

# MIA BELLA NEWS

February 2009

Volume 7, Issue 2

## Candle of the Month: Spring Fever

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## Winners of Monthly Bonus Contest

### 1<sup>st</sup> Jackie Ulmer - \$4,000



#### My Strategy for Winning the Monthly Contest

As an almost 6 year veteran of the company, many of you have heard me state my mission within our company and the Network Marketing profession. My mission is to be part of creating the next BIG story in Network Marketing with our company; and to continually practice the principals and ethics that raise the standards and reputation associated with our profession.

I have always considered myself the "reluctant network marketer." I dipped my toe into the profession in January, 1994, joining my first company because I was committed to finding a way to be home with my children and still create a business of my own with "gangster income."

Seriously, I had that "big picture, gangster income" vision in my mind before I ever signed the dotted line of my first company. However, that income was years away from materializing because I had to conquer my internal demons of being the "reluctant networker" and keeping my business locked up in the closet.

By the time I started with Scent-Sations in March, 2003, I had happily banished those demons to the cellar and had become unstoppable in my love and pursuit of Network Marketing. I had conquered the two ton gorilla known as the phone; spent hours paralyzed while looking at my list of names to call; and gone into my closet and screamed at the top of my lungs "I QUIT!" a thousand times. So, once I put my blinders on and decided to build this business full out (November, 2003) I was, and remain, fully committed to my mission, mentioned above.

I've never been one to win contests. I once won a Donna Summers Album in a radio contest at age 17 and that's about all. I am, however, one who is very good at setting my intentions on a monthly, weekly and daily basis and then taking action to master those intentions. That is how I have won several of the contests Scent-Sations has offered us.

I don't do anything any differently today than I did 6 years ago. I have a working business/action plan that I complete consistently and it leads me to achieve my goals. I believe in working SMART, and not hard. There is a difference. I have an expectation of what each month is going to bring and I know that is why things show up the way they do.

I am true to my passions and my belief in building this business and I always know the direction I am headed. I no longer get swayed by "the flavor of the month" in terms of new ways to build the business. I commit to contact; present; sponsor; and duplicate with those willing to duplicate.

I have had the same monthly advertising/marketing budget for the last three years; the same websites; the same autoresponders and drip campaign; I mail the same packet; I do the same amount of follow ups; and my daily business plan is essentially the same. My script and conversations are virtually unchanged, as well. In other words, I didn't set out to win any contests; I have just continued to do what I do daily.

More than anything, what remains the same is the passion I feel about my business and the tools with which I build; my team partners and friends; the company; our products; and this great profession known as Network Marketing. I spend the first few minutes of every day in gratitude for all that exists in my world.

I appreciate my husband, Mark, for never saying "why are you wasting your time; are you crazy; you're spending WHAT on a business?" Instead, he has always been willing to support me, financially and emotionally; and willing to lend an ear when I needed to vent or share some exciting, new happening, and now he enjoys the fruits of our labor!

I appreciate my children for growing with me in this journey of being a stay home/work home mom. They have had to "talk to the hand" many times as I have finished up a call as they come bursting in from school with exciting details to share. They have been banned downstairs with the dogs during many team training calls; and grated more than their share of votives. They, too, are sharing in the fruits of our labors.

Contests are won by having an unwavering faith and vision in who you are, and where you are headed, and what action steps you must take to get there. They are won by taking a genuine interest in people and what they want in a business. Then, sharing how your business might assist and support them. It's consistent, persistent action, regardless.

The funny thing is, and Charlie and Bobby can look at my statistics over the last 6 years, and little has changed. My personal sponsoring numbers have not changed. It's just that now, we have the benefit of the contest with which to be rewarded.

So, what are you committed to? What is your monthly, weekly and daily action plan? What is your monthly advertising/marketing budget? If you don't have one, then MAKE one by retailing these amazing products. Develop your system for contacting; presenting; sponsoring and duplicating. Get with your sponsor to develop that plan.

Spend a portion of each day in gratitude for all we have and all you have. The best is yet to come.

