

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



March 2013

Volume 13, Issue 3

This Month's Autoship: Lilac

Table of Contents



Lilac: Fresh and light, the smell of Spring is in the air!

- [p.02 New Autoship Options](#)
- [p.03 Our Newest Addition to Scent-Sations' Charity Division!!](#)
- [p.04 New Scent-Sation's Catalogs Available](#)
- [p.05 New Products Now Available](#)
- [p.08 Do You Want To Keep Bugging Your Friends And Family With Your Opportunities Until They ALL Hate You](#)
- [p.10 Warmer Plates, Shades are Not Good for Mia Bella's!](#)
- [p.10 I Am Excited to be in Scent-Sations!](#)
- [p.11 Great Testimony From Becca Mutz](#)
- [p.11 Loving the Orange Dreamsicle!](#)
- [p.11 I Am So Happy with the Wedding Candle!](#)
- [p.12 I Love My "Mia-romatherapy"!](#)
- [p.13 Hometown Hero](#)
- [p.14 Congratulations to this Month's Rank Advancements](#)
- [p.14 Top Sponsoring Distributors for February](#)
- [p.15 February 2013: Top 10 Retailers](#)
- [p.15 Top 15 Selling Candles in March 2012](#)
- [p.15 Next Month's Autoship](#)

New Autoship Options

The auto ship commission structure will remain the same.

Example:

Currently there are two auto ship options \$39.95 and \$100 (the \$87 auto ship is still considered a \$100 package for commission purposes). Those on the \$39.95 auto ship who do less than \$100 in total commissionable volume in a month are paid at the lower commissions on their downline (based on their rank). Those on the \$100 auto ship are paid at the higher commissions on their downline (based on their rank)

Under the new system

A distributor will have 3 options

(1) Get the company package

(2) Replace the company package with products that you would like instead (matching the products that would be in that kit. For example, if you are scheduled to receive a kit containing 2 fresh laundry and 1 sweet orange bella bar you can replace that kit with the following example:

- 1 Fresh Apple
- 1 Lavender
- 1 Slate and Stone Bella Bar

You cannot take the 25 dollar autoship value of these products and replace them with the following example:

- 1 Twilight Signature
- 1 9 oz Fresh laundry
- 2 fresh apple car freshners

You can only replace exact products in this option

(3) Take the 25 point option which allows you to "store" those 25 buying points in the back office for up to 90 days. You can use those points to buy whatever products you want. You can use the 25 points up each month, or allow them to accumulate to buy one order every 3 months to save on shipping.

Each of these options run PER MONTH and the volume created by those options will go into the downline report that month. So if you chose the 25 point auto ship option but decided not to use those points in April you still generated \$39.95 in commissionable volume that month. Your upline will be paid on that volume and you will be eligible to receive commissions based on having such personal volume.

If you decide to use the 25 points in May your upline will not receive an additional 25 CV in May, as that volume has already been credited the previous month. It is also important that distributors understand this because some may think that if they accumulate points they can skip an auto ship once in a while and use the points that month to be eligible for a paycheck, and this is not the case.

Our Newest Addition to Scent-Sations' Charity Division!!



The fresh scent of lilac signifies new beginnings for the Catholic Church. \$3.00 from each candle will be donated to: St Judes Childrens Research Hospital



El aroma fresco de las lilas significa un nuevo comienzo para la Iglesia Católica. \$3.00 De cada Vela sera donado a St Judes Hospital de Investigación Pediátrico de Niños.

From VP Charlie Umphred:

“There are approximately 70 Million Catholics in the USA and Canada. Each and every one of them is a potential customer for this incredibly beautiful new candle.”

New Scent-Sation's Catalogs Available



New Products Now Available



Lemongrass and Eucalyptus have both been used as a natural pest repellent. We combined both of them to bring you a great smelling alternative to harsh chemical sprays.

This is part of our new "No More" Scented candles edition! The Odor No More candle has recently turned into our best selling candle and we hope to see the same success with Bugs No More with the changing weather on the way!



