

Scent-Sations, Inc. Candle of the Month Newsletter

MIA BELLA NEWS

July 2012

Volume 10, Issue 7

This Month's Autoship: Japanese Pear

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Japanese Pear: The exotic fragrance of Japanese Pear has an Oriental mystique with a nice fruity smell that is perfect for a romantic or sensual setting.

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2012 Fling is Almost Here: Will YOU Be There?

We will have a "comedymotivational speaker" on Wednesday Afternoon.

http://www.innersquirrel.com/Home_Page.html

From VP Charlie Umphred "I saw Frank 2 years ago when both he and I were guest speakers at an entrepreneur camp at and I loved his performance. Not only did he keep everyone's attention but he had them laughing their heads off with some great surprises!"

If you are on the fence about coming to Fling I can only say this... There was a very successful network marketing professional who said the following... "Not everyone who comes to the annual company event will end up successful, but I can assure you that no one who avoids Fling will be successful!"

I recently read an article by an MLM company that claimed that those who attended an annual national company event had an average 80 times more income than those who did not. I don't know if they were truly able to track this information but I would hazard a statement that those who become successful in MLM have ALL attended such events. So if you are truly looking to become successful in Scent-Sations you need to ask yourself... "If no one can become successful by not attending events... what are my real goals in Scent-Sations."

Come to Fling and then tell me it was not worth every penny! It is FUN, Educational and IF you put all of the training into effect... PROITABLE... I have always been "paid back" for going to company events!

One time Bobby asked the cabby if he knew anyone in Tennessee who was looking to make any money... the cabby said... "I am always looking!" When he dropped us off at the hotel where we were staying for that convention... Bob told the cabby that if he couldn't sleep that night come back in the morning and we would get him started. His first order was for over \$6,000!!!

Another time we were in between flights when one of our distributors started talking to a Middle Eastern gentleman... he asked Bob to come over to chat with that Middle Eastern gentleman who turned out to be a wealthy entrepreneur from Saudi Arabia. Within 90 days he had purchased the exclusive rights to three countries in the middle east and Bob, myself and the distributor received monthly residual for several years from those countries.

The annual event is the BIG event and YOU don't want to miss it!!!

Some Highlights will be LOTS of new product announcements, new contest for that will give everyone a chance to earn extra money, great speakers who will share their experiences!

Charlie's Action Team Emails a MUST HAVE!

Twenty five years ago I listened to a man who stood up on a stage in San Diego California and said..."If you find the right company at the right time and do the right things you will meet more amazing people, travel to more exotic locations and make more money in 5 years than you could in a lifetime with out it!"

I got lucky that day. I was lucky because I was standing in a room where I was being introduced to one of those "right companies."

I was even more lucky because I "took action" that day.

And I was even more lucky because not only did I get all of those promised benefits in the next 5 years... I got them for the next 25 years!

But finding the right company is only one half of the equation. The second half of the equation is far more important. That part is the "take action" part.

VP of Marketing Charlie Umphred sends out a free "Action Email" severay times a week to help you and your team of distributors build their business. Make sure YOU and all of your new team members are subscribed to the action emails....simply send an email to charlie@scent-team.com and in the subject section say "Subscribe to Action"

Here are some recent emails from new distributors who have recently subscribed:

"I just started with Scent-Sations and these action emails are not only full of great ideas but super for getting you motivated each time you get one!"

Charlie Umphred, VP of Marketing

"This is not my first MLM program. But it is the first one where the Vice President of the company sends out a special message to the field almost daily. I cannot believe how much money making stuff is in these emails. All of my team members will be subscribing to this."

"Charles I want to personally thank you for these wonderful emails. Whenever I read them I understand that I have it in me to make this happen."

Hometown Heroes



I am a Proud Marine Mom and my son, Nick is stationed on Honolulu, Hawaii. He is an intelligence specialist. He was deployed last year in A'stan and I burned many candles in front of his picture and still do.