EXPECT Success!  
Jackie Ulmer

**2<sup>nd</sup> Joseph and Monica Natishak - \$1,500**

**3<sup>rd</sup> Lori Clark - \$1,000**

**4<sup>th</sup> Cheryl Pope - \$500**

**5<sup>th</sup> Nikkea Kayler**

**6<sup>th</sup> Jimmy and Kathy Schneider**

**7<sup>th</sup> Debbie McIver**

**8<sup>th</sup> David Waller**

**9<sup>th</sup> Vicki Green**

**10<sup>th</sup> Jeff and Stacy Pfohl**

## Top 20 Enrollers For 2008

1. Jackie Ulmer
2. Lori Clark
3. Joe and Monica Natishak
4. Jeff and Stacy Pfohl
5. Brad and Deb Warren
6. Cheryl Pope
7. Cathy Mahady
8. Kristine Carpenter
9. Kellene VanDorn
10. Gail Wahl
11. Tracey Gilmore
12. Kelly Wissink
13. Deborah Kemp
14. Jimmy and Kathy Schneider
15. Carol Boor
16. Cynthia Suchowacki
17. Vicki Green
18. Connie Gleave
19. Linda Miller
20. Ed Kopec

## Congrats To New Rank Advancements in December!

Peter Canavan

Director

Susan DeVries  
Alethea Anderson

5K Diamond Distributor  
5k Diamond Distributor

Marie O'Chuida-Chery  
Dana Blevins

Diamond Distributor  
Diamond Distributor

## Dreams DO Come True!



On December 10, 2008, Scent-Sations made a ten year dream and goal of mine come true when I drove off the lot in my new Eddie Bauer Ford Explorer (yes, we thought we would do our part for the Detroit gang!) This was a day I had been dreaming about and working toward for nearly a decade.

Almost from the start of my career with Scent-Sations, I went to work on Charlie and Bobby about a car bonus. It wasn't long before my husband jumped on the bandwagon and was harassing poor Charlie about worn out shoes and walking to work. (Now he's working on a GAS bonus!) Focus and tenacity do pay off.

The funny thing is, I'm not a car person. For the most part, I'm not particular about what I drive as long as it is safe; a 4-wheel drive (I live in the snowy mountains) and has all the interior creature comforts that I enjoy. Currently, my top picks are my heated leather seats and the back-up sensor! My daughter of course loves the DVD player, which

I swore I would never pay to have in a car. Thanks, Scent-Sations, for footing that bill! Who knows, maybe the next car will be some sporty little beach car that only seats two!

So, really it wasn't the car itself that was such a big accomplishment. It has been setting the goal, working for the goal; achieving the goal. And, now, I'm relishing the moment while looking forward to the next goal.

When I first explored what different companies offered in their compensation plans, I was quite intrigued with the car bonus programs. How fun to drive a car paid for through your own efforts! How fun to put people and team building at the top of the list and be rewarded in such an amazing way.

We've made great strides as a company and we haven't even really gotten started. Take a serious look at our compensation plan and grasp what lies on the table for each of us every month. Research all of the enhancements and improvements that have been made to our plan and embrace what is available to you.

I saw the potential for a big picture future with Scent-Sations almost 6 years ago, when we had a six level compensation plan and Diamond was the highest title! Today, I see the potential for generational wealth and thousands of people achieving the lifestyle of their dreams because they are willing to roll up their sleeves and invest the sweat equity and time in personal growth that is necessary to reach the top in our profession.

What car is on your dream board? What date do you have written out beside it? What steps will you take to get there? Whatever you believe you can achieve, you can. Doesn't that look and sound a whole lot better than what's offered in the business section of the newspaper each day? There is a better way, and Scent-Sations offers it to each of us.

**EXPECT Success!**  
Jackie Ulmer, California

### **Jackie Ulmer Training Hint:**

All personally sponsored distributors go onto my calendar for follow-through calls AFTER they have signed up. Those calls consists of an initial welcome call, then a follow-up about the time the package they chose (Starter, Sampler, Fast Start) arrives:

I initiated a system like this at the end of 2007 and started training on it in January of 2008 after tracking for about 90 days first. I have been amazed at how it really opened the lines of communication with those who I sponsor. I also set up a weekly calendar reminder to call them once a week for the first two months. I just want them to know that I am there and they really CAN come to me with questions and for coaching. Sometimes, MANY TIMES, people are hesitant to ask for help.