Melon Margarita - Juicy melon captures the aroma of this classic poolside cocktail with a freshly salted rim. Enjoy "happy hour" every day with melon margarita!



Greenhouse - A perfect blend of green plants and fresh flowers.



Bamboo Rain - A fresh fragrance of flowering bamboo mingled with a variety of white florals, and fresh green accords.



Jardín Fresco - La primavera ha llegado! Este Maravilloso olor floral fresco le hará desear que la temporada dure para siempre!



Nag Champa - An Indian fragrance popular in incense. It has woody notes similar to patchouli, with touches of powder, musk, amber and vanilla

Do You Want To Keep Bugging Your Friends And Family With Your Opportunities Until They ALL Hate You

How often I see this online. It's always attached to a pitch to "buy my training to see how to bypass friends and family!"

For me this is total baloney.....

I got involved in MLM in 1988 after hearing a presentation about the future of distribution. I went to a convention after my sponsor cajoled me into taking a more serious look at the program. (I was a wholesale buyer for 2 yrs). At that convention they talked about in the future business will move into the home due to the shrinking of business tools like cell phones, computers and faxes. I started thinking that this could be the next wave in marketing and unlike any wave before....it could be had by anyone with a credit card. No loans from the bank or talking to friends and family about a "loan."

Within 12 months I replaced my union printer salary and in 25 years, I have never had a year where I made less money in MLM than I did as a union printer. In fact I have had years where my annual income surpassed the entire 16 yrs of income as a printer combined.

So for me, MLM has been a godsend....an incredible business opportunity that changed my life and has changed the life of thousands of friends all over the world.

When I hear the sentence "you don't have to bug your friends and family" I think...how sad that someone in MLM feels that their business opportunity lacks such credibility that they would refuse to tell friends and family about it.

Studies done on MLM pros show that almost all of them got their start by going to friends and family. And I believe a study I saw several years ago showed that most of the MLM millionaires that responded said that some of their biggest legs were from friends and family.

I remember coming home from that convention convinced I had found the holy grail to escaping the rat race. I intended to tell everyone I knew about it. Had I not gone to friends and family I would not be writing this today. You see, I would probably have quit.

My business partner of 20+ years and now the CEO of our own company which we have owned for a decade was a high school drop out who owned a small business and who I partied like it was 1999 in the 80s with.

I stopped into his business after coming home from convention and said "Bob there are people making \$30 thousand dollars a month marketing skin care from their homes....and I'm jumping into it....do you want to hear about it?" Bob said "Absolutely!"

I showed him the recruiting video, he enrolled and we proceeded to fail miserably for several months...until our upline took ahold of us and taught us how to be recruiters. In 1992 Bob and I decided to try our luck at a brand new company. We enrolled and picked up the phone and called.....FRIENDS and FAMILY first.

We simply said..."We have found an incredible new business and if you are looking for a way to make some serious money you need to be at my house tomorrow morning." At the end of our first month we got a call from the company telling us we were their number one volume group that month. Not a stranger in our organization yet!

As you grow in MLM your friends list gets bigger.

And today, I can get a phone call one or two times a week from MLM millionaires who I am friends with who are starting a new business or reaching out to see if I might be looking and if I want to partner with them.

NONE of us are ashamed to call friends and family when we have a gold mine in our hands.

To me anyone who is afraid of talking to friends and family is unsure about where they are going with their own program. They are lacking in the belief that will take them to the top.

One of the training insights that I received so long ago was that success in this industry depends not on a system!

It has to be a simple, inviting, informative and fun system. The more complex the less chance your prospect will be able to execute this system. The key is duplication. The system has to work for people who are new to the industry as well as for people who have years of experience.

Your system needs to do, or learn how to do the following things:

- Lead Generation
- Prospect Follow Up
- Sponsoring
- Training/Coaching.

Charlie Umphred VP, Scent-Sations Inc

Warmer Plates, Shades are Not Good for Mia Bella's!

