

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



September 2015

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This Month's Autoship: Creme Brulee

Table of Contents



Creme Brulee: A rich sweet butterscotch fragrance just like the decadent dessert without all of the calories!

- [p.02 Free Spirit... Let's Help the US Farmer!!](#)
- [p.03 More Meetings = More Money!](#)
- [p.04 In-Home Business Meetings Will GROW Your Check!](#)
- [p.06 How I Learned to Talk to New People](#)
- [p.06 This Advice Never Gets Old!](#)
- [p.07 I Stepped Out of My Comfort Zone Today!!](#)
- [p.07 Bella Bars are Awesome!](#)
- [p.08 Congrats to Nicole Hubert Youmans!](#)
- [p.08 You Never Know!](#)
- [p.08 Post Cards Say Thank You!!!](#)
- [p.09 Follow Up On "Old Leads!"](#)
- [p.09 Keep Filling Up Your Leads Funnel!!](#)
- [p.09 Personal Volume Club for August](#)
- [p.11 The Gold Club](#)
- [p.11 Top Sponsoring Distributors for August](#)
- [p.11 August 2015: Top 10 Retailers](#)
- [p.12 Top 15 Selling Candles in October 2014](#)
- [p.12 Next Month's Autoship](#)

Free Spirit... Let's Help the US Farmer!!



Read this great article on how Hemp can help bolster the US economy!

<http://www.latimes.com/opinion/op-ed/la-oe-fine-hemp-marijuana-legalize-20140626-story.html>

Our new Free Spirit Candles are a combination of both our proprietary blend of natural palm wax and hemp oil.

Why Hemp Oil??

As we get the word out about our Free Spirit line of clean burning candles that include hemp oil we are going to help the American Farmer and we are going to help the US economy!

The USA hemp market is exploding and most of the hemp HAS to be imported! Hemp farmers North of the US border are getting \$200-\$400 per pound of hemp while the poor US farmer is getting \$20 for soy and corn.

We can help to create the change that US farmers really need. Let's get started helping the American economy!

More Meetings = More Money!

At Fling 2015 we spent the afternoon training on a new system for building a local team called the Free to Relax Lifestyle Plan. Although we've always built our Scent-Sations businesses online, we knew that in order to reach our personal and team goals over the next 2-4 years we needed to begin building a local team in our area.

The basis of the plan is very simple:

1. Invite people to take a look at the Free to Relax Videos (www.FreeToRelaxMovie.com)
2. Follow-Up with these people.
3. If they liked what they saw in the video, get them to a Free to Relax Get Together in your local area.

We developed this plan through many hours of training with top-earners in our industry... taking what they did to build 7-figure businesses and customizing it to work perfectly for Scent-Sations.

We felt confident this plan would work, but we wanted to come to Fling with real numbers and real results, so we began implanting the Free to Relax Plan in our local area the last week of June, with our first local get together on June 26th.

As of September 8th we have had 22 local Free to Relax Get Togethers and 1 Free to Relax Training/Social.

Our local team has grown from 3 local distributors to 20 local distributors. That is a 660% growth in just 11 weeks. Of those 17 new distributors, 4 were sponsored by BRAND NEW people who started building their business on or after June 26th.

1 of these distributors attended Fling, 2 have already put business launches on the calendar, 1 has two fundraisers booked with schools that will be kicking off in September, and many others are actively engaged in building their business by inviting people they know to watch the Free to Relax Get Videos and attend a local get together as a guest!

Not all of our get togethers have been a raging success... in fact, many have been just 2 or 3 distributors with no guests! The important thing is, we NEVER cancel a get together and have stayed consistent in hosting 2 get togethers each week.

Those who are consistently inviting people to watch the Free to Relax Videos and bringing guests to get togethers are sponsoring and building their teams. In fact, we've found that over 95% of guests who attend a get together after watching the Free to Relax Videos will decide to join the team!!

The best part of the Free to Relax Lifestyle Plan isn't that it's working for us.... The best part is that the plan is SO simple, it can be duplicated by ANYONE, ANYWHERE in the country!

For full training on the Free to Relax Lifestyle Plan visit www.TrainingSupportCenter.com (Password is: live your dream) and click on FTR Lifestyle Plan.

We're looking forward to reporting on our local team's progress again in the December newsletter as we close out 2015!

Kathy Schneider, Tracey Gilmore and Jordan Ramirez

In-Home Business Meetings Will GROW Your Check!

From VP Charlie Umphred:

I have earned my living from network marketing for almost 3 decades!. In those 3 decades I watched one specific system that not only duplicates easily but is by far the most effective way to develop a team that will grow nationally and eventually internationally... that system starts with talking to the people you know...and talking to them about looking at a MONEY MAKING business system.

The 2nd part to that success formula is the INVITE...when you invite those people to your home to look at a TOOL that will help them get a bigger picture of the business system that you are offering them. That TOOL is usually a video format that your friends can watch while you sit with them. This is duplicatable. They can see that THEY TOO can do this.

The 3rd part is in making them understand that the KEY to success in in building a team that will create WHOLESALE volume that they can tap into for a commission. Once they understand that this system is not specifically a sales business but a wholesale distribution business they can get excited.

Here is the results of one evening..imagine if YOU and YOUR team were doing this across the USA and Canada..where do you think your income will be in 12 months????Lubbock Thursday night Get Together! 8 people in the room.

“Help me welcome Tarran Clack from Lubbock, TX to Scent-Sations and the Free to Relax Team! Tarran and I have been friends for quite a while... my husband and her boyfriend have been friends since they were little kids... and I approached her last week about the business.

She watched the FTR Lifestyle videos and attended our get together tonight and got started right away! Welcome to the team Tarran! I'm so excited to work with you!!"

"Help me welcome Jenna Nalle to Scent-Sations and the Free to Relax Team! Jenna is going to be working the business with her mom, Glenda, and her goal is to put cash in her pocket with retailing, fundraising and promotional gifting orders while her Mom works on building their Scent-Sations team.

Jenna's first goal is to earn enough \$\$ to buy a horse! I happen to think this is an AWESOME goal!"

"Help me welcome Glenda Nalle from Lubbock Texas to the Free to Relax Team! Glenda and I met through a local networking meeting, and I approached her last week about Scent-Sations. She watched the videos, decided to get started and attended our local get together this evening with her daughter Jenna! I'll be sure to welcome Jenna to the group as well, as soon as she and I are facebook friends!"

"Help me welcome Nicole Hubert Youmans from Lubbock, TX to Scent-Sations and the Free to Relax Team! I met Nicole by teaching horse riding lessons to her daughter, approached her about the business and after watching the Free to Relax Videos and attending a couple of our local get togethers she decided to get started!"

"Help me welcome Tarran Clack from Lubbock, TX to Scent-Sations and the Free to Relax Team! Tarran and I have been friends for quite a while... my husband and her boyfriend have been friends since they were little kids... and I approached her last week about the business.

She watched the FTR Lifestyle videos and attended our get together tonight and got started right away! Welcome to the team Tarran! I'm so excited to work with you!!"

How I Learned to Talk to New People

When I started my Mia Bella business 7 years ago, I did a few retail shows here and there and was seriously afraid to talk to people. When I went to Fling this year and listened to Kathy Schneider talk about using “friends of friends” on Facebook to meet people to invite to get togethers I jumped on this. I have a goal to get at least 1 distributor in every state. I started searching “Friends of my Friends who live in Alabama” and a list popped up of people that I have at least 1 mutual friend with. I found a lot of people I went to school with that I forgot all about so I found some old friends too. But I started at the top and sent about 15 people off this list a message simply saying I don’t know them and I am a team leader with Mia Bella Candles. I ask if they like candles or are looking for a business opportunity or if they knew someone in the area who was.

Some people reply back they are interested, some reply no thank you and some don’t reply at all but don’t let a NO bother you. Along with Friends of Friends, use your list of people you know and message or call up at least 1 person off your list and add 3 new each day.

When talking to the person off your warm list ask the question “Do you know anyone else who might be interested in our business opportunity?” Work your warm lists warm list. Take advantage of FREE Leads! I look at my list everyday and re-write my goals every day. Goals are a huge part! If you don’t have goals for yourself then why are you doing anything? Ask yourself this everyday and work hard at what you want and then look back in a month and see how you have improved!

Chelsea Windhausen

This Advice Never Gets Old!

ATTENTION MIA BELLA CUSTOMERS AND ALL THOSE WHO LOVE BURNING CANDLES; here is a helpful tip for those of you who burn candles... first must not burn candles for more than 4 hrs. maximum should be 3 to 4 hrs for best performance.

When burning for many hours several things can happen and you don't realize it because you love the way your home smells but a few things do happen....

1. Degrade future performance
2. Wax pool may grow to large causing the flames to "drown" and go out
3. Burning candles for too long increases the chances of it beginning to emit a "burning" smell along with the release of the fragrance

4. If 1 of the 2 wicks are extinguished and you don't notice it , the candle will no longer burn evenly and begin to "tunnel" and it will be very difficult to reverse the problem, this happens when you burn the candle for too long and the wax pool grows.

5. And finally... NEVER LEAVE CANDLES UNATTENDED!

Maddie's "Mia Bella's" Pagan

I Stepped Out of My Comfort Zone Today!!!

While at the grocery store I started talking to the lady ahead of me in the check-out line. I gave her one of my cards... she said she loves candles and almost always has one burning in her house. She is also looking for extra income so will check out the FTR video.

Then I had a pleasant conversation with the check-out girl. She is a senior in high school & plans to go to college to be a pharmacist. I gave her a card (even though she is still in High School) & she said she will show it to her Mom & they may be interested in earning some extra spending money!

Christina Mayo Henarie

Bella Bars are Awesome!

From Jacquelyn Snell:

One of my old co-workers from home purchased candles from me. I gave him a Slate and Stone Bar as a "Thank you" gift and I just saw this post on Facebook:

"I was given a Bella Slate and Stone Cleansing bar. If you have sensitive skin like I (unfortunately) do then you should purchase this natural soap. It is awesome, smells great and for once my skin doesn't burn after a shower."

Congrats to Nicole Hubert Youmans!

From Jordan Maylea Ramirez:

“Big congrats to Nicole Hubert Youmans for a stellar week in her business!

Nicole sold over \$400 worth of product this week AND signed up her first distributor at our local get together tonight!

And can you believe she's only been in the business herself for 3 weeks!

Also a big congrats to Nicole's sponsor, Johanne Silas Simmons for demonstrating excellent leadership with her growing team! I am excited for these ladies and their future with Scent-Sations!”

You Never Know!

I participated in a neighborhood yard sale yesterday and decided to set out some of my candles that I had in stock. Well I ended up selling four of them plus got a couple of prospects that may be interested in the business. Just goes to show you never know when you might run into someone looking for an opportunity!

Sandra Blake

Post Cards Say Thank You!!!

Customer Connection Idea:

“Use our beautiful post cards to send your customers a HAND WRITTEN thank you note in the mail. We do not see this much anymore and trust me when I say it makes a BIG impact. I have gotten several customers who ordered in Aug and September that today I will be saying THANK YOU! Let people know you appreciate their business and they will come back again and again!”

Cheryl Hill

Follow Up On “Old Leads!”

I recently got in touch with a prospect from last year at an event that I had a booth set up. I was told how much she loved the candle her fiance and her got and asked what it would take to get started.

Keno Phillips

Keep Filling Up Your Leads Funnel!!

One of my No's from last week stopped by the house today to pick up a Bella Bar. She told me she'd been thinking about it, and would like to reconsider learning more about the business. She is planning on attending our get together and brining her teenage daughter with her on Thursday!

This woman is a busy entrepreneur and a go-getter. I'm glad she decided to take the time to at least LOOK at what we have. When I explained the difference in our retail vs wholesale pricing, she instantly "got it", and I feel confident that at the very least she will be joining us as a COTM member to get her products at wholesale!

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

Sharon Trachsel	Stacey Pfohl	Arrowhead Lake Community Association	Gary DeWees
Christine Woodard	Pat Stultz	Curtis Muffley	Madeline Pagan
Sarah Luteran	H & M Herbs & Gifts	Blake And Karen Radetsky	Karen Deuschle
Heather Culbertson			

\$300 Club

Milisa Lehman	Judy Toporcer	Brian Goodall	Linda Groves
Clayton Schneider	Lisa Alford	Kathleen Vale	Dwight Klinker
Jerry Thomas Jr	Julie Hanson	Rebecca Froelich	Amy Ghirelli
	Justin Locke	Sam Scelso	

\$200 Club

Layne Townsend	Rachel Tonkin	Chastity Lane	Charley Boudreau
Penne Hanus	Southern Home Designs	Priscilla Pallin	Cheryl Hill
Debbie McGalliard	The Medicine Shoppe	Sharon Pavey	Vicki Weitzenkamp
Dawn Rohlik	Kimberly C Steadman	Christine Kachmar	Rebecca Terrill
Teressa Yung	Harry Rogers	Teresa Joyce	Dale Schock - Alphazelle
Scott Hawkes	Diane Middleton	Rebecca Tucker	Glori Ann Frazee
Jane Bowker			

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 August



Clayton Schneider

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



Jordan Ramirez
Aaron Bishop
Alison Boers

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

August 2015: Top 10 Retailers

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

1. Stacey Pfohl, TX
2. Megan Fairbanks, WV
3. Sarah Luteran, NY
4. Kathleen Vale, SC
5. Cheryl Hill, MT
6. Martha Walters, FL
7. Miriam Rodriguez, SC
8. Linda Shelby, DE
9. Chastity Lane, IN
10. Angie Samuelson, KS

Top 15 Selling Candles in October 2014

1. Sweet Orange & Chili Pepper
2. Pumpkin Spice
3. Hot Apple Pie
4. Pumpkin Cheesecake
5. Odor – No More
6. Apple Cinnamon
7. Home for Christmas
8. Harvest Time
9. Christmas Pine
10. Chili Vanilli
11. Angel Wings
12. French Vanilla
13. Stress No-More
14. Slate and Stone
15. Snow Place Like Home

Next Month's Autoship



Cinnamon Raisin Bun

Upcoming Autoship Scents

November – Holiday Memories

December – Hot Apple Pie