

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



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This Month's Autoship: Cinnamon Raisin Bun

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2016 Auto-Ship Features Something NEW!



We watch “trends” here at Scent-Sations and have noted that over the past decade the votive candle is a shrinking market while the melt (or also referred to as tart) market is growing very fast!

In order to “keep up with the times” we put together something new for your January Auto Ship and it includes four bags of Mia Melts (12 per bag) and a Simmer pot. The autoship value of the melts are equal to the auto ship value of all other kits so you will basically get your Simmer Pot for FREE!!!

This first shipment will include a static choice on scents, meaning we have chosen the four top sellers that will go in all kits. If the field embraces this (and we are pretty sure you will!) we will include this option going forward in February as one of the kits you can pick in place of the jar auto ship and you will be able to pick your four bags of melts. And remember, each time you pick this kit you are getting a FREE Simmer pot!!!!

January – Hunter Green Simmer Pot and (1) bag each of Fresh Laundry, French Vanilla, Herbal Spa and Sweet Orange & Chili Pepper melts.

The list for 2016 follows: Feb (Twilight); March (Angel Wings); April (Lilac); May (Coconuts and Lime); June (Melon Margarita); July (Bamboo Rain); August (Harvest Time); September (Moroccan Nights); October (Spiced Cranberry); November (Night Before Christmas); December (Hot Apple Pie).

Bella Decor Getting Great Reviews!



I bought both sizes and have them displayed on my dining table. They look and smell great!

Joni Simpson

“Love, Love, Love these! Sharp looking and they smell unbelievable!”

Bernadette Lewis

Fall Is My Favorite “Bella Time!”

I have been an auto ship distributor for several years. I am not a business builder and could call myself a Mia Bella Customer for Life because I will never buy any other scented product other than Mia Bella's for the rest of my life!

I love Summer time for the warm weather and sunshine, but I am a candle lover and there

is no better time to get excited “again” than the Fall when you are living indoors more often and that wonderful warming flame is in your kitchen or any other room you like to burn it in. I absolutely love the Fall Scents the best. In my kitchen you can smell Hot Apple Pie, Grandma's Kitchen, Gingerbread, Pumpkin Spice and Cheesecake and many others that just give your home that wonderful Fall Essence!

I have been burning what I consider to be the best candles in the world for many years and when I found out about Mia Bella's from a friend who is also an auto ship customer I had to get some and try them. I was hooked after just one day. The scents are far, far better than anything else on the market!

Julie Crosswile

The Right Training Is Key!

To paraphrase a Network Marketing Pro:

As a Network Marketer do you know the difference between Training and Education?

All of us get a LOT of education, but we don't get enough training. We need interactive training where our new distributors are practicing their skills with each other. This can happen with leaders helping leaders practice 3-way calls, how to meet people one-on-one, and how to achieve success with the skill-sets that win. You can't do this reading a book or listening to a CD. You must put it into practice to be good at it.

Charlie Umphred VP Scent-Sations Inc

Follow Up... Follow Up... Follow Up!

I recently sponsored a distributor with the Sample Pack... from the Jan 2014 co-op. My point is, follow-up, follow-up, follow-up! Continue to fill your funnel each day and stay in touch with those who show interest.

This gal told me multiple times... I'm interested but not now, so I'd add her to my calendar and continued to follow-up ever so often.

Kathy Schneider

Take The Time To Listen!

A lady contacted us about doing a fundraiser so we had a nice conversation and we sent some info and a candle to try out since she had never seen our product before. Today we did a follow up call she absolutely loves that candle and would like to purchase some more products. The fundraiser is on hold for right now until they get a couple more completed.

I'm pretty excited since we had a great talk, we started to build a relationship. Now after just a little bit of info being sent and taking the time to build a relationship we have turned a potential fundraiser into a potential team builder.

When people take the time to speak with you, take the time to listen to what they have to say. Most people will tell you what they want, why they want and what they are willing to do to get it. This will help you to help them be successful!

Rick McKenzie

Personalized Labels A Hit!

The Personalized Labels are becoming a HIT around here - get out there with these AMAZING brochures and start talking to businesses. I just had one Real Estate gal do a label and having a flower shop signing up to do their label - ALL I did was hand them a brochure - they LOVED this idea especially with the holidays coming around!

Cheryl Hill

"No-Show" For Business Opportunity Becomes Customer!

"I just made a sale to a lady that could not come to my business launch last week! The order total came to \$272.25 (taxes included.)

Johanne Silas Simmons

Facebook: Keeping it Non Sales-Like!

I just had an \$80 order from a Facebook friend and another one asking questions about product to place her order. All I've been doing is posting a product post 1 - 2 times a week and trying to keep it NOT real sales-like but more 'pretty' showing photos of products actually being USED in our home!

Kathy Brake Schneider

Odor No More... It Works!!!

“I really like Odor No more especially with two dogs and a male cat (not fixed) that just started spraying in our house. Can't stand cat smells! The Odor No More melts really help once I have cleaned that area.”

Alison Boers

“Odor No More is my best-selling candle. It works wonderful with cigarette smoke and all other odors too!”

Jerri McCall Alexander

“I used one of my odor no more Mia melts inside my garbage can....the scent is incredible and when I open the can I don't have to gag anymore!”.

Sue Kosen

Re-Purpose Your Candle Labels!

“I just discovered - after we burn our jar candles; our labels peel off in 1 piece and are still sticky. So for a quick sign, they could be re-purposed sticking to a sign, outside of envelope, mailing out a package etc - just need to add a website or phone number under the sticker !”

Sue Graves

Plastic Containers Make Great Air Fresheners!!



My husband bought some little tupperware containers that are the perfect size for a melt. He can put the lid on or take it off depending on how strong he wants the scent in his truck. They look similar to these but may have been on clearance because he only paid \$1 each.

Christina Mayo Henarie

Indirect or Direct Referral Methods

These approaches could be used for someone that you know professionally, may be more of an acquaintance, or someone that you admire.

Indirect Approach: "Hello, April. It's Jacque. I'm calling you for a reason today. Do you have a few minutes? I wanted to start first by telling you that I admire you (pay a genuine compliment). I know you've built an incredible network in Atlanta. Im not sure if I've mentioned this to you, but I'm building my business there and I immediately thought of you because I know who well networked and respected you are there. I'm hoping I can share more about what we're doing and who we're looking to partner with as we expand there, as well as see if this is a good fit for anyone in the area that you may know. I'd love to pick your brains and get some ideas of how to expand my business there. Do you have just a few minutes so that I could share more?"

Direct Approach: "Hey Nicole, it's Jacque! I'm so excited to share something with you! Do you have just a minute? Great! I've been dying to tell you about my business that is expanding in your area! You're one of the first people I am sharing this with. Do you have just a few minutes that I can share some information with you?" This would be the time that you could share YOUR story.

If they are still interested, you can direct them to freetorelaxmovie.com and have them watch the videos. Then you can connect to an Upline Leader for a three way call and to answer their questions smile emoticon.
Simple, right?

Jacquelyn Snell

Bella Bars Are the Best!



Left- Is an unused Bella Bar, right out of the package. (Bamboo & Water mint)! On the right is a Bella Bar that my family of 4 is using and is still using for hand soap for 2 weeks.

As you can tell with most traditional bar soap, it leaves a slimy film on it. Not these bars. (Sweet Orange & Chili Pepper)

Michelle Kading-DeMars

Tips On Setting Up Table Displays for Events!



As we approach the holiday there will be many opportunities to showcase our Mia Bella Candles through vendor events. I would like to share a couple of tips that I have learned over the years to help your display draw customers into your booth.

Make sure that your table cloths are neat and to the floor this gives the table a sharp, clean look and you don't see anything stored under the table.

Make sure that you have displays for your table that will help elevate your products. Be proud of what you have to offer your potential customers. When products are just placed on the table without any elevation it can be hard for a customer to see all your great products and many times looks like a huge mess.

Arrange your candles in the color of the rainbow. Color symmetry is proven to draw attention making your display pleasant, clean and drawing to the eye.

Please DON'T sit or eat at your booth. That is a big drawback and you could be losing many potential customers. Would you go into the booth if the vendor was eating or sitting not paying attention to customers' needs or wants?

Finally after setting up your booth step back and look at your display. Would it draw your attention? If not you might want to make some adjustments. You might consider using some decorations that coordinate with the event or holiday theme.

Here are the pictures of the last event I did at a local county fair. Good Luck and I hope you find this information to help you with future events for the holidays.

Free Spirit Candles are Amazing!



I just wanted to let everyone know. I have been burning the new candles with the hemp oil. The Free Spirit candles. All I can say they are amazing. That is why I love Mia Bella's!!!

Tammy Musselman

What is Your Scent-Sations Why???

Freedom to travel and live my life by design to NOT be held down by a job and financial obligations.

Molly B. Calvert

My WHY is to pay these hefty college bills and not worry so much about them

Alison Boers

My why is college bills for 2 kids and a wedding in 2 years

Donna Salzbach Speidel

My why is to raise my 2 great grand daughters and great nephew and not worry.

Brenda Acosta

Superior Products and outstanding company ethics! Why me? Why not... I believe wholeheartedly that Mia Bella's are the healthiest and best performing products on the market for the price! Why now, at this stage in my life I am ready to work smart, not hard!

Nicole Mayorga

Local Letter Carriers Sport Bella Berets!



Northeastern Pa. Letter Carriers Branch 115 took part in an annual charity Golf tournament and Scent-Sations was there in spirit and "golf-wear!"

Scent-Sations, Inc. donated black Mia Bella's berets for each of the letter carriers to wear on the links and a gift basket for the raffle.

Personal Volume Club for September

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

\$400 Club

Sharon Trachsel	William Mitchell	Stacey Pfohl	William Waits
Susan Cortes	Troy Sarnoski	Rita Piche	Deborah Whittington
Nicole Youmans	Kelly Flanagan	Rebecca Froelich	Jody's Wicks
Heather Culbertson	Hair Studio 35	Rachel Tonkin	Blake And Karen Radetsky
Mildred Holland	Pat Stultz	Dale Schock - Alphazelle	Shawn Herold
Jane Bowker	Flicker Scents	Michelle DeMars	Mary Ann Campbell
The Light	Cynthia Ridenhour	Lourdes Garcia	September Evans
Randall Henarie	Deb Mayberry	Layne Townsend	Anita Casner

\$300 Club

The Muffler Shoppe	Pamela Aikens	Carolyn McLain	Cynthia Price
Johanne Simmons	Debra Dasher	Donna Salzbach	Brian Goodall
Vicki Weitzenkamp	Clayton Schneider	Scents And Beyond	Deborah Ruhlman
Terri Mease	John Oman	Gary DeWees	Herman Cox

\$200 Club

Dwight Klinker	Laurie Brawn	Judy Toporcer	Toni Ann Macedo
Bruce Sanders	Penne Hanus	Jeri Ann Eakin	Corinne Demoss
Mike Franklin	Debora Pado	Jani Larsen	Shelley Goes
Lynn Siegrist	Stacy French	Brenda & Jeff Farmer	Michele Brocious
Beth Israels	Melissa Teaney	Lacey Savage	Fatoumata Bah
Jordan And Robert Ramirez	Darlene Perez	Scott Kresge	Sonja Madsen
Madeline Pagan	H & M Herbs & Gifts	Denise Wright	Cheryl Hill
Rosemarie Hopkins	Margaret Harned	Debra Gilbert	Christine Murphy
Jane Brown	Dawn Chaffin	Jackie Tankersley	Candace Norton
Debra Bennett	Jessica Garcia	Mardella Axe	Agustina Edwards
Linda Shelby	Jessica Hoover	Alecia London	Basilica Of St. Michael
	Jessie Rudick	A Haus Of Realty	

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

Top Sponsoring Distributors for September



Tracey Gilmore
Sharon Williams
Alison Boers
Clayton Schneider

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



Christina Henarie
Stacey Pfohl
Johanne Simmons
Cheryl Klinker
Chelsea Windhausen

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

September 2015: Top 10 Retailers

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

1. Stacey Pfohl, TX
2. Corinne Demoss, ND
3. Sharon Trachsel, WI
4. Gerald Horn, MD
5. Jane Brown, PA
6. Lynn Siegrist, AB CAN
7. Cheryl Hill, MT
8. Pat Stultz, PA
9. Jessie Rudick, AZ
10. Martha Walters, FL

September 2015: Top 10 Personal Volume

1. Sharon Trachsel
2. William Mitchell
3. Stacey Pfohl
4. William Waits
5. Susan Cortes
6. Troy Sarnoski
7. Rita Piche
8. Deborah Whittington
9. Nicole Youmans
10. Kelly Flanagan

Top 15 Selling Candles in November 2014

1. Christmas Pine
2. Sweet Orange & Chili Pepper
3. Home for Christmas
4. Hot Apple Pie
5. Odor – No More
6. Chili Vanilli
7. Snow Place Like Home
8. Pumpkin Spice
9. Pumpkin Cheesecake
10. Angel Wings
11. Apple Cinnamon
12. Grandma's Kitchen
13. Christmas Pine (White)
14. Holiday Memories
15. French Vanilla

Next Month's Autoship



Holiday Memories

Upcoming Autoship Scents

December – Hot Apple Pie