

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter

July 2013

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This Month's Autoship: Chili Vanilli

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Fling Is Right Around the Corner!



Did you know? The Network Marketing and Direct Sales profession hit a new record in 2012 with... \$167 BILLION in global sales!

Direct Selling is the NEXT big wave and if you are coming to the Fling you will get some “kick start” information on building your business to the next level!!!

Network Marketing Success Tips... Facts Tell, Stories Sell



Our team has put together a series of emails for prospects who are checking out our business opportunity.

In this series the prospect is given all the information (sent to them automatically through an email autoresponder) they need to make an informed decision as to whether our business is the right fit for them and, if it is, exactly what they need to do to earn an income once becoming a distributor.

I'm rather proud of this series of messages.

It sets our team apart and we've been getting rave reviews from prospects for YEARS.

But here's the kicker: The information itself is not enough.

You see, the course contains all the information about the business a prospect could ever hope to find. It's essentially an "upfront" training course. All the facts are there.

The problem is, facts only tell. **It's the STORIES that sell.**

And stories come from personalized human interaction.

Human interaction? Am I saying you have to meet every prospect face-to-face in order to be effective?

Absolutely not! I prospect and sponsor new team members from all over the country without meeting any of them.

Interaction does not have to take place in person, but it MUST be personal!

The fact is, people work with people, not products of companies. They choose to either work with you or not based on to what extent they feel they know, like and trust you. That is a simple truth that has stood the test of time in virtually any situation involving human-to-human interaction.

It's in the personal interactions that the stories get told.

I spoke with a prospect today who has been receiving emails from me for a couple of weeks now. We've been playing phone tag for a while, and finally had the opportunity to connect today.

She said to me, "This all sounds great, but I need to know it's real."

So what did I do?

I told her my story.

I shared with her what led me into this industry, and then what led me to this company in particular. I shared with her my favorite things about this industry and our specific company. I told her my own experiences with our products, and about our incredibly unique and powerful team.

And when I was finished with my story, her doubts had been silenced.

It was not the facts or figures that gave her the confidence to make a decision, but rather the proof that I am a real person... in a real company with real products... and that joining the business will give her a real support team to help her reach whatever level of success she desires to achieve.

She already had all the facts, but it was the story that gave her something to connect with.

So if you are having a hard time connecting with your prospects, ask yourself what type of information you're putting out there? Are you so busy spouting facts that you've forgotten this is a business about people?

There's nothing wrong with facts. To be honest, I think facts should be shared more often.

But it's in the stories that the real magic happens!

Don't Forget:

This is a people business.

We are people helping other people build the lives of their dreams.

THAT's the story. All the rest, are just facts.

"People will forget what you said, people will forget what you did, but people will never forget how you made them feel." — Maya Angelo

Jordan Ramirez

Can Men Do This Business? Why YES, They Can!



I want to acknowledge one of my team members, Richard Sonnenschein. It's an honor to have him on the Free to Relax Team. He is having great success with his Scent-Sations business.

Do you want to know why he is having success? He is coachable, he does the training, he is committed, he doesn't make excuses, he puts what he learns into action, he is excited about the product he represents, he engages with team discussions, and he truly believes he can succeed with his home business.

He is conducting fundraisers with the Hope Candle, he is matching specialty products with target markets to set up vendors, and he is sponsoring others. He understands the opportunity we have to work our businesses in so many ways... and takes full advantage of each.

Richard recently stated, "Even though I am a guy (I'm a construction contractor besides a Mia Bella Distributor), I believe with a little creativity and belief in the Mia Bella Product anyone can do this...even a big goofy guy like me! BUT...you must take action! The business

will only give back what you put into it...and even more! I personally love the candles and the great business plan!"

I am looking forward to seeing all the great things that Richard WILL accomplish with his business.

Cathy Mahady, MN

Does Your Why Make You Cry?

In Direct Selling there are two types of distributors...those who are externally motivated and those who are internally motivated. In any endeavor there will always be a much bigger percentage of externally motivated people than internally motivated people.

