

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



September 2014

Volume 14, Issue 9

This Month's Autoship: Harvest Time

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2014 Fall Season In Full Swing!!!

September is the beginning of Fall. School buses are out on every street and the evening Sun is going down a bit faster. The cooler mornings will only get cooler. But the good news is “It's Candle Season!”

On top of that it is also “Looking for something do do Season!” There is an old adage in network marketing that goes like this: “Work hard from September to Mid December and from Mid January to Mid June so you can enjoy the Winter and Summer holiday season! Now is the time to get out and talk to as many people as you can about becoming Scent-Sations distributors!

“Show on the Go” is Creating Momentum!



The new Show on the Go recruiting video and the company contest has been creating a momentum among the distributors. The Show on the Go is a fast, easy and very effective system for any retail driven distributor to create daily income while building a team!

“It blows my mind after talking to someone about the Show on the Go that they always thank me and seem sincerely appreciative that I'm doing this for them. I'm always like, No way, thank you! I thank them for welcoming Mia Bella into their homes, spreading the word and then of course they're also helping me put money in my pocket!”

Keira Feagley

“Two show on the go parties booked and I don't even have my kit!! I am hoping for 3 by the end of the day!” (Updated by next day....5 Shows on the Go!!!)

Lyndsey Amestoy Archila

“This is what I posted on local Wanted/ Buy/Sell/Trade F/B sites:

I am looking for local friends or family to help me out.

I have a personal goal to have at least three "Shows on the Go" EVERY MONTH... what does this entail? Its simple... I lend you 10 scent testers, a 16 oz candle for show, order forms and catalogs in a Mia Bella bag that is easy to carry around. You collect orders like a book party and reap the full hostess rewards. PLUS for helping me out you get a 16 oz candle of your choice, FREE, with a minimum of 5 orders, just for helping me. If you can't do it... could you refer me to someone who would like to?? Thanks in advance. You were selected especially for this goal... if it's not for you, no worries... I am filling spots for Sept. Oct and November. I am excited for Fall candle season and what better time to earn products at a discount or free, as holiday gifts! (thanks Jennie Tinkler Horn, I tweaked it for me).

Immediately, I got 2 appt's for SOTG, one delivered and one in the works due to sickness. Having fun! Have ordered my seconded showpack!”

Paula Bishop

“Just booked my 4th Show on the Go for September. Went to Rosa's for lunch and my 'regular lady' waited on me... I've given her many samples over the months and several catalogs but she's never ordered. Today I asked her if she was interested in earning some free and discounted product... and she said, "YES! And I know my mom will be, as well." I handed her a notepad and she jotted down her name, address and phone number. As I was leaving she said, "Don't forget to call me tonight! I can't wait to do my first show!" Hostesses are EVERY WHERE! “

Kathy Brake Schneider

“More good news. Show on the Go #2 is now out and circulating, and I'm pretty sure #3 will go out next Tuesday. Yay! I just LOVE this program! It is so much easier to get someone to do instead of having a home party. People are just too busy these days. And the beauty is, the hostess still gets rewarded with Free & Discounted products, she just doesn't have to clean house, prepare food, or take 4 -5 hours out of her busy day. Sweet!”

Beverly Benedict Arvin

“My third SOTG is going out tomorrow!”

Lisa Alford

“Delivering my 4th Show this morning, and taking my 5th Show to Ft Worth with me. Doing my first "Long-Distance Show"!”

Tracey Gilmore

“Good thing I had an extra set of the scent samples! I just booked my fourth Show on the Go!”

Sharon Williams

Show on the Go Kick-Off a Success!

Like I do every fall, I hosted my Fall Product Launch in early September. I began planning it on a Wednesday, held it on a Friday. I've come to learn that with 2 days notice, people are either busy or they're not -- and I get just as good of a turn out with 2 days notice as I do with 2 weeks notice.

I had 6 guests - 5 existing customers, and 1 who had never even heard of Mia Bella's before. I shared our new fall scents, and let my existing customers share their experiences with the products. At the conclusion of smelling and much laughing, I said to me guests "If you would like to purchase products tonight, I am very happy to help you out. However, what I'd ask you to consider is being Show on the Go Hostess for me." I then showed them the Show on the Go bag (I had 4 sitting there ready to go home). The response was WONDERFUL! My guests THANKED ME for offering them such a simple way for them to support my business. All four of the Show on the Go bags went to work for me that night, with the remaining 2 guests preferring to hold an in-home Show instead. Plus, I had \$80 in sales that evening (my guests LOVE "Mix and Match Mia Melts" ... which I offer only through in home Shows and trade shows).