If we can be the one to take the initiative, what might that do for our businesses and the duplication process? How many times have you heard - "Well, in my last company, my sponsor signed me up and then abandoned me. I never heard from them again."

Communication is a two way street and when we open those lines of communication, it often creates the flow back and forth.

Then, even if a person decides that the business is not right for him/her, I know in my heart that I fulfilled my end of the responsibility as a partner/sponsor.

And, sometimes after the third call, if I haven't received a response or heard back at all, I will leave the "ball is in your court" voice mail. Basically saying - "Hey. I've left you a few messages and haven't heard back. I know you're busy, as am I and I don't want to bug you. Just know that I am here for you and welcome your call if you have any questions or need assistance."

I also actively solicit getting back the Partnership Agreement and schedule time to go through this with them. As Tom "Big Al" Schreiter teaches, give people assignments and see if they complete them. This tells you a lot about their overall commitment level.

And, I work to educate them on the possibilities of Network Marketing and residual income, even when they may just think "they want to sell a few candles." I want them to understand what they have in their hands.

## Mia Bella Wall of Power!

This company and the people in it are so amazing, and so very special. So MANY of you have sent your thoughts and prayers Bill's way, and many sent them in the physical form as well of cards and emails. We are so grateful for them all, and want to thank everyone for your care and support through this time.

This has been such powerful medicine for Bill that I wanted him to be able to SEE your thoughts and prayers in the form of these cards and notes, and daily be reminded of how many are coming his way, and how many people care. So I purchased a 6' x 4' poster board so that we could make a WALL OF POWER that was portable and could be wherever Bill needs to be, for him to always see and be strengthened by the Power of all of YOU and your love.

Our grandson Forrest and our daughter Savannah put the cards and notes on the board and filled the first one pictured here next to Bill, they are working on the next 6' x 4' wall now. There are just too many to fit on one wall! I just can't tell you what this has meant to him and done for him... except to tell you that you have inspired him and lit a NEW Mia Bella flame in him!

This is TRULY a business you can take anywhere under most any circumstance, and Bill is proving it! He is wearing his Scent-Sations t-shirts to his treatments! A living



Billboard, advertising for our business everywhere he goes! People see the T-shirt and ask, and that is all the opening you need!

Now it's a New Year and we are kicking our business into gear to match the pace of the excitement that this year promises with Scent-Sations! Bill is walking (okay, rollin) and talking the business to this huge new market that he has found at the hospital! And BOY is he POPULAR!

One of the Social Workers approached me with fundraising questions the other day during his treatment! We will be doing a hospital vendor show this spring, and I will personally be doing a fundraiser soon for the endowment fund of the oncology center because I have the vehicle with our fundraiser and products to contribute and help make a difference to other families in this way that are struggling financially with this disease. It is a fund the oncology center sets aside to help pay for the expensive medications and treatments that are often not covered by insurance, or for families with no insurance. I love the ability that we have to do that with our company!

The Oncology Center Staff are wonderful and have the kind of heart and passion that will fit right in with all of you! We always let it be known during the course of our conversations about our business that if they know anyone that is interested in making an extra income or replacing their day job to let us know!

They see the simplicity and popularity of what we do, and how much POSITIVE FUN we have doing it, and I anticipate having some new Business Associates from Bill's new warm market soon!

Every single one of us as Independent Distributors with ScentSations has the ability to "Make a Difference" to someone's life every single day! Whether through sharing the enjoyment of our products with customers, giving a senior a Bella Bar and Balm for healthier skin ... just because, fundraising locally and spreading awareness and community support, or....and I feel most importantly, paying it forward to others that are interested in making a difference, or achieving financial security in uncertain times through our business plan and products.

Because the more we duplicate what we do with others, the more opportunities there will be to "Make that Difference" everywhere!

So remember the POWER WITHIN YOU, because we ALL have it! And I sincerely thank you for sharing some of that power with Bill to help him beat this and making a difference in OUR life.

Pay it forward and share what we have with EVERYONE you meet, no matter what you're doing!

It may be THEIR neighbor, relative or football coach that will be interested in what you have to share. You never know how far your paying it forward will reach unless you put it out there! Be popular like Bill! People will LOVE you for it!