Mimi Sallinger, PA

Dermal Renu Q & A

From Lucille Bolling: “I was talking with a Cardiac Nurse this afternoon about the Dermal Renu skin care and showing it to her. She had a question I wasn't sure I could answer properly, so I'm asking one of you to get back to me with a response.

She saw improvement in my skin already after such a short time of using it and really likes what she saw. Her question is: Can she apply makeup in the mornings over the Dermal Renu morning skin care? She is a full-time Nurse for a Cardiologist and applies makeup on each morning before going to work. If so, does she need to use liquid foundation makeup or powder or the cake makeup? There will be no problem with it when she uses the evening/night skin care.”

From Wellness Formulations, (Dermal Renu) :You can definitely apply makeup after applying the morning treatment of DayShield. In fact, the majority of our users do. One amazing benefit to using Dermal Renu that our users are finding is that as time goes on, they notice they are not applying as much makeup as they used to because the quality of their skin texture and tone has so dramatically improved.

She may just want to wait a minute or two to make sure her treatments are absorbed prior to applying makeup.

We recommend that mineral foundations be used with Dermal Renu because of how nicely they lay on the skin and they won't absorb into the skin like a lot of liquid foundations will, but there are users that continue to use their liquid foundations together with Dermal Renu who are having great success."

Coffee Beans Will Help You Sell More!

From the Field: "While doing a sales presentation at my dentist office, one of the girls asked me if I had coffee beans to clear their senses...have you ever heard of doing this?"

From Scent-Sations Inc: "Using the coffee beans is a "must" and most most definitely essential to carry with you when letting people smell the different jar candles, etc., scents. People should sniff the coffee beans after smelling just a few of the different fragrances to clear the nose so they can smell the other fragrances better.

DISTRIBUTORS ON THE GO

Jennifer Moore



"I've always loved candles for as long as I can remember. Most of the ones I burned come from department stores and always burned out to quickly or left the jars black. Not to mention the scent didn't last. Sure, they smelled good for the first few minutes of burning but the scent eventually disappeared all together. After years of wasted money on candles, I finally came across Mia Bella and the search was over for the perfect candle.

I came across Mia Bella and discovered not only could I enjoy a great smelling candle that lasts for hours without turning my jar black but also I could make extra money selling something I loved using on a daily basis. I told myself I had nothing to lose and when I received the package and smelled the sweet orange and chili pepper candle, I was hooked instantly. I started telling everyone I knew about the candle and how wonderful it smelled.

An example, I made a pit stop on the way home and told a few people I knew that I was selling Mia Bella candles. They said they never heard of them before, I told them I had a few samples in my car and asked if they wanted to see them and sure enough, the smell sold itself. I'm finding out this is a wonderful way to make extra money and do something fun at the same time.

Mia Bella certainly has me excited about the new heights I could take this business to. I'm looking forward to the future selling candles and looking forward to new things to come. Thanks Mia Bella for making wonderful candles I know sells themselves.



Brandy Winter

I joined Scent-Sations Inc at the end of May, so I am very new to this! Since joining I have met many distributors and I already feel like part of some big family!

I immediately hosted a business opportunity meeting and I sponsored my first team partner at that meeting. I then had a “launch party” and everyone in attendance loved the products. I love that I can stay home with my children, have extra income and have fun doing it!

Kathleen Puckhaber

I've been a member of Scent-sations since 2007. I love Mia Bellas candles and talk about them to all my friends and family. At the same time I have told myself that one day, when the I have more time I want to build my business.



I have five children, (Pictured Above) Johnny, Kerri, Jamie, Kristi and Jack..and have been a very busy “Mom” so the thought of building a BIG candle business didn't work out in my “time slot!” As the years went by I kept the thought of “catching the Mia Bella Wave” in the back of my mind, always niggling away.

Whenever I went shopping and saw people buying the “other candles” I would say to myself..”If I only had enough time, I would talk to all of these people about Mia Bellas candles!

I read the company newsletters each month and in January 2012 I decided, I needed to make some time for my business. I started to set some goals for myself. I ordered business cards and carried them everywhere. I talked about the products, I sent people emails, I put candle in my hair salon (a different one each month).

