

# MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



June 2013

Volume 13, Issue 6

## This Month's Autoship: Ocean Mist

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**Ocean Mist:** A marine fragrance with a strong watery seaside character and a white flower body. The fragrance notes are supported by a woody patchouli background.

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## Why Should I Go To Fling?

The question being asked by many distributors is: "Why should I go to Fling in July?"

Fling is our annual company conference. I would like to take a minute or two of your time to answer that question from my perspective.

First, to answer any doubts, Jan & I go to Fling every year - we haven't missed any since the company started holding this event in 2003. No, we don't live close to Wilkes Barre. We traveled to Fling from Nephi, Utah. We traveled to Fling from Carlton, Washington. This year we'll be traveling to Fling from our new home in Kea'au, Hawai'i. Getting to and from Wilkes Barre is 2-day adventure each way, and we incur a significant expense to make this trip every year. Why do we go?

We arrive in Wilkes Barre Saturday evening and leave Thursday afternoon (catching an early Friday flight). While there we network with distributors and company staff. It's really important to put a face to a voice! If one of the Customer Service people has helped you over and over, it's great to finally give that person a big hug and get to know them better. We always talk to the warehouse staff and thank them for packing our orders so well that it's been at least 6 years since I had a broken jar! That's huge – and it's because the staff are diligent at their jobs! We also spend time catching up with the company management team, who are now like family.

The purpose of Fling is to network with attending distributors from all over the company. People share the marketing techniques they are using, share stories, and share the love of this business. It's infectious! We always come home with new ideas on how to build our business better. Hopefully, we also shared our story and marketing techniques that will help others to grow and become successful.

On the surface, Fling looks like an annual party. It's true, we do have a lot of fun every year. If all you want to do is party, that's all you'll get. However, if you go with the intent to learn from every person you meet, then this will be the best training experience of your life! You will go home with the business cards of people you want to network with on a regular basis. You will meet every successful distributor in the company. Remember, successful people ALWAYS attend company events!

We will see you in just a few short weeks!

Aloha

Shep & Jan

I went to my first Fling last year. Although it was my first, it surely will not be my last! No matter what it takes, I will get the money to go. Being around positive people, learning what I need to know to grow my business, and experiencing the growth afterwards is worth its weight in gold. Fling is such an incredible experience that everyone needs to go and see what a difference it will make in their business. If you want a "growth spurt" in your business, GO TO FLING!!!

Linda Morrison

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Almost five months after joining Scent-Sations I attended Summer Fling 2011 all by myself because there was a lot of hype about it in the corporate emails and all over Facebook. It's a pretty simple 3-hour drive from my house to Wilkes-Barre, so I decided about a month before that I was going. From the minute I registered, and had the distinct pleasure of meeting Cheryl Coger (whom I would later find out shared the same birthday with me), I knew I made the right choice! By the end of the Monday Night Mingler, I had connected with several fellow Facebookers as we transformed our virtual relationships into personal friendships.

Tuesday morning was filled with exciting new products, gifts from the company, prizes, and awards. As I celebrated the accomplishments of others, I told myself that I was going to get an award next year. The slogan for Fling is "Dare To Dream", so I was getting started! That afternoon and Wednesday were filled with truly inspirational stories of success from various people; many that brought tears to my eyes and made me realize that not only are we colleagues and fellow distributors offering training and support, we are a family!! I started thinking that when I come to Fling next year, I'm bringing my husband Jimmy, and I'm going to be on stage speaking, as an emcee or something! Yes, I said that!

Now, here we are at Summer Fling 2012; I brought Jimmy with me, although I wasn't sure if he was going to enjoy it as much as I did! Monday during the day, I sent him to play golf while I attended a training class. That night at the mingler, I knew that he was enjoying himself and that I made the right choice in bringing him. Tuesday morning as we're getting ready to head to the banquet room for the opening ceremonies, he's looking at the agenda for both days and says, "You're speaking tomorrow?" I confirmed it, and explained that I made a commitment to myself that I was going to be on stage.

When my role of emcee fell through, I decided to write my story regarding Scent-Sations; why I got started, what has/hasn't worked for me, and what my goals are. (I never mentioned to him that I was speaking because I wanted it to be a surprise!) Little did I know that I was going to be on stage sooner than that, accepting the "2012 Rookie of the Year Award"!! Wednesday came, and so did my time to get on stage! Although pretty nervous in the beginning, I found that the longer I stood there the easier it became. Having my Mia Bella family there to support me made it even easier! I was especially excited to tell everyone that my husband told me Tuesday afternoon that he had a goal to become a 2K by Fling 2013!

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Here's the thing about Fling... it truly affects everyone the same, but differently! It's a gathering of friends, an educational experience, fine dining and entertainment all packaged into a unique memorydream about came true, and it was awesome! At Tuesday night's deck party, I participated in the costume contest and dressed as my all-time favorite superhero, Wonder Woman! Sadly, I didn't win ~ but it was great to let loo that most of us treasure deeply.

Many have already started counting down the days until Fling 2013 is here; some of us started counting the day we left Fling 2012! It's a place where goals become apparent and dreams are born... I brought Jimmy last year just hoping he would have a good time; I never expected him to set a goal. I heard great things from many people after I gave my story on stage. My goal was to fulfill a commitment that I made to myself, but my reward was hearing people tell me that I inspired them. A few people told my husband that he inspired them because of the support he gave me. It's amazing the way the inspiration multiplies!

They say the best things in life are free – with the exception of airfare, the registration/hotel costs that we put out are no comparison to the gifts and everything that we take home with us! I tell everyone to get to Fling because I believe it's a key component to the success they can achieve. Make it happen, no matter what!!

Kim Day, New Jersey

## “Bugs No More” #1 In Sales For May



The “NO MORE” candles are becoming top sellers. Several months ago we announced that “Odor No More” was the first candle to out-sell Sweet Orange and Chili Pepper in a single month of sales. For the month of May, “Bugs No More” was the number one seller beating out Sweet Orange and Chili Pepper which took the #2 spot!

If you haven't experienced “Odor No More” and “Bugs No More”, I would encourage you to add both of them to your next order. You will be happy you did!

I have used this candle and absolutely love it!! It doesn't have the citronella smell (which is why I love it). My fiance isn't a huge candle lover, guess what... he likes it! THIS CANDLE DOES WHAT IT STANDS FOR"

Krista Dueck

## Is Summer the “Slow Season?”

For many distributors Summer is their "slow season" because they "think" that candles are a cold season product. But let me remind you that we have multiple products and there is a customer out there for all of them.

The other day a couple came in to enroll as distributors under another local distributor who was not present at the time. After the couple enrolled I gave them a tour of the building and when we came to the Bella Bars I explained how incredible these cleansing bars are. The HUSBAND reached over and grabbed two Bella Bars and said to his wife..."Add these to our order." She smiled and said...."Which one are you taking?" To which he replied.."They are both for me...buy your own!

They didn't know anything about our other products..the local distributor only showed them Mia Bella's Candles.

There is another "customer" that is always looking no matter how hot the weather gets...that customer is the "Opportunity Seeker! He/she is always on the lookout for money making ideas. If you don't think there are "fair weather" entrepreneurs go to any local fair or outdoor flea market...it is filled with vendors who are looking to work during the summer days and earn extra income.

What do you say to them? I always say the same thing to all of them...."Hey, are you open to other making money?"

You can become a recruiter very easy with Scent-Sations...simply ask that question, show them the video on your website (copy and paste it and send it...don't send them to your website first!)

Don't let summer get in the way of making money. It doesn't take much time to engage the mother at the local pool who is sitting next to you to find out if she is looking to make extra income. Today with smart phones you can email your video to her smart phone or tablet and allow her to watch it while sitting under a sun umbrella....

It is all up to you to determine who much you want from Scent-Sations....its all there for anyone!

Charlie Umphred, VP Scent-Sations Inc

# What is a Leader?

In this industry, we often hear the word “leader” and respond in great awe and admiration. A Leader is someone we look up to, respect, admire and aspire to be.

Unfortunately, some people don't believe that they are, indeed, a leader– believing that in order to become a leader they must first have a certain number of “followers”, see a certain number on their paycheck or obtain a certain title next to their name.

While each of those things are wonderful, those traits alone are not what makes a leader. Leadership is something that is born in the trenches. It is a characteristic that is developed when no one is watching.

This month I would like to acknowledge a member of my team who IS a leader. I want her to know someone IS watching... in fact, a lot of people are.

## **That person is Sharon Williams.**

Sharon reactivated her distributorship at the beginning of April. She jumped in IMMEDIATELY in massive action – staring every obstacle straight in the face and seeing it as an opportunity to GROW instead of using it as an excuse to get in the way of her goals.

She has mastered the system of prospecting, presenting the business, following up and sponsoring new distributors, and has welcomed 3 Associate and 4 Autoship distributors to her team in the past 2 months!

In the midst of all of this massive activity, Sharon has not allowed any distractions to keep her from her goals! Two weeks ago her husband had to undergo emergency surgery, and spent several days in the hospital. As if that were not enough, Sharon and her husband also live less than two hours away from where the devastating tornados have struck in Oklahoma. Many people would use these experiences as an excuse to put their business on the back burner... but Sharon has never missed a beat!

Over the past several weeks I've had the privilege of watching her posts in the online groups we have set up for our team and prospects. She remains coachable and is always learning new skills to help her get better at her business, and she never hesitates to jump in and help not only her own prospects and team members, but the prospects and team members of others on our Free to Relax Team as well.

I want to congratulate and thank Sharon for her leadership, and for taking control of her own life with her Scent-Sations business. And I also guarantee this will NOT be the last time you see her name in the company newsletter!

Jordan Ramirez

## Mia Bella's Performance Got Me In the Business!



Before I became a Distributor with Scent-Sations I bought the #1 best known candle on the market....(I think we all know who that is!) I did a test of my own with one of “their” Apple Cinnamon candles and a Mia Bella Apple Cinnamon candle.

I burned both of the candles about 5 feet apart and the Mia Bella's was a lot stronger!!! When I blew “their” candle out it was really black and smelled like oil. When I did the same to the Mia Bella, the jar was clean and you could still smell Apple Cinnamon!

This is why I KNOW I picked the right candle and the right company to do business with! I look forward to a long career with Scent-Sations and can't wait to get my first “action team” email from VP Charlie Umphred!

Tina Whalen

## Bella Balm Testimonial

My hands crack severely in the Fall/Winter. I became a distributor several years ago. I enrolled in Scent-Sations in order to buy the products wholesale as I believe they are the best in the market. I can tell you that I have been using the combination of Bella Bar for cleansing my hands and Bella Balm for helping them stay healthy during the Fall/Winter season and I am constantly amazed at how incredible these two products work. My hands feel like silk!!

Jim Goodhart, PA

## Congratulations to this Month's Rank Advancements

Chelsea Fields – Diamond Distributor  
Oliver Schultz – Diamond Distributor  
Hope Kelley – Diamond Distributor  
Nicolas Miles – Diamond Distributor  
Laverne Schmidt – Diamond Distributor

## Top Sponsoring Distributors for May



Joseph Natishak

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



Kathy Schneider

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



Susan Cortes  
Jen Ouellette  
Debbie Holt  
Alison Boers  
Cathy Mahady  
Sharon Williams  
Christina Henarie  
Tracey Gilmore  
Cheryl Hill

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



## May 2013: Top 10 Retailers

1. Stacey Pfohl, TX
2. Blake Radetsky, TX
3. Corinne Demoss, ND
4. Jon Lessor, ME
5. Joseph Natishak, PA
6. Lakeisha Green, NY
7. Sheryl Love-Johnson, NY
8. Cheryl Pope, MS
9. Vicki Green, WA
10. Katy Mahoney, IL

## Top 15 Selling Candles in June 2012

1. Sweet Orange & Chili Pepper
2. Chili Vanilli
3. Hot Apple Pie
4. Ocean Mist
5. Sex on the Beach
6. Peach & Papaya
7. Angel Wings
8. 19<sup>th</sup> Hole
9. Fresh Laundry
10. Candy Apple
11. Green Tea
12. Twilight
13. Coconut Mango
14. Slate and Stone
15. French Vanilla

## Next Month's Autoship



**Chili Vanilli**

**Upcoming Autoship Scents**

July - Chili Vanilli

August - Cinnamon Raisin  
Bun

September – Grandma's  
Kitchen

October - Pumpkin  
Cheesecake

November - Candy Cane

December - Hot Apple Pie