

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



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This Month's Autoship: Bamboo Rain

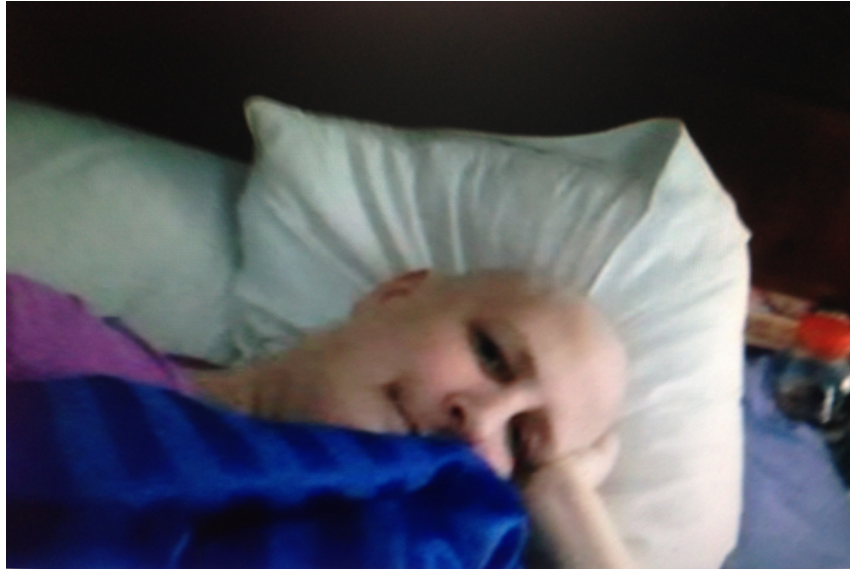
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Distributor Spotlight: Donna Kresge



“Can't get out to sell, so I'm selling from bed lol 11 candles sold in 1 day, just from one post!!!! Woohoo”

Donna Kresge

Donna has been undergoing treatments but still finds the time and wherewithal to work her Scent-Sations business!

Donna is an amazing example of a person who does not let adversity get in the way of living life to the fullest!

We applaud Donna for her tenacity!

New Opportunity Presentation Works!

We have had the new Opportunity Presentation on the website for less than a month and already we are getting feedback from the field that they like it a lot!

Our goal was to make it short. Why? Because that is the new “trend” in online content. People don't want to be “bogged down” with a long video. We used an all-female voice. Why? Because 90% of distributors in our industry are female. We are working on male oriented business video presentation for Fall. We used slides instead

of a live presentation. Why? Because experts are telling us that paid actors describing a business opportunity do not come across as really committed to the business.

Patagonia Company Jumps On Hemp Bandwagon!

Patagonia is one of the most notable brands who are backing the "HEMP" movement. They already use high-quality Chinese-grown hemp in some of their clothing, utilizing its breathability, durability and performance.

They believe in hemp's potential and are pushing to see production move stateside. So much so, that they sent their own ambassador — pro surfer, farmer and filmmaker Dan Malloy — out on the road to make the pro hemp film "Harvesting Liberty".

It's the story of a small family farm in Kentucky run by U.S. Veteran Michael Lewis, a member of The Growing Warriors Project. It documents his own journey to bring hemp farming to his home state, in the process offering stability and opportunity for other vets.

Another Plus for Burning Mia Bella's Candles!

When I blow out a Mia Bella candle there is absolutely no sulfur smell! It actually seems to puff out one last burst of scent when I blow it out! With other candles I have to put the lid on it to put it out so I get the sulfur smell around my rooms. Not these....just blow n go! No lid needed! This is one of my favorite selling points because I hate the sulfur smell from the competition!

Linnia Riley

New Idea for Mia Melts!



Place some of your favorite Mia Melts in a jar and put some small holes in the lid (a metal screw top lid is best). You can place it in the cupholder in your car and when your interior heats up the melts will give off the scent for you to enjoy while driving!

Helpful Hints for Handing Out Samples

When you are passing out samples to strangers who you are not getting a chance to talk to it is always best to have an ad on your business card that tells them you are looking for new distributors who want to make money from home.

