

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter

December 2016

Volume 16, Issue 12

This Month's Autoship: Hot Apple Pie

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Happy Holidays To All of our Distributors, Vendors and Customers!!!



A Healthy and Happy Holidays wish goes out to all of our distributors, vendors and customers. We continue so flourish because of all of you.

“I put in my Christmas order for myself! My family and friends get these remarkable candles, melts, and melters for Christmas, they LOVE the products and I pay 1/2 the retail! Pretty cool! AND it's a tax write-off!”

Alison Boers

“Apple Pie Ala Mode” Is the Newest Coffee Candle!



Scent-Sations Inc introduced the latest in the growing Coffee Table line of gourmet candles. The scent of yummy vanilla ice cream melting into a fresh baked slice of Apple pie!

“I just got mine...it's been burning for 4 hours and now all I want to do it bake a pie, get some ice cream and pour a cup of coffee!!!! LOL”

Joanne Shane

“I'm always mixing my French Vanilla and my Hot Apple Pie melts together. Now I have it in a candle!!!”

Kirsty Butts

“A customer was in purchasing candles when we brought the new Apple Pie Ala Mode out....she looked at it, smelled it and bought it!”

Charlie Umphred VP Scent-Sations Inc

Love My Cosmic Caramel Cream!



I just burned my “Cosmic Caramel Cream” candle and it was amazing! If you like strong scents, this is one of them! You can smell this candle when you walk in the house, even if its not lit!”

Alison Boers

Spreading the Love With Mia Bella's

“I made these two gift baskets for a benefit held in honor for a dear friend & co-worker of mine that lost her battle with cancer. We worked together at J C Penney Styling Salon for years. They had planned a benefit for her before she passed away and they decided to still have it even though she lost her fight. I'm spreading the LOVE with Mia Bella's!!”

Kristy Butts

Changing Lives Everyday One Candle At a Time



When we started our Scent-Sations Inc in Sept 2001 we were working out of a 500 sq ft building. Within 6 months we opened our second building which was 2500 sq ft. We poured our candles in the 500 sq ft building and shipped all products from the larger building.

It was summer of 2003 and our building was in the back parking lot of a funeral home. This wonderful couple was at a viewing that day and happened to look up as they were driving out of the lot and saw a sign for Mia Bella's Candles. They are Candle lovers and stopped in that day.

They (Joe and Janet Molski) wanted to buy some Mia Bella's and said "If they're good we will be back!" Well that was then and today they are still stopping by to pick up a case of jars and other goodies!

Janet and Joe have become family and dear friends. They have watched Scent-Sations AND Michael and Mia "grow up!" I was not here when they stopped by the last few time so catching up was incredible and it's what drives Charlie and I to be here everyday working with positive people building dreams and goals for their families!!!!

Thank you to all our Millions of Customers and our thousands of Distributors across the Globe for believing in our products and Scent-Sations, Inc.

Bob Scocozzo, CEO

My Mom Is Becoming A Mia Bella's Fan!

My mom is not a candle fan. She has always dislike perfume and scented items. Mom collects coffee printed decor. Sent her coffee time candle and she really really liked it. She may not burn it because the painted coffee cup fits her theme but she asked how much for another one today.

Shawnda Lowery

Another Successful Vendor/Craft Show this Weekend!



Mia Bella's Featured in Huge United Kingdom Christmas Event



"Good day from the United Kingdom!! Mia Bella Central and South UK is sending her greetings from Horsham's Christmas Fantasia!"

Kosta Theo, United Kingdom

"Horsham is to get its very own family winter wonderland event at Horsham Christmas Fantasia, at weekends and school holidays from 26 November through to Christmas Eve.

As well as the already popular 'real-ice' ice rink, Horsham Christmas Fantasia will host a traditional Christmas market, in a bustling marketplace environment, featuring traditional snow topped sheds and festive trees and lights all around.

For those children who can't wait for Christmas, a unique themed Santa's grotto experience is available, to meet Santa, have a photo taken and receive a Christmas gift.

Promising to be a full day out for all the family, book ahead for ice skating, shop the traditional Christmas market, meet Santa, enjoy the funfair rides, buy sweets from Mr Simms traditional sweet shop and finally take some time out to relax with fantastic food and drink."