I had a phone call on Friday from a distributor who asked about using a warmer for his candles...and it made me think about two pieces of advice that some of you may not be aware of. Mia Bella's candles are made from Palm Wax which is a denser wax than paraffin or soy, That is the reason why we need 2 wicks to achieve a solid burn and a long throw (heat creates the throw of a candle). Because of the need to use 2 wicks we have to make sure that we get these 2 pieces of advice out to our customers and to new distributors.

Do not use Mia Bella's Candles on warmer plates: The warmer plates were designed for paraffin wax candles which have a lower melt point than palm. Basic science taught us in grade school that when you heat something it expands. Paraffin melts faster than the solid wax can expand so it is not a problem. BUT palm wax (in many, but not all cases) can expand faster than it melts. This can cause the expanding wax to break the glass causing hot liquid wax to run from the container all over whatever the warmer is sitting on. If someone is looking for a way to duplicate this method with palm they simply need to buy a scent simmer pot and melts. (Many are not aware that the melts are actually our strongest product! Because the melt is not in the presence of flame we can actually infuse more perfume into them!)

Do not use Shades on a Mia Bella Candle. In most cases this "heat trap" WILL cause a fire in your candle!

Charlie Umphred VP, Scent-Sations Inc

I Am Excited to be in Scent-Sations!

I am so excited to be a part of Scent-Sations, Inc. Yes it has had its ups and downs, but what company hasn't, and my goal as I know yours is, is to move on.

This company is so awesome! "Everyone" that works there deserves our thanks, because if it wasn't for them, we would have no products or business.

Lisa, whenever I call in to order, or have questions for customer service, the staff are very friendly and go out of their way to get me the answers I need and for this, thanks.

Thanks Bobby and Charlie, for all the things you have given us as distributors to help us in this business. I guess this really hit me last night when Shep said, "We have a company that is being run by two self-made millionaires." I had never thought of that before. You weren't just handed a business and immediately became millionaires. No, you had to work at it, the same as we are going to have to do, if we want to become successful. You have been where we are, and know the problems that come with network marketing, but you have handed us the tools that we need to work this business! You have handed us the message (products),

and we are the messengers, and our job is to share it with others and leave it there. We are not in the convincing business—it is up to them to decide if they want to step up to the opportunity.

Carmen and Lynn, thanks so much for each of the products and for your labour of love and dedication! We know it takes lots of thought and time to come up with new products and then to produce them, and we want to say thanks!

Mary Bachert, Ontario, Canada

Great Testimony From Becca Mutz

Becca... I just wanted to tell you that I've been using your Mia Bella Slate and Stone Bella Bar soap for a few weeks now and it's great! It has a great masculine fragrance and it doesn't leave a residue on my skin either. I like all of the Mia Bella products I've gotten from you but this is my favorite.

Eric Deaton, AR

Loving the Orange Dreamsicle!

This quote is from two of my customers about the Orange Dreamsicle Sculptured series: "I absolutely LOVE the way it smells."

One customer stated that she hasn't burned it because its sooo cute and all she has to do is keep it uncovered and it still smells up her house, my other customer LOVED it soo much she signed up as a distributor. I Love this company and its products to be a part of that feels Great.

Nidza Negron

I Am So Happy with the Wedding Candle!

I just had to share with you how excited I am to have received the Wedding candle that I ordered on Feb. 4th. It is Absolutely Lovely! It is a gift for a 50th Anniversary celebration this coming Sat., the 16th and I know the Special Couple will be just thrilled with it.

I ordered this candle on the 4th, and of course when I got to the checkout page it said

delivery would be in 3-4 weeks. So I was disappointed that I wouldn't have it in time for the big day, but wanted to get it for them just the same.

Well much to my surprise, the candle arrived in 9 days instead of 3-4 weeks. Talk about 'Under-Promising and Over-Delivering"! So thank you for the Excellent service and wonderful product.

I have always been impressed with Scent-Sations, and I'm looking forward to upgrading to Distributor in March. I want to share these amazing products with everyone I know. The new Auto-ship program coming soon is very beneficial to me. Thank you for all your hard work in making Scent-Sations such an incredible company.

