

# MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



September 2016

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## This Month's Autoship: Harvest Time

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## Distributor Spotlight: Sharon Williams

From Alison Boers: “I would love to give a big SHOUT OUT to one of our distributors, Sharon Williams, from Oklahoma!. Sharon goes out of her way to not only help her own team members, but to help all others on our team also with questions and guidance. She has been a huge asset to our team.”



My name is Sharon Williams and I live in the very small town of Gotebo, OK that has a population of around 200. I am a 2k Diamond Distributor. I love animals, outdoors, and water gardening. When I'm not working my business you can usually find me outside or sitting beside my pond watching my Koi and goldfish.

I first started my career with Scent-Sations in October of 2010. I am HUGE candle lover and first thought about making my own candles and selling them. It was while I was researching online for supply companies and the expense of making my own candles that I came across an ad looking for people who were wanting to work from home with gourmet candles. I thought, hmmm.....maybe I should look into this more. I wouldn't have to worry about the supplies, the expenses, having a place to store them, and the mess of making my own candles.

I answered the ad and received an information packet and a Sweet Orange and Chili Pepper scent sample. I fell in love with this scent! It was a scent I had never smelled before! I then ordered a 16 ounce Sweet Orange and Chili Pepper candle. After I began to burn the candle I knew this company and opportunity was for me. This candle burned so clean with no black soot and evenly down with no tunneling of the wax in the center. But most of all, oh my gosh, the scent was amazing and had my WHOLE house smelling like Sweet Orange and Chili Pepper. Now, whenever I burn a Sweet Orange and Chili Pepper candle, it brings back the memory of the very first Mia Bella candle I had ever burned and what a wonderful memory that is and will always be!

My plan first was only to retail and for my own personal use. But then something happened....In April of 2013 I really began digging into the team building aspect of the business. I soon began to realize the power and income potential of building a team. I started plugging into all the training, webinars, and systems my team leaders had to offer

us. I began reading personal development books and started working on myself. It wasn't long after that my team began to grow and I made my first rank advancement. Then, a few months later, my second rank advancement.

My entire team I have built online from following the system our leaders had put into place. I love meeting new people daily and introducing them to our products and the business opportunity. The power of social media is huge if you know HOW to work it.

I am a BIG believer in the power of duplication and I believe that is part of the reason why I've been so successful in building a team. I followed a simple system that our leaders put into place for us and now I am teaching it to my team as well! YES, that's duplication!

This past year I also started setting up booths at various vendor events in my area. I love sharing our products with everyone and watching their faces light up as they smell the different candles.

Vendor events are an easy way to put some fast cash in your pocket while you are working on building your team. I always have a drawing box with a free giveaway to collect leads for customers and/or the business. In the past I've handed out a scent sample attached to a business card but this Fall I will be trying something new. I am fixing up information bags that will have a scent sample attached to a business card, a couple of the tri-fold brochures, and the business opportunity postcard with my information on the back all placed into clear literature bags.

While I always like the "fast cash" my main objective is searching for new business partners. I am looking to build a large Oklahoma team by participating in the vendor events and looking for new business partners.

I love Scent-Sations, our amazing products and the wonderful opportunity that it provides for us. The friendships that I have made and will continue to make are priceless!

It has been an incredible journey so far and I'm so excited to be continuing on this journey and will take along anyone who wants to join me!

## We “Brewed” A Bewitching Candle for Halloween



As we publish this newsletter in mid September, it feels more like the middle of July! The weather is in the 80s and air conditioners are humming day and night. It's hard to believe that Halloween is just around the corner and “Witches Brew” makes its annual appearance!

## Hope Candles are Now Available in 7 Scents!





Breast cancer is the most common invasive cancer in females worldwide. It accounts for 16% of all female cancers and 22.9% of invasive cancers in women. 18.2% of all cancer deaths worldwide, including both males and females, are from breast cancer.

In the past, Scent-Sations Inc offered the HOPE candle and a portion of those purchases went to a local charity. Also many distributors did fundraisers and others simply donated profits from the sales of the Hope Candle.

This year we are expanding the HOPE candle to seven (7) of our top selling scents: **“Hope Original”, “Hope French Vanilla”, “Hope Hot Apple Pie”, “Hope Chili Vanilli”, “Hope Sweet Orange & Chili Pepper”, “Hope Angel Wings” and “Hope White Lilac.”**

## New Coffee Table Candles Announced



Scent-Sations added a new “Coffee Table” line of candles as part of the Signature Series. The candles are top sellers: **“Pumpkin Spice”, “Odor No More”, “Christmas Pine” and “Home For Christmas”**. along with a brand new scent called **“Pillow Talk!”**.

## Pillow Talk is First Dual Scented Coffee Table Candle!



Scent-Sations Inc introduces our first dual scented coffee table candle called “Pillow Talk!”.

“**Pillow Talk**” - the top scent is African Vanilla. The base scent is a romantic combination of far eastern perfumes. They co-mingle to create a "night to remember!"

## Free Spirit's Newest Candle is “Cinnaberry”



Just in time for the Fall, **Free Spirit's “Cinnaberry.”** Deliciously sweet berries with warm notes of cinnamon. **Free Spirit** is the only natural wax candle on the planet that also has natural hemp oil infused into the candle!

