

# MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



June 2015

Volume 15, Issue 6

## This Month's Autoship: Melon Margarita

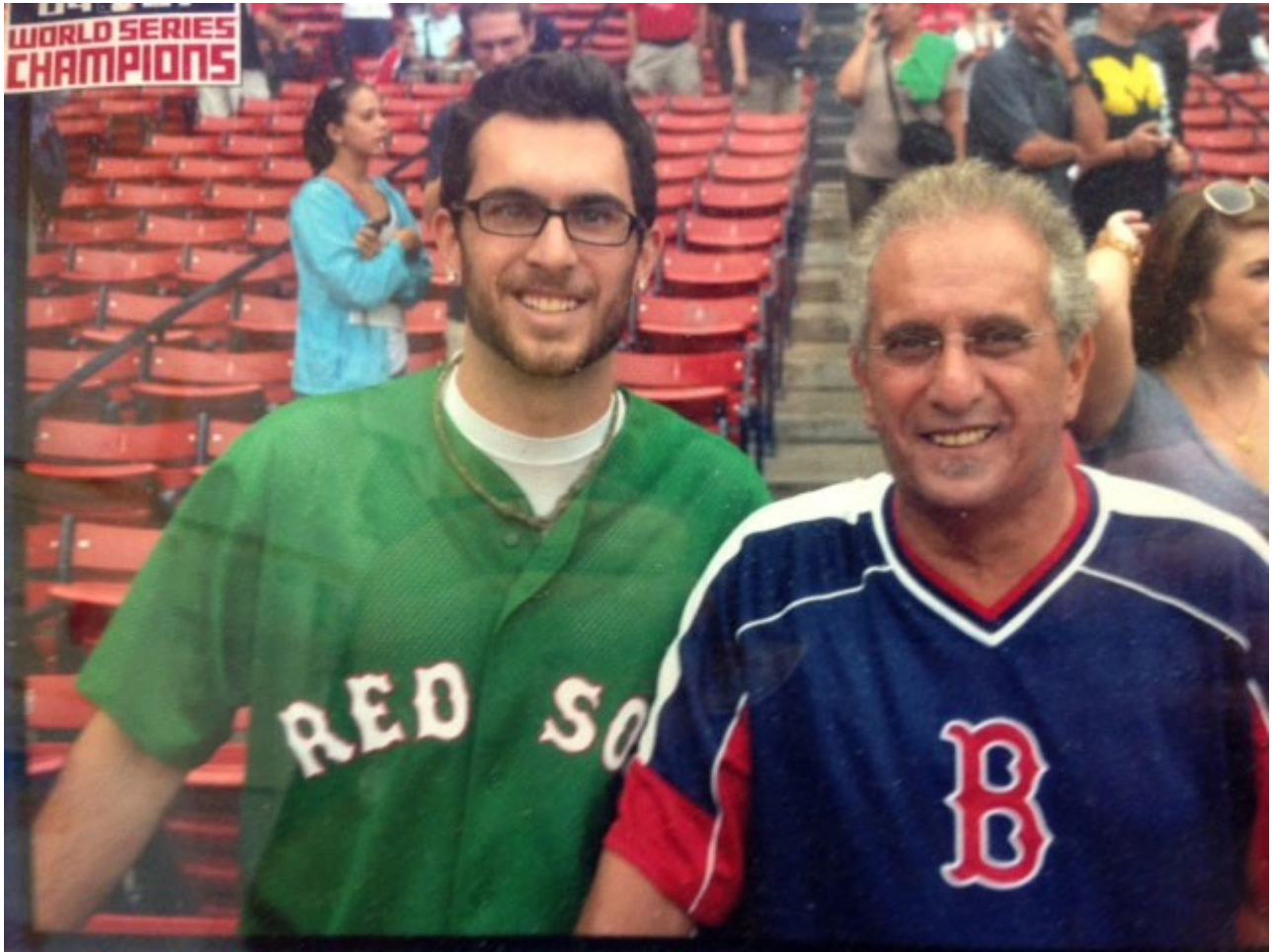
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## New Facebook Contest: Team Spirit!