And know that you are in an Amazing Company with Amazing Sincere People that will make your dreams come true if you follow what they teach with daily committed action!

Thank you Bobby, and Charlie for the regular phone calls to Bill. Where else do you know of where the owners of the company care like ours do? We have 11 months left to ROCK 2009! Let's DO IT! See you in Vegas!

Kellene VanDorn, KS

## It's 2009: Put Your Life On Paper!!!

It's about that time ... time to begin planning -- time to begin putting your life on paper.

When I look back to my list of goals for 2008, I reached a couple of MAJOR ones I had written down .... did you?

Did you have your goals on paper that you read over daily? If not, change that in 2009.

- Read "The Oracles Secret" if you are struggling with putting goals on paper.

- Listen to "How To Build The Network Marketing Business YOU Really Want!" if you are struggling to put your goals on paper.

If you don't 'get it' read the book again, and listen to the CD again and again until you do!

What books did you read in 2008? What CDs did you listen to again and again and again in 2008?

I didn't keep a list... darn it! Looking back, just for curiosity, I wish I had, so I do plan to keep a list this year. In fact, in my daily planner, I'm going to jot down the title of the book I am reading and the CD I'm listening to so I can look back to see how many I actually complete from beginning to end.

It's true... your income will GROW only to the degree that you GROW as an individual.

I've always promoted reading daily and listening daily but beginning in 2009, it will be the CORE of my coaching and teaching... just a heads up to those who I'm working with.

Why?

If I had to name the ONE single thing that has helped me in my business, that has helped me in my life... it would have to be self-development.

It's not any ONE book or any ONE CD, it's the accumulation of them all.

Unfortunately, it's like exercise and diet, it must become a way of life.

Fortunately, though ... if you stay with it, it REALLY does become a way of life and becomes such a habit, such a pleasure that you will stop thinking of it as 'trudgerly' or as

something you must put effort into.

So, with that said...

What book will you be reading today? What CD will you be listening to today?

Here is to the BEST year of your life! I love you and wish you a GLORIOUS 2009!

Kathy Schneider, Tex

## **I HAVE set my goals for 2009**

I have never set goals to paper before, so this was something new to me. It felt good to have them on paper and to see how well I do at the end of 2009 to accomplish all of them.

My planner is already filling with things to do in the next coming weeks. Networking opportunities, meeting new people, and getting our wonderful products into everyone's hands.

Just a quick note on something that happened this morning. My friend just opened a car detailing place. He went to work this morning with Lilac scent samples to pass out to his customers for me. He wasn't there five minutes when he called and said "You need to order a big jar". One of the girls that works up there fell in love with the lilac scent immediately. About five minutes after that conversation, he called again to tell me to order a "big jar of Angel Wings" (his favorite). One of the guys at the station says he wants that one.

Isn't that a great way to start the day. It wasn't even ten in the morning here in cold Michigan.

He has been passing out the scent samples to all of his customers for me. Last week it was Sangria. The owner of the gas station carried this scent sample around in his pocket for days!!! He was telling me that his wife likes Sandalwood... I ordered it... let him smell it... he paid for it right then and there. When he took it home to his wife, she fell in love with it. She is burning it everyday.

My goals are on paper and I am stopping at NOTHING to be more financially stable in 2009 thanks to this wonderful business opportunity. Oh, and by the way, I am going to Vegas Fling!!! I signed up the first day available for registration.

Make sure you do too!!

Belinda Nadeau

## Are You Going Full Throttle?

I recently read Kim Kiyosaki's "Rich Woman: Take Charge of Your Money, Take Charge of Your Life!"

She told a story of enrolling in a four day Grand Prix driving course, where her emotions ranged from extreme fear to utter exhilaration to absolute pride and accomplishment.

After experiencing some frustration and dissatisfaction with her outcomes, she questioned the results of some of her early races. She asked, "Why am I not succeeding in my objectives?" Her teacher asked her one simple question... "Tell me this, are you going full throttle?"

He knew she had learned the skills, had practiced the skills, and had even succeeded in beating her opponents while driving the "slower, more controlled" Corvettes. But it was her mindset that needed to be overcome when she stepped into the Formula 1 racing car.

Why were the others now passing her? Why wasn't she going fast enough?

