

# MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



January 2014

Volume 14, Issue 1

## This Month's Autoship: Moroccan Nights

## Table of Contents



**Moroccan Nights:** Experience the romance of the Sahara with this Sandalwood/Patchouli fragrance with with lime top notes.

- [p.02 Kick Start 2014 Training in Dallas, Texas!](#)
- [p.02 Scent-Sations... I am BACK!!!](#)
- [p.04 Top Retailer Shares Her "Secrets!"](#)
- [p.05 Top Canadian Retailer LOVES Scent-Sations!](#)
- [p.05 My Small Booth Was a BIG Success!](#)
- [p.05 I Love Dermal Renu!](#)
- [p.06 Local Drawings Bring New Distributors/Vendors](#)
- [p.07 Customer Reviews of Scent-Sations' Products](#)
- [p.08 Coffee Candle A Big Hit During the Holidays!](#)
- [p.09 Opportunity Card Pass-out... They Work!](#)
- [p.09 My Meeting With My County Commissioner](#)
- [p.10 Congratulations to this Month's Rank Advancements](#)
- [p.10 Personal Volume Club for December](#)
- [p.13 The Gold Club](#)
- [p.14 Top Sponsoring Distributors for December](#)
- [p.14 December 2013: Top 10 Retailers](#)
- [p.14 Top 15 Selling Candles in February 2013](#)
- [p.15 Next Month's Autoship](#)

## Kick Start 2014 Training in Dallas, Texas!



*Embassy Suites Dallas*

CEO Bob Scocozzo and VP Charlie Umphred will be in Dallas, Texas for a “Kick Off Training” on Saturday, February 8, 2014.

The meeting will take place at the Embassy Suites Dallas, 2401 Bass Pro Drive, Grapevine, Texas. (Phone 1-972-724-2600). The cost to attend the all day training session will be \$25 per person with guests welcome for free.

Note: If you are staying overnight, make sure to tell the receptionist that you are with Scent-Sations and ask for the special rate!

## Scent-Sations... I am BACK!!!



I found Mia Bella's natural wax candles in 2009 when I made the leap one day to sign up with Scent-Sations. I did it whole heartedly and even ordered the biggest kit available at the time. I had no idea what “Mia Bella's” was about, I just knew it was candles and someone on my facebook named Cheryl Hill loved having her own Mia Bella business. I had never met her or talked to her, just saw some posts from her on my news feed that led me to believe she was having fun running her own business.

Well, five years later and two more kids I am still with Mia Bella's! What do I love most about this company? The fact that no matter what life throws at me I can take as much time as I need to deal with it and Scent-Sations will welcome me back with open

arms whenever I am ready.

I am a very busy mom, and actually I love it that way. I have four children ages 10, 7,5 and 2. I homeschool the 3 oldest children mainly because my 10 year old son has high functioning autism and does better being at home with me where I can help him one on one. When Jayden was diagnosed and I found out we were going to be homeschooling, I took some time off from my business to deal with bringing him home, ending his depression that had developed while in public school and getting him back into learning. I kept my COTM and just kept building up my stock of candles for when I was ready to get back to selling them.

We had another curve thrown at us at that time and I found out I was pregnant with our fourth child... Surprise!! I honestly didn't know for sure if I would ever have time to do Mia Bella again. So I took a two year break to have a baby, catch my breath and get back to being myself. My youngest daughter just turned two and my business has never gone so well. I decided to start it back up again in October of last year after a really weird night. I woke up at 2am and couldn't stop thinking about the awesome vendor program and how I could get Mia Bella out there and reintroduce it to all the people in Bozeman., . There are other distributors here but they are not as active in their businesses as I knew I could be. I took it as a sign that I was supposed to get moving when the ideas wouldn't stop running through my mind for 3 hours straight.

