

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



February 2017

Volume 17, Issue 2

This Month's Autoship: Stress No-More

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A Message From CEO Bob Scocozzo

From CEO Bob Scocozzo

As Scent-Sations Inc has grown over the years we have seen good people come and go for many reasons. Some leave because they just lost interest in owning their own business. Some leave because they feel that their work and family schedules do not allow them enough time to devote to Scent-Sations.

A small percentage leave because they found "something better." They feel as if they have found the program with the best compensation plan, the best leaders, the best timing, the best new product in their category. The list is endless. Some go quietly and others go with the intent to call everyone they can from their current company and get them to follow them to their new opportunity.

Charlie and I have been in network marketing for over 30 years so this story is not new to us. Some of those people move on to bigger and better opportunity and some don't. It's simply the cycle of the industry. It still amazes me that one day a distributor is telling the world how great a company's products, management and compensation plan is and in the blink of an eye, the company, the plan or the products are no longer the "right fit!"

That being said... in my humble opinion network marketing is still the most incredible way for an average person to create financial independence without risking everything they own. It's still the best "second income" system in the world. Where else can someone stay home and make as much or more money as they would commuting to a 9-5 or even a part time job?

Scent-Sations Inc. has had a mission from day one to help as many people create a second income as possible. We understood that many people who enroll in their first network marketing company do not have the ability or the courage to show a business opportunity to their friends, but DO have the ability to share and sell a great product at a realistic price. We created a program that not only rewards the recruiter who builds a team but the retailer who builds a customer base. And we designed this and promoted it as far back as 2002 when we opened our doors.

Interestingly the US government has recently come out with a new set of standards for network marketing companies saying that they must put focus on RETAIL as much as recruiting and unfortunately a LOT of network marketing company do not have retail-able products or their retail prices are so far out of synch with what people are willing to pay that they will never be able to be successful in this new environment, where Scent-Sations probably has the best retail profit percentage and we are actually priced LOWER than the biggest competitor out there!

Secondly, Scent-Sations has always had family in mind when we started this company. In our 30+ years in MLM Charlie and I have never seen as many families involved in a program! True to that point was the short video we put on facebook yesterday. I spent a lot

of time with the Daub family as they were picking up their products and taking a tour of the facility. I was watching as Bethany, Chelsea and Abby cruised around the building talking about their favorite scents and planning how they would market and sell them. They didn't want to leave the warehouse and I Loved every minute watching the excitement of these young ladies as they are getting their first experience of the business world.

This is what we do here at Scent-Sations Inc. and even on a bad day it always turns out to be a great day and we do love coming to work everyday just to meet and spend time with people like Dawn and her Family Team. Whatever you goals are everyone at the home office, from the office staff, the pickers and packers and the "Candle Makers" we appreciate you and look forward to making 2017 all about your goals and dreams..

Always be aware of the dream stealers... If I had listened to them in 2001 we would not be here enjoying Scent-Sations and the freedom it allows us as we all build our business.

“I have been in several NWM companies over the years and I am HERE to stay. We do have the BEST EVERYTHING.”

Alison Boers

“I have been here for just over 13 years and I have no plans on going anywhere. This company is my passion and I love what I do.”

Kristy Butts

“I've waited years to become part of this amazing company i cant recall how i heard about it especially where it wasnt available in that area but i found it last year and dropped everything else cause i knew i really wanted this for so long yes i may have to start over with networking my clients but hey it was worth the wait! “

Sonya Vail

“I have only been with Scent-Sations, Inc. for only 8 months now. I love the fact that you can go anywhere and sell our product's. "Candles are my business." I am not going anywhere.”

Barbara Back

“A really great product to share and enjoy. I am glad to be a part of the team today!”

Shandra Lowery

“Mia Bella candles are by far the best in the industry and I am proud to be a part of the company....I don't sell a lot but what I do, I sell with total confidence in the product!!! Your home office team is the best, as well!!! Love the company and the people!!”