We see this best illustrated each New Year when the "resolutions" crop up. Where one can see it happen on a level that is easy to count is in gym memberships....they say that over 80% of the people who join a gym in January are gone within 6 months. You see, they were externally motivated by something..maybe a commercial, a picture of them from the past, a party where a friend looks really good from a gym membership etc....

Externally motivated people are usually un-motivated within 30-90 days. Because they have no "real" motivation (their internal "Why"), they are easily distracted from their original goal. Life as it is seems better than to pursue life as it could be.

Conversely, Internally motivated people set a goal and do not stop until they reach that goal. They are the few but they are the ones who become successful at most endeavors. They create the kind of goals that make them passionate...they truly can say that their Why can make them Cry!

Externally motivated distributors will respond to and stay in the business longer if they get "external" motivation in the form of group calls, in home meetings, hotel meetings, home parties. They are driven by the 30 to 90 day cycle and cannot hold their energy much longer than that. Therefore in order to keep your business in growth mode, you need to apply techniques to make that happen,

More Meetings Mean More Money...that is a phrase that sums up success in MLM.

Are You On Charlie's Action Email List

If you are not on VP Charlie Umphred's Action email list send an email to charlie@scent-team.com to receive daily training tidbits!! Type "Action" in the subject line!

"I wish you would write a book with all the advice you have given out over the years. I have been with the company for several years now and have saved every one of your emails. If they were in book form I would buy it in a heartbeat!

Linda Morrison

Great Way to Promote Locally

One common thread with all of us: We Like To Help People and Causes!

In today's world, individuals and companies doing any kind of event for a benefit with a specific cause will create an event page or website where you can post comments because it builds interest and is an easy way for most everyone to easily access and promote the event to their friends and family, etc. AND they are more than happy to give the contributors some complimentary "plugs." And who doesn't like FREE local advertising. Well, it costs you the wholesale price of your products, but you can use it as a "Cost of Doing Business" and in some cases, if it is a non-profit organization, it is allowed as a charitable contribution for tax purposes at the end of the year. (Check with your tax preparer as to how it applies in your area.)

Here's an example of a local benefit event coming up in mid-July and how I am participating. You can do the same thing to "get the word out" about your products and home business opportunity, so be on the lookout in your local papers, community calendars and within your social media contacts.

Following is the reply to me from Event Organizer:

"We would like to thank Becca's Baskets with Mia Bella Gourmet Candles and More for their donation to the raffle. They donated, then came back to say they are doubling the value for the Cause. She's a great gal with a generous heart, so be sure to give her a big thank you when you see her, and drop by her website so we can all 'pay it forward!' Again, Ms. Becca, our thanks!"

My FB post to the promoters:

"Josh, thanks for the post. It's my pleasure and my favorite thing about having a home business. If anyone would like to check out some of the items that will be included in the "Mega Basket" you can drop by our website at www.BestNaturalCandles.com where we GIVE AWAY a Mia Bella Gourmet Jar Candle AND Bella Bar (Natural Cleansing Bar that leave your skin feeling "squeaky clean!") every week so enter OFTEN for more chances to WIN! It's TOTALLY FREE to you...no shipping or handling fees, no credit card info requested, no obligation...no kidding! Thanks again from Becca's Baskets with Mia Bella Gourmet Candles and More!"

On Facebook, because you entered your website address in the context, a thumbnail from your Scent-Sations website will automatically insert... similar to the illustration below

Let's all have some fun this summer! Help someone in need, build your customer base and expand your teams locally!!

Can't wait to see everyone at FLING!

Becca Mutz, Bentonville, Arkansas

We LOVE Dermal Renu!

I noticed how great my skin felt with the FIRST application of the CleanStart and NightRestore. My skin felt so soft and smooth instantly.

I was amazed that I could tell the difference that quickly. The next morning I used the SmoothReveal as I had some rough spots that needed to be scrubbed away. I had tried another system that contained an exfoliating product but it never really eliminated the rough spots.