So I surprised Cheryl and got my business up and going again. I had an open house in November to let everyone know I was going to be bringing back the best clean burning products for their homes. On Halloween night I handed out invitation cards with samples to our neighborhood while we took the kids trick-or-treating. We had just moved in a few months before that and I couldn't wait to meet our new neighbors.

Lots of new friends and neighbors showed up at the open house and it has just continued on from there. I signed up for every vendor even possible at the time and I had the best compliments on our clean candles and people kept telling me they were "ready for something healthier and better" than what has been around for so long. I had two wonderful women sign up as COTM distributors in the 2 months that I started my business. I have so many new friends from doing parties and know I made the right choice to let Mia Bella wait for my family and I to be ready to be part of their company again.

We are blessed with a company that will always be here for us no matter how busy life gets or what kind of breaks we need to take. The leaders are always ready to give advice and do whatever they can to help make our businesses successful. I am so glad I didn't let go of my candle business all together and love what it brings to my life.

**Jessica Sumner**

## Top Retailer Shares Her “Secrets!”



I joined Scent-Sations because I just LOVE candles and wanted affordable high quality candle that I could share with others.

What I do with Mia Bella Candles?????

I network every chance I get. Our city holds many networking events, some free, some have a nominal cost and I try to attend as many as I can.

I am also a member of the Chamber of Commerce in my town. We are a very active Chamber with many networking events. I am also a member of the Ambassador's committee which means I meet all new members of the Chamber.

I also do many fund raisers. This is a win win situation. I have done fund raises for school bands, for a martial arts group, for pet groups and have done fund raisers to support breast cancer.

When I meet people, I recommend they enter the drawing on my website. My sister even won in December. I am always tell the people I meet my website and let them know they can order off the website. I have family in the Midwest and in New England and they order off the website on a regular basis. I create an email list and send emails when there are sales and when I am doing an event.

I also do many shows around town. The Chamber of Commerce holds a few expos. There is one a health fair coming up and I will focus on the spa candles and jar candles with soothing scents. I do holiday fairs and I focus on the holiday scents.

Carolyn McLain

## **Top Canadian Retailer LOVES Scent-Sations!**

Back in 2006, I was searching for some kind of a business I could do from home. I found Scent-Sations. I chatted back and forth with a distributor named Mary. She sent me scent samples, I loved them. Unfortunately it was not in Canada yet. Scent-Sations went on the back burner, almost to the point of an obsolete idea in my mind.

While attending Globalfest 2012 and checking out the vendor booths, I came around the corner and ran right into the Mia Bella Candle booth. Brandy and Ashley were crazy busy, talking and selling products. I waited my turn, and said to Brandy "I want to sell these candles".

I love the product. I believe in the company. I love retailing.

Seeing the excitement in customers when they purchase the candles is what gives me great joy!

2014 is going to be a growth year for me. I intend on sharing with more and more people the "scents" of our company!

Lynn Siegrist

## **My Small Booth Was a BIG Success!**

Simplicity - Set up a small little booth and made enough to turn around and buy groceries and some Christmas gifts! I love earning enough to feed our family for almost a month plus buy Christmas gifts! I was burning a hot apple pie candle and EVERY single person that came in the doors said "WOW! It smells amazing in here... best it has ever smelled!" - The products did the selling I just took the money! LOL LOL... then went shopping!

Cheryl Hill

## **I Love Dermal Renu!**

I am a network marketing professional who has been a top income earner in the industry for many years. I do my best to support this amazing industry and search out high quality products from the network marketing industry.

Dermal Renu is one of the "Super" products in network marketing. In fact, I believe that a company could grow into a \$100 million dollar opportunity with Dermal Renu.



This product line is filled with all of the key ingredients that people like me look for when we look at business opportunities. There is no hype in this product line.

I was fortunate to have a long in depth conversation with the creator of this product line and Nick is no nonsense guy who truly looks for the ingredients that are backed by the most current and “real” science. Trust me when I tell you that skin care and nutrition are so heavily filled with hype, over priced products that one can become quite skeptical of everything after being involved in marketing such products.

