

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



November 2016

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This Month's Autoship: Spiced Cranberry

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“Pillow Talk” Is Top Selling Coffee Table Candle!



The new Coffee Table candles are BIG Sellers and the #1 seller in this new division is “Pillow Talk!” “Pillow Talk” is the first dual scented candle in the line but there will be more in the future! The top is scented with African vanilla which eventually burns down into a combination of romantic perfumes from the far east. They "co-mingle" to create a "night to remember."

Mia Bella's Gift Baskets In Time for The Holidays!



Give the gift of Mia Bella's for the holidays or any special occasion! We now have available (2) beautiful gift baskets that include your choice of fragrances in either (2) 9oz jar candles or (2) 16oz jar candles plus a mouth-watering Bella Bun. Place your order online and have your gift basket shipped anywhere for one low price. (Only \$5.95 to the lower 48 United States, \$13.95 to Canada, or \$15.95 to Alaska, Hawaii, Puerto Rico, Guam or the US Virgin Islands).

Mia Bella's Gourmet Products are the perfect gift for that special person or client. You

can add your own personalized message and we will include a hand-written personalized note from you with your gift basket!

Place your order early to ensure timely delivery.

The Gift Basket Message will be included as a card attached to the basket. We suggest you sign your name to it particularly if you plan to ship it directly to the recipient or they may not know who it is from.

Dunkin My Cinnamon Bun!!!



Jason Waits posted this great photo on social media and a lot of us were fooled thinking it was dunked in actual coffee... here are some great responses from the field!

“I thought you dropped it in your cup of coffee!”

Sue Graves

“I need to try that! Have several buns here!”

Alison Boers

“When I burn one at a show I save a burned one (in its little container that caught all of the wax) to show customers how it burns down and I tell them to take the part that's left and break it up to use in whatever kind of meter they have and that it seems to smell even better.”

Deb Mayberry

“I have the remainders of what I burned at my show this weekend and wondered what to do with it now - GREAT idea - thanks man!”

Nancie Warga

Fall Winter is Gift Basket Season!



The Fall/Winter Holiday season brings out the creativity in many distributors as they fulfill "Gift Basket" orders for friends, family, groups etc.

The photos above are two amazing gift baskets designed by Alison Boers.

Mia Bella's Fundraiser for 20 Month Old's Surgery



"This label was created to help a little girl who is 20 months old and had brain surgery last week. Sales will help defray medical expenses. Mike Scocozzo did a wonderful job helping us get this label made!"

Denis Corruzi

Clean Burning Candles... Just In Time!



I had a baby shower to go to today and I was asked to make a basket of Mia Bella's. The girl that won it was so excited because she had just had her filters from her air conditioning done, and they said to her on you must burn candles because they were all full of soot. I explained that she would not have that with Mia Bella because we are practically soot free!

Donna Klatch Kresge

Our Wonderful Scents Never Cease to Amaze Me!!!

My son Matthew is autistic and has been undergoing testing for his new IEP for school. Well, last Monday night we had a home visit with one of the lady's doing his testing. She walked in to "Harvest Time" & "Grandma's Kitchen" going in the simmer pots and my signature "Pumpkin Spice" burning on the table.

During the testing she started asking me questions about the candles. She didn't realize I was a distributor for Scent-Sations... she thought I made my own candles. Next, I led her out to my candle display and she was sniffing all the different scents. When all of a sudden she said she had to have the "Home for Christmas" 16oz jar. She also loved the Free Spirit "Coffee Time" but the cinnamon won out this round.

She told me that she makes her own soy candles and that she loves the way the scent is so strong with ours. And the fact that they are clean burning. So it looks like I might have a returning customer, all because when she entered my home, I was a product of my product, and she got to experience them first hand!! I love my Mia Bella Candle Business!!

Kirsty Butts

My Customer Was Amazed: No Soot!

I recently became a distributor and had 7 orders within a week!! One of my customers loves the Free Spirit candle “Flower Power” and can't get over how nice and evenly it burns. She was amazed that there was said no soot around the top of the jar, and now she is ordering more candles!!! Turns out she's placing a 2nd order!

Melissa Snyder

Festival Story (Maria Carter)



Back in May, our sponsor, Cynthia Suchowacki posted an event that she found out about on her Facebook group. She asked if any of her NJ distributors would be interested in participating.

Mary Leedy responded first. The event was about an hour's drive for Mary, but she said she'd be willing to do the event with a “Bella Buddy”. The location was about a 30-minute drive for me. It was a win-win-win-win-win situation. The event was an Oktoberfest – so I got my sausages, my pretzel, listened to German music, made some money, and made a new friend!

It was nice to do an event with a fellow distributor. We split the cost of the space. It's nice to have the support and friendship of someone who knows the business. Mary and I had different inventory – so we had a nice variety of items for potential customers to view and smell.

Mary's idea was to give away a votive (in a holder) for anyone who would give us their contact info. She had a nice variety of scents for visitors to our booth to choose from and she had her contact info on the votive holder. People were thrilled to have something to take away with them. I gave away Mia Melts attached to my business card.

At the end of the day, we split the contacts we had collected and have contacted those visitors. We each gave away a 9 oz candle of the person's choice.

Mary's daughter was with her – it was nice to meet Brianna. My husband, Mike, came for lunch, stayed for a while at our booth and sold some Free Spirit candles!

We talked to lots of people, got our contact information and product into the hands of many visitors. It started raining in the afternoon but that didn't dampen our spirits! I would definitely do another vendor event with Mary. And if you have the chance to partner up with another distributor, I would recommend it to have the support and be able to learn new ways of approaching potential customers.

Odor No More Coffee Candle My Best Seller!



I don't think I have ever had as successful selling of newly released products, as I have had with the coffee table Odor No More. Lots of customers jumpin' on board for this one.

Cathy Mahady

I Gifted this Personalized Candle to a Friend!



I found out that one of the girls that works in the therapy room, at my chiropractor's office, and I have the same birthday. This is a candle I had made up for her, for a birthday present. I think the label turned out great and she loved it!

Maggie Giamalvo

Two Candles/Two Simmer Pots Sold Today!

I stopped at the restaurant where I have a candle display for sales. I needed to restock them and while doing so someone in the restaurant asked me if I had a pumpkin spice candle and I did....right in my car! Later that day I ran into a customer who wanted another candle and two more simmer pots!

Donna Klatch Kresge

What is Nexus and How Does It Affect Sales Taxes?

Q: How do you best describe to an online customer why they are being charges sales tax?

“Nexus” is created if your company maintains a temporary or permanent presence of people (employees, service people or independent sales/service agents) or property (inventory, offices, warehouses). The temporary presence is created through traveling

people visiting states to call on customers or prospects, trade show attendance, or consigned inventory in warehouses.

I placed the "nexus" definition here so that the field can understand the position a network marketing company finds itself in vs a traditional business. All states consider a network marketing company to have nexus in all 50 states. The reason is because we are considered to have independent "representatives" in those states. (because of a fluctuating sales force there can be a rep in each state on one day and a few states missing a rep the next month and visa versa, so each state takes the position that there is a rep there at all times.) Wherever we sell or ship the state wants its sales tax, due to the nexus law. There is no getting around it. Should a network marketing company ignore it and get audited by a state (and we get audited often) the network marketing company will be fined and the state will want its back taxes paid....or it could lead to lawsuits. When you look at a traditional business with one location that sells across state lines...lets use a screwdriver as an example. You go online and order that screwdriver from a location in Pa and you live in NJ...the business does not have nexus in NJ so could conceivably sell you that product and not charge you sales taxes. Network marketing companies do not have that kind business model to work from.

Great Testimonial From Skipton Candle Shop!



This works on Sid The Olde English Bulldogge. Neutralises pet odor. Love Sid!, but love Odor No More just as much.

Personal Volume Club for October

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

\$400 Club			
Sharon Trachsel	Heather Findlay	Stacey Pfohl	Arlene Cleveland
Christine Kachmar	Jennifer Callahan	Ashley Van Winkle	Blake And Karen Radetsky
Karen Deuschle	Shawnda Lowery	Rebecca Froelich	Flicker Scents
Teressa Yung	Patti Jackloski	Jessica Miller	Lourdes Garcia
Kathie Miles	Mildred Holland	Debora Pado	Lisa Ginter
Denis Coruzzi	Jessica Hoover	Pamela Kehres	

\$300 Club			
Susan Tonniges	Scott Kresge	Salon Expressions LLC	Penne Hanus
Leslie Bibb	Stephanie Irish	Kristi Rizo	Amanda Santos
Kathleen Saccone	Cathy Mahady	Kimberly Hershey	Heather Culbertson
Pat Stultz	Margie Mathisen	Yvette Thomas	Mary Descoteaux

\$200 Club

Charley Boudreau	Joaquin Rodriguez	Elizabeth Walliser	Shawne Widener
Edward and Melissa	Maria Carter	Curtissa Purdie	Judy Habbart
Christine Murphy	Bert Booz	Melissa Johnson	Rayetta Reese
Pamela Hudson	Russ And Kelly Garrett	Marcy Rachiele	Renee Draper
Martha Walters	Susan Cortes	Lisa Davidson	Carissa Gallaher
Karen Bianchi	Donna's Scents & Style	Kelly Flanagan	Lori Baker
Cecilia Ayala	Stephanie Labbate	Deborah Ruhlman	Corinne Hartmann
Jessica Knowles	Layne Townsend	Janice Adams	

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 2016.

Stacey Pfohl

Sharon Trachsel

Scott Kresge

Jennifer Callahan

Heather Findlay

Top Sponsoring Distributors for October



Alison Boers

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



Aida Guerra
Sharon Williams

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

October 2016: Top 10 Retailers

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

1. Stacey Pfohl, TX
2. Cathy Mahady, MN
3. Martha Walters, FL
4. Veronica Walter, PA
5. Joanne Pastore, NY
6. Corinne Hartmann, ND
7. Kathleen Callahan-Adams, CA
8. Heather Findlay, CA
9. Vicki Green, WA
10. Teresa Dobesh, KS

October 2016: Top 10 Personal Volume

1. Sharon Trachsel
2. Heather Findlay
3. Stacey Pfohl
4. Arlene Cleveland
5. Christine Kachmar
6. Jennifer Callahan
7. Ashley Van Winkle
8. Blake And Karen Radetsky
9. Karen Deuschle
10. Shawnda Lowery

Top 15 Selling Candles in December 2015

1. Sweet Orange & Chili Pepper
2. Christmas Pine
3. Home For Christmas
4. Hot Apple Pie
5. Angel Wings
6. Snow Place Like Home
7. Apple Cinnamon
8. Odor No-More
9. Victorian Christmas
10. French Vanilla
11. Chili Vanilli
12. Night Before Christmas
13. Holiday Memories
14. Slate & Stone
15. Snowberry Pine

Next Month's Autoship



Hot Apple Pie