

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter

September 2017

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This Month's Autoship: French Vanilla

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New “Free Spirit Moonstone Scent Announced!”



Moonstone is an aromatic blend of just the right combination of Mediterranean herbs and spices for a soft, alluring scent.

I asked a customer how she liked the Free Spirit hemp Oil candles. The customer said “I suffer from anxiety because I have nightmares and I burn the candle before bed and it is helping me so much thank you!”

Shawnda Lowery

New “Molded Melts Announced!



Scent-Sations announced another new “molded” Mia Melts. “Spiced Cranberry Leaves” is a combination of fruity cranberry and Fall spices...stay tuned for more molded melts for the holidays!

Fall Scents Now Available!



Two of the best selling September/October/November scents are Pumpkin Cheesecake and Pumpkin Spice. Both are now available!

Use the Funnel System to Build Commissions AND Retail!

"I was on the phone with a new distributor who wants to build a team AND retail products for instant money. I told him that when I was a rep in the business I spent 99% of my time trying to sponsor new distributors and that allowed me to retail a LOT of product! He said "that doesn't make sense." "But....I replied....it does...you see I always open my conversation asking if someone is open to other ways of making money. Then I follow the "funnel steps" which go like this:

1. Show them an Opportunity video: I would use the one on your home page which you can subscribe to because it is duplicatable.

2. Call back and ask (or if you showed it to them on a 1 on 1 you will ask right after the video is over) "Does this look like something you would be interested in?"

3. If the prospect says yes, proceed with showing him/her how to enroll and the packages to choose' We recommend the SOTG

4. Some of the prospects will want to try products first and this is where you can pick up sales from those who want to test products first (note..if you are a business builder you NEED to be using ALL products, candles, skin care, hand lotion, etc as you will be able to give testimonial to each product)

5 From your "retail customers who were originally prospects you will get referrals from them if they opt out of enrolling and along the way you should be asking them for referrals for both business and customers.

This is called using the funnel... put everyone thru the same funnel and your organization will grow along with your monthly check and daily retail!

Why we recommend the SOTG (from CEO Bob Scocozzo): Are you taking advantage of the signup bonuses this Month using the SOTG? If you sponsor a new person with the SOTG pack they will receive 50 points next month... hat's a \$50.00 saving on their signup kit!! For the Sponsor we are adding another \$50.00 to your commission check... making your commission for sponsoring over 100.00!!!

Why use this pack??? This SOTG Pack and some business cards allows you're new person to come out of the gate with all the tools needed to build the business.

Do You Use Canva?



"A friend told me about this app called 'Canva for my phone' and I love it! It's a tool to jazz up your photos with text and layout. Try it out, most of it is free".

Donna McDonald

Happy Customer Did Her "Homework!"

A lady came over to our booth at the fair tonight and asked if our candles were "made in the USA". I said, yes they are, they are made in Wilkes Barre, PA.

She started looking around and asking me more about the candles. I talked to her about them and the way she was looking at me, was not sure she was believing what I was telling her. She took a couple pictures of the candles and then left.

A little while later, she came back and said, I see your candles ARE made in the USA and was started by doing a Fundraiser. She had checked the reviews on the company and was very impressed... anyway, she left happily with a Sweet Orange and Chili Pepper candle... and I was happy that she had done some "homework" on the company!!

Becky Payne Froelich

Life Leaves Clues!!

A local customer showed up yesterday to buy her bi-monthly package of Dermal Renu. She has been a loyal customer for several years now and yesterday she told me it was her birthday. When she told me her age my jaw dropped as I would have guessed 40's....she turned 60 yesterday!

She smiled and said "feel my face!" and it was smoooooooooth! Today another friend stopped in to purchase her first Dermal Renu package... she was buying candles but a conversation with Bob about his skin, his age and his Dermal Solution to aging and she had to have it!!!

Folks... there is a secret to making money in direct selling and its not on your social media pages... it's YOU using the products and telling people about their results. I have never seen a more incredible skin care product than this and almost no distributor talks about it... life leaves clues!

Charlie Umphred

Questions and Answers

Question: When will the Fall/Winter Catalogs come out

Scent-Sations: The catalogs come out late September to early October.

Question: Are there samples of our skincare line available?