I have been using Dermal Renu for quite some time and it is being noticed. I even have listened to comments from my “guy” buddies who have seen a significant change in my skin

Dermal Renu is a sure Winner!

(Note: for business reasons, this writer cannot share their real name)

## Local Drawings Bring New Distributors/Vendors

I've always loved using the lead boxes from the back office or some other container to capture leads through a local candle drawing. My problem however was my inconsistent follow up and effort to keep the boxes in my community businesses.

This past Thanksgiving (2013) I decided to start using this profitable method again and remain consistent through out 2014. I started with 4 drawings and plan to keep 4 going every month tracking my results. The first drawings were held at a coffee shop, ladies consignment, used book store, and thrift store. Each store brought in a different amount of leads. You never know what you are going to get but you keep placing the boxes and following up with every lead.

The first business decided to become a vendor and purchased twenty-four 16 ounce jars with their initial purchase. I would say that was worth the 9oz jar I gave away! I also gave the owner a jar for allowing me to place the drawing.

A second business brought me a new distributor right away. The winner loved the 9oz candle she won and began exploring my scent-team website. She contacted me with more questions and I plugged her into more tools for researching our company.

The manager of one of the businesses is interested in joining as a distributor to earn more money. She is researching all the information I have given to her plus burning a 9oz Chili Vanilli. I hope to have her as a new team partner this month.

The owner of another business has requested a catalog and I plan to share the vendor plan with him. While I still have more calls to make with those that have entered, you can see results from just one month into this method. My next 4

businesses are a hair salon, tattoo parlor, dance studio, and Greek restaurant.

Get out there and find some local businesses to host the free drawing for you. Offer to help them in some way and make it a Win Win!

Here are a few tips!

1. While high traffic businesses are a plus never prejudge a business! The book store only brought in 3 leads but one was a new distributor!
2. Start with those businesses you visit regularly! Hair Salon, Tanning, coffee shops!
3. Seek businesses with a facebook fan page! You can take pictures of their displays and help promote them too as a thank you for hosting a drawing!
4. Offer the manager and/or owner a small gift too
5. Follow Up even if they don't mark any boxes! Thank them and share with them your daily online drawing. Ask them who they know?
6. Most Important! Be consistent and Follow Up Follow Up Follow Up!

Tracy Russell

## Customer Reviews of Scent-Sations' Products

“I am a new customer to Mia Bella's candles. I now have 2 burning in my home. They are long lasting and their smell fills my entire home. Everyone who enters my home comments on their scent...they ask “What smells so good?” I highly recommend that everyone tries a Mia Bella's in their favorite candle scent. You will be hooked... I know I am!”

Roxie H

---

---

“I had never heard of Mia Bella's candles or of any other products by this company until I attended a home party for my neighbor. I purchased a simmer pot and several bags of the product called Mia Melts. I had attended several parties for another Simmer Pot company over the last few years and although their line of simmer pots was outstanding, the products that were melted in those pots are so far inferior to Mia Bellas! I am now a solid fan of this product line.”

Helen Schmitd

---

---

I received a catalog from a friend at work who was doing a catalog party for one of her friends. Being a guy I don't get offers from the ladies at the office to attend any of their home parties (and I am very glad of that). But I do love scented candles as does my wife. I took a catalog home and we purchased several items which included Bella Bars, Mia Melts and

standard 16 oz candles. I have to tell you that there is nothing like these products in the market. I am addicted to the Bella Bar and I now shave, shampoo and shower with this “soap!” The candles and melts make every other product out there pale by comparison!”

Roger Barrie

---

---

“My best friend had some Mia Melts simmering at her house when I stopped over and I could not get over the scent. I was really taken by the name...”Chili Vanilli” so I asked her where I could buy some of the melts. My friend had just “signed up” to be a distributor so we went to her website and I ordered several bags of the Mia Melts. Oh my gosh, these are absolutely amazing. They are like nothing I have ever had before!”

