

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



September 2013

Volume 13, Issue 9

This Month's Autoship: Grandma's Kitchen

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Why Mia Bella's and Not Other Candles

I tell my customers that Mia Bella Candles are the best on the market as they are very clean burning, leave no black soot that gets into their airvents and clogs them up, and that they have over 100 different scents, which I also tell them I use them in my own home, and they are much better than WoodWick, or Yankee or any of the other upscale brand of candles I have used in the past, so I know what I'm talking about, and I really believe that! I also tell them that they are hand made in the USA, Pennsylvania, that is, by a family owned business where the daughter actually hand paints the specialty candles. Some of them are really even too pretty to be burned! But the scents are wonderful, as I have taken some advice from Kelly Wissink to give out a Mia Melt with each business card I hand out, so they can try the melts for themselves and see how great they are.

I was getting a pedicure yesterday, and it was about 7:00pm, and there was a lady sitting next to me, and they were asking me why they hadn't seen me in a while, so I told them about the new business I am in and how wonderful the candles are. The lady next to me was very interested in what I had to say about Mia Bella's candles and told me she had been using Yankee candles for such a long time, she wanted to try a Mia Bella candle out after I told her all about them. So, we got done with our pedicures at the same time, and I had told her I had an office less than 2 minutes down the same street we were on, so she wanted to follow me here and try a Mia Bella. Well, needless to say, she was very impressed as I showed her everything I had in stock and she was very interested in buying some for herself and helping me to spread the word about them. I gave her quite a few business cards, and a candle of her choice and a Mia Melt, for helping me in trying to spread the word about Mia Bella! She is a very sophisticated lady, at her job for 38 years and knows lots of upper class people who love candles as much as she does. She said she burns one in every room of her house when she is there! So, I have converted her from Yankee candles to Mia Bella with just a little extra effort, which was my pleasure! I know she will bring me a lot of business because I've got her hooked, line and sinker!

Have a GREAT DAY!
Diana Ross

Got Palm?

From VP Charlie Umphred..."I wrote this several years ago and I think it needs to be repeated ever so often!"

Palm wax is an environmentally friendly product as it comes from a sustainable and renewable source and it burns cleanly. Palm cultivation is perhaps, the world's most environmentally friendly commercial crop.

We get our palm wax from Malaysia whose government has put a moratorium on forest clearing for the establishment of oil palm plantations. Only areas already used for agriculture will be allowed to convert to palm oil production. The oil palm has been grown as a commercial crop in well managed and regulated estates in Malaysia since 1917. The palm produces fruits in bunches which are harvested and sent to palm oil mills to undergo sterilization, bunch stripping, oil extraction, oil clarification and purification. This crude palm oil then becomes the raw material for palm oil refineries where it is further processed by neutralization, bleaching and deodorization.

Palm waxes are made from a 100% Natural Palm Oil Based raw materials. The various blends of palm waxes are formulated from the many fractions of palm oil and the many fractions of the palm oil based oleo-chemicals. Some fractions are soft and some are hard. The selections of the various fractions of palm oil and oleo-chemicals are made based on the many requirements of making Natural Candles.

Why We do not Use Soy Wax

Cost of Genetically Modified Soy in the US

95% of soy in the US is Roundup Ready soy. The US is the leading producer of soy in the world. If you look at the total yield drag from using Roundup Ready soy, the loss is greater than US soy exports to the EU or Mexico (and maybe even to both places combined).

The soybean industry is causing more destruction to the environment than probably any other agricultural industry on the planet. New genetically modified soy was specifically developed to withstand toxins so farmers can spray more pesticides on them without diminishing yields. Talk about destroying the environment, the soybean industry has to rank near the top of the offender's list.

Palm cultivation is perhaps, the world's most environmentally friendly commercial crop. After oil palms reach maturity, they are commercially productive for at least a quarter of a century. That means that once the trees are planted, the soil remains essentially undisturbed for decades. Unlike soy, where the ground is dug up and re cultivated every year, year after year. The soil in a palm plantation remains essentially undisturbed. Native grasses and scrubs are allowed to repopulate the space between trees. The natural habitat returns, complete with wildlife. An oil palm plantation takes on the appearance of a rain forest, filled with vegetation.