Excerpts from The Horsham Daily Post Newspaper

“Bella Buddy” and Oktoberfest Fun!



Back in May, our sponsor, Cynthia Suchowacki posted an event that she found out about on her Facebook group. She asked if any on her NJ distributors would be interested in participating.

Mary Leedy responded first. The event was about an hour's drive for Mary, but she said she'd be willing to do the event with a “Bella Buddy”. The location was about a 30-minute drive for me. It was a win-win-win-win-win situation. The event was an Oktoberfest – so I got my sausages, my pretzel, listened to German music, made some money, and made a new friend!

It was nice to do an event with a fellow distributor. We split the cost of the space. It's nice to have the support and friendship of someone who knows the business. Mary and I had different inventory – so we had a nice variety of items for potential customers to view and smell.

Mary's idea was to give away a votive (in a holder) for anyone who would give us their contact info. She had a nice variety of scents for visitors to our booth to choose from and she had her contact info on the votive holder. People were thrilled to have something to take away with them. I gave away Mia Melts attached to my business card.

At the end of the day, we split the contacts we had collected and have contacted those visitors. We each gave away a 9 oz candle of the person's choice.

Mary's daughter was with her – it was nice to meet Brianna. My husband, Mike, came for lunch, stayed for a while at our booth and sold some Free Spirit candles!

We talked to lots of people, got our contact information and product into the hands of many visitors. It started raining in the afternoon but that didn't dampen our spirits! I would

definitely do another vendor event with Mary. And if you have the chance to partner up with another distributor, I would recommend it to have the support and be able to learn new ways of approaching potential customers."

Big Holiday Shout Out!!!



From Burt Booz:

"I wanna give a "BIG SHOUT OUT" to Heidi Burgert and Edward M. Karpinski for stepping out of their comfort zone and giving everything they had to make their very First vendor fair a complete success! We all know that butter fly feeling and it took them all of 5 minutes to get into their groove and have a Blast smelling and selling! Can't wait for the next one!

So proud of you both...Great Job!"

I'm Still Amazed At People's Reactions!



A new local place that is focusing on local entrepreneurs and artisans gave us the opportunity to set up a table on Saturday for their first vendor showing. Bert Booz and I gave it a whirl and yet another successful pop up under our belts. Each one is different, each time we learn more and expand our experiences. And I think we can say we can still work together, whether we are set -up person or box person we manage to get it done and always can count on each other. I have to say I'm still amazed at people's reactions to our Mia Bella's, puts a smile on so many faces!! Here's to a great Holiday Season!

Jennifer Dasconio Callahan

Mia Bella's They - Burn CLEAN!!!!



Donna Klatch Kresge: "I'm Back Wooo Hoooo"

"Went to the oncologist today and sold 9 more jars. This last week and weekend was amazing sold over 1000.00 in candles and melts"

"Went to pick up money today for candles and sold 5 more Woohoo hopefully another great week!"

“Had an amazing day today sold 100.00 in melts at the flea market today and 540.00 worth the candles at the bar tonight all profit and add 300.00 from yesterday. Take your personality peeps and get out and sell, sell, sell.”

“Just sold over 35 jars this weekend so if anyone local needs anything PLEASE let me know asap what you would like Scott is up north and can have them here by the weekend. Others interested please visit our website!!!”

Question From the Field About Show Pack and Sample Pack

Question from the field: **“Can you upgrade to a show pack or sample pack later on in your distributorship or is only available when you enroll?”**

Answer: “You can order the Show Pack or Sample Pack in the back office Under Specials there is also the Fast Pack \$490.”

Learning Lessons and Earning Money



With a bunch of vendor/craft gigs under our belts we still learn something new every time. This gig was no exception. We burned a candle and melted the melts of the same scent and it completely filled the room. Jennifer even said you could smell them around the corner in the ladies room...oh my! Jeepers even the Party Lite lady came to visit and grabbed a sample and a catalog...now that's powerful!

We sold our goodies right up to the end of closing our last box...Boom!!!!

Bert Booz with Jennifer Dasconio Callahan

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	Heather Findlay	Shawnda Lowery	Hair Studio 35
Cynthia McJordan	Rhonda Deville	Nickolle Deliman	Cecili Guillaume
Karen Bianchi	Paula Bishop	Rebecca Tucker	Sharon Trachsel
Jacqueline Sears-Ndao	Joanne Pastore	Jennifer Callahan	Jenny King
Vicki S Green	Flicker Scents	Eugene Houk Jr	Joanne Eberth
Sharlyn Knight	Dazzles Gifts	Rebecca Froelich	Judy Nelson
Linda Oestmann	Jennifer Mohrhard	Carolyn McLain	Maria Carter
Ernestine Abney	Alpha Omega Disaster Restoration	Stephanie Irish	Kristi Rizo
Jack & Debbie Pollar	Laura Collins	Jessica Miller	

\$300 Club			
Velda Inglis	Dallanara Vargas	Rebecca L Tomasiak	Valerie McGee
Karen Ashford	Bruce Sanders	Carly Moorman	Yvette Thomas
Carol Rohrbaugh	Tracey Frelot	Cathy Mahady	Pat Stultz
Terri Temple	Mary Ann Hartzler	The Medicine Shoppe	Linda Moore
Joaquin Rodriguez	Madeline Pagan	Karen Catlett	Susan Tonniges
Beth Israels	Jennifer Getzendanner		

\$200 Club			
Martha Walters	Pat Bergstedt	Christine Pennino	Kathleen Puckhaber
Sharmon Noe-Ely	Susan Monti	Chelsea White	Justin Locke
Corinne Hartmann	Carrie Gibbs	Tracey Chase	Curtissa Purdie
Diana Starling	Margie Mathisen	Roseann Boldin	Debra Dasher
Debra Hoffman	Scott Kresge	Leslie Bibb	Debbie Dewees
Tamela Merdian	Tracie Hyatt	Kelly Flanagan	Karen Deuschle
Donna Gurba	Heather Pitre	Jessica Nickels	Rita Piche
Angela Miller	Bert Booz	Lori Baker	Free Enterprizes Inc
Sharon Broadbent	Sue Harrington	Beverly Arvin	Becky Foose

Anne Marie Urbanski	Cheryl Hill	Jo Brisson	Layne Townsend
M. Diane Lawing	Tammie Perry	Amy Copsetta	Bobbie Alberty
Lisa Merkle			

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 2016.

Stacey Pfohl

Sharon Trachsel

Jennifer Callahan

Heather Findlay

Scott Kresge

Top Sponsoring Distributors for November



Jessica Miller

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

November 2016: Top 10 Retailers

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

- | | |
|------------------------|------------------------------|
| 1. Stacey Pfohl, TX | 6. Corinne Hartmann, ND |
| 2. Vicki Green, WA | 7. Patricia Mauger, NJ |
| 3. Martha Walters, FL | 8. Jennifer Getzendanner, IN |
| 4. Cathy Mahady, MN | 9. Heather Findlay, CA |
| 5. Sharon Trachsel, WI | 10. Maria Carter, VA |

November 2016: Top 10 Personal Volume

- | | |
|---------------------|---------------------|
| 1. Stacey Pfohl | 6. Rhonda Deville |
| 2. Heather Findlay | 7. Nickolle Deliman |
| 3. Shawnda Lowery | 8. Cecili Guillaume |
| 4. Hair Studio 35 | 9. Karen Bianchi |
| 5. Cynthia McJordan | 10. Paula Bishop |

Top 15 Selling Candles in January 2016

- | | |
|--------------------------------|---------------------|
| 1. Sweet Orange & Chili Pepper | 9. Ocean Mist |
| 2. Hot Apple Pie | 10. Lilac |
| 3. Chili Vanilli | 11. Berrylicious |
| 4. Odor No-More | 12. Coconut Mango |
| 5. Angel Wings | 13. Slate & Stone |
| 6. Coffee Time | 14. Cucumber Melon |
| 7. Creme Brulee | 15. Tangerine Dream |
| 8. French Vanilla | |

Next Month's Autoship



Twilight

February – Stress no-more	March – Angel Wings	April – Lilac
May – Coconuts & Lime	June – Melon Margarita	July – Sex on the Beach
August – Apple Cinnamon	September – French Vanilla	October – Pumpkin Cheesecake
November – Christmas Pine	December – Hot Apple Pie	