When he asked her to honestly evaluate if she was putting her all into the task, she had to submit to the thought that her fear was holding her back. She wanted to engage, she wanted to compete, she wanted to succeed, but she wasn't putting the pedal to the floor to make it happen.

Sound familiar to something you have experienced in your life?

When you question your abilities, your outcomes in your home business, when you compare yourself to others, and even give thoughts to quitting, I ask you, "Are you full throttle?" It is not enough sometimes to just be in the race. Are you willing to push it further?

And this is incredible insight that is so applicable to running your home business. Kim stated, "What amazed me is that I found it was actually easier to drive and to take the turns when I was driving at full throttle than when I was holding back."

I continually use a similar analogy with my business partners. I think a lack of consistency in one's efforts is like riding a bike up and down the hills. If you stop, it is so hard to get it going again. But if you keep a constant pace and keep pedaling, the ride is so much easier - because you have momentum. The job actually is easier that way.

Her closing statement, "If you don't go full throttle, then you miss what life is all about." Love this!

Are you ready to go for it — to go full throttle!  
Cathy Mahady, Director

## So are you making it happen or giving in?

I am been in network marketing/mlm industry for 3 years now and have to say that the #1 reason I am evolving into that 20%, is because of the amazing upline I have. They have offered the foundation, training, support, belief and friendship that has gotten me where I am today.

#2 reason, Is my dreams, goals, family support and belief in myself that I am going to be the 20% of the 20%!

My story started back when I was a stay at home mom looking for a way to be home with our beautiful girls. Being a teacher I didn't want to work full time, grade papers at night and have someone else raise our girls.

This became my motivation to find JUST THE RIGHT company.

I searched for almost a year and still didn't find the right fit for me. Even though I had NO experience with this industry, I knew enough about what I WANTED and NEEDED and didn't give up looking until I found it.

I get the question all the time - WHY THIS ONE? there are so many company out there. It was simple - I first saw the product, was blown away at the performance and quality, never seen that before and thought if I was this impressed and WOWED than I knew others would be too.

This was before I knew the true WOW factor... our company system and residual income.

Long story short I contacted Kari about the business side – asking many questions and making sure that this offered me everything I needed.

Freedom - Flexibility - quality product - team support - training - and NO QUOTAS to hover over my head. Yes - call me picky, but I am a busy mom with young kids, busy house, life and didn't need to add more stress.

It was like a breath of fresh air when I found the company that offered everything this picky,busy mom needed!

In the beginning of this journey I was like so many that get started - I wanted to Retail the product only, make the money NOW to pay bills and be home. This company gives me the most profit I have ever seen with any product. So I was able to do just that and then some.

I remember saying these exact words to Kari "I am not interested in the residual side - just retailing to keep me home!" I ate my own words within 24 hours when I got my first team member. It became Simple to share the product, Share the business and develop a team because they too saw what I saw in the beginning... a great way to work from home, make money without all the stress.

I soon began to see the benefits of getting a THANK YOU CHECK each month in the

mail... This is when the bug HIT ME HARD.

About 1 1/2 years into this journey I felt myself going NO WHERE... I started to get frustrated, discouraged and wondering why? I could have easily given up, quit or just stayed where I was, but that was not good enough for me. I wanted more out of life for my girls, my husband and me.

This again was when my support system (to the right) made me realize that I WAS LIVING MY DREAM... I had reached my goals and doing what I set out to do!

It was here that I needed to REWRITE my dreams, goals and future... I am doing that more than ever in 2009.

So if you are evolving into the person you want to be then keep going, believing and dreaming...

If you are not sure, wondering why things are going no where than trust me when I say...

Please DON'T give in.... write down what you want out of life, your future and CHANGE things to make that happen, it may be big changes or small ones, but believe in yourself enough to Make it Happen!

It is up to YOU to evolve into the 20% of the 20% and make your dreams come true!