Beckie Johanson

## Coffee Candle A Big Hit During the Holidays!



Do you like coffee?? This one is amazing!! I ordered a ton of these and only have TWO left!

---



## Opportunity Card Pass-out... They Work!

While on the drive up to Ohio, I always pass 3 toll booths. The past couple times traveling, I have thought about sliding a prospect business card that Jayson Waits had created inside the \$2 toll. Well... this time, I finally did it. I slid it just so the money covered the edges but when opened, they see the "opportunity" card revealed. I did this at 2 of the 3 tolls and got a call within an hour. She is looking into the business and is originally from NJ. It all goes back to not pre judging, but also, TAKE A CHANCE!

Cheryl Klinker

## My Meeting With My County Commissioner

“This is the comments that came back from the County Commissioner after I visited him and “gifted” him with a Mia Bella!!!”

Marilyn Fisher



“One of the sweetest things I have ever experienced happened to me yesterday when my Facebook friend, Marilyn Fisher, traveled over 2 miles in her wheelchair against the crazy wind just to give me a Christmas candle. It was the first day warm enough since Christmas for her to attempt the journey.

She wanted to thank me for the job I am doing and to meet me in person. I am so touched and humbled by her extraordinary effort.

Marilyn, you just made my whole year and I will cherish this candle as I proudly display it in my office!”

## Congratulations to this Month's Rank Advancements

Jacquelyn Snell – Diamond+ Distributor

Christine Garcia – Diamond Distributor

Jasmine Barnes – Diamond Distributor

Norman Cohen – Diamond Distributor

## Personal Volume Club for December

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

### \$400 Club

Ron King	Stacey Pfohl	David Lewis	Cathy Mahady
Maryellen & Domenick Camorote	Ralph V Laiuvara	Curtiss Chesnut	Cindy Boll
John Bozenski	Kevin Glancey	Paul Gomberg	Cheryl Hill
Kathleen Puckhaber	Tom Ruzinok	Kathie Miles	The Wyoming Valley Country Club
Amber Strong	Rita Felps	Elizabeth McCorkle	Tamela Merdian
Julia A Applegate	Florida Timeshare Pro	The Medicine Shoppe	Brian Goodall
Hispanic Counseling Family Services	Heather Findlay	Evelyn Pardellas	Rebecca Froelich
Rita Grudzinski	Kimberly A Burklund	Lora Jones	Sharon Pavey
Justin Locke	Vicki S Green	Virginia Stevens	Audrey Jacobs

Shirley Graff	Nancy Kuffa	Serenity Beauty Salon Inc	Peter Canavan
Rodney McCorkle	Arica French	Melissa DeWitt	Nancy Loftus
Randall Henarie	Anne Marie Urbanski	Jennifer Mohrhard	Sheila Gostola
Deb Mayberry	Deanna Gagnon	Lisa Sherrod-Coyett	

### **\$300 Club**

Joyce Ritchie	Doug Flickinger	Lisette Bouchard	Randy Bean
Nadine Goldwater	Dorothy Nazarian	Diane Violette	Julie Parker
Toni Ann Macedo	Randy Storrs	Jenny King	Benjamin Grant
Jamie & Stephen Austin	Robert Murray	Dawn Chaffin	Penny J Scott
Rebecca Tucker	Darren Sanford	Chandra Holloman	Tacey Reichman
Lindsay Smith	Dawn Rohlik	Glori Ann Frazee	Jo Arney-Walters
Kelly Poris	Carol Lotito	Edwin Green	Kelcey Lamm
Jack Mccutcheon	Donna Galbraith	Kari Van Kleef	Martha Carriere
Pretty Field Gifts	Carolyn Sullivan	Angela Potts	

