

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



May 2013

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This Month's Autoship: Coconuts & Lime

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Las Vegas “Unplugged!” Was a Great Time!



The distributors who came to Las Vegas not only had an incredible training day, but most also had fun in the sun and great night-time activity!

Scent-Sations introduced the new Wildlife Line of Charity candles, two new sculptured candles and the newest addition to the summer Limited line...Tropical Paradise.



Wildlife Charity Candles - (Left to Right) Marine Turtles, Giant Pandas, Tigers, Green Cheeked Parrot & Polar Bears



*Sculptured Signature Candles - (Left to Right)
Beachcomber & Island Getaway*



*Limited Edition - Tropical
Paradise*

“I am so grateful for the Vegas leadership training! All the speakers were empowering and motivating. I met some great people and the owners of the company who all felt more like family than anything.

What I like best about this company is all the support you get and knowing the owner of the company are right there to answer questions and help you to succeed. You not alone with Mia Bella.

I love the fact that all the tools are there for you to be successful, the products are amazing and I'm working for a company with heart.

Shana Houchin – MT

As soon as the company announced the Vegas Leadership Training I KNEW that it was something I and my team needed to attend. Boy am I glad that we did. I had several team members that were able to attend. For many, it was their first experience being at a company convention. The feed- back was outstanding and I am so glad that I got to experience this with them!

I remember the first convention I attended. It was a game changer to meet the owners, team leaders and experience the powerful stories and training! I got inspired, excited and couldn't wait to get back to build my Mia Bella Business. It validated the reason I joined our "family" like business and now after 7 years I love seeing others have that same experience.

The excitement and BUZZ that happened this past weekend was a life changer for many and I am so glad that I committed to going! Things are happening and they are happening BIG with our company and I can't wait to see what the next 10 years brings!

I want to thank all my team members that were able to attend, Bobby and Charlie for spending time personally with our team, the leaders in our company that shared their personal success stories and those new Mia Bella team members that I got to meet for the first time. We are apart of something very special and we need to SHARE that!

Cheryl Hill
Montana Team Leader



What an amazing time we had in Vegas! I learned so much and got to meet some new people. Being in this business has taken me to places I never thought I would go! My husband and I enjoyed exploring the Vegas Strip and being with our Scent-Sations family. I love the feeling of being around like-minded people. It moves me to become better at what I do. It encourages me to continue. It inspires me to move forward. Before Vegas I was in a rut, "life" had gotten me distracted from my goals with Scent-Sations. Committing to attending this event was just the boost I needed. I encourage you to release the regrets of the past and focus on what you can do TODAY to get to your goals. If you haven't yet..book your tickets to FLING! Hope to see you all there<3

Ashley Davis

Free To Relax Team Is On Fire!

Last month we wrote about how excited our team was to be back with Scent-Sations... our "old/new home!" Our team, the "Free to Relax Team" had 27 new Autoship Distributors start their Scent-Sations' business. We had 13 sign-up as Associates to get product for their own use at a discount. That's a total of 40 new on the team!

Congratulations to the following who sponsored Autoship Distributors:

Kathy Schneider had 7
Tracey Gilmore had 4
Cathy Mahady had 3
Jordan Ramirez had 3
Allison Boers had 2
Sharon Williams had 2

And Carol Boor, Tamika Robinson, Val Ward, Shira Colish, Jen Burnham, Marcia Morton and Regina Ackley each sponsored one new Autoship Distributor.

Kathy Schneider

Dare to Dream, Summer Fling 2013



I must say for us Fling is a time to reflect, renew and rejuvenate. If your business is not moving forward, you must attend Fling. If your business is moving, but you need some new motivation or insight, you must attend Fling.

This year will mark our 6th journey to Pennsylvania. We are always excited to reconnect with those we have come to know in business, but we are most excited to see those that have become terrific friends.

This is a three day event that you DO NOT want to miss. I have been to other "Conferences" where you are lead around like sheep and have no time to talk to leaders or even ask questions during the seminar. Fling is a totally different experience.

So, in essence... Get registered, get rooms booked, GET TO FLING.

Jennie and Gerald Horn

Now I Know Why Events Are Important!

I'm Lyndean Dugas a single mom, diamond plus distributor from Calgary. I can't always afford to go to the "big" company events, but I also know that I CAN NOT afford to miss them. Every time I've been to an event I've taken away at least one valuable piece of information that has been a business changer for me.