Arlene Strunck Cleveland

“I'm the poster child for everything Bobby just said! Lol. I've come back to Scent-Sations 3 times and mostly for 3 reasons - I love our candles, its the only product I can realistically sell at shows!”

Mary Leedy

“I love Mia Bella's and I'll be here for a while plus I have my full time job as a Medical Assistant for the Cancer Center and my patients love the Hope Candles, so I'm not giving up!!!”

Maddie Pagan

“I've been here for 3 years and don't plan on going anywhere! I've tried others but so many have too many requirements to stay active and such. I love that if I need a break I can take one without anything to worry about. Plus I'm seriously an addict when it comes to these candles. They really are the best. I've had customers threaten me if I ever stop selling so I'm here to stay...lol.”

Jennifer Getzendanner

Happy Valentine's Day From Alison Boers



Another “Wow” Testimonial from A Customer!!!

Last Sunday, I received an email that someone had ordered from my website, she ordered over \$100 worth of candles and soap. Not recognizing the name as one of my regular customers, I went to my back office and got her email and sent her a message. I thanked her for her order and asked her if she would mind telling me where she found me. As I'm always curious as I have advertising everywhere. This is what she sent me back!

"Yes, I'm familiar with the product. I had a friend who considered being a distributor and held an intimate party, just prior to Christmas, about 3 years ago. I purchased these same items and was VERY impressed. Recently, while cleaning out some cabinets, I ran across one of the candles. It was used and I must have tucked it away as reminder to find more some day. It worked. After whiffing what remained in The jar..... I had to order more,

expensive as it is (For me anyway). I simply googled and clicked links until I found one that actually had items for SALE, which was your site!

The aroma of the candles and soap is beyond compare and very long lasting. My family all agree these are so much better than Yankee Candles. The soaps, my Mother still talks about.

This purchase will be used as gifts, after I keep 2-3 for myself.

Hope that helps! And thank you, very much looking forward to receiving my order!"

I'm so glad that I have been with this incredible company for so many years and that I have worked my business to build up an online presence so people like this sweet lady can find me when she needs her "fix" of our amazing candles and soap!!

Kristy Butts

Eat, Show and Sell!

I decided to go out for a bit and I wasn't really going to promote tonightbut I did put 2 candles on my table. Within 15 minutes I sold 7 candles!!! Then I went to the waffle house to eat and sold 2 more candles there! The girls at the Waffle House are BIG candle burners, and melt users so I think I might have hit the jackpot with them!s. I truly love my Scent-Sations business!!!

Donna Klatch Kresge

Great Pop Up Event: Great Turn Out!!!



Flew solo today! Missed my partner in crime Bert Booz, but I can 100% say this not all about selling candles, I appreciate the training I had on Monday with Robert Scocozzo , Bert and I will be very busy! What a great turn out for a short pop up!

Jennifer Dasconio Callahan

St Patrick's Day Candles & Melts are Ready for the Holiday!!!



March 17th is St Patty's Day and Mia Bella's is prepared with our famous "Bella's Irish Cream" scent in Signature, 16 oz and Melts!!!

Wedding Event A Success!



Local Wedding Event at 508 Event Center, Kannapolis, NC!

Denise Coruzi

I Get Them to the Table, She Makes the Sale!



How can you not have fun when you hang with a girl like Jennifer Dasconio Callahan! Always outgoing and full of life. Always has me laughing... straight to the little room.

I'll get them to the table and sniffing and she'll close the deal.

Every...
Single...
Time...
BOOM!

Bert Booz

My “New Space”...Time to Grow!



I scrambled to put together my space I just agreed to move into on Wednesday because they were having a Sip n Shop Sat. evening. Owner loved the wine line so much she bought the one I took to the meeting! She specifically asked if I could be up for Saturday. This is what I pulled off Friday - space will get painted and some other sprucing up. This afternoon I received an email from a woman who had been there last night, ordering items I didn't have in stock. I will have to wait till Wednesday to go in and see what my inventory looks like. Very pleased with the start of it, and looking forward to having some of my retail end of things handled for me? Now I can focus more on growth and recruiting!