Wild boar, monkeys, birds, and other wildlife are allowed to roam in and out of the plantations, just as they do in the wild. Chemical fertilizers and pesticides are rarely, if ever, used. Since the ground is continually covered with trees and growth, the soil is not eroded, maintaining the integrity of the environment from the tiniest soil organisms to the largest land animals. So a palm plantation blends into the environment without causing untold disruption.

Compare that with a soybean plantation where all trees and other vegetation are killed and removed. Only soybeans are allowed to grow. And what about wildlife? Animals would trample or eat the crops, so they are fenced out, shot, or poisoned.

Unlike soy and most other crops that produce once a year, oil palms produce fruit year round, so they are always in season. This allows for a high yield of fruit on comparatively little acreage. For this reason, the oil palm produces more oil per acre than any other vegetable source. For example, in one year on one acre of land a farmer can produce 18 gallons of corn oil, or 35 gallons of cottonseed oil, or 48 gallons of soybean oil. However, on the same amount of land they can produce 635 gallons of palm oil! No, that is not a misprint. You read that correctly, 635 gallons of palm oil compared to just 48 gallons of soybean oil. In terms of land use, you would need to plant 13 acres of soy or 35 acres of corn to produce an equal amount of oil from just one acre of palm.

So, soybean cultivation requires 13 times more land to produce the same amount of oil. Therefore the Oil palm is the world's most efficient oil-bearing crop in terms of land utilization, efficiency, and productivity. A single hectare of land produces about 10 times more oil than other oil seeds. Globally Oil palm produces just as much oil as soy, yet utilizes only one-tenth the land area.

Erase the Fear



Are your fears stopping you from having the life you desire? I am reminded this week that our fears are most often manufactured in our heads and have very little to do with reality.

My daughter has anxiety with dental appointments, thus has been unwilling to let them take x-rays. It really is a fear of the unknown. She accelerates the fear to the point of paralysis...not taking action.

But with supportive coaching, she gets through it. After which she inevitably states that wasn't so bad. And the sense of pride and accomplishment are amazing once she fights through the fear and just does it!

Does this sound familiar to your Scent-Sations business? Do you make up things about a situation that in reality just aren't real (they'll just hate me and think I am crazy if I mention my candle business)? To the point that it stops you from taking action? Having a successful business will require you to erase the fear to get outside your comfort zone. And it often requires supportive coaching from a sponsor/mentor. Thus the beauty of the network marketing model of having to be "sponsored" into a business.

Keeping in mind that it probably isn't as bad as you think it is and accomplishing it WILL move you closer to achieving your goal, will help you overcome the fear and take action. Make your desire for achieving the goal BIGGER than the fear. This is why we say "Know Your WHY" for doing the business. Let your why pull you through the momentary uncomfortableness you are experiencing.

Then lastly, reward yourself for doing so. Fear is a very powerful demotivator and has stopped many from reaching their dreams. If you push through the fear and complete the action, honor this commitment to your dreams with a little something special.

Then next time you are faced with a similar situation that could stop you from taking action because of the fear, remember how accomplished you felt the last time you were successful when you accepted the coaching and pushed through erasing the fear!

Aren't your dreams worth it???

Cathy Mahady

It's Not About Me!

I am going to touch on an important element to building your Scent Sations business and this comes from a class we participated in at church over the spring and summer called, "ITS NOT ABOUT ME". Focusing on how we can help others unselfishly in our community.... This is a great system to work into your everyday activities and practice each day.

Before I get into the point of the class I am going to read one of my favorite quotes by, Dave Carnegie:

"You can make more friends in two months by becoming interested in other people, than you can in two years by trying to get others interested in you."

This business is not about YOU, but about those you can help. And by helping other achieve their goals your rewards are going to come back to you tenfold and you are going to achieve your own goals in the process.