Here is an example of something that you could have printed on that card: **“Candle Lovers Wanted. Earn Xtra \$\$\$\$, Work From Home! Interested? Let's Talk!”**

Another great way to get exposure is to make sure that the people you see daily, weekly or monthly get a free Sample more than once. In fact, if you hand one to them every week or month you will eventually develop a relationship that will get you customers/distributors who may not have responded if only given one card/sample!

As you continue handing them a scent sample you will build up conversation and eventually sales. A great tip for when you make a sale is to also say "Hey, by the way, there is a way for you to make money with these products, do you want to know about it?"

How to Switch to Points

Our customer service reps get several calls each month asking them how to switch to points. In order to do that you need to go into your auto ship options and then go to custom auto ship on the far right. The option is there. If you want to stay at the points make sure you check the box to save this as your future auto-ship.

Distributors Are Raving About “Bugs No More!”

Cheryl Hill: I love everything about it - the bug repellent and NICE smell instead of the nasty chemical you usually see in a patio bug candles

Janie Miller: It works and smells great!!

Nancy Jolliffe: Smells great

Tamara Leisle Keller: It's awesome!!

Pat Stultz: It works!!

Susan Graves: I love it inside and outside

Saucha Silvers-Hixon: Amazing!

Shep Kuester: We live in Hawaii. It works! People here worried about Dengue Fever and Zika are loving this candle.

Jennifer Renee Getzendanner: My son has several allergies and this is the only bug candle we use...and it works. He calls it a lemon pie candle because "it smells so yummy". And as an added note lemongrass and eucalyptus are the same oils we use in our homemade bug spray...so I can confirm even more that these scents work! I sell Bugs no more like crazy all summer long.

Carolyn Quimby McLain: This time of year, this is my best seller. Did an event on Thursday and all I sold was Bugs no more. Patio, other 16 oz, melts and the new 5 ounce. . Everyone just loves the scent

Stephanie Labbate: Great candle...better than Citronella!

Cynthia Montano-Suchowacki RN: Love it, it's on my porch and in my yard ,keeps the bugs away in Jersey!!!

Carolyn Quimby McLain: I live in AZ and sell LOTS here. I am already on my third case and bug season doesn't start until July. I also have family in IA, MN, ME, MA and NH who purchase the bugs no more.

Diana Starling: Bugs, what bugs? It works that good and smells fabulous.

Can I Postpone My “Specials” Pickup?

Question: If there's a current running special and i order products using it and select the local pickup at the home office, is there a way i can postpone the pickup for a few days or does it HAVE to be picked up the very next day?

Answer: Scent-Sations Inc will hold your order (regular or specials) at the front desk until you get there to pick it up.

Definition of Compensation Plan Terms

Maximum Earnings Per Leg: Because Scent-Sations has a very generous depth driven earnings program we cannot pay out unlimited commissions on that depth. An example of that is where a diamond distributor sponsors a go getter who builds a team doing \$500,000 per month in volume. It isn't fair to the go getter or the company to pay the same commission check to both distributors. With that in mind we allow maximum payout per leg as you advance in the program.

Maximum Earnings does not mean that you can only earn a flat commission. In this example we will use a Gold+ Distributor. This distributor is not capped at a grand total of \$200 monthly commission. This distributor can earn a maximum of \$200 for **every leg** of distributors he or she has on his/her front line. This means a distributor can earn **unlimited commissions** based on the number of “legs” that he/she has.

What is a Leg? Every distributor on your front line is considered a “leg.” If you have 3 people on your front line you have 3 “legs.” Each leg can have 1, 10, 100 distributors in that leg. You can earn up to \$200 commission from each leg. So if you have 3 front line distributors you also have 3 “legs” which means you can earn a maximum downline commission of 3 x \$200 or \$600 per month. This does not include any retail profits or fundraising profits!

Let's look at another example: In this example you are a Director and you have 10 front line distributors. This means you now have 10 legs. The maximum commission you can earn from each leg is \$2,000. This means that you can earn 10 x \$2,000 or \$20,000 in monthly commissions. This does not include any retail profits or fundraising profits!

One Time Bonus: When you reach a new milestone in the compensation plan you will receive a “bonus” in your monthly commission. The first bonus rank is 2K. Once the commissions have been run for the previous month and it is determined that you rose to the

rank of 2K in that month you will receive an extra \$50 in your commission that month. This is a one time bonus for achieving a new milestone in your business!