Cheryl Hill, Montana

## Grand Total without leaving my house - \$303.25

2009 is going to be an exciting year! I have been mailing out packets with scent samples to business prospects for 2 years now. My mail lady has told me that I have the best smelling mailbox around when she has delivered packages to me that wouldn't fit in the mailbox. I have given her catalogs each time just in case she had misplaced the ones I had given her before. Well, she finally called me to place an order for 2 jars and she wanted citrus scents. She bought SOCP and Lemon Verbena. She said just leave them in your mailbox which I did. Well it turns out she didn't work the day I left them in my mailbox because she didn't have electric the night before so someone else delivered the mail and also picked up her candles for her. Now that person has asked for a catalog. Sorry she didn't have electric but now I have someone else interested in our candles. Who knows, maybe one of them will be interested in the business.



Next I attended a local Chamber Power Breakfast, did my 30 second speech about looking for retail customers, organizations for fundraising and anyone interested in working from home. Two members that bought candles for Christmas rang in with their great testimonies and then a soccer mom at the meeting approached me about holding not

one but two fundraisers for the 1) girls team in the spring and 2) boys team in the fall. I am also going to be receiving information from the chamber for other members that are involved in the local schools for fundraisers. I am so excited because I have been trying to make contacts with the schools but never got any place. Now being a member of the local Chamber is changing this. Of course the ultimate goal is to find new business partners along the way!

Okay, I attended another Chamber mixer, gave out business cards and shared information about our products and business. These mixers are great because there are always different people attending. I donated a door prize (\$25.00 gift certificate) for the event and the lady that won was so excited. I highly encourage everyone to get involved in their local chamber. I just joined in October but wish I had done this a long time ago.

I would like to share with you the call in orders I received within 3 days and never had to leave my house. This is all from having many lines floating around.

1) Saturday-3 Jar candles and 6 Votives-\*\$74.85

This customer was an avid Yankee burner until she burned Mia Bella's. She came to my first Christmas open house in 2006 and has been a loyal customer since then. She invited us to their home for a poker game night with about 30 people in attendance. She was burning Mia Bella's candles everywhere, I had on my Mia Bella sweatshirt and so people started asking questions. I gave out 10 catalogs, business cards and scent samples. MORE LINES OUT THERE!

2) Tuesday Morning-4 Jar candles-\*\$75.80

This customer was a fundraising customer.

3) Tuesday afternoon-7 Jar candles and a Pumpkin Pie-\*\$152.60

This customer was at a home party I did in December. They purchased over \$200.00 then. Of course when they called with this order yesterday, I gave them information on signing up and they are now thinking about it.

Grand Total without leaving my house \*\$303.25 Oh and did I mention my mail lady called back and ordered two more jar candles this month?

Lastly, we were at a local auction and I had on my jacket that I had embroidered on the back: Mia Bella Candles-Retail, Fundraising and Residual

This lady tapped me on my back and asked me about the candles so I gave her a catalog, business card and scent sample. Always be prepared to put one more line out there!



Jeanie Morgan

## Staying Home Brought Me \$199.75 in Sales

On December 18th, I received 3 different phone calls from friends. All were wondering if they could come by and smell some candles. Of course I said YES!!! My first visitor ran in and purchased a "Holiday Memories" jar, 6 votives and a couple of bars of soap. \$48.95 in sales... not bad. A few hours later another friend arrives and purchased 4 jars. \$75.80 for that sale.

Around 4 o'clock that afternoon another friend who is school teacher came by and purchased \$75.00 in various products for two friends of hers and asked if I would put two birthday baskets together for her.

So, just staying home that day brought me \$199.75 in sales. I don't think I could have done that good at a 9-5 job... haha.

This business is just wonderful and it is awesome that it allows people to make an income working from the comfort of their home.

In the new year, I am signing up a new tanning salon owner to sale the candles and products in his store. And I am working on starting up a local opportunity meeting in Yukon.

Cheri' Reynolds Yukon, Oklahoma

## Mia Bella's Retailing is Always In Season!

Two days after Christmas I was still getting orders! It's always good to make sure that those "Simmer Pot" sales know what your melt specials are... they just keep coming back for more! Plus I'm reading "Endless Referrals" by Bob Burg and one very key element in direct sales business is follow up... don't end your relationship with your customer at the point of sale, it must continue. I have just put together a letter to go out to all my customer base letting them know what my "after Christmas" specials are... the malls aren't the only ones that can do this!