Remember a few years ago we had a speaker that said wake up and say "Good Morning Gorgeous"...now I say that and add, and "Who can I Help Today?"

This is an excerpt from our class:

Even the smallest acts of kindness can make a big difference. Yet we rarely see or do act of kindness in our everyday life. Why is that? Many times we are preoccupied with our own schedule and needs. (TRUE?) Other times we feel inadequate or unsure how to help. But most often, we're simply not paying attention to the needs of others around us. The "Not about Me" project was created to motivate, empower and inspire people to notice the needs around them and help out in a way that's simple, fun and creative.

WOW...I think that is what our business is (don't you?): SIMPLE, FUN and we can be ever so creative with what have been given to work with.

We have been given a great opportunity with Scent-Sations...they have given us all of these wonderful products and tools....all we have to do is unlock the door to our future. So I have a key for everyone to carry with them as a reminder. Pick any key; put it on your key ring. And like us each key is different. We all have different goals we want to accomplish. When you get discouraged or think "I can't talk to one more person" get your key out and focus on what the future holds for us all, or when you come across it on your ring you are going to be reminded why you have it. Because even though it is not about you....the future is yours to take hold of.

Those of here at this year's Fling are the new leadership team. I believe that. Do you think that too?

I have one statement that I want you to take with you today..."In order to experience the miraculous you have to overcome the impossible".

Thank you, and God Bless.

Jennie and Gerald Horn
2K Diamond Team Leaders

Gift Bag Parties Make Money!!!

"I have a gift bag party in process right now. I give my hostess two full weekends to bring there gift bag to work and to family and friends. In the gift bag there is one candle on loan to burn for there guest, five books, ten to fifteen samples, a fragrance list, order forms, business cards and a candle lighter. When they book there gift bag show they receive one 9oz candle free and 10% of their total sales. Also for every booking they get one 1/2 price item. My biggest gift bag show so far has been \$300.00 dollars. "

Debby Bradbury

"I have done the "Party in a bag" which has worked well. I put in a catalog, 15 bead stackers with melts (don't forget to put the name of the scent on the bead stacker), and order slips. I give the hostess the bag with instructions to show poeple the catalog, let them "sniff" the melts and order what they want.

She gets the money and when she is done getting orders, usually in two weeks, she will give me the money and the order slips. I order the products, give her the gifts for having the party and a % off her order. She also will get more money off her order for others signing up to do a party. "

Linda Morrison

Dermal Renu Exceeds My Expectations!

When Dermal Renu was first introduced a few years back I was a bit skeptical since I have tried pretty much every other skin care system on the market. I am in my mid to late 30's and my skin is starting to see those signs of aging but what bothered me more than the fine lines was the adult acne that I developed in my early 30's. I wasn't willing to be on heavy medication and no other skin care helped, until Dermal Renu.

I immediately saw a change in the way my skin felt after the first use. Soft, smooth and moisturized yet not greasy. Then after 2 weeks the dry patches were completely gone and my pores had reduced in size. Fast forward after several months, all my acne was completely cleared up, my skin tone was even and smooth and I LOVED the results it gave me. What I like most, it is not a quick fix that is temporary...the system is really changing my skin.

I have continued to use it now for almost 2 years and will never use anything else on my face. It truly has been the best product I have ever given myself. It gave me back my youthful feeling and my skin has never felt or looked better. I like that this product is a simple 2 step system that even a busy mom like myself can do twice a day and not spend hours.

The story doesn't end there, about a month ago I developed a dry patch on my left leg and it continued to grow and was very irritating. I used eczema cream and heavy moisturizers, but nothing helped. One morning while washing my face I decided to give Dermal Renu a try, why not it wouldn't hurt it. I did the system for an entire two weeks and even after week one I noticed a huge difference. Two weeks later my leg was completely smooth and back to normal. Dermal Renu IS a skin healing system that changes your skin from the inside out. I highly suggest giving this system a try!