I gave out catalogs at my gym and every time I got an order I would deliver it right in front of everyone else at the gym, which sparked more orders!

When my niece started her new job I gave her a “party in a bag” (15 melts, catalogs, and a 16 oz candle) and she got me orders from there.

I have my own Pucks-Place Candle of the Month where I hand deliver a candle each month for \$20 and I plan on having 100 customers in my hometown. I want to teach that to others. Imagine being able to drop off 100 candles each month to local customers. This is \$2,000 in volume of which I can earn about \$1,000. Now that is a nice part time income. But along the way I will earn residual from those I enroll and teach too!

My husband works on Wall Street..I sent him in with a Party in a Bag, but I'm still waiting on orders...I'm on facebook where I put up some pictures..This week I told everyone that I was wrapping up some teacher gifts...everyone loves the new candles..so different from other candles...selling well...I told myself that I will do something everyday....I have done a lot. I can't even remember it all.

I told myself...you might have to spend some money to make money...I have donated cases to different fundraisers.. I made up some baskets and would give gift certificates to local schools. I went to a breast cancer fundraiser with 140 women.



My friends have told me that they love giving candles as gifts and don't mind paying for gift wrapped ones. I love to shop and buy accessories so I started buying at the end of the seasons and I “dress my candles up” for gift items! (pictured above).

I am trying to take over Long Island one candle at a time. I need to make Mia Bella a household name. So many people burn candles...its not hard to get them to burn candles, I just want them to burn my candles.....Make the Switch to the Cleaner Greener Candle.....I'm doing my best.... it might take me years, but I believe I will get there.

Jodie Tremblay

I realized early on that I love the farmer's markets where I can “make” money, rather than spend it! . I helped my friend, Norah do one in Sylvan Lake then I was hooked. So besides selling to family and co-workers I make it to every Red Deer market that I can with my sister Michelle and to every Sylvan one we can. We also invested money to have a permanant spot at the Red Deer one, which guarantees us a spot every week.

We are getting more and more people who have already burned the candles and they come with a friend and they do the selling for us to their friend because they are hooked on the candles themselves and want their friends to have them too.

We also make to Christmas markets. We have yet to invest in a large trade fair, we just aren't convinced that it's worth the up front cost. We both work full time jobs and I'm planning a wedding this year so those two markets are enough for us for now.

Congratulations to this Month's Rank Advancements

Greg Apel – Diamond+ Distributor
Stefanie Weigand - Diamond+ Distributor
Shawn Dennis - Diamond+ Distributor
Rachael Price - Diamond+ Distributor
Sandra Mooney - Diamond+ Distributor

Roberto Janik - Diamond Distributor
Latonya Legault - Diamond Distributor
Gordon Pisano - Diamond Distributor
Helena Hylton - Diamond Distributor
Rhonda Fleming - Diamond Distributor
Bill Sethlan - Diamond Distributor

Top Sponsoring Distributors for June



Cheryl Pope

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



Cheryl Hill
Vicki Green
Sue Harrington
Minerva Rosario

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

June 2012: Top 10 Retailers

1. Brandy Winter, AB CAN
2. Cynthia Phillips, ON CAN
3. Tj Banks, IL
4. Sharon Trachsel, WI
5. Kathie Miles, PA

6. Ralph Laiuvara, PA
7. Shane O'Patchen, TX
8. Sharon Broadbent, PA
9. Tammy Stahl, NJ
10. David Morgan, DE

Top 15 Selling Candles in July 2011

1. Sweet Orange & Chili Pepper
2. Chili Vanilli
3. Sex on the Beach
4. Hot Apple Pie
5. Angel Wings
6. Coconut Mango
7. French Vanilla
8. Eucalyptus

9. Apple Cinnamon
10. Christmas Pine
11. Sea Breeze
12. Blueberry Muffin
13. Slate and Stone
14. Cucumber Melon
15. Fresh Laundry

Next Month's Autoship



Upcoming Autoship Scents

September - Grandma's Kitchen

October - Home for Christmas

November - Candy Cane

December - Hot Apple Pie