Since those Show on the Go's got going, I've been forwarding emails with new news (6 pack of Mia Melts flyer, a flyer for the candles currently on sale, etc). My hostesses are thrilled to share with their friends, family, and co-workers, and one has even asked for an extension as she has MORE people she wants to share these candles with. All four will close mid-month, and I am lining up my next Show on the Go hostesses to close out September strong. And this is just the BEGINNING of "Candle Season"! I love this simple system, and I know it will go a long ways towards putting \$500 a month in many more people's pockets this fall.

Tamara Keller

Alison Boers Reaches 2K!



What was it like to hit 2K Diamond? Amazing! My first goal. 6 months LATE, but I did it!

Hello everyone! My name is Alison Boers and live in Morris IL, have a wonderful supportive husband, Jeff, & 3 amazing kids (21, 18, & 16)

I work full time outside the home and also run an hour each way several times a week to help take care of my elderly parents with many health issues. My mother is wheelchair bound and my father has cancer. It's not easy trying to work a business too. My family is my priority, just like I am sure yours is too.

But, the one thing I want more then ever is to help my hard working husband provide for us. He works a blue collar job, very long hours, and of course, doesn't get paid for all the time he is there. I work at a Catholic grade school. With that being said, you know I am not making top dollar either. 'wink'

Now that you know my background, I also need to tell you that I am soon to be 58 years old, had just a little college education, and I just need to make more money! I have a daughter in college now and my other one on the way in just two short years. Exciting, but very scary for me.

THAT is the reason why I am so dedicated and passionate about my Mia Bella business. My family & my children's education. How am I going to pay these HUGE college expenses? How can I tell my children I can't afford to make THEIR lives better by putting them in college? I can't do that. That is my WHY. The reason why I am working so hard every spare minute of my day building my business.

When someone asks you what your WHY is, don't just say you want to make more money. Everyone I know wants to make more money. It has to come from deep down and Tamara touched on this beautifully at Convention. You need to find the WHY that makes you CRY.

I am building my Mia Bella business to give my children a better life, a life where they don't have to struggle, living paycheck to paycheck, wondering how they are going to pay the bills. That is my WHY. How can I ever tell my children, "Sorry honey, but we can't afford college for you?" I won't let that happen.

Find that deep down WHY you want to build your business. That is the only thing that will keep you going day in and day out, get through the hurdles of life, get through the times where you thought you were going to get that sale and don't, where you had a distributor

quit that you thought was going to be your Ace. Because every business has hurdles. You HAVE to get over them and keep working your business every day, somehow, find that little block of time. Tell your family... Ok, mom's working now for the next hour. Stay positive, stay away from the negative, be passionate and have fun with what you are doing! We have amazing products, an awesome compensation plan, and a phenomenal team behind us at Corporate that wants to see us ALL succeed!

Since Fling in July, I have added on 11 new distributors to my team. How? All I can say is I THOUGHT I was focused and passionate BEFORE Fling, but AFTER Fling is when it really hit home! After meeting all the wonderful distributors, listening to the phenomenal trainings, meeting Bob, Charlie, Carmen & his wife... it was AMAZING. I got to see how they made our candles and the commitment everyone at Corporate has for their distributors. I walked away from Fling more pumped & focused than I ever thought I could be.

I would encourage everyone to make it to Fling next summer. It will change your mindset and your business. Also, stay connected to your upline, listen in to your team training calls, participate in your team Facebook groups, network with other distributors, participate in the Show on the Go Facebook group, learn what that is all about and look through the www.MiaBella500.com site and make a commitment.

What is your Why that makes you Cry? This picture is my WHY. You can achieve your dreams and build a legacy for your family with this amazing candle business. See you at the top! Best wishes.

Alison Boers

New Prospecting Video is a HIT!