Our last Canada event, Ignite Your Dream, did just that for me. One of the biggest things I've taken away from that event was the Four Rules of Inviting presented by our Ashley Davis. For so long I've had the attitude of I work from home what does it matter how I look? It does matter!!!! I'd always look my best when going out and my "life-styling" has always been a successful part of my business. However, working the phones from home I never thought to look my best, I'm at home, who can see me, right? They can "see" you!! How you feel comes through on the phone.

I decided to try something different after reviewing my notes from the event, because things were not going as good as I'd of liked them to. I have been getting up and getting myself ready for work each day before getting my boys off to school. I decided to try the "punching in" approach just like if I left the house to go to a "real" job, after all this is a REAL business. The change in mindset has made a drastic change into my business. Aside from looking and feeling the part, the professional wording that Ashley Davis and Tamara Keller have been guiding us through has opened up a whole new world of business for me. I am experiencing huge success with my phone calls and am on my way to the top in this company, and changing the lives of my children for the better. So, get to every event you can, no matter how big or small that event may be. See you at FLING!!!

Lyndean Dugas

Get Into Action

Consumer Distributor: This person is enrolled simply because they want to purchase our products at the best price. They are either on auto ship or associate. Typically this person will enroll a few friends or family members or might meet someone on the social network and enroll them in their program. They typically are not going to train or work with a new distributor because they have no strategy.

This is the first position I took in my first mlm program in 1986. I stayed at the level for almost 2 years before making the transition to active team builder.

Consumer/Retailer: This person is enrolled to make extra income and to save money on their own purchases. Typically they will do home parties, sell to friends and family, do vendor events and sell at their place of work. Over time they will enroll some people but again will not put a focus on duplicating a strategy to build a team.

Consumer/Retailer/Fundraiser: This person will usually get into the program with the idea that they can start a fundraising business.

Most find out that in order to develop a fundraising business they need to connect with hundreds or thousands of organizations. In other words... fundraising businesses are as much work (or more) than team building. I typically try to get this information into the conversation as quickly as possible in order for this person to understand that operating a "candles only" fundraiser is a lot of work and I can help them build a team if they want to go in that direction.

Consumer/Retailer/Team Builder: This person is looking to build residual income from \$200 per month to \$500,000 per month (The average income for the top producers in MLM is \$500K per month.) This person will look to an upline leadership team to design and develop a strategy that all of the team members can use to create synergy and build a long term residual income.

Most MLM companies consist of a ratio of 80% of the first 3 kinds of distributors and 20% of Team Builders. That is why when you look at any MLM income chart you will find that only 20% are making residual income. The non mlm community likes to point to that figure to show how much of a failure MLM is to the average person. But that is a mistake where the non mlm community actually believes that everyone who enters into MLM went to an opportunity meeting, bought thousands of dollars worth of products and sales aids, went to the friends and family and busted out of the industry... a total failure.

Everyone reading this knows how un-true that statement is. We who are inside of MLM understand that 80% of the people we enroll are never going to try to build a residual income.

It is the 20% whom I always focus my attention on because they represent the hope of my residual income check. In order for ME to enjoy residual income I need to be doing a series of certain steps:

1. Use all company products
2. Attend all company events (Get to Fling this summer!)
3. Find and service a few retail customers
4. Talk to at least 2 people each day (5 days a week) for as long as I am involved in the program.
5. NEVER Quit!

These are the simple, effective strategies for creating the possibility of residual income. Your team will do what you do as long as you are doing it. You can take extended vacations, etc. But if you are enrolled in an MLM business and build then walk away you better have built a team of front line leaders that have a team of front line leaders at least 3 levels deep.

Building a long term residual income is work. But it pays incredible benefits.

I will let you inside a typical day of an MLM professional (Bob and I were MLM professionals for almost 2 decades.) This person works from home. Has a set schedule of "doing whatever he/she wants to do whenever he/she wants to do it! (I will use she from this point on as 80% of MLM distributors are female) She understands that to live this lifestyle she needs to be active in the busines in the following ways.

1. She does at least one active live meeting with her downline each month (in the building stage this person usually has an active meeting going in in her home town 4 times per month.)
2. She does three way calls with her team and her leaders
3. She is talking to 3-5 leads at least 4 days per week. She is always actively recruiting new blood as she knows that there is attrition in her business and as a leader she must stay active in order for her team to do the same.

The longer she is in this position the more places she has traveled, the more money she has made and the free-er her life. She also understands that walk away income in MLM means that she has control over her income. She is not permanently retired from doing anything. Those who think that way usually find out very quickly that this kind of attitude

creates more attrition and a shrinking check.

Becoming a residual income earner is hard work at first, but the benefits far outweigh going to the 9-5 job for the next 20 years!!!