Leadership Pool: When you reach the rank of Director you will be given 1 point each month towards the leadership pool. Scent-Sations takes a percentage of the volume for the month and pays out that percentage to the leaders via points. Each point is for a percentage of the pool.

Car Bonus: Another “perk” for becoming a leader in Scent-Sations is the monthly car bonus. You can earn \$100s of dollars per month towards a new car purchase or lease. As long as you achieve “paid as” status you earn that car bonus payment each month in your commission check.

“Paid As” Status: Each time you reach a milestone in your Scent-Sations business you are now known forever as that rank. In other words when you reach the leadership rank of Director you will always be referred to in every meeting, story, etc as a Director. However, you may fall below that rank in any given month and not earn the commissions that a Director is paid. You may only qualify for Double Diamond in any given month. Although you will earn commissions on the Double Diamond rank you will always be called a Director. However, that month your “paid as” rank would be Double Diamond.

International Referral Compensation

International compensation is separate from USA/Canada Team compensation and is paid in the form of a check from Scent-Sations*.

All Compensation is based on the “Paid As” rank during the month the order is placed.

Compensation is based on the CV of the order and does not include any shipping, taxes, etc

If your “paid as” rank is Gold to Diamond you will receive 1% of the order total.

If your “paid as” rank is 2K or 10K you will receive 2% of the order total.

If your “paid as” rank is Double Diamond or Triple Diamond to you will receive 3% commission on the order total.

If your “paid as” rank is Director to Sr. Platinum Director or above you will receive 4% commission on each order.

If your “paid as” rank is Ambassador Director you will receive 5% commission on each order

*In some cases a US vendor may negotiate a better price for a large order. In that case, International compensation will be utilized.

Personal Volume Club for June

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

\$400 Club

Sharon Trachsel	Kathie Miles	The Honey Hole	Kathleen Maloney
Mary Grable	Stacey Pfohl	Brenda Scott	Tamela Merdian
Scott Kresge			

\$300 Club

Cynthia McJordan	Flicker Scents	Biral Shah	Mary Ann Hartzler
Debra F. Geyer	Amy Gressler	Rhonda Deville	Heather Culbertson

\$200 Club

Janie Felix	Vicki S Green	Sharron Sample	Janine Stewart
Scott White	Jennifer Callahan	Basilica Of St. Michael	Julie Drusko
Jessie Rudick	Johnny Jenkins	Quincie Fuller	Dawn Bruneault
Sandy Ebert	Deb Mayberry	Jessica Miller	Dwight Klinker
Vicki Weitzenkamp	Joaquin Rodriguez	Lisette Bouchard	Darren Sanford

Sandy Pinkston

Terri Mease

Rebecca Froelich

Chelsea Windhausen

Jane Brown

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

Top Sponsoring Distributors for June



Cathy Mahady
Sharon Williams

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

June 2016: 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. Chelsea Windhausen, NY
4. Mary Lynn Slivinski, PA
5. Lisette Bouchard, ON CAN
6. Scott Kresage, FL
7. Denise Donisi, OH
8. Cheryl Hill, MT
9. Kristy Butts, MI
10. Corinne Hartmann, ND

June 2016: Top 10 Personal Volume

1. Sharon Trachsel
2. Kathie Miles
3. The Honey Hole
4. Kathleen Maloney
5. Mary Grable
6. Stacey Pfohl
7. Brenda Scott
8. Tamela Merdian
9. Scott Kresge
10. Cynthia McJordan

Top 15 Selling Candles in August 2015

1. Sweet Orange & Chili Pepper
2. Herbal Spa
3. Tangerine Dream
4. Chai Tea
5. Yoga Nilla
6. Pumpkin Cheesecake
7. Hot Apple Pie
8. Chili Vanilli
9. Cosmic Caramel Cream
10. Odor No – More
11. Bugs No – More
12. Angel Wings
13. Harvest Time
14. Apple Cinnamon
15. French Vanilla

Next Month's Autoship



Harvest Time

Upcoming Autoship Scents

September – Moroccan Nights	October – Spiced Cranberry	November – Snowberry Pine
	December – Hot Apple Pie	