Dawn Reibsane Daub

Arizona Meetup Scheduled For March 26th

Jeff & I will be hosting an Arizona Meetup for distributors and guests! Sunday, March 26th, 2:00pm at <http://brothersfamilyrestaurant.com> Peoria AZ. Come join us if your nearby for coffee/pie or a late lunch and brainstorm our Mia Bella business! No cost except for your own food/drinks. If you have a guest in the area, please invite them and I promise to take good care of them and get all their questions answered. Laid back, just fun and sharing :) Let me know who might be interested! I will send out reminders later.”

Alison Boers

Mia Bella's Bahrain!!!



Good morning MiaBella USA, Canada and Europe. A glimpse of our booth today - looks really impressive and awesome. We were told by the Organizers that we had by far the best display and unique product of the shopping festival in Bahrain. I think the picture speaks by itself.”

Kosta Theo, Bahrain

Q & A From the Field

Question from the field:

“If someone places an order on my website will I be able to see when and who made the purchase?”

Answer from Scent-Sations, Inc:

“Yes, under Report Manager and then under Customer Sales”

Question from the field:

“Looking for some Mia Melt combinations that are good for the warmer? For example, I like to mix one fireside with lemongrass and vanilla. What are some of your favorite mixtures?”

Answer from Distributors:

“Hot Apple Pie and French Vanilla” - Cathy Mahady

“My son grabs my Lilac and Twilight or Lilac and Angel Wings for the warmer in his room.” - Belinda Nadeau

“Half a Eucalyptus and half Herbal Spa. You have your own Spa at home and keep your clothes on!” - Jeanine El Attal Goerdamann

“I like Strawberry Smoothie and Vanilla mixed!” - Alston Boers

“Twilight/Ocean Mist Pumpkin... Cheesecake/Coffee - Jennifer Dasconia Callahan

Personal Volume Club for January

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

\$400 Club			
Netria Haywood	Dawn Daub	Shawnda Lowery	Jennifer Callahan
Vincent Grant	Swoyersville American Legion Riders #644	Bert Booz	Patti Jackloski
	Edward and Melissa	Virginia Thompson	

\$300 Club			
Maria Carter	Heather Findlay	Stacey Pfohl	Donna King
Denis Coruzzi	Rhonda Deville	Scott Kresge	Brian Goodall
Nikki Johnson	Debbie McGalliard	Cathy Mahady	Rebecca Froelich
Kelly Flanagan			

\$200 Club			
Kathleen Puckhaber	Tamara Keller	Sharon Broadbent	Laura Nonemaker
Amanda Manning-Moses	Daystar Boutique, Inc.	Sunnycrest Farm Store	Marcy Rachiele
Juliana Klehn	Jonathan Edmon	The Light	Vicki S Green

Sonya Vail	Judy Nelson	Paula Andrews	Joanne Eberth
Jerriann Kerr	Twin Crystal Rock Shop	Audrey Jacobs	Ashley Van Winkle

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 January

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

January 2017: 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. Cathy Mahady, MN
4. Sonya Vail, AB CAN
5. Steven Robben, MO
6. Chelsea Windhausen, NY
7. September Evans, MI
8. Corinne Hartmann, ND
9. Julie Rudebusch, SD
10. Lisa Alford, MD

January 2017: Top 10 Personal Volume

1. Netria Haywood
2. Dawn Daub
3. Shawnda Lowery
4. Jennifer Callahan
5. Vincent Grant
6. Swoyersville American Legion Riders #644
7. Bert Booz
8. Patti Jackloski
9. Edward and Melissa
10. Virginia Thompson

Top 15 Selling Candles in March 2016

1. Sweet Orange & Chili Pepper
2. Coffee Time
3. Chili Vanilli
4. Odor No-More
5. Life's A Beach
6. Lilac
7. Angel Wings
8. Tangerine Dream
9. French Vanilla
10. Berrylicious
11. Sex on the Beach
12. Slate & Stone
13. Bugs No-More
14. Hot Apple Pie
15. Bella's Irish Cream

Next Month's Autoship



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