Jenna's Memorial Candles are Beautiful

I wanted to take a moment to "Thank You" for my Personalized Mia Bella Memorial candles. I received them today. When I opened the box I cried. They are so beautiful.

We lost our little Jenna (Bianco) almost two years ago to a terrible car accident on Route 80. All three children were killed.

Jenna was so filled with life and was a beautiful young girl. Her favorite Mia Bella scent was Sangria. There is still one sitting unopened in her former room. Every year on Mothers Day I get her mom (my cousin) something special. This year, with Scent-Sations' help I had six candles made with Jenna's picture. They are absolutely beautiful and I can't wait till my cousin sees her daughter on those beautiful candles.

No one can ever replace Jenna and the whole family pitches in whenever they can to help her through this. Jenna's Mom has a favorite scent also. It is lilac. How fitting that Lilac is the scent in Jenna's Memorial Candle!

Lynn Marie Bianco (Schuller)

Customer Testimonial about "Odor No More"



"I Purchased the odor no more on Friday evening from and LOVE it!!! Most other odor killing candles have little or an unpleasant scent this is Heaven! Will purchase it again...thank you so much for saving my sanity!"

Jennie and Gerald Horn

Wildlife Collection A Hit At Festival



I had a booth at the annual Wilkes Barre Cherry Blossom Festival and the Wildlife Collection was a hit! The Sculptured Signature Series were big hits What a wonderful day as I paid for my stand and was in profit from day one! I handed out lots of catalogs and already have orders to deliver next week!

Andrea Dobrowolski, PA

“Lifestyling”....Feel The Fear and Do It!

I was recently shopping (fun!) and lifestyling (scary!). Lifestyling is WAY outside of my comfort zone. But I have my eye on my goals, and so while I was out "doing what I needed to do", I decided I will share my business. And I proceeded to break a sweat while buying flip flops for my almost 5 year-old. But I read somewhere that in order to succeed, you must decide to be "brave in 30 second spurts". So I put on my game face, and utilized the tools we all have at our disposal (that being business cards, and our mouths).

The first encounter went very well, resulting in the clerk agreeing to watch the business video and I scheduled my call-back. 30-second bravery pay off! But then I was frustrated with some of the shopping experiences, and an almost 5 year old that was getting tired and irritable. So the next place I purchased I went back to my comfort zone of "Oh thank you for your kind service. Here's a scent sample to show my appreciation." <Big Smiles> Guess what - her sister loves candles, too! "Oh, here, let me give you another sample for your

sister!". Then I remembered what has been said and shared and told to me so many times at so many events... (hint: this is why you must attend every event!) "Oh by the way, I'm looking for some local leaders who would be open to earning additional income. Be sure to let your sister know." Her response brought me right back around to my goals "Hey, maybe that'd be ME!" Follow-up appointment scheduled.

Thank you, universe, for reminding me to focus on my goals!

Even when the days are nearing their end, when the no's have been non-stop, when life tosses curve balls, and we get distracted; take the time to focus on your goals. When you do that -- everything conspires to bring those goals to you! When you invest in your goals every day (visualizing, writing your goals, speaking your goals aloud), you will cross paths with the people you need to in order to move closer to your goals. Open yourself up, and trust in the process. You don't need to know HOW, you just need to know WHAT... it really is amazing.

Let's DO this!

Tamara Keller, Calgary, AB

I Am Proud To Promote Bella Balm

Bella Balm is definitely a product that I am proud to promote and sell. Within the first minute they put it on their hands they are sold and that's because they can FEEL the difference! Here is what I say and do... (the conversation goes almost word for word every time)

I have a sample tube ready to go and simply ask 'would you like to try some hand lotion'? Almost everyone will try it.

As I put it on their hands, I then tell them 'it only takes a pea size amount' (like it says on the tube).

Usually, the first thing they will do is try to smell it and I tell them 'its not about the smell, its about the healing', 'it will heal the cracks around your fingernails and you can also use it on your feet' and I point out that it reads 'hand and foot lotion' on the tube.

After a short pause I will then say 'after about a minute, your hands will feel almost silky' pause 'and that feeling will stay with you even after washing your hands'.

Another short pause and say 'doesn't that feel nice?'

I purposely do not have the price on the tubes sitting there so they are prompted to ask 'how much is it?' to which I respond 'its 13.95 but remember that I only gave you that very small amount and a little bit goes a long way so that tube will last a long time' Cha Ching!

SOLD!

Judging by their reaction if they are too shy to ask the price I will then tell them before I lose them and follow up with the same rhetoric.

I have used this method too many times to count and can tell you IT WORKS!

Now being The Candle King, my number one focus is always those awesome candles that I enjoy selling so much but some people just are not interested in candles and that's when I move into action on our other products like Bella Bars and the Amazing Bella Balm!

Ron King

I Love, Love, Love Scent-Sations!

I am still going strong to build my business! I am in it to win it :) I love love love being part of this company... and in my short 2 years, the changes, improvements, what-have-you have just been amazing. Scent-Sations is all about giving and providing the tools for all of us to share the gifts. Here is the exact quote that I shared with my team today... "This month hit a turning point with Scent-Sations as far as I'm concerned, when they introduced the customizable auto-ship!! How many of you took advantage of ordering what scents you wanted? I did - got a "Bug-No-More" and an "Odor-No_More" :) And the option to save your points is incredible!

Adding to your downline, building a team, and earning a commission check just got a whole lot easier... our customers are going to LOVE the new autoship options because now they can get these awesome products for the same cost that we do! The website that we get is just an added bonus!"

I think the new autoship program is a wonderful thing, and we are all very grateful for this new opportunity.

I am very excited about all the wonderful new products being introduced!! I just received my Bug-No-More and Odor-No_More candles last week and they smell great!! The "Melon Margarita" is my new favorite summer scent (unless Carmen comes out with my suggestion from Fling last year... Pineapple Cilantro... hint hint)

I look forward to seeing you all at FLING 2013!!

Kim Day

Retail Sales Are Easy With Mia Bella's

I am a from Team Awesome in Calgary. I joined last October and love the retail selling and am happy with my success to date. I joined for the love of candles. I still work full time at a career I have been doing for the past 36 years. My goal is to work and grow my Mia Bella sensations business for my retirement years.

The retail sales are easy they smell them they buy them. Mia Bella is truly the best product out there. Keep the action emails coming as they are a motivational tool I look forward to!

Thanks for all the innovation and support this company provides on a daily basis.

Lynn Siegrist, Canada

Point to the Tools!

"I read a great "action email" from VP Charlie Umphred... and wow, it made so much sense... when prospecting new distributors... simply use the tools that are always there!"

- 1) When prospect is open to taking a look, let the tool do the talking - video, CD, etc
- 2) When they want more, let the tool do the talking - opportunity call
- 3) When they have more questions, let the tool do the talking - Upline or Owners (how great that we have that as an option!)

Deena Cannistraci

All it Takes Is One Hour!

I joined Scent-sations back in October of 2005. I was wanting to make a few dollars selling something fun, and had been thinking about making my own candles. I joined with "smell unseen" meaning I had not received a sample or had never smelled the product. I was impressed by the openness of the website, where I could see the retail prices without having "become a customer" first and I could SEE about the company.

I had my Scent-sations business for "fun money". I had fun with the product and company and just absolutely fell in LOVE with the Candles. As a self-professed "candle-holic" and stubborn Texan I hands down would declare to anyone that Mia Bella Candles were/are THE BEST candle in the world. Of course, one hour of burning proves it!

Kim Steadman

Congratulations to this Month's Rank Advancements

Teresa Wagner – Diamond Distributor
Ida Andrews – Diamond Distributor
Shannon Caldwell – Diamond Distributor
Francis Richardson – Diamond Distributor
Anna Pratt – Diamond Distributor

Top Sponsoring Distributors for April



Kathy Schneider

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



Tracey Gilmore
Jordan Ramirez

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



Cathy Mahady
Alison Boers
Jon Lessor
Cheryl Pope
Cheryl Hill
Sharon Williams

A Bronze Circle signifies that a distributor

has recruited at least 2 autoship members in the previous month.

April 2013: Top 10 Retailers

1. Stacey Pfohl, TX
2. Cheryl Pope, MS
3. Molly Cortinez, TX
4. Lynn Siegrist, AB CAN
5. Toni Booth, VA
6. Janet Seego, IL
7. Susan Cortes, PA
8. Richard Sonnenschein, OR
9. Kathi King, MN
10. Lynn Kocik, IL

Top 15 Selling Candles in May 2012

1. Sweet Orange & Chili Pepper
2. Chili Vanilli
3. 19th Hole
4. Angel Wings
5. Sex on the Beach
6. Coconuts & Lime
7. French Vanilla
8. Coconut Mango
9. Creme Brulee
10. Twilight
11. Sandalwood & Vanilla
12. Slate and Stone
13. Hot Apple Pie
14. Mint Julep
15. Candy Apple

Next Month's Autoship



Ocean Mist

Upcoming Autoship Scents

July - Chili Vanilli

August - Cinnamon Raisin
Bun

September – Grandma's
Kitchen

October - Pumpkin
Cheesecake

November - Candy Cane

December - Hot Apple Pie