## Question And Answer on What to Charge for Fundraising Shipping

**Question:** Can you tell me how much shipping I need to charge on a fund raiser?

**Answer From Susan Graves:** It's different for every location - most reps, fill out a fake order for 12 16 oz candles to the address the fundraiser would be shipped to - write the shipping cost down, then delete (or cancel the order). Divide that cost by 12 and you will get an about average cost per candle - Round up to the nearest .50 or \$1 and then use that for a guide line - if the fundraiser is very large and shipping is much lower per candle - just donate some of the funds to the organization They will be thrilled... If the fundraiser is small, and the shipping is more per candle, the rep will just earn a little less for the fundraiser.

## Bella Beauty's Hand and Body Lotion a Huge Hit!



“My husband works with his cement and his hands are always a mess. We have bought so many different “miracle hand lotions” over the years that he balked when I told him to try the Bella Hand and Body Lotion.

He smiled when I grabbed his hands and put a dab of it on them and said, “rub it in and tell me how it feels!”

Once he had it on his hands he told me that even though he doubted it was going to make much difference, it sure smelled great!

After 2 months we were amazed at the condition of his hands. They are the best I have seen them look in the last decade.

We are hooked on Bella Hand and Body lotion. I use it myself daily for my hands, elbows and heels.”

Tracy Sinese

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“I spent several days in Rehoboth Beach in early August. The weather was incredible, with blue skies and 80+ degrees every day. I spent almost the entire day sitting on the beach and a lot of that time was spent playing in the water.

Needless to say my face was quite sunburned from the exposure.

I always keep a tube of the Bella Hand and Body lotion in my beach pack and each evening I put on a good lathering of the cream everywhere that was red.

Each morning when I woke up the red burn was almost tan and the sunburn pain was totally gone!”

Charlie Umphred VP Scent-Sations Inc

## **Hemp In the News**

### **Canadian Farmers are Cashing in on the Hemp Growth!**

There has been huge growth in the hemp industry by a large number of Canadian farmers, especially in Manitoba and Saskatchewan.

The hemp industry is growing rapidly and is expanding as the market demand for health food products is continually increasing. Together with continued funding for the health food industry, the future of hemp is promising and lucrative.

### **Kentucky Sees Hemp Replacing Lost Tobacco Income**

Kentucky. Governor’s Office of Agricultural Policy (GOAP) Executive Director Warren Beeler told the Tobacco Settlement Agreement Fund Oversight Committee he hopes hemp production can eventually replace lost tobacco income. “We went from 33 acres (of industrial hemp initially)... to somewhere in the neighborhood of 4,000 to 5,000 this year, and I don’t think anybody much is raising this stuff who doesn’t have a contract or place to get rid of it.”

“Who knows where we might be in 20 years?” he later added.



## 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

Kevin Barrett	Patti Jackloski	Stephanie Irish	Stacey Pfohl
Jennifer Callahan	Scott Kresge	Christine Woodard	Curtis Muffley
Scott White	Annmarie Hutter	Sharon Trachsel	Anthony Jones

### \$300 Club

Heather Culbertson	Nancy Mccray	Rebecca Froelich	Louise Acevedo
Layne Townsend			

### \$200 Club

Daystar Boutique,Inc.	Nancie Warga	Amy Ghirelli	Cecilia Ayala
Kelly Flanagan	Sonja Madsen	Joyce Mitchell	Dawn Rohlik
Vicki S Green	Pam McNulty	Holly Winton	Don Herbert
Jennifer Getzendanner	Quincie Fuller	Kimberlee Mcconnell	Sharon Brown
Rebecca Terrill	Tracie Hyatt	Donna Doheny	Karen S Del Muro

## 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**

## Top Sponsoring Distributors for August



Cynthia Suchowacki  
Cheryl Hill

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

## August 2016: Top 10 Retailers

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

1. Stacey Pfohl, TX
2. Cecilia Ayala, CA
3. Vicki Green, WA
4. Martha Walters, FL
5. Karen Deuschle, PA
6. Lynda Truitt, DE
7. Corinne Hartmann, ND
8. Chelsea Windhausen, NY
9. Kathleen Callahan-Adams, CA
10. Mary Lynn Slivinski, PA

## August 2016: Top 10 Personal Volume

1. Kevin Barrett
2. Patti Jackloski
3. Stephanie Irish
4. Stacey Pfohl
5. Jennifer Callahan
6. Scott Kresge
7. Christine Woodard
8. Curtis Muffley
9. Scott White
10. Annmarie Hutter

## Top 15 Selling Candles in October 2015

1. Pumpkin Spice
2. Hot Apple Pie
3. Pumpkin Cheesecake
4. Sweet Orange & Chili Pepper
5. Apple Cinnamon
6. Harvest Time
7. Odor No-More
8. Christmas Pine
9. Angel Wings
10. Home For Christmas
11. French Vanilla
12. Victorian Christmas
13. Grandma's Kitchen
14. Chili Vanilli
15. Cinnamon Raisin Bun

## Next Month's Autoship



**Spiced Cranberry**

### Upcoming Autoship Scents

November – Snowberry Pine

December – Hot Apple Pie