

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



March 2016

Volume 16, Issue 3

This Month's Autoship: Angel Wings

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Distributor Spotlight On Calvin and Patti Felix

“Patti and I have been Scent-Sations distributors since 2005. We work various craft and vendor shows during the year, with me being retired, and Patti still working a J O B, I am out there on a daily basis, passing out business cards and samples, sending out COTM notices, to former contacts and current customers, and doing some phone calls.”

Calvin & Patti Felix

Three New Hand Painted Simmer Pots Announced!



Scent-Sations introduced three new hand painted simmer pots this month. The newest addition to our hand painted line are “Furry Friends”, which feature a dog and a cat. A great idea for all of the pet lovers out there. For our gardening buffs, we also introduced “Lady Bug” and “Butterfly.”

“Life's A Beach” is Our Newest Free Spirit Candle!



The Free Spirit line of natural wax/hemp oil candles has had amazing growth since its introduction at 2015 Summer Fling. In fact most of them are now in our top 25 best selling candles! We are introducing several new Free Spirit candles in the Spring Summer 2016 Catalog with “Life's A Beach” being the first. The fresh scent of coconut and pineapple will welcome you to the hazy lazy days of Summer!

Spring/Summer 2016 Catalogs are NOW Available!



The Spring/Summer catalogs are available now. They started pre-ordering in early March and are scheduled to start shipping around the 21st of March.

This is our earliest “Spring Summer” catalog to date. There are 6 new products in the catalog: “Butterfly” and “Lady Bug” hand painted simmer pots and 4 new Free Spirit Candles: “Life's A Beach,” “Dreamweaver,” “Citrus Fusion,” and “Flower Power!” (Dreamweaver, Citrus Fusion and Flower Power will be available in late April or early May!)

“Smile” Simmer Pot Contest Announced



Scent-Sations distributors now have a new goal....put Smiles on as many faces as possible by handing out our Mini Mia Samples, loaner jars, etc. We know that every time someone receives a sample of a Mia Bella candle it puts a smile on their face. The more smiles we get the more exposure we get and that means more sales, more distributors and more growth.

To kick off our Smile Contest we asked our in-house artist to create a one of a kind hand painted Smile Simmer pot. Only ONE pot will be given out each month to the distributor who creates the most smiles. Since there is no “official” way to keep count we are on the

honor system with this contest.. So get out there and put a smile on as many people as possible and we hope to send YOU a Smiley Simmer pot!

Industrial Hemp Act Allows PA Farmers to Grow Hemp!

Note From Charlie Umphred: “Wow, if this all works out we could eventually buy our Free Spirit Candle Hemp Oil right out of our own state! It's about time the USA comes to its senses about this amazing GREEN product!”

HARRISBURG, PA — While sick Pennsylvanians anxiously await the outcome of an expected vote to legalize medical marijuana in the Pennsylvania House, lawmakers in the Senate voted unanimously to approve a bill to create an industrial hemp cultivation pilot program on Wednesday.

Members of the Senate voted 49-0 to approve Senate Bill 50, the Industrial Hemp Act. Over 20 states have adopted similar laws. Hemp products are already legal in the United States, but only if the hemp is imported from the more than 30 countries that legally grow it.

Hemp is a durable natural fiber, a nutritious food product for humans and pets, a superior building material, and has thousands of other known uses. A hemp crop needs half the water alfalfa uses, is a great rotation crop to use after legumes that fix nitrogen in the soil and it can be grown without heavy use of pesticides.

Farmers worldwide grow hemp commercially for fiber, seed, and oil for use in a variety of industrial and consumer products, including food and clothing. The United States is the only developed nation that fails to cultivate industrial hemp as an economic crop on a large scale, according to the Congressional Resource Service.

Mia Bella is Now A “Poster Girl!”



“I went on my first service trip to New Orleans my sophomore year and immediately knew I wanted to come back to be a leader of the trip. The New Orleans service trip was the stepping stone for everything I am involved with at Cabrini. Service has become an important piece of me because I have witnessed the impacts I have made.”