SmoothReveal did the job and I still felt so soft after. The biggest change I notice is that I don't have a dry, taught, cracking feel to my skin after I wash my face. Other products have brought out the redness in my skin, not with Dermal Renu.

With the DayShield product it absorbs into my skin rather than spreading around and I know it's working because I feel so soft all day long. I don't even need a make up primer when I use the entire system. My make up goes on so smoothly after using Dermal Renu.

I absolutely love the entire Dermal Renu set and don't want to use anything else. The best part is that as an autoship distributor I can enjoy the below wholesale prices to purchase the set for my own needs.

Deena Cannistraci

I have been using Dermal Renu for nine months now. You want to know what I love about it, well I ask you what's not to love. As I am approaching my forties I am happy to look as if I'm approaching my thirties.

Dermal-Renu is a quick, easy system to use and it WORKS. My face never feels like I'm wearing creams, doesn't look shiny and my lines and age spots have diminished. The sun shield is the best from that product line. I am very sun sensitive, to the point that I actually blister after only minutes in the sun. My face and neck have not burnt or blistered at all since I began using the sun shield daily.

I am a TRUE product of our products, I use all our products, and I tell everyone I see about our Dermal-Renu. I enjoy all our product lines, but Dermal-Renu has been life changing for me.

Lyndean Dugas

After 3 months of consistent use, I am so pleased with the outcomes of the Dermal Renu products. I was starting to experience hormonally aging skin - the dull, dry skin that I couldn't seem to satisfy the need for moisture. I had tried several other products that required me to use double doses of moisturizer to get rid of the dryness (thus doubling my cost for product).

Dermal Renu provides wonderful moisturization, without leaving my skin greasy or heavy feeling. Also, I am really pleased that my pores are noticeably smaller and my skin is so smooth. I just reconnected with some friends I haven't seen in years, and was excited by their comments, "Wow, you never change, you look great."

Cathy Mahady

Bella Hand Wash is Terrific!



I happened to get soot all over a white blouse because I got too close to the fire barrel. I forgot about it and washed it and then saw all the soot. After using the foaming hand wash on it, it came out perfectly clean with no sign of the soot!

Before washing clothes I treated my husband's shirt with Lestoil because he had black grease on it. I never realized that when I threw the rest of the laundry in that it would affect some of the other things. After drying the laundry, I took out the clothes and saw black grease all over favorite white blouse! I almost felt sick, but again I used the foaming hand wash on it and rubbed it in and it came out sparkling clean and white with no trace of the grease!

Mary Bachert

Be A Product Of Your Products!



I use Dermal Renue, Bella Bars, the foaming hand soap every day! I made laundry detergent out of "leftover" Bella Bars and it works as good as store bought detergent! I love to burn Mia Bella's candles and melts in our burners and plug ins!

In the photo you can see that I used an old jar of a generic brand that is empty... it's tall and skinny and perfect in this candle lamp but Mia Bella's votives are only burned in it!

I always have lots of stories to tell about Scent-Sations products. I love Scent-Sations' products and I never mind spoiling myself with it all!!!

Andrea Dombroski

I Love Working With Scent-Sations

I am from Morris IL (sw of Chicago area). I have 3 teens, and I also work outside the home at a grade school. I am a huge animal lover and have 2 horses, a goat, & 2 rescue dogs. I am involved in a handicapped riding program along with helping at a local horse rescue.

Besides my passion for my animals (and of course, my children!), I love candles and beautiful scents in my home. Mia Bella is the perfect company! I have tried numerous other candles in the past, had made my own candles at one time, and was a distributor for another candle company, but found out over time, that our Mia Bella products are by far the best out there!

I love the way they burn, none of that black soot, and the scents are phenomenal... I was hooked! I will never burn another one of those other candles in my home!

My passion with this company is not only retail sales and sharing the products with everyone I meet, but team building. I am so passionate about my business, I just love talking about it to others and sharing the awesome opportunity we all have our hands on.

