

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



June 2014

Volume 14, Issue 6

This Month's Autoship: Melon Margarita

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New Candles Introduced By Scent-Sations



God Bless America Candle



Fields Of Gold Limited Edition Jar

“I ordered several of the new hand painted candles for my salon. They are wonderful and I was amazed at how fast they sold out!

Lisa Montrose

“I am a school teacher and I took my new hand painted candle to work. 4 of my fellow teachers fell in love and ordered them on the spot from me. I did not enroll to retail. I just wanted to buy Mia Bellas for myself. I have sold several hundred dollars of these products without intending to. Now that is a product that actually sells itself.”

Nancy Warton

“I purchased 18 of the God Bless America candles. I placed several of them around my patio for my party. Everyone at the party commented on how pretty they were and many of my friends ordered them for their patio too.”

Regina Court

New E-Sig To Help You Build Your Business!



My Name
My Slogan
555-555-5555
Email: myemail@email.com



[Request Info](#)

[My Store](#)

[Join Now](#)

[Home Parties](#)

[Opportunity](#)

“This is one of those technology tools that truly has value. Now, with this sig you can share your opportunity with every person you correspond with!”

Log in the back office. Once your in the back office there is MY Account Block at the bottom of right hand page. Its the last the last thing listed in that block.

“I added the new E-Sig to my emails and within 3 days I had responses from several of my good friends who asked for either more information or if I could do a Home Party with them!”

Melissa Schaeffer

My First “Network Marketing Fling” Changed my Life!

In 1988 my sponsor of two years “convinced” me to come to the company Convention (at Scent-Sations we call it a Fling). I was reluctant but the promise of a free place to stay in San Francisco, free tours of the city and the convention being held on the beach in San Diego...well, what did I have to lose?

I did not know what I was going to see, hear or learn at the company's 2nd annual convention but I can tell you that I shudder to think of what the consequences to my life would have been had I turned down my sponsor's cajoling me to get to the company convention.

It was there that I saw the “Big Picture!” I am talking a picture that was far bigger than I ever anticipated. I saw a business model that did not require a huge up front investment nor did it require considering bankruptcy should I fail! I also saw a business model where an average working stiff like myself had a chance to enter the “Big Leagues!”

So from those handful of days a career move was spawned. I went home from there with the desire to become something far bigger than I could ever have seen myself prior. I went home on a mission to develop a business team nationwide and to “escape the rat race!”

I received “some training” at the convention but I have to admit it went in one ear and out the other. I was just too excited. But that excitement was worth far more in the long haul than IF I learned the technique.

You see, without the excitement that led to the desire (and I am talking Burning Desire) I would never have succeeded at the technique of building a business. Because the technique requires more negative feedback than positive. I mean, more people are going to be “not interested” in your business than will be.

But that excitement and deep desire has carried me (and eventually Bob whom I enrolled no more than 2 weeks after coming back from convention!) to a full time career in Network marketing that is still going strong a quarter century later!

If you are on the fence or simply ignoring our Fling messages... ask yourself this... Do I see my life being different 5 years from now? Was my life different 5 years ago? If not, why not?

Fling offers you a glimpse into your future. But without that glimpse most will never make the transition from part time to big time in MLM.

Come to Fling... it will be the best decision you will make this year... and probably EVER!

Charlie Umphred VP Scent-Sations Inc

Short Blurbs On Network Marketing

MORE MEN ARE ENTERING MLM: The majority of network marketers - are women. But the percentage of men who are entering the business is growing. In 2008, approximately 14% of MLM reps were men...but by 2011 the male networking group grew to approximately 22%

MORE YOUTH ARE ENTERING MLM: And the ages of those entering into MLM are younger...according to the DSA. They are excited about the flexible work schedule, the ability to use social media and other new media as marketing tools. And another reason seems to be the rough jobs climate for college students and recent graduates.

TOP GUNS EARN GREAT COMPENSATION... SOME HAVE NO COLLEGE DEGREES, NOR EVEN HIGH SCHOOL DIPLOMAS... MANY ARE STAY AT HOME MOMS AND DADS!!! In 2011, the medium compensation of one of the biggest network marketing companies in the world was over \$335,000 according to company filings. This is an average compensation of \$30K PER MONTH!

Gathering Customers Is a Huge Part of Your Business

If someone told me I had to choose between Recruiting and Retailing, I would choose recruiting hands down. Building a team is where the money is at but I want to share the importance of retailing or what I like to call "gathering customers".

Gathering Customers is a HUGE part of the recruiter's success especially in the early days of their business.