- Mia S '16

A new poster that Cabrini College will be using to promote their charitable programs... and guess who is their “poster girl??” Mia Bella!!!!

“Changing lives in one form or another has been the business that Charlie and I have been involved in for 26 years. Michael and Mia have grown up in this industry and Mia has been involved doing service at Cabrini college. This photo was taken in New Orleans over her

CABRINI MISSION MATTERS

break helping to restore homes lost in the flood's. Thank you Michael and Mia for all you do!"

Robert Scocozzo CEO

Congratulations to This Month's Rank Advancements!

Alison and Jeff Boers – 5K Diamond Distributor

Tracy Russell – Diamond+ Distributor

Personal Volume Club for February

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

\$400 Club

| | | | |
|------------------------|--------------------|-------------------|------------------|
| Stacey Pfohl | Sharon Trachsel | Miranda McKissack | Lorie Womack |
| Rhonda Deville | Earthly Scents | Melissa Blackburn | Rebecca Froelich |
| Elbe & Desiree Ramirez | Jennifer Gittinger | Patrina Thompson | Dawn Rohlik |

\$300 Club

| | | | |
|------------------------|----------------------------|----------------|------------|
| Daystar Boutique, Inc. | Rocky Branch General Store | Carolyn McLain | Biral Shah |
| Heather Culbertson | Justin Locke | Dixie Marelli | |

\$200 Club

| | | | |
|-------------------------------|----------------------------|--------------------|------------------------------------|
| Mary Jo Gibson | Steff Sollinger | Debra Hoffman | Crafts 'n' More Db Country Envy |
| Charlotte Truitt | Troy Sarnoski | Marcy Rachiele | Vicki S Green |
| Judy Nelson | Lisa Alford | Chelsea Windhausen | Susan Cortes |
| Joaquin Rodriguez | H & M Herbs & Gifts | Brett Jones | Flicker Scents |
| Connie L. Barnes Eggleston | Pat Stultz | Angela Springer | Melissa Shepherd |
| Jo Arney-Walters | KRBR Enterprises | Tracey Seymour | Rita Piche |
| Carmen Betz | Herman Cox | Susan Goracy | Kimberly Pagan |
| Heide Dudden | Basilica Of St. Michael | Judy Toporcer | Pat Bergstedt |
| Lucio Silva | Janie Felix | Maggie Giamalvo | Calla Lilies 2 |

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

Sharon Trachsel

Miranda McKenzie

Top Sponsoring Distributors for February



Kristy Butts

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



Alphonso Ruffin
Alison Boers
Bert Booz

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



Cathy Mahady

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

February 2016: Top 10 Retailers

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

1. Stacey Pfohl, TX
2. Vicki Green, WA
3. Troy Sarnoski, TX
4. Jennifer Getzendanner, IN
5. Joanne Pastore, NY
6. Steve Leal, CA
7. Sharon Trachsel, WI
8. Cathy Mahady, MN
9. Lisette Bouchard, ON CAN
10. Cynthia Reese Mccall, FL

February 2016: Top 10 Personal Volume

1. Stacey Pfohl
2. Sharon Trachsel
3. Miranda McKissack
4. Lorie Womack
5. Rhonda Deville
6. Earthly Scents
7. Melissa Blackburn
8. Rebecca Froelich
9. Elbe & Desiree Ramirez
10. Jennifer Gittinger

Top 15 Selling Candles in February 2015

1. Sweet Orange & Chili Pepper
2. Odor No – More
3. Bugs No – More
4. Angel Wings
5. Chili Vanilli
6. Lilac
7. Hot Apple Pie
8. Coconuts & Lime
9. French Vanilla
10. Slate & Stone
11. Sex on the Beach
12. Twilight
13. Stress No – More
14. Creme Brulee
15. Coconut Mango

Next Month's Autoship



Lilac

Upcoming Autoship Scents

| | | |
|-----------------------------------|-----------------------------|----------------------------|
| May – Coconuts & Lime | June – Melon Margarita | July – Bamboo Rain |
| August – Harvest Time | September – Moroccan Nights | October – Spiced Cranberry |
| November – Night Before Christmas | December – Hot Apple Pie | |