Alison Boers: "We don't have the samples. When you start using these products, you don't see a difference in two or three days. My experience and others have been a week or so!"

Scent-Sations: "The company that manufactures Dermal Renu insisted that they do not want any small trial packages that a 60 day trial period is mandatory in order to get the best results and if someone does not like the results they get a full refund. That is what the manufactures want and we must be obliged to follow that."

Question: How many molded melts come in a bag?

Denis Gutierrez de Coruzzi: The molded melts are 6 in a bag.

Hunkering Down for Irma with Our Mia Bella's!



"I just want to thank Cheryl Coger and the staff at SS and Fed-Ex for getting my candles to my dear friend in Florida hunkering down in Hurricane Irma. She got them in time and is using them during her power outage!"

Mary Leedy

Fall is the Time for Mia Bella's Booths All Over the Country!



"Here was my table at a recent event. A little "squeezed" in as the venue was small but made it work!"

Tamela Butler Meridian



"Fair week.. can't wait to sell, sell, sell!"

Becky Payne Froelich



"First stage of setup at the Semo District Fair!"

Jerry Swan

Wishing For Mia Bella's In Ireland

I received an email from a lady in Ireland..."Where can I get Mia Bella's candles here in Ireland?"

It turns out she was gifted a candle by a friend who purchased several in one of the Euro establishments and now is "completely sold" on Mia Bella's candles..."absolutely the best ever!" was one of her comments!

We have been marketing Mia Bella's since 2001 and I have never received a call/email from a customer anywhere in the world telling me that they just tried Mia Bella's but they have something better.....never...not in 16 years!

“I work with a precious lady from Ireland. Her mother came to visit from Ireland and she gave her some of our candles. Now she gets some of them to carry home in her suitcase, every time she visits. Love it!

Paula Gray Andrews

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			
Jerry And Jaime Swan	H & M Herbs & Gifts	Donna McDonald	James Crail
Sharon Trachsel	Christina And Adam Talipski	Bret And Sandy Malone	Carly Moorman
Shannen Elliott	Christine Kachmar		

\$300 Club			
Janie Miller	Jane Griffin	Jane Bowker	Scott White
Carolyn McLain	Lori Baker	Connie Danelson	

\$200 Club			
Quincie Fuller	Tia Albertazzie	Curtis Muffley	Shawnda Lowery
Judy Nelson	William Damore	Cathy Cunningham	Blake And Karen Radetsky
Dana Walker	Johnny Jenkins	Ashley Werner	Jennifer Mohrhard
Layne Townsend	Nathan Bussey	Cathy Mahady	Amanda Cruz Rivera
Beth Borie			

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 2017.

Shawnda Lowery
Bret & Sandy Malone

August 2017: Top 10 Retailers

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

- | | |
|--------------------------|------------------------------|
| 1. Jennifer Mohrhard, MO | 6. Anita Casner, OH |
| 2. Vicki Green, WA | 7. Stacey Pfohl, TX |
| 3. Cathy Mahady, MN | 8. Jennifer Getzendanner, IN |
| 4. Steve Leal, CA | 9. Carolyn McLain, AZ |
| 5. Christina Rackard, AK | 10. Christina Talipski, PA |

August 2017: Top 10 Personal Volume

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|-------------------------|--------------------------------|
| 1. Jerry And Jaime Swan | 6. Christina And Adam Talipski |
| 2. H & M Herbs & Gifts | 7. Bret And Sandy Malone |
| 3. Donna McDonald | 8. Carly Moorman |
| 4. James Crail | 9. Shannen Elliott |
| 5. Sharon Trachsel | 10. Christine Kachmar |

Top 15 Selling Candles in October 2016

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|--------------------------------|----------------------------|
| 1. Pumpkin Spice | 9. Chili Vanilli |
| 2. Sweet Orange & Chili Pepper | 10. Apple Cinnamon |
| 3. Harvest Time | 11. Cinnaberry |
| 4. Pumpkin Cheesecake | 12. Night Before Christmas |
| 5. Odor No-More | 13. Slate & Stone |
| 6. Hot Apple Pie | 14. Christmas Pine |
| 7. Home For Christmas | 15. Snow Place Like Home |
| 8. Grandma's Kitchen | |

Next Month's Autoship



Pumpkin Cheesecake

November – Christmas Pine	December – Hot Apple Pie
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