

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



June 2017

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This Month's Autoship: Sex on the Beach

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New Odor No More & Hand Painted Simmer Pots



We are excited to introduce new "Pet Oriented" Simmer Pots and Melts. This past weekend Charlie and Michael and I did a booth for the SPCA which is one of the local groups we donate to and they asked us to have a booth this year.

We were excited to do this event and it was a fun time helping our local SPCA. We made 3 new simmer pots and also made some Odor No More melts in the form of dog bones and fish.

Our sales were incredible and they are now available for you and your customers.

Dog Bones Mia Melts – Odor No-More pack of 6
Goldfish Mia Melts – Odor No-More pack of 6
Handpainted Dog Simmer Pot with Bulb
Handpainted Cat Simmer Pot with Bulb.
Handpainted Cat & Dog Simmer Pot with Bulb

Are You a Rabbit?

I pulled into our parking lot and there was a very small bunny rabbit slowly and cautiously making his way over to a strip of grass near the office. In order to do this the bunny had to cross a busy driveway, make his way under several cars and over to the "food." Every step of the way held the potential for defeat for this rabbit. It was a long journey and full of unknown hazards.

It dawned on me that this was the daily life of a rabbit in the wild. I realized that the reason this rabbit was doing what he was doing was because... he was HUNGRY! Then I started to think about "work" again and why it was that so many distributors start out on a journey that they felt was going to lead them to a new level of life via higher income, better work place (their home), more leisure, etc. And yet statistics show that well over 80% never get there. What is it that separates those 80% from the 20%? I looked back at Bob and my history in this industry. A history that started 30 years ago.

We were HUNGRY to make the big bucks that we knew were available... we were HUNGRY to change our lives and we knew that NO ONE was ever going to offer us this chance again. So we did everything we needed to do... and that included getting information into the hands of at least 100 new people every month for as long as we were involved in our business! We were just like that rabbit... the question is are you a rabbit???????????

Charlie Umphred VP

Make Your Own Gift Baskets!



“Besides promoting the gift baskets the company makes, you can also do your own! For gifts, auctions, shows, etc.”

Alison Boers

Bella Buns Under Glass!



Another Successful Event

Another successful event, Allentown fairgrounds with some amazing team members... As we say if your not having fun it's just another job!!!! Heidi Burgert stepped out of her comfort zone and followed by example. I am very proud of her and all of her efforts. And of course Bert Booz who can strick up a conversation with just everyone. We all can depend on each other without a doubt!

I think what was exciting was talking to so many people, there was alot of traffic, some that showed alot of interests, ones that have been were we are at and ones that have known people from the business. We will have many more fairs to come!

Bert Booz

Bugs No More: A Summer Favorite!!!



“I had a deck party this weekend and had Bugs No More burning on 2 tables.....no skeeters or annoying bugs all night.”

Charlie Umphred

“We use bugs no more when we are camping. They really work great!”

Jeanie Wooters Morgan

Mia Bella's Palm Wax Is from Sustainable Plantations!

This is the letter we keep on file to confirm that Mia Bella's uses Palm Wax from sustainable plantations:

We are pleased to affirm that the palm oil used by our companies, TROPICAL NETWORK SDN BHD & LIPIDCHEM SDN BHD, originates from reputable plantation companies who are members of the Malaysian Palm Oil Association (MPOA). MPOA, together with many other stakeholders, has pioneered the establishment of the Roundtable on Sustainable Palm Oil (RSPO). Besides plantation companies, foreign companies and Associations such as Unilever, Sainsbury's (in United Kingdom), Migros (in Switzerland)

and the World Wildlife Fund (WWF) are also active participants in RSPO. These members have pledged to support all activities to promote and implement sustainable palm oil production.

Our Companies have recognized that the Roundtable process is a secure and neutral environment in which to build trust, share ideas and develop understanding about the practicalities in the palm oil supply chain involving producers, traders, processors, consumer goods manufacturers, retailers, investors and NGOs.

Our Companies through all the Members of MPOA, takes pride in being part of this RSPO process.

Q & A's From The Field!

Question: Can our Mia Melts be used in different warmers/simmering pots?

Answer: They can be used in other brands of simmer pots! Some customers/distributors report that certain designs from other companies' simmer pots don't melt as well.

Question: On my website a couple of months ago it said I had \$2 in credit now it \$4, where does it come from and how do I use it?

Answer: It's commission. It wasn't enough to cut a check so they place an on file credit to your account. You have to call in to use the credit. You can also view your commission under report manager that will reflect the online credit.

Question: Can someone join as an associate without placing an order at a \$0 fee? What percentage off discount on average do they receive as an associate?

Answer: They do not have to place an order but they will pay the \$9.95 registration fee.

Question: Is there anyway we can find out which candles are discontinued permanently and which are "seasonal?"

Answer: The candles in the blow out section are discontinued.

Question: Is there a way to print the Red Cross Flyer to approach customers. I have someone that would like to promote it at work but they do not want to order online.

Answer: Yes - go to your back office, distributor documents, fundraising documents - there are 2 Flyers that can be printed out - Make sure you add your website link and contact information.

Question: On facebook/home parties... do we offer anything as a gift or anything if someone hosts a party?

Answer: The company offers half price items if you use the home party system in the back office. Distributors are free to offer rewards based on their own situation.

Let The Games Begin!!!

"I had 2 great calls with people who want to build the business and are ready for massive action!!! We have now started their plan of action and I have committed to work with them since their sponsors are not active. If you're ready to take your business to the next level and need a plan of attack and someone to lead the charge, I look forward to this everyday and we should be on the phone today. "The opportunity for a better life is a few Scents away"

Oh yes, the hotline number for me is 570.704.4700... "Let the Games begin"

Bob Scocozzo, CEO

Candle Drawing: A Big "DRAW" For Your Business!



"Are you putting your candle drawing link 'out there'? If not, you should! Send it to your prospects & customers once or twice a month and encourage them to enter to win! I also post it on my business page and my profile page at least once a month!"

Alison Boers

We had a FUN TIME at the Chicago Meet-Up!



“Thanks for inviting me, Alison! Worth 4 hours of driving JUST to meet you!!”

Bob Vermoilen

“Looks like you guys had a great time . There are people that make things happen and there are people that watch things happen and there are people that wonder what happened. You have chosen to be warriors and take time from your busy schedule to focus on your goals and dreams thank you for your commitment to your goals and to our company!”

Bob Scocozzo

“It's a wonderful company to work with. The products, people and compensation plan are all amazing too!”

April Rose Elkins Fugiasco

Who Is Looking to Earn EXTRA \$\$\$ IN July???

This will be in place all of July, 2017:

“If you sponsor a new member with the SOTG pack we will add another 50.00 into your account and also for that new signup we will also put 50 points!!! That's a savings of over 27.00 for the new signup plus another 50.00 cash in their account for a total of over \$75.00!!!! For the sponsor the signup bonus is over \$106.00.”

Bob Scocozzo CEO

Get EXPOSURE Daily to Make \$\$\$

“Cyndi and I were whitewater kayaking yesterday and during lunch break a man and woman were staring at me and finally walked over and said "Do you sell Mia Bella's candles?" I told them my story and they said that they used to buy from a distributor who was no longer in the business and that there was no other candle on the market that compared. I gave them my email address and they are going to contact me today to find a local distributor. They told me that they had ordered a few times online but loved being able to sit and look at new products too.

It's just another example of how candle lovers become huge fans of our products and WHY you need to have exposure when you are out there among people.”

Charlie Umphred VP

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 | Dawn Daub | Patrina Thompson | Daystar Boutique,Inc. |
| Kathie Miles | David Lewis | William Damore | |

\$300 Club

| | | | |
|---------------|--|--------------------------|---------------|
| Amanda Santos | Hispanic Counseling Family Services | Bret And Sandy Malone | Milisa Lehman |
| John Wurst | Bethanne Burns | | |

\$200 Club

| | | | |
|-------------------|-----------------|-------------------|---------------------------|
| Johnny Jenkins | Isabel Gonzalez | Justin Locke | Twin Crystal Rock Shop |
| Beth Marsh | Scott Kresge | Joaquin Rodriguez | Andrea Dobrowolski |
| Carolyn McLain | Cathy Mahady | Bert Booz | Layne Townsend |
| Jennifer Callahan | Tamela Merdian | | |

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 2017.

Shawnda Lowery

Top Sponsoring Distributors for June



Shep Kuester

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

June 2017: Top 10 Retailers

The Top 10 Retailers each month are featured based on their online website sales

1. Cathy Mahady, MN
2. Vicki Green, WA
3. Jennifer Mohrhard, MO
4. Jennifer Getzendanner, NY
5. Stacey Pfohl, TX
6. Karen Deuschle, PA
7. Yvette Brisco, CA
8. Sharon Trachsel, WI
9. Martha Pena-Quijano, FL
10. Shep Kuester, HI

June 2017: Top 10 Personal Volume

1. Sharon Trachsel
2. Dawn Daub
3. Patrina Thompson
4. Daystar Boutique, Inc.
5. Kathie Miles
6. David Lewis
7. William Damore
8. Amanda Santos
9. Hispanic Counseling Family Services
10. Bret And Sandy Malone

Top 15 Selling Candles in August 2016

1. Sweet Orange & Chili Pepper
2. Hot Apple Pie
3. Odor No-More
4. Calming Waters
5. Chili Vanilli
6. Pumpkin Cheesecake
7. Cherry Lemonade
8. Harvest Time
9. Citrus Fusion
10. Angel Wings
11. Grandma's Kitchen
12. Berrylicious
13. Sex on the Beach
14. French Vanilla
15. Apple Cinnamon

Next Month's Autoship



Apple Cinnamon

| | | |
|----------------------------|------------------------------|---------------------------|
| September – French Vanilla | October – Pumpkin Cheesecake | November – Christmas Pine |
| | December – Hot Apple Pie | |