Love the new business op video.... note back from prospect today:

"Actually I was going to call you this week. To answer your question I watched the video you sent me and it just really excited me more to starting with your company and being a distributor. Matter of fact I have been putting ideas in my head how to do this and I have some exciting thoughts!"

Alison Boers

Scent Scramble



- 1 rdoo on remo
- 2 blumrrey cieps
- 3 njapasee aerp
- 4 lgane gnwis
- 5 lpeam prusy
- 6 cithnahy
- 7 aleimrn pingsrs
- 8 tefar krda
- 9 tigiwlht
- 10 srifeide

Unscramble

Can you unscramble these ten candle scents? The answers can be found at the bottom of this newsletter...a big thank you goes to Christina Gano for sending this over!!!

Mia Bellas' Gift Baskets Business is Growing!!!



In 2002 I was approached by a vendor at my office selling gift baskets, my coworker suggested that I make my own basket since she felt that I was a talented and creative person. After much thought I finally decided to take her advice and purchased some items for my basket, while making the basket a customer saw the unfinished product and wanted to purchase it, to my surprise I started getting orders from customers and staff. I incorporated custom theme and holidays baskets and my business grew.

In 2007 while vacating on a resort at The Great Smokey Mountains I attended a "Girls Nite Out" which included an hour of pampering I had a hard time concentrating on the presentation (make up company) due to the overwhelming fragrance of some candles. Once the presentation was over I approached to representative about the candles (which she did not try to sell), and was told that the candles belong to her friend. I purchased 2 (Rain and Water Lily and Jasmine). I could not stop smelling them, upon return to Marietta I Google the company Mia Bella's and immediately

became a distributor. The phrase "Smell and Sell" is true. I could not wait until my products arrived.

I started adding Mia Bella's Gourmet Products to my gift baskets and my clients love the products and my business grew.

Connie V. Walton

Cheryl Hill's Basket Business is Growing!



Fall is FAST approaching! We are getting closer to feeling the crisp clean air, seeing the leaves turn beautiful shades of color and all of us enjoying our favorite fall scents.

We also know this season as the GIFT GIVING TIME of year. People of all walks of life are looking for ways to say thank you to their friends, family, neighbors and co-workers. Not to mention corporate business owners who want to offer a THANK YOU gift to their staff and clients.

I have had much success this time of year putting together gift baskets. I sell 3 different price

points \$50, \$75 and \$150, as you see in this picture. Most of my customers are Real Estate Agents and/or Business Professionals.

I usually put together a THEME basket... the most popular themes are - KITCHEN & SPA/BATHROOM. I make sure that my personal profit is between 40 -50% profit - so shop smart for the FILLER items!

This is a fun and very simple way to help market your business, generate profit and build a customer base!

Much Success
Cheryl Hill - Team Leader Montana

My “Part Time Mia Bella Business!”

I joined Mia Bella in July 2014 after watching my wife become so successful and attending fling where I was motivated and given a drive to succeed. When we got home from fling my wife showed me the in and outs of the business. I started spreading the word via social media sites and letting all my family and friends know about the great products Mia Bella has to offer.

I started contacting people on my friends list on facebook letting them know of the great products as well. Soon I started to get online parties and orders. I then used social media to my advantage with the upcoming holidays and asked who would be interested in earning extra money each month. Next thing I knew I had people interested in joining this amazing company.

I am in the Military so I am unable to sell products or discuss the business while I am in uniform., so to beat that and make the best use of all hours of my days I take a change of clothes to work with me and when we get our lunch break I change and go to local malls and stores to talk to people about our company. I go around to local business ask them if I could leave some business cards on counters and give them scent samples to try in their homes.

Throughout this process I've signed on 3 new people to join this movement and am currently waiting on two to sign up in the next few days. I have spoken with over 300 people in the past 4 days and have tons of follow up calls planed to grow even bigger and share the love of direct sales, to help others earn their financial freedom and enjoy spending time doing what makes them happy. Lets get motivated look towards a brighter more successful tomorrow, each day brings new opportunities with it, it's up to you to decide what happens

Brad Snell

My New Vendor Loves Mia Bellas!

I stopped in to see how my first vendor was doing today. She has all of her products arranged and setup in the store. It smells AWESOME in there! She said that they are her favorite smelling candles in the store, that they just surpass all others, There was such a sense of excitement for me in seeing this tiny little baby step become a reality!

