This Month's Rank Advancements!

Netria Haywood – 2K Diamond Distributor

Jessica Miller – Diamond+ Distributor

Personal Volume Club for November

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

\$400 Club

Stacey Pfohl	Pat Stultz	Heather Findlay	Angela Springer
Flicker Scents	Tommy Dennis	Free Enterprizes Inc	Rebecca Froelich
Kimberly Severance	Ruth Burke	Dorian Washington	Dorrett Moncrieffe
Kristi Rizo	William Mitchell	Connie Danelson	Sharon Elizabeth Fransen

Carolyn McLain	Sharon Trachsel	Scott Kresge	Phillip Haywood
Beth Israels	Milisa Lehman	Eugene Houk, Jr.	Ralph V Laiuvara
Patti Jackloski	Agustina Edwards	Deirdre Holladay	Megan Caldwell
Fran Charbeneau- Huddleston	Marlene Lafleur	Priscilla Pallin	Anthony Jones
Janice Adams			

\$300 Club

Leann Palmiter	Audrey Jacobs	Jessie Rudick	Cynthia Phillips
Shirley Donnelly	Mary Halsnik	Jessica Miller	Francesco Durso
Dilip Desai	Sharon Pavey	Donna Doheny	Barb Cleland
Judy Nelson	Debra Hoffman	Randall Henarie	Jane Brown
Kelly Flanagan	Alternative Eating	Kimberly Pagan	Ferdinand Vargas
Nancy Fonte	Nicole Youmans	Barbara Zak	Hair Studio 35
Carrie Finson	Brenda A Reyes	Mildred Holland	Rita Piche
Layne Townsend	Stephanie Irish	RaeAnne Lindsey- Miraglia	Marilyn Birt
Chelsea Windhausen	Mardella Axe	Marcy Rachiele	Ron King
	Kimberly C Steadman	Charles Lopert	

\$200 Club

Shawn Upshaw	Kathleen Puckhaber	Magda Wisdom	Chelsea White
Scott White	Kryshela Brown	Rebecca L Tomasiak	Curtissa Purdie
Lucio Silva	Amy Gramlich	Charlotte Truitt	Lourdes Garcia
Lana Tveiten	Terri Mease	Jenny King	Cathy Mahady
Debra Dasher	Alpha Omega Disaster Restoration	Laura Nonemaker	Iryna Kohut
Dawn Rohlik	Nikki Johnson	Martha Walters	Vicki Irlbeck
Cynthia McJordan	Barbara Holland	Sharlyn Knight	John Betak
Norma Pavilitz	Renee Day	Sharon Harris	Susan Cortes
Shawn Herold	Joaquin Rodriguez	Marisol Feliciano	Lisa Meadows
Marisa Rotondi	Pansy McConnell	Cheryl Hill	Lennie Coffey
Julianka Jackson	John Birmer	Carrie Horton	Pam Butler
Tamela Merdian	Michelle Langston	Sharon Brown	Linda Moore
Sara Lortie	Corinne Demoss	James Ormond	Sharon Broadbent
The Medicine Shoppe	Vincent Grant	Bodyworks Massage, LLC	Jackie & Cindy Jaroslowski
Scents And Beyond	Amber Strong	Ellen T. Courtemanche	Cheryl Lott

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

Sharon Trachsel

Miranda McKenzie

Top Sponsoring Distributors for November



Alison Boers

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



Cheryl Hill
John MacFadden

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

November 2015: Top 10 Retailers

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

1. Stacey Pfohl, TX
2. Sharon-Elizabeth Fransen, PA
3. Martha Walters, FL
4. Scott Kresge, FL
5. Cathy Mahady, MN
6. Jessie Rudick, AZ
7. Connie Demoss, ND
8. Rita Piche, PA
9. Diana Starling, CA
10. Vicki Green, WA

November 2015: Top 10 Personal Volume

1. Stacey Pfohl
2. Pat Stultz
3. Heather Findlay
4. Angela Springer
5. Flicker Scents
6. Tommy Dennis
7. Free Enterprizes Inc
8. Rebecca Froelich
9. Kimberly Severance
10. Ruth Burke

Top 15 Selling Candles in February 2015

1. Sweet Orange & Chili Pepper
2. Odor No – More
3. Chili Vanilli
4. Angel Wings
5. Hot Apple Pie
6. Sex on the Beach
7. French Vanilla
8. Lilac
9. Stress No – More
10. Melon Margarita
11. Slate & Stone
12. Twilight
13. Lavender
14. Apple Cinnamon
15. Bamboo Rain

Next Month's Autoship



Hunter Green Simmerpot with Fresh Laundry, French Vanilla, Herbal Spa and Sweet Orange & Chili Pepper melts

Upcoming Autoship Scents

February – Twilight	March – Angel Wings	April – Lilac
May – Coconuts & Lime	June – Melon Margarita	July – Bamboo Rain
August – Harvest Time	September – Moroccan Nights	October – Spiced Cranberry
November – Night Before Christmas	December – Hot Apple Pie	