## \$200 Club

Jessica Miller	Theresa Michaud	Rosemary McKenzie	Kristy Llerenas
Christina Kirby	Martin And Denise Kumor	KRBR Enterprises	Beverly Reynolds
Shannon Redenbaugh	Lynn Kocik (Bianco)	Kellene Vandorn	Charlene Maroni
Barbara Kasper	Cathy Fox-Pardo	Cynthia McJordan	Mildred Holland
Randy Hyatt II	Katherine L Marmon	Janie Felix	Fancy Nancy Boutique
Amanda Spisak	Brenda Prickette	Diane Middleton	Pat Bergstedt
Patty Knopp	Nona Sutton	Tom Maack State Farm	Patricia Mauger
Basilica Of St. Michael	Ann Westmark	Phillip DeCouteau	Kimberly Soderquist
Nancy Wolff	Marlo Bright	Cristina's Treasurers	Lisa Salak
Cassi Eaton	Jessica Haynes	Corrie VanDyke	Bonnie Brown
Edelmira Ortiz	Carissa Gallaher	Nicole Lacombe	Jackie Jaroslowski
Crystal Mytton	Guy & Lori Routhier	Rita Piche	Brenda Hughes
Megan Winter	Pamela Hudson	Phyllis Gary	Veronica Henderson
Kathlyn Bukow	Gail Leigh	Martha Walters	Ernie Dixon
Gloria Harbaugh	Tracy Hoskins	Clara VanDyke	Ninette Vassello
Emilie Brodeur	Irene Hughes	Herman Cox	Sandy Wolcott

Angela Kaglea	Lennie Coffey	Stephanie Beberwyk	Bernadette Di Carlo
Rena Freed	Creative Treasures	Marie May	Jean Morgan
MaryBeth Furjanic-Barbic	Cheryl Doyle	Rachel Bashore	Jacqueline Sears-Ndao
Kristi Rizo	Mary Ann Campbell	Jatina Johnson	Janet Harpell
Sue Harrington	Gerald Gillis	Michael Mahoney	Ceal Kotch
Lisa Raspante	Brenda Bromley	Nadine Kradzinski	Wendy Simpson
Shep & Jan Kuester	Christine Pennino	Flicker Scents	Loretta Delaney
Amy Gressler	Connie Burndred	Jacquelyn Snell	Roseann Boldin
	Edward Keller	Felicia Stanford	

## 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 of the same year.

Stacey Pfohl

Joseph Capuozzo

Heather Findlay

Sharon Trachsel

Kathleen Puckhaber

Ron King

Blake Radetsky

Lisette Bouchard

Susan Tonniges

## Top Sponsoring Distributors for December



Jordan Ramirez

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



Joseph Natishak  
Tracey Gilmore  
Cathy Mahady  
David Van Dreal  
Kelly Wissink  
Tamara Keller

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

## December 2013: Top 10 Retailers

1. Stacey Pfohl, TX
2. Vivki Green, WA
3. Amanda Spisak, AB CAN
4. Toni Ann Macedo, NJ
5. Marlo Bright, NC
6. Darren Sanford, TN
7. Gloria Harbaugh, PA
8. Cheryl Hill, MT
9. Crystal Massop, AB CAN
10. Cheryl Pope, MS

## Top 15 Selling Candles in February 2013

1. Sweet Orange & Chili Pepper
2. Odor No More
3. Chili Vanilli
4. Sex on the Beach
5. Sandalwood & Vanilla
6. Angel Wings
7. Hot Apple Pie
8. Easter Hyacinth
9. French Vanilla
10. Lilac
11. Apple Cinnamon
12. Green Tea
13. Rose Garden
14. French Lavender
15. Peach & Papaya



## Next Month's Autoship



**Fresh Laundry**

### Upcoming Autoship Scents

March - Lilac	April – Bamboo Rain	May – Bugs No More
June – Melon Margarita	July – Cucumber Melon	August – Ordor No More
September – Harvest Time	October – Cinnamon Raisin Bun	November – Home for Christmas
	December – Hot Apple Pie	