Cheryl Hill

Lend To A Friend, Make A Sale

A friend borrowed my Dermal Renu Sample Kit and called today... SHE LOVED LOVED LOVED how her skin felt even after 3 days. She was impressed with the simplicity of a 2 step process, the fact that she got 2 washes (one for the shower, one for her sink) and the scent was not over powering. There is a lot of POWER behind letting your customers TRY the product! So whether you are doing the skin care or candles, give them a loaner jar or kit to TRY for 3 days.

Cheryl Hill

Loving Everything About Scent-Sations and My Upline!

I got my first auto ship and order, plus so much awesome info from my upline leader, Cathy Mahady~ dvds, book, samples, paperwork today!! Feels like Christmas! (& no one is home, they're fishing!! YIPPEE!) Love it all! The new catalogs are really nice & "rich" looking!

Cinnamon Raisin Bun is so yummy! Smells like I could eat it, seriously! Thank goodness I have a doggie bag from lunch today! Going to put labels on catalogs & scent sample bags, then listen to/watch dvds while I paint.

Terri Koech

Bella Bars Are Better than "Gojo Orange"

Gojo Orange is a go-to hand scrubber that most auto shops have their mechanics use. It is harsh on the skin and the smell gets old after a while. However, Gojo is an effective product, but I knew our soap was better. I decided when I first became a distributor to do a market experiment, so I gave a Bella Bar to the auto mechanics at the shop where my mom works. I wanted to test just how good the soap was at removing all of the grease and grime that mechanics are known for accumulating on their hands while working. I chose to give them a bar of Slate & Stone to test and asked them to report back to me a few times during the week. It was less than 24 hours before I got my first response.

Alex (one of the mechanics) told me "wow this stuff smells so good and it works better than Gojo Orange." After a few days I called and asked for the rest of the techs what they thought and the report was overwhelmingly in favor of the Bella Bar. I heard things

such as: “This stuff is awesome.” and “Where can I buy this stuff so I can use it at home too.” The success of this market trial has lead me into a selling idea that will have me marketing to the local auto shops and hooking them all on Bella Bars.

Angela Montgomery

Why We Love Mia Bellas Candles!!!

“Mia Bella Candles are the best on the market as they are very clean burning, leave no black soot that gets into their air vents and clogs them up, and that they have over 100 different scents, and I use them in my own home, and they are much better than the other upscale brand of candles I have used in the past! “

Diana Ross

“I was immediately impressed with the quality and performance. I had never seen a candle burn so clean and smell so amazing. The smell was not a waxy smell, it was a true scent that I couldn't get over. Never had I a candle perform like a Mia Bella. I was hooked right away as a customer. You could say the rest is history now that I get to earn from home by sharing these amazing products.”

Cheryl Hill

“They are the BEST performing candle there is. (then I go on to tell about the performance)..1.clean burning (that one usually gets their attention), 2.no wax left on the side of the jar, 3.triple scented (last burn is as strong as the first), 4.the scent throw is amazing and I've got testimonial feedback from customers with multi level homes that the scent goes throughout the floors of the home. Somewhere in there since I am in PA, I add that- 5.they are made right here in Pennsylvania or USA made product (what I'm most proud of...not an imported product) 6. Easy cleanup for your votive and melt holders “

Lou Fry

“Once you burn a Mia Bella candle, you will never want to burn your other candles again.”

Jill Smith

“Ten years ago this month, September, I was approached by a guy online about Mia Bella candles. He told me all about he knew about the Mia Bella candles (which were 14 oz. jar candles at the time). He said he was getting ready to join, so I joined immediately after he did.

When my package arrived, I had no doubt what was in the box. I could smell the scent of the candles before I opened the box....I couldn't wait to light one. I had always burned the top name brand candles that cost more than Mia Bella candles and the jar was black with black soot.

After burning the Mia Bella candle for 2 hours, I couldn't believe the scent/aroma that filled my house....no black sooty smoke, and the best smelling candle I had ever smelled. And this little 14 oz. jar candles lasted 80-90 hours of burning. I couldn't wait to hit the streets to show all my friends what I had. Most all of the bought one and they are still good customers of mine today....after 10 years. All you need to do is get one of these candles in a person's hand, let them burn it and they are hooked for life.”