Besides our exceptional products, our pay plan is incredible. The people retailing and building a team, over time, can earn a very nice long term, residual income with our company. My goal in the next 2-3 years is to retire from my job, be home, and work my business full time, but for now I work my business every spare minute I have every single day. I love internet marketing, posting ads online, and social networking. I have met so many wonderful people in other direct sales companies that I network with, and by doing

this, I am able to obtain new leads for products and the business opportunity.

Having a ball with this company and am extremely passionate and very excited about the future of our company.

My upline team members are phenomenal too! What great support and training we have with this company!

Alison Boers

I am the Founder of the Love Your Life Team



I live in North Florida with my husband. It is hard to believe that we have been married for 29 years. Time flies....

Together we have 3 children that are all grown up and live away and four grandchildren we wished we had more time with.

We also have a little Toy Pomeranian, Sachi. She is one very spoiled fur baby.

My background is similar to many people, maybe yours.

I had a great Job, worked 20 years to get to the top of my field, made great money. I was quite proud of my hard work and

accomplishments. Retirement was coming up in a few years. Life was good. As many companies are doing today, my company downsized and much to my disbelief, my position was eliminated and I was asked to step down to a less paying position or I could leave the Company. That was the day I would never put my family and my life into anyone else's hands but my own.

Why Scent-Sations? My belief in this company and its products is tops! My desire to help others change the direction of their future as I have mine is one I am proud of with Scent-Sations.

There are many of us in this world including myself, who have desires and dreams. What I like so much about The Scent-Sations company and opportunity is anyone who wants to succeed can! There is a better life for all of us. Working my candle business has made me love life more and became the birth of my Love Your Life Team.

Do you want to love your life? Can you imagine the possibilities? You dreamed as a child, do you remember those dreams? Are you following those dreams? Or somewhere along the line did the world try to steal them similar to my experience? That can all change for you as it did for me.

I love helping others to succeed. We can love our life! We can control our future and shape it. We can have that dream and build that life we always wanted.

Thank you for taking the time to get to know me

Martha Walters

I Love Making Extra Income with Scent-Sations Inc

I've been selling Mia Bella Candles since this past October. It was a great time to start b/c people purchased for the holidays. So far things are going well, I usually have orders each month. I'm not really looking to provide myself with huge profits, my family and friends really like the products, so that's why I decided to sell. I have found that most of the people who buy product, really love the Bella bars. Will there be any new scents coming out? Thanks for checking in, this is a very friendly company to be a part of.

Rachel Bashore

Congratulations to this Month's Rank Advancements

Sharon Williams – Diamond+ Distributor

Noel Mcguire – Diamond Distributor
Brenda Hopkins – Diamond Distributor
Dana Mendoza – Diamond Distributor
Lorena Flores – Diamond Distributor
Peter Boyd – Diamond Distributor

Top Sponsoring Distributors for June



Joseph Natishak

A Gold Circle signifies that a distributor has recruited at least 5 autoship members in the previous month.



Kathy Schneider
Mark Hanson

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



Alice Hawke
Christina Henarie
Carol Boor

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

June 2013: Top 10 Retailers

1. Stacey Pfohl, TX
2. Armandina Griffin, OK
3. Jon Lessor, ME
4. Lakeisha Green, NY
5. Teresa Tompkins, AR
6. Joseph Natishak, PA
7. Karen Hudak, PA
8. John & Lise MacFadden, ON CAN
9. Cathy Mahady, MN
10. Tina Whalen, MS

Top 15 Selling Candles in July 2012

1. Sweet Orange & Chili Pepper
2. Sex on the Beach
3. Chili Vanilli
4. Hot Apple Pie
5. Angel Wings
6. French Vanilla
7. Creme Brulee
8. Fresh Laundry
9. Slate and Stone
10. Blueberry Muffin
11. Ocean Mist
12. Twilight
13. Home for Christmas
14. Strawberry Kiwi
15. Eucalyptus

Next Month's Autoship



Cinnamon Raisin Bun

Upcoming Autoship Scents

August - Cinnamon Raisin
Bun

September – Grandma's
Kitchen

October - Pumpkin
Cheesecake

November - Candy Cane

December - Hot Apple Pie