Ceciela Sayre

\$135 In Sales Tonight!

“WOO HOO Just made \$135 in sales tonight, that puts my total in sales for the past week at \$165!! Getting the word out one step at a time!!”

Barb Hudson

Building a Loyal Customer Base

Second Sunday in a row I was asked if I could! meet a customer so they could purchase candles. Of course I can! Today's customer ended up buying four candles & some melts. I can always take time out from my weekend for something like this. That's what builds a loyal customer base.

Christina Mayo Henarie

My Son is HOOKED on Bella Bars!!!

My son moved out last weekend to his new apartment with his fiance. The last thing he said as he was leaving the house was..."Mom, I am almost out of my SO&CP Bella Bar" with a panicked look on his face. "I really need you to get me some very soon mom. It is the only thing that makes my skin feel great, not dried after showering, and I love the smell! Can you get me some?? PLEASE?????" What can I say to THAT? He is HOOKED!

Alison Boers

Forgotten Lead Box Yields 14 Prospects!!

I forgotten that I had put a drawing entry box in the office at the storage rental place I use. I put it there while I lived in town and forgot to get it back before I moved last year. I went in to pay this month's rent and saw it. I have 14 people to call today.

Maggie Giamalvo

Great Idea To Extend Life of Your Candles!

I tell my customers to do this: when a candle burns out, freeze it for 10 minutes/let it sit for 5 minutes. Next use a long screwdriver to brake up the remaining wax and bag it for samples. I don't waste my inventory and my customers appreciate that they get melts out of the unused wax.

Patricia Mauger

Dermal Renu and Young Teens

Question from the field: Can my 11 year old daughter use Dermal Renu??

Answer From Wellness:

Dermal Renu's clinically study was not conducted on children under the age of 18 so we cannot speak on its effects on a child. However, some Dermal Renu users have told us they used this on their children. We recommend that if you decide to try this, to apply some of the product on your daughter's upper-inner arm, to see if she has a sensitivity to it, a few days prior to use. We actually recommend this to any new user who has concerns over skin sensitivity and this should be common practice for anyone starting a new skin care system to make sure their skin is compatible with the products.

"My 11 year old daughter uses Dermal Renu. She is extremely fair with sensitive skin and Dermal Renu has been great for her. Other brand name products that are "made for sensitive skin" have caused her face to react. I even use the sunscreen on her arms, neck, back, etc and she has not had a sunburn once while using Dermal Renu! I LOVE IT!"

Linda Carr

Votives Make Great Home Show Incentive

I order the boxed votives as incentive gifts for guests to bring someone to home shows. I let the guests know that if they bring someone to the show they will get a gift. I always order more than I can sell during the shows so I have decided that I will offer "specials" at the shows. Buy 2 at a sale price. That way I can keep my inventory revolving!

Linda Lunt Morrison

Loyal Customer LOVES Mia Bella's!

"I started as a customer of Martha's several years ago with little interest in the candles. I could buy a candle anywhere, right?

"My first purchase was a few lip glosses. Later I went on to try the car fresheners and from time to time bought the cute sculpted candles as gifts.

As Martha and I grew to know one another better, I started paying attention to what she was teaching about her Mia Bella Candles. I learned they burn clean, a fact I love.

What I love even more is they are USA made. That is big for me as I want to keep my neighbors in business. I have since hosted with Martha by inviting my friends to look at what she offers and shop for some amazing candles, melts and more. I now have several favorites which I burn all the time and I'll be back for more. Happy and Loyal to my Mia Bella Lady!"

Martha Walters

Mia Bella's Evokes Memories!!

My family doesn't focus on whether a candle is burning/melting... they zone in on the scent, which evokes the feeling/the memory. My daughter today says, "It smells like those orange creamsicle shakes at Arby's, where is that smell coming from, you know how I love those shakes?" I was kinda like, "duh (with a little chuckle), the candle melting in the kitchen."

Our scents are so realistic, one doesn't go, "where is that CANDLE smell coming from." But rather, "yum, that smells so good, where's the REAL thing?"

PS: Why we are so greatat the State Fair last week, I found a direct sales booth from which I wanted to buy... something.....but she wasn't selling! Only taking orders to place in several weeks. Nahhhh, I want it now. Yeah, I get they have a large inventory choice and can't stock it all. And while any exposure of the brand is good, this is bad. LOVE that MB can sell at our booths, it's the only way to go!

Cathy Mahady

Great Retail Stories!!!

'In the last 7 days, I've sold 7 16 oz. Jars from home... each one was sold to a customer (4 total) I'd previously 'gifted' a candle to 'just because'. What you send out, comes back in multiples!'

Kathy Schneider

“I went to my old place of employment today and sold 6 16oz, 4 melts and a Bella bar! Great day for 7 miles down the road!!!!”

Lisa Hayter

“Today I had a woman call me to place an order who I had given a scent sample to many months ago. Patience is the name of the game!”

Christine Henarie

Personal Volume Club for August

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

\$400 Club

Cynthia Hicks	Sharon Trachsel	Melissa Banta	Stacey Pfohl
Glori Ann Frazee	Joseph Capuozzo	Brian Goodall	Keno Phillips
Colleen Fast	Lisa Hayter	Hair Studio 35	Lois R Raymond
Kristina Swan	Priscillia Pallin	Regina Hasman	Dawn Rohlik
	Kristina Cotten	Curtiss Chesnut	

\$300 Club

Linda Moore	Lisa Meiluta	The Pampered Pet	Melissa Dial
Vicki S Green	Michael Torounian	Curtis Muffley	Flicker Scents
Carolyn McLain	Rebecca Howard	Gina Lopina	Tammy Musselman
Cathy Seighman	The Medicine Shoppe	Brian Mink	Nila Kotlarich
Mardella Axe	Blake Radetsky	Janine Stewart	

\$200 Club

Ebony Austin	Randall Henarie	Martha Walters	M. Diane Lawing
Edith (Becky) Helton	Mary Ann Campbell	Dona Thompson	Paradise Christian Book & Gift
Wendy Brown	Patricia Mauger	Dawn Arpino	Anna Chubok
Candace Norton	Jennifer Cook	Lynn Kocik (Bianco)	Jane Bowker
Sarah Pfeiffer	Kristen Miller	Tammy Lee	Tamara White
Virginia Stevens	Sheila Gostola	Christina Gano	Laurie Brawn
Sharon Pavey	Jean Morgan	Lula Holstein	Stephanie Irish
Herman Cox	Lora Jones	Carol Lotito	Benjamin Grant
Sherri Montgomery	LT Wimberley	Kimberly Soderquist	Personal Touch Flooring Inc
Armor Wear	Denise Hagner	Tamara Keller	Chelsea Windhausen
	Tracie Hyatt	Mary Curless	

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 2014.

Stacey Pfohl

Ron King

Sharon Trachsel

Congratulations to This Month's Rank Advancements

Alison Boers – 2k Diamond Distributor

Top Sponsoring Distributors for August



Sharon Williams
Bradley Snell
Cheryl Hill
Alison Boers

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



Lisa Hayter
Clayton Schneider
Billye Schneider
Molly Calvert
Tracey Gilmore

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

August 2014: Top 10 Retailers

1. Stacey Pfohl, TX
2. Vicki Green, WA
3. Lisa Meiluta, PA
4. Martha Walters, FL
5. Dawn Rohlik, MN
6. Brian Mink, TX
7. Alison Boers, IL
8. Heather Kessler, LA
9. Barb Hudson, IA
10. Beverly Geis, OK

Top 15 Selling Candles in October 2013

1. Pumpkin Spice
2. Sweet Orange & Chili Pepper
3. Hot Apple Pie
4. Pumpkin Cheesecake
5. Harvest Time
6. Chili Vanilli
7. Apple Cinnamon
8. Christmas Pine
9. Angel Wings
10. Home for Christmas
11. French Vanilla
12. Grandma's Kitchen
13. Mulberry Spice
14. Odor no-more
15. Snow Place Like Home

Next Month's Autoship



Cinnamon Raisin Bun

Upcoming Autoship Scents

November – Home for Christmas	December – Hot Apple Pie
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Scent Scramble Answers: odor no more, mulberry spice, japanese pear, angel wings, maple syrup, hyacinth, mineral springs, after dark, twilight, fireside