

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



February 2013

Volume 13, Issue 2

This Month's Autoship: Fresh Laundry

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New Auto Ship or Points System Starts April 1st!!

Scent-Sations Inc. announced a new system for auto ship distributors and many in the field are calling it the biggest game changer the company has ever created! Starting April 1st those distributors who opt to use the auto ship system will be able to be far more flexible with their orders.

Those who are currently on the \$39.95 candle auto ship program will have three options:

1. Stay on the auto ship where the company chooses the products.
2. Change their package to reflect the scents that they want
3. Take 25 points instead of a package. This will keep their website active but also allow them the ability to use the points anytime within 90 days to purchase anything they need.

Those on the \$100 auto ship program have the same option in that they can get the package pre-picked for them, create their own package or have 100 points placed in their back office which can be used to purchase anything within 90 days!

Distributors who are currently on the personal care \$39.95 auto ship program can opt for that package of points. There is no option for changing that package since there are no other options for the personal care products.

Distributors on Dermal Renu will not have the ability to switch over to 100 points. In order for the Dermal auto ship distributor to switch over to 100 points they have to cancel their Dermal order and go over to the 100 point option.

“Thanks again for recreating the monthly kits, my team is SUPER excited and I actually have several looking back into the biz now with this change!!”

Cheryl Hill, Montana

“Odor No-More” Is A Huge Hit!



"Odor No-More" is the first candle to sell more than Sweet Orange and Chili Pepper in a single month! This has only happened one other time in our history and that was during the holiday season when Christmas Pine beat Sweet Og for one month.

To see a new introduction beat Sweet Orange is amazing and I am extremely happy since the pet odor candle is something every pet owner will LOVE.

This is a huge market and I have "sniffed" many other pet control candles out there and NONE compare to ours!

I received this email from one of my customers: I am sooooo in LOVE with the “Odor No More” Mia Melts I just bought from you...LOVE them. Another Happy Customer: I am sooooo in LOVE with that new scent I just bought from you...LOVE it!!When u place another order will you please get me one more bag of the melts??

Cheryl Hill, Montana

New Sculpted Signature Candles for St Patty's Day and Easter



Easter Bunny



Inspiration



Leprechaun



Shamrock



Strawberry Delight

New Catalogs Will Be Available Soon!

By the time you read this our new catalog will have gone to the printer and we can expect to have them for sale by late March or early April. By popular demand from YOU in the field we have switched back to the smaller size catalog. Most of the distributors we heard from said that the smaller catalog was easier to carry, ship and hand out and we listened to you.

We are also working on the online catalog so that it updates each time a new product is developed. This will allow you to update your customers by sending them an email link to your online catalog and telling them about the new product(s) introduction(s)!

Questions & Answers on the Vendor Program

Q: On the website under Join Now - Qualified Vendor Program, under item 1, it states: Ability to buy any of Scent-Sations products, however when she reviewed the Vendor Program Presentation it only shows candles. Are Vendors limited to purchasing candles only or can they purchase melts, Dermal Renu, Bella Beauty etc?

A: A Vendor can purchase anything that Scent-Sations offers to its distributor force. The Vendor presentation was created with a focus on Mia Bella's Candles because we know that the vast majority of vendors will have an interest in the scented candles.

Q: Regarding S & H fees are Vendors subject to the same shipping costs as distributors or do they fall under the special Website orders, S & H.

A: Because a Vendor is a distributorship they will purchase at the Vendor wholesale pricing and be subject to distributor shipping costs.

Q: Can Vendors mix their scents when ordering?

A: Because a Vendor is a distributorship they have the same benefits that any distributorship has which means they can order mixed scents.

Q: Can Vendors order from a back office?

A: Yes they can.

Q: Can Vendors order just one or two products or are they only able to buy case lots?

A: Vendors can purchase one item or more.

It is the Personal Touch That Creates Success!

POSTED ON FACEBOOK: "I Cannot believe it in just 10 months I have 800 people in my business!!!!"

She's the younger sister of a guy I graduated high school with ... small town, so I know her but wouldn't have considered us 'friends' while in that small town, but definitely friendly.

She started her business several months after posting on her FB status something about she needs money but doesn't want to go back to working (sahm). I sent her a PM asking if she'd be interested in looking at a way I could help her work from home -- no response.

Ask me if I kick myself because I didn't take the time to call directory and look up her phone number. Go ahead, ask.

Facebook can introduce you to new people; foster relationships; keep you in touch. But it's the PERSONAL contact that will benefit your business the most.

Tamara Keller

Giftng Makes Sense and Dollars!!

A friend of mine came back into town and I gave her some samples to give to people at home and work.

One lady she works with burns candles all the time but had never used any "flameless products."

I sent over a simmer pot with some Mia Melts for her to try. After using those samples she threw out all the other candles in her house and has converted to Mia Melt Monster!!! LOL

My friend was so "blown away" by that response that she became a new Scent-Sations distributor!

Jenaya (LadyJay)

New Distributors Love Mia Bellas!

I am a new distributor and I have to tell you I REALLY LOVE Mia Bella's Candles! I have been with other companies but this product is incredible. It is far better than anything I have ever purchased from any store. I also bought some of the "melts" from one of your competitors and they don't hold a "candle" to yours!!!

Editha "Tootie" Champagne

I received my kit yesterday. The candles smell wonderful and the packaging looks like high end department store boxes. Thank you for such wonderful products. Mia Bellas are the best!!!

Bonnie Lukens

I believe in the focus that Scent-Sations has and I am proud of the inroads that have been made since I joined. The humanitarian efforts alone are huge! But the fact that corporate stays involved with current trends and is always looking for ways to improve is another reason to 'glow' at the fact that I am a part of this company.

Keep up the great work SS! I for one am proud to be a distributor for Scent-Sations!!!

Susan Martin

Hometown Hero



Victor Mulka is a hometown hero. He did 3 tours of duty in Iraq . He is still in the reserves. The picture is Victor and his son coming home on the military plane!

Congratulations to this Month's Rank Advancements

Shannon Guzman – Diamond Distributor+

Lillian Fields – Diamond Distributor

Harriet Vega – Diamond Distributor

Ed Simon – Diamond Distributor

Top Sponsoring Distributors for January



Stacey Pfohl
Susan Cortes
Gerald Horn



Bobbi Linton

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

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

January 2013: Top 10 Retailers

1. Stacey Pfohl, TX
2. Jackie Luellman, AB CAN
3. Cheryl Hill, MT
4. Kathleen Kelsey, NJ
5. Cheryl Pope, MS
6. Jennifer Mohrhard, MO
7. Christobalina Benson, NJ
8. Doreen Gedvilas, MD
9. TJ Banks, IL
10. Ashley Davis, AB CAN

Top 15 Selling Candles in February 2012

1. Sweet Orange & Chili Pepper
2. Easter Hyacinth
3. Chocolate Cherry Cream
4. Chili Vanilli
5. French Vanilla
6. Sex on the Beach
7. Angel Wings
8. Coconuts & Lime
9. Snuggle Up
10. Slate and Stone
11. Lilac
12. Cinnamon Raisin Bun
13. Apple Cinnamon
14. Eucalyptus
15. Hot Apple Pie

Next Month's Autoship



Lilac

Upcoming Autoship Scents

April – Citrus & Sage

May – Coconuts & Lime

June – Bahama Breeze

July – Ocean Mist

August – Chili Vanilli

September – Grandma's
Kitchen

October – Pumpkin
Cheesecake

November – Candy Cane

December – Hot Apple Pie