Lucille Boling

Changing Them To Mia Bella's, One Candle At A Time!

I was getting a pedicure and there were ladies sitting next to me, so I told them about the new business I am in and how wonderful the candles are. The lady next to me was very interested in what I had to say about Mia Bella's candles and told me she had been using Ythe Big Y candles for such a long time, she wanted to try a Mia Bella candle out after I told her all about them. So, we got done with our pedicures at the same time, and I had told her I had an office less than 2 minutes down the same street we were on, so she wanted to follow me here and try a Mia Bella. Well, needless to say, she was very impressed as I showed her everything I had in stock and she was very interested in buying some for herself and helping me to spread the word about them.

Diana Ross

Mom Loves Odor No More!

“My Mom, Barbara, had a mouse die in her closet drywall. The smell lingered and she opened an unlit Odor No More, placed it inside the closet and eventually the odor was “no more!”

Lisa Alford

IGNITE YOUR DREAM, Calgary Canada: Fall 2013

The Canadian Leadership team is excited to invite you to kickoff your Scent-Sational FALL with this Ignite Your Dream event: October 4-5, 2013 in Calgary, AB, at the Sandman Hotel (25 Hopewell Way Ne, Calgary). Register online at www.IgniteYourDream.ca

SCHEDULE OF EVENTS

Friday Oct 4, 6 - 8 pm: DIAMONDS & ABOVE Reception. Active DIAMOND+ distributors and above are invited to an evening with Scent-Sations' Leaders at this private reception.

Friday Oct 4, 8 - 10 pm: BUSINESS PRESENTATION Invite your GUESTS to meet local distributors, hear from company leaders, and learn more about your exciting business opportunity. \$10 for distributors (included in Ignite Your Dream registration).

Saturday Oct 5, 9:30am - 4:30pm - IGNITE Your DREAM!

Believe in the Power of Your Dreams. Join us for a full day of Information and Inspiration to Ignite YOUR Dream! (lunch and snacks included).

Now is YOUR time -- Build Your Dream in 2013!

Full Registration Package only \$80 until September 20, 2013 (\$100 after Sept 20, 2013). Registration includes Ignite Your Dream event, Friday Business Presentation, and Diamonds & Above event. Register online at www.IgniteYourDream.ca

Business Presentation Only: \$10 for Distributors, Guests are FREE!

Room Reservations may be made at the Sandman hotel: Call toll free 1-800-SANDMAN.

Congratulations to this Month's Rank Advancements

Jacquelyn Snell – Diamond Distributor+
Jennifer Moore – Diamond Distributor+

Jeffrey Fox – Diamond Distributor
Leslie Moreno – Diamond Distributor

Top Sponsoring Distributors for August



Joseph Natishak
Kathy Schneider

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



Cathy Mahady
Jennifer Moore

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



Sue Harrington
Amanda Harding
Roger and Marilyn
Williams
William Waits
Gerald Horn
Jacquelyn Snell

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

August 2013: Top 10 Retailers

1. Stacey Pfohl, TX
2. Marie Bouchard, MI
3. Bridget Phillips, NC
4. Linda Carr, AB CAN
5. Ruth Knaub, PA
6. Jacquelyn Snell, KS
7. Leah Warner, SK CAN
8. Nicole Williams, AB CAN
9. Jon Lessor, ME
10. Sheryl Love-Johnson, NY

Top 15 Selling Candles in September 2012

1. Pumpkin Spice
2. Sweet Orange & Chili Pepper
3. Hot Apple Pie
4. Pumpkin Cheesecake
5. Harvest Time
6. Apple Cinnamon
7. Chili Vanilli
8. Angel Wings
9. French Vanilla
10. Christmas Pine
11. Sex on the Beach
12. Grandma's Kitchen
13. Slate and Stone
14. Home for Christmas
15. Country Spice

Next Month's Autoship



Pumpkin Cheesecake

Upcoming Autoship Scents

November - Candy Cane

December - Hot Apple Pie