Send a photo of you, your kids, friend (or any family member) wearing a hat, shirt, jacket with your favorite local, national or international team logo or name on it. The winner will receive a free Mia Bella Gourmet Candle with their own personal team spirit label on it! Be sure to submit your photo to the Official Scent-Sations Facebook page and use #teamspirit!

## SUMMER FLING 2015... Right Around the Corner!

This years' Summer Fling 2015 is just a few weeks away.... Thursday, July 23rd, Friday July 24th and Saturday July 25th. It will be held (once again) at the Woodlands Inn & Resort, Wilkes-Barre, PA.

This is your chance to meet the owners, make new friends and business relationships along with learning from top distributors from the USA and Canada! You will be the first to see, touch, feel and smell new products too!!! (and all will receive a "goody bag."

Click on the link below for the complete fact sheet with details on the payment plans, initial agenda and all hotel information. Payment options are processed on the 15th of each month.

With Saturday being jam packed with trainings and workshops, we will have plenty of times for tours, leadership meetings, and team meetings on Thursday and Friday. Thursday will be a mingler on the Resort's beautiful outdoor deck and Friday evening will be held at a location to be announced. These two days give you plenty of time to meet and greet and exchange information.

Any questions, please call Cheryl at 570-270-9010, ext. 727 or email at [cheryl@scent-team.com](mailto:cheryl@scent-team.com)

Click on this link for complete details:

<http://mx1.scent-team.com:8877/maileimages/FlingFactSheet2015.pdf>

From Bob Scocozzo:

"Events are key to growing your direct selling business. You can never truly understand the power of the business you now own without coming to Fling! This is where you get to see that "IT IS REAL!"

I know that every event I have attended over my 25 year career in direct selling I did my very best to get as many of my team to come to that event also. My group volume always grew directly in proportion to the number of people I had from my team at that event. The reason is that the distributors come away with a deeper belief in their business!

In fact, I took note many years ago that within 60 days of that event my entire cost to go to that event was paid for by the increase in my monthly commission!!!"

## EVENTS...the KEY to Success!!

Tonight I got my kids to bed early and saw that Eric Worre had a webinar on the Most Powerful Women in Network Marketing and decided, "why not?". One that stuck with me was Diana Ross.

Diana talked mostly about how she invested, received her info from the company, went through the training packet, got really excited, and recruited 40 people in one month.

Her sponsor called and asked her if she would like to attend a company event, and she respectfully declined because she felt that she did not need to be there. Her sponsor's upline decided to invite Diana's entire team to the sponsor's house for an event, so of course, Diana conceded and went to the event. She was amazed at the content provided, all that she learned, and was so excited that by the next 30 days her team went from 40 people to 240 people.

Her upline ran 2 meetings a week and she stressed to everyone how important it was to GET TO THE MEETINGS. Now she is a multi-million dollar earner in Europe, and was actually calling in from FL (one of her "other" houses lol).

Obviously, the reason that this struck home for me was because my first Fling was what got the ball rolling for me. It is my favorite topic and I LOVE talking about it and stressing to people to GET THERE. I wasn't sure if you would want to throw this not an action email or even just mention it on the Brown Bag for me, but it just reinforced what we all say all of the time about meetings.

Jacque Snell

## My Home Party Launch Was a Success

I live in Bay City Michigan and I started selling Mia Bella about a month ago. I just recently had my launch party may 16th. Invited about 40 to 50 people and I didn't have that many there at the party and I was starting to get nervous because I wanted to make my money back from the starter kit I bought. I bought mostly finger foods and made my own special drinks for us ladies.

I had about 6 or 7 people that came and it was all my family. So I was really scared after that I was more nervous than I was earlier that day. But I did what I had to and shared my candles and gourmet products of Mia Bella's I didn't have much but my sister Natasha also sells Mia Bella's and she has a lot more product than I do she has been doing this a little longer than I have. So she brought most of her product to help me out and we made it through. Made my money back and I was happy. I had two shows on the go and even had one before my party and all together I made more than what I thought and even with those

six family members that came I made my money back. I'm not going to give up I'm happy selling this product and I'm going to do my hardest for my next party.

Lacey Erndt

## My Mia Bella's Story: Retirement Income!

I was looking for a business to help me with my retirement concerns! What are those retirement concerns? I am 48 years old and I started to really think about my financial future a few years ago. I started to do some interesting math last year and it scared me a LOT! Here is what I figured. IF I am lucky enough to continue with the same “good employment” I have now I should be able to retire at age 66 with about \$350,000 in retirement income. That sounds good right?

I then started to do some math on the amount of money I would need to live on over the next (let's say 25 years). If I retire at age 66 and divide that \$350,000 by 25 years it comes to about \$1,000 per month in extra income. If I get a social security check for an additional \$2,000 per month that leaves me with somewhere around \$35,000 per year to live on. This is not a lot of money to live on and that is with the hope and expectation that I do keep my good job, and social security is still solvent!

I decided that I would develop a 2nd income and I wanted it to be something I could do according to my own schedule. Scent-Sations has turned out to be my answer! The low requirements to get a monthly check allow me that flexibility and the products are superior.

For the first time in over a year I have a feeling that I can control my senior years in retirement with some form of comfort!

Jeff Ross

## Get Out and Start Talking!

I went out to deliver a local business some formation on our vendor program and a free candle so she could experience our quality. The owner was not there at the time but her daughter, the store manager was. She just COULDN'T pick between snowberry pine and country spice as the free gift so she asked how much the other one was...I replied \$19.95 - she handed me a \$20 and told me to keep the change!

It doesn't stop there...She wanted to learn more about the vendor program herself and after explaining all the benefits she just couldn't believe that the min. requirement was \$125 initial purchase and that was it...- no set up fees - no other ordering minimums - no displays to purchase - no other hoops...Then she was SHOCKED that the set up fee and requirements

for the personalized label was only \$9.95 and 12 jar min.

If you have yet to get out there and approach and share this option to your small business owners in your area I HIGHLY suggest you do so.

The gal told me that one candle line they offer (I never heard of them before) required a 4,000 investment and THEIR displays were required. The profit margin was not even CLOSE to our profit.

Businesses want to offer quality product but also don't like jumping through the hoops in order to invest in offering it to their customers... Get out and start sharing and talking.

Cheryl Hill

## **Bella Bars... The Greatest Soap Ever!**

“I was at my brother's house and in his shower I saw 4 of our Bella Bars! I asked him why 4 at once. He said some days he feels like Slate and Stone, some days SO&CP, and so on. The bars last so long he doesn't want to wait to use another! He said it is the greatest soap he ever used. Longevity, scent, & lather. Thought that was cool.”

Alison Boers

## **Mia Bella's Make Wonderful Gifts!**

I love Mia Bella Candles! They not only sell themselves, they also make wonderful unique gifts. I gave an “it's a girl” candle to my sister at her baby shower as a gift and everyone couldn't help but pass it around. The whole crowd couldn't get over the wonderful scent of a cross between baby powder and Baby Magic© My one mother asked if I was still selling them and I stated “But of course. They are a great product!” My mother plans on buying a few of them as centerpieces for a co-workers baby shower. See? It is just that easy!

Sarah Loucks

## Bugs No More... Working It's Magic!



I just had to share my experience with the bugs no more votive. We had a barbecue here in Virginia for Memorial Day. We have lots of flies and mosquitoes, well we started to barbecue and since I know the flies come as soon as you put food out, I had an idea. It was very windy out so I put a Bugs No More votive in a holder in a vase. This worked amazing, the flame stayed on and we only had 2 flies, normally we would have had at least 20. So Bugs No More gets my vote, so glad I bought 2 dozen for our deck time. I can't wait to use at night when the mosquitoes are the worst. See the picture below. I just love this company and all the great products we have to share. We are truly a product of our products. Gotta use them in order to promote them.

Donna Salzbach

## Love, Love Dermal Renu

I found out about Dermal Renu at party where I over heard one of the guests (who I did not know) telling some of the other people about this “amazing new anti aging stuff” that she had been using for a while. Most of the other people around here were all agreeing with her that there was a big change in the look of her skin.

I am getting older and next year will be my 40th birthday. I walked over to her and asked her what the name of this wonder product was and she told me Dermal Renu. I wrote it down and the next day I went online to find it. I found a distributor's website and made contact with her about it. She told me the best idea was to “sign up” and buy direct from the company, and I did.

I have been faithfully using Dermal Renu for several months and I would rate it twice as good as anything I ever used before (and I have used a LOT of high end products!) So when people ask me about it I tell them I Love, Love it....since it's twice as good!

Sheila Barnett

## **The SunShield is the Best!**

I am fair skinned and do my best to protect my skin from too much sun. My wife is using Dermal Renu and I was looking at the information on the website and told her to order me some of that SunShield. I fish a lot and am out in the sun with my job and I put the SunShield on to protect my "investment (my skin)."

It goes on so easy, doesn't feel greasy and I feel that it is by far the best product for anyone to protect themselves from long term exposure to the harmful rays of the sun.

George Shelby

## **Bella Bar for Thinning Hair**

"I have a receded hairline and my hair is thinning. It has always been thin and fly-away, but now as I am aging, it's thinning too. I have tried all sorts of over the counter products over the past few years but I have to say that Bella Bars make my hair look and feel fuller than anything I have ever tried before. My hair is less fly away using the Bella Bars as my shampoo. I am hooked!"

Bill Smart



## 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

Stacey Pfohl	Scott Hawkes	Jeanette Clancy	Dianne Revolinski
Miranda McKenzie	Brenda Prickette	Julie Hanson	Stookey's Inc.
Madeline Pagan	Patsy Grant	Donna Salzbach	Christine Woodard
Nathan Bussey	Chelsey Barron	Stephanie Partridge	

### \$300 Club

Martha Carriere	Hispanic Counseling Family Services	Heather Findlay	Pat Bergstedt
Scott Kresge	Villa Laguna Art	Donna Ebell	Linda Rigsby
Lacey Erndt	Regina Hasman	Milisa Lehman	Ryan Windhausen
	Sharon Johnson	Hair Studio 35	

### \$200 Club

Diana Franzi	Lois R Raymond	Arrowhead Lake Community Association	Lucio Silva
The Triangle Pharmacy	Zen A Place For Renewal LLC	Ayn Anderson	Jamie Davis
Carolyn McLain	Natasha Meyette	Jerri Alexander	Piper Pest Control

Danny White	Marcia Frank	Jerry Thomas Jr	Kimberly Rodriguez
Jessie Rudick	Rita Piche	Tracie Hyatt	Edward Keller
Pat Rose	Rena Freed	Susan Cortes	Tyler McGraw
John Phillips	Linda Shelby	Suzette Walker	Mildred Holland
Flicker Scents	Virginia Stevens	Renee Taylor	Shirley Graff
Krista Dueck	Magen Hand	Jacki Hanson	Pam Bulliard
Denise Wright	Chelsea White	Beth Israels	Tamela Merdian
	Arlene Geeraert	Marcella Tarkwon	

## 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 2015.

Stacey Pfohl

## Top Sponsoring Distributors for May



Tracey Gilmore

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



Patsy Grant  
Vicki Green  
Alison Boers  
Carol Boor  
Kimberly Gwyn  
Alphonso Ruffin

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

## May 2015: Top 10 Retailers

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

1. Stacey Pfohl, TX
2. Martha Walters, FL
3. Scott Hawkes, PA
4. Edward Keller, PA
5. John and Michele Phillips, TN
6. Lisa Meiluta, PA
7. Linda Shelby, DE
8. Sharon Trachsel, WI
9. Krista Dueck, SK CAN
10. Jamie Davis, MD

## Top 15 Selling Candles in June 2014

1. Bugs – No More
2. Sweet Orange & Chili Pepper
3. Odor – No More
4. Chili Vanilli
5. Melon Margarita
6. Lilac
7. Sex on the Beach
8. Strawberry Smoothie
9. Raspberry Smoothie
10. French Vanilla
11. Angel Wings
12. Hot Apple Pie
13. Slate and Stone
14. Creme Brulee
15. Ocean Mist

## Next Month's Autoship



### Peach & Papaya

#### Upcoming Autoship Scents

August – Fresh Apple	September – Creme Brulee	October – Cinnamon Raisin Bun
November – Holiday Memories	December – Hot Apple Pie	