Beverly Arvin

I Love My "Mia-roma-therapy"!

I suffer from fibromyalgia and I was in so much pain at the end of 2008, I was ready to commit suicide because I was in agony most of the time, but then providence made me click on an ad for candles. When I got my free packet, the minute I opened the mailbox the scent nearly knocked me over! I couldn't believe that the scent in that little packet made me feel better! It was amazing! I knew immediately when I saw how cheap it was to sign up that I had to join.

That was 4 years ago this past January and my outlook on life is way better now than it was before Mia Bella. I truly believe the candles (w/ the help of God of course), have cured my depression, and even though I am still suffering with pain, the candles truly do keep my spirits higher than before I knew they even existed! I love my "Mia-roma-therapy"!

Anyway, it's nice to email you again. Please let me know if you have any questions about what I'm asking about in the survey.

Thank you again. Especially for your time, for I know how little of it you have to spare!

JeriAnn Eakin, Vacaville, California

Hometown Hero



The picture includes myself (Kandi) (on right) and my friend, (Manross) who I was deployed with.

I just noticed there was a military section under the corporate tab of the Scent-Sations website. I am getting ready to sign back up to sell Scent-Sation candles again, but I thought this was really nice that you all participate in acknowledging the military Veterans.

I am a Veteran myself. I served in Operation Iraqi Freedom from 2006-08...a nice, long 15 month tour. lol. It was a great learning experience. I joined in 2005 because I was a single mother who ran into a "dead end" I should say. Joining the Army was the best decision I could have ever made for not only myself, but also for my daughter. It was a hard road in the military, to include my 15 month tour in Iraq... having to deal with no communication with my daughter for months at a time, having out FOB (Forward Operating Base) hit by mortars, every other day... etc... but, I made it! I finished my four years at the end of 2009 and moved back to Virginia to go to school.

I just graduated from the LPN (Licensed Practical Nurse) program at Piedmont Virginia Community College in Charlottesville, Virginia, in December 2012. Now, I am preparing for my State Boards which I will be taking on the 27th. I can finally say that my life has turned around for the BEST... I am also getting married on September 14, 2013... I am so EXCITED!!!

I just wanted to share my experience with you. Also, I want to thank you for acknowledging my fellow Veterans! Thank you again!

Kandi N. McGuire Ruckersville, Virginia

Congratulations to this Month's Rank Advancements

Bobbi Linton – Diamond Distributor+
Donna Galbraith – Diamond Distributor+

Debbie Trombley – Diamond Distributor
William Malone – Diamond Distributor
Jennie May – Diamond Distributor
Christie Lane – Diamond Distributor

Top Sponsoring Distributors for February



Brandon Ivey
Hilda Torres
Susan Cortes
Darlene Dosch
George Compton
Donna Galbraith
William Waits
Bobbi Linton

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

February 2013: Top 10 Retailers

1. Stacey Pfohl, TX
2. Lynn Siegrist, AB CAN
3. Tj Banks, IL
4. Jerriann Kerr, TX
5. Audrey Jacobs, ME
6. Cheryl Pope, MS
7. Darren Sanford, TN
8. Cyndi Bode, TX
9. Jennifer Mohrhard, MO
10. Bonnie Ramsey, MS

Top 15 Selling Candles in March 2012

1. Sweet Orange & Chili Pepper
2. Easter Hyacinth
3. Chili Vanilli
4. Sex on the Beach
5. Chocolate Cherry Cream
6. French Vanilla
7. Angel Wings
8. Coconut Mango
9. Lilac
10. Hot Apple Pie
11. Slate and Stone
12. French Lavender
13. Creme Brulee
14. Fresh Laundry
15. Citrus & Sage

Next Month's Autoship



Citrus & Sage

Upcoming Autoship Scents

May – Coconuts & Lime

June – Bahama Breeze

July – Ocean Mist

August – Chili Vanilli

September – Grandma's
Kitchen

October – Pumpkin
Cheesecake

November – Candy Cane

December – Hot Apple Pie