Plus after listening to the end of year call from Bobby and Charlie I decided to really start pushing our other products as well as our candles. I remember a local girl that I had given a soap 'sample' to back earlier in 2008 and when I saw her recently she said her little girl really likes the SOCP soap and she wants to get with me to place an order.

I dropped in at a local shop that just opened a few weeks before Christmas and they are already preparing for a "Winter Show" of local merchants on January 17th and I was asked to be involved. That just keeps my retailing momentum going...

I hope everyone is pumped for 2009 and all the exciting news that the company has planned.

Susan Martin

# Ask NOT What Network Marketing Can Do For YOU Ask What YOU Can Do For Network Marketing!

How many times has it been said - Network Marketing is all about building relationships?

What's important are the PEOPLE and what they want. When we stop treating people like some cash machine and instead start to think more about what other PEOPLE are looking for then something remarkable begins to happen.

People begin to seek you out. In other words work harder to become a giver vs a taker. Think about what you can do to help other people. Believe it or not this is also a smart way to really find out if they are the RIGHT ones that you are looking for to partner up with in your business!



Sometimes it seems all we do is give, give, give and nothing is coming back. With patience, persistence, consistent efforts and genuine caring for people all of a sudden people start to contact you and you begin to build relationships which eventually form into a very solid foundation in which you can continue to build on for years!

Building strong relationships is also possible to do through the internet. I know because I've done this very effectively for years.

What I've seen many people do is sign up a lot of people in their programs online and then never really have any other form of contact or connection with them.

What I mean is no one ever speaks with them on the phone or meets them in person. I have been able to form relationships online because of keeping in constant contact via email, the phone and have even met people in my network at business conferences. This really helps people get to know you when they can actually meet you in person.

Networking can be a lot of fun when your genuine purpose is to get to know people and ask them what can I do for you?

When meeting people through the internet or offline, find out what they are interested in before you go babbling on about you, your company, your products, pay plan, etc.

After all, some people believe it or not, may not be interested in what you may consider the greatest company and products in the world until you show them that you genuinely care about them and what's interesting to them. In other words, what's in it for them. They might be in the middle of a huge crisis in their life and the timing just may not be right for them and they could really need a shoulder to lean on and someone who really cares for them at this time to understand their particular situation.

Understand though this is not about getting into a Mother Teresa syndrome or becoming a Social Worker. That gets you know where! Trust me, I've learned some

valuable lessons in that area.

Listen very carefully and find out where a person is in their life and then see how you can be of help to them. Someone you meet could have so many personal problems that you just have to move away from them for awhile. So listen carefully and try not to get stuck in the above scenario.

No matter what a person's situation though they still may not be interested in what you're doing and that's ok, it's nothing personal! The important thing is to be respectful of their decision and where they are in their life at this moment. It's most likely not going to be permanent.

Remember that timing is everything! Just stay focused on them, find out what they want and stay in touch periodically to see how they are doing and how things have changed for them.

Also remember too that owning a business and becoming an entrepreneur will not be for everyone. Not everyone will have the tenacity to be or stay in business for themselves.

If someone gives the indication about getting rich very quickly or that someone is going to do it for them then they just may not be cut out for the hard work, persistence, dedication and ability to handle delayed gratification which are some of the attributes of being a business owner and entrepreneur.

Focus on finding the RIGHT ONES, positive outgoing people with the above attributes. Spend your time and energy on them and not the others who say "no thanks this isn't for me" and stay clear of the negative complainers who have no desire to change the quality of their lives.

My grandma used to say "You would complain if you were hung with a new rope"! She was a very wise woman! Most granmas are! She also passed it on to my mom who passed it on to me!

So how do you find out if what you're doing is right for someone you meet on or offline?

You ASK questions! Ask what you can do for THEM and then really listen to see if they are the RIGHT one and find out what they're gonna DO! Asking questions also leads to the next question and the next. It's sort of like being a detective.

Find out what they do for a living. What are their hobbies? Are they satisfied with their life as it is?

What would they like to do? How would they like to change their life?

What's important to them? Where do they want to be in the next 5 years?

What have they done so far to move closer to their dreams and goals? Do they have a vision?

What is there vision?

If they do great, if not help them put their vision down on paper. If they keep doing what they are now will they reach their goals?

Are they coachable? Are they positive about life? Do they want to do good things to help others too?