You can retail all day long at a party, vendor show, or smell and sell but I'm talking about gathering customers! Those people who are loyal to you! Those people who must burn the Mia Bella and no other candle. Those people that want to see you succeed! Do you have those people buying from you? Are you staying in touch with them?

Again, I don't retail often but I gathered customers in the early days so when I wanted to put cash in my pocket right now I could. I continue to add these customers to my database so I may call on them when I want or need that cash.

Recently, I wanted some pocket cash so I sent out a text to about 12 customers asking them if they needed some candles. I also posted to my timeline that I would be placing an order and who needed some jars? It took me about 2 minutes but I received orders for 6 jars and two bags of melts from 5 people.

Sure, some said no! I didn't cry or give up but appreciated those ready right now. I will continue to ask every month and keep

Gathering customers is the best way to support your team building efforts. The profits can be used for team building and keeping your monthly volume over 100 CV. What do I use the profits for? Here are a few: buying leads, advertising, brochures, votives to make samples, business cards, or anything else needed to team build. Make it a goal to have 100 customers then just keep adding to the list and asking them through out the year if they need some candles. You don't have to ask them all at once. Track who buys this month and wait to ask them again in a few months. When you have plenty of people to ask you will always have that pocket cash to use for whatever you desire.

Tracy Russell

“When I enrolled in Scent-Sations I only wanted to retail for extra cash. I did not feel that I would be ready to recruit until I saw the success from selling. I really wanted to make sure my friends liked our products.

I did an “open house” with local friends and family. I called and asked them if they would stop by my house on a specific day and I gave them a range of hours. A LOT of my friends showed up. I sold a LOT of products but more importantly is that I have maintained a very healthy number of customers from this first open house. The keys to my success is that I text the list every month asking if they need anything. I drop off home made coupons. They are simply an email that I type out and say that if they order by a particular date I will give them a 10% discount. It works. I have now started recruiting a small team and I have had several duplicate this and they are loving the instant money that they make from this one event!”

Susan Clark

“Charlie's Smell and Sell Technique Still Works!”

I heard VP Charlie Umphred say that when they started Scent-Sations, he used to place two candles in a red canvass bag and he would carry that bag everywhere he went. I loved the idea and one day while cleaning out my room I came across a red canvass bag I had used to tote things around in several years in the past.

When I pulled that red bag out of my drawer I just smiled because it took me back to Charlie's story and that is when I made a decision to (as Charlie says...) duplicate his story.

I placed Sweet Orange and Chili Pepper and Fresh Laundry in my canvass bag and put two cases of Mia Bellas candles (one case of 16 oz and one case of 9 oz) and went about my daily activities. Each time I ran into someone I knew I said “Hey, come here and smell my new business!”

I was amazed at the smiles it brought to my friend's faces just hearing that and the really big smiles when they got to take a sniff of my candles. I followed with “You like it? Its a new kind of wax that is natural and burns really clean!”

And just like Charlie said, I got sales (5 of the 16 oz and 4 of the 9 oz sold in just three hours!) and two friends told me that they want to talk about the business in the near future. Thanks Charlie. This red bag is going everywhere with me now. It IS a real money maker!

Sue Gibbons

Dermal Renu Works Its Magic



“My husband and I went out to dinner last night and we usually get a senior discount. With that being said, I have been using Dermal Renu for the past couple of weeks on a regular schedule. I miss getting my senior discount.”

Jean Holko

We Love Our Bella Bars!



Every time I bathe my dog, Chance he breaks out! I have tried every dog shampoo and even the groomers.....nothing gets him clean or smelling good (or doesn't break him out).....so since I use the Bella Bars to make a body wash I thought let's try it! I have to say Chance has never been as clean nor has he smelled as good! He also has no scabs or rashes after a Bella Bar treatment!

Amber Blubaugh

“I have a very active lifestyle and love to camp, ski, surf, etc. I live out of the tent a lot and I can honestly say that I have never ever had a better “lifestyle” cleansing bar like these Bella Bars. I buy them by the dozen and they go on ever outing with me. And I can tell you that I do not share them with any of my fellow campers...I tell them that they need to contact my friend Jill who is the lady who sells them to me!”

Josh Greene

“I remember hearing that someone had “de-skunked” their cat or dog with a Bella Bar so when it happened to my dog I had to try it out. Nothing I have ever used really got the smell out so I had nothing to lose but a Bella Bar!

My wife, kids and neighbors were amazed at how good my pup smelled after a Bella Bath! This is the real McCoy after all!”

Richie Manstrum

“I recently joined Scent-Sations because I had purchased a Dermal Renu System. I have never been a big user of scented candles but I think the Mia Bella line is one of the best smelling lines of candles I have ever sniffed. But as I said, I didn't join to talk about candles. I joined to get Dermal Renu at the best price.

To my surprise I found that the company also carried Bella Bars and Bella Hand Wash so when I placed my first order for Dermal Renu I also added some Bella Bars and Hand Wash. I have to tell you that not only is Dermal Renu the best skin care system on the planet, but the Bella Bars and Hand Wash are, hands down the best in their class too!”

Martha McDavitt

Mia Bella's Original Smells Great After More Than a Decade!

"I still have a two of the 14 oz. glass jelly jar type with a gold lid and home computer label on it. (The original Mia Bella Candles) I kept them as souvenirs and guess what....they smell as good and strong as they did when I first opened the jar. It's amazing, unbelievable!!!!"

Lucille Bolling

Mia Bella's As Gifts... It Just Makes Sense!

"I am giving away lots of Mia Bella's candles this week for the End of Year Teacher Gifts and Thank You Gifts. I love that I can immediately put together an awesome gourmet gift for so little. Easy, inexpensive but always loved by the recipient!"

Cathy Mahady

Car Shows and Mia Bella's!

I've done several car shows and have found them to be a very cost-effective and profitable venue!

Here are some of my observations:

1. Many women who accompany men to car shows are "along for the ride", but aren't really that interested in cars. After watching their significant other spend hundreds (or even thousands) of dollars on items that don't look all that wonderful to them, many will be very excited to see something that they are interested in and are often ready to buy something - anything and their male companions can hardly refuse while pulling a wagon full of the rusty junk they bought!
2. Don't be surprised if some of the men avoid your space like there is a force field around it - they don't want to be caught dead looking at that girly stuff! But others will walk right up, know what they want and will be ready to buy.

Tips:

1. If you can, be sure to have an electrical outlet (bring a long extension cord in case you need it) with a couple of Mia Melts in a simmer pot - Personally I prefer using the "Sex on the Beach" scent. I had several people comment that they could smell it all the way outside of the barn I was in and came inside to find out where that wonderful scent was coming from.
2. Be sure to put out a box or fish bowl with "Free Drawing" entry forms to give away a candle. If you haven't purchased any from the back office, you can make and print off your own drawing forms. Feel free to contact me if you'd like the one I created.
3. Be sure to bring some car fresheners in keeping with the automotive theme of the show.
4. Cut up a couple of Bella Bars into tiny pieces and put them in small 1" x 2" zip lock bags (available at craft stores) and give them away as free samples. Be sure to label with the

scent and your contact info. Advertise the Bella Bars as "Great for Cleaning Greasy Hands"

5. Bring lots of business cards with scent samples attached

6. Do whatever you can to make your space stand out. Table cloth, baskets with Bella Bars and car fresheners, a display rack for your jar candles and some boxes or other props to display products in varying heights, colorful signs, etc.

6. Be sure to engage your audience - joke around - and say things like "Come on over, no charge for sampling the smells" or "would you like a free soap sample? It is great for washing greasy hands" "Would you like to enter my drawing to win a free candle?" "Do you like scented candles?" "What's your favorite scent?"

7. If you are comfortable with being a little "racy" (pun intended) put up a sign in your space that says "I have Sex on the Beach" - of course that is the scent I have going in the simmer pot!

Vicki Green

Working a Car (or any other show)... Put a candle under everyone's nose. I stand in front of my table and ask folks if they'd like some sex on the beach. Almost everyone's smiles... and smells! Once they're smelling, ask questions: what type of fragrances do you enjoy? (Put those under their nose). And when they're in love, close with 'can I bag that up for you today?'

Introduce your business opportunity by having 'get more out if life' brochures on your table, a 'distributors wanted' draw box (always get name and number!), and tell your story (your background, what you didn't like/were seeking, how Mia Bella's fit your need (aka why did you start), and your success or vision for your future). The Fortune is in the Follow-up - your real work begins after the show :).

And smile. Wide and bright! I live tradeshow!

Tamara Keller

I was actually introduced to Mia Bella's candles "AT" a car show!!! (while the guys drool over the cars, the wives shop). My suggestions would be this: Take whatever inventory you have as well as LOTS of recruiting information, be it postcards, flyers, etc. Have drawing slips and perhaps a basket to raffle to encourage people to sign up for the drawing.

Make sure that you get the following on the slips: name, address, phone and email. (I sometimes get hesitation when trying to get the phone and email, but most will provide it). Either raffle the basket there at the event if they have the ability to page the winners or after the event and then follow up with everyone who entered.

Notify them of who won the basket (which is your opening for the phone call) and then try to engage them in conversation....keep it brief, but you are attempting to "sort through" the leads to determine who is open to looking at the business. I've done shows where I haven't sold anything that day, but they turned into a long term customer down the road and others who are interested in the business, but not at this time....every lead you get is a potential distributor - develop a system for following up with them on a regular basis - you never know when the time is right for them.

Kathy Lerchenmueller

Congratulations to this Month's Rank Advancements

Brian Mink – Diamond Distributor
Margaret Logan – Diamond Distributor
Peggy Miles – Diamond Distributor

Personal Volume Club for May

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

\$400 Club

| | | | |
|-------------------------|--------------------|------------------|--------------------|
| Outstanding Dreams Farm | Laura Nonemaker | Kym Hasenauer | Susan Cortes |
| Stacey Pfohl | Lisa Meiluta | Margret Martin | Shavette Bertrand |
| Michelle Tremblay | Christine Woods | Dallanara Vargas | Judy Leisle |
| Joseph Capuozzo | Holly Noel Johnson | Darci Nelson | Lisa Hayter |
| Heather Findlay | Flicker Scents | Tia Albertazzie | Joseph C. Natishak |
| Lisa Alford | | | |

\$300 Club

| | | | |
|---------------------|-----------------------|--------------------|-----------------------|
| Shawn Herold | Ruth Knaub | Beverly Geis | Patty Knopp |
| Lynn Kocik (Bianco) | Tykisha Brown-Johnson | Kathleen Puckhaber | Florida Timeshare Pro |
| Bridgette Payton | Denise Johansen | Hair Studio 35 | James Outhwaite |
| Christine Pennino | Carol Lotito | Kellene Vandorn | Robin Hidy |
| Robert Lee | Randall Henarie | Jessie Rudick | |

\$200 Club

| | | | |
|-------------------------------------|-----------------------|-------------------------|-----------------------|
| Michelle Kirby | Amy Gressler | Andrea Kirkenlager | Carolyn McLain |
| Georgeanne Walacavage | Kelly Drath | Amanda Manning-Moses | Herman Cox |
| Hispanic Counseling Family Services | Diane Violette | Brenda Kasper | Louann Speese-Stanley |
| Rick McKenzie | Sun's Up Tanning | The Light | A V Cole Inc. |
| Lowery's Inc. | Jennifer Getzendanner | Ron King | Lisa Rueb |
| Kimberlee McConnell | Phillip DeCouteau | Western Tidewater, Inc. | Julie Drusko |
| Whole Health Products | Molly Calvert | Justin Locke | Regina Stacy |
| Beverly Moore | Michelle Cherewyk | Jerri Alexander | Marilyn Birt |

Alphonso Ruffin

Sharon Williams

Nancy Wolff

Sharon Pavey

Joette Mancuso

Jackie Jaroslowski

Kimberly Roberts

Chelsea White

Tenisha Hutcherson

Teresa Willis Kellogg

Kristy Butts

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 2014.

Stacey Pfohl

Ron King

Top Sponsoring Distributors for May



Tracey Gilmore
Sharon Williams
Vicki Green

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



Margret Martin
Clayton Schneider
Gerald Horn
Brian Mink
Alison Boers

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

May 2014: Top 10 Retailers

1. Stacey Pfohl, TX
2. Lisa Meiluta, PA
3. Joseph C. Natishak, PA
4. Beverly Geis, OK
5. Susan Cortes, PA
6. Jessie Rudick, AZ
7. Margret Martin, ME
8. April Beaver, OK
9. Alicia Cripe, IN
10. Justin Landrith, IL

Top 15 Selling Candles in July 2013

1. Bugs No More
2. Sweet Orange & Chili Pepper
3. Odor No More
4. Melon Margarita
5. Chili Vanilli
6. Crème Brulee
7. Angel Wings
8. Sex on the Beach
9. Nag Champa
10. Hot Apple Pie
11. Bamboo Rain
12. Slate and Stone
13. French Vanilla
14. Ocean Mist
15. Eucalyptus

Next Month's Autoship



Cucumber Melon

Upcoming Autoship Scents

| | | |
|-------------------------------|--------------------------|-------------------------------|
| August – Odor No More | September – Harvest Time | October – Cinnamon Raisin Bun |
| November – Home for Christmas | December – Hot Apple Pie | |