Do they want to learn and grow or just stay where they are? Are they willing to do what it takes to achieve their dreams no matter what?

Find out if they have experience in Network Marketing and if so find out all about it. Ask them what their thoughts are about the profession. Were they successful before and why or why not? What do they need to succeed? How can you help? Are they willing to help you too?

Here are some other questions to ask:

What attracted them to this opportunity? What sort of business are they looking for? Are they interested in tax advantages, having a reliable system, working cold market leads, warm market, in person presentations, meetings, events, training, self development, online marketing?

Let them know you're looking for ambitious, outgoing, friendly, positive people who are either entrepreneurial or want to develop into an entrepreneur and earn a serious stream of long term income. Does that describe them?

Do they have experience in direct sales, network marketing, sales and marketing, customer service, or have they ever owned their own business?

Ask them if training and support are important to them. Are they a team player or more of a loner? What sort of personality do they have? (there have been chapters in books written on this subject so find out more about how to determine your own personality type and the people you are connecting with. This will help you develop better relationships to work more efficiently with people).

What is their time table for taking action? Do they have a budget in mind to start their business?

How much time are they willing to commit to their business during the week? Are they coachable? How do see themselves building their network marketing business? WHY do they want to do this? Help them set up a plan. Jim Rohn always says "Those who fail - fail to plan!".

Sometimes people may not show an interest in your company or products but they may just be interested in YOU when you show a genuine interest in THEM by asking not what Network Marketing can do for YOU but what can YOU do for Network Marketing!

Sue Seward, Tex

## Bella Bar Give-aways Turn Into \$\$\$

Charlie, I did what you said on one of the training calls and gave out Bella Bars to my customers for Christmas. I got an order from one of them last week, and another lady said that she loves it. Both of the ladies said that the bars last a long time and have their whole bathroom smelling so good.

Today I received orders for 6 more Bella Bars!

I would not have given out those bars if you had not said anything. I have them to sell, but in giving a few out I am getting a greater return.'

Sabrina Walker

## Bella Bars... The Miracle Cleaner!!!

I am a new rep and I found another use for Bella Bars yesterday. My 8 yr old son placed an old keyboard on my tapestry couch to play and later I discovered that the rubber pegs on the underside had dissolved as rubber does with age sometimes. This thick sticky black rubber was all embedded in the couch and all over my sons legs.

I tried washing my son's skin with regular hand soap and nothing happened so I pulled out a Bella bar from my Fast Start kit and presto bammo it washed off with no scrubbing, so... I took the bar out to the couch with a wet towel and rubbed the bar on the fabric (which is textured) and I worked it in. At first I panicked because the black rubber was just dissolving and looking like maybe I should not have done that, but as I rinsed it with clean water - it was perfect!!!

So to leave you with one last comment... if you ever use a deet product as I did 20 yrs ago and the soles of your shoes MELT ( as mine did ) from the toxins and you track it all through your house before you realize it, use your Bella Bar!!! Better yet - don't use Deet!

Suzanne Carlson

## You Just Never Know When Someone May Find YOU!

Colleen, a member of my team, has a story worth telling! She ordered a car magnet for her car for purposes of promoting her Mia Bella business. Well, when the company she ordered it from shipped the order, they mailed it to the wrong address! Colleen lives in Georgia and the item was shipped to Virginia!

When the package arrived, the recipient thought it was her order and opened it, as we all would have. To her surprise, it was not her order, but Colleen's! When she saw the magnet... she became curious! She noticed the website address, and looked it up! She then called Colleen to find out about this "candle business". Do you know, she signed up to be a distributor! And... she is a realtor, which opens up so many avenues for her new business!

So, what seemed to be an inconvenience, found a team member for Colleen several states over! You just NEVER know!

Another fantastic day with Mia Bella!

Deborah Kemp Pace, FL

## The Top 20 List!!!

I want to make sure that **ALL OF US** are using **ALL** of the distributor resources that have been designed to help us **SUCCEED FINANCIALLY** as Mia Bella distributors.

I have named this list "**THE TOP 20 LIST**" (effective, but not clever, I know).

Here is the partial list of the distributor resources (in no particular order) that we **ALL MUST** be taking full advantage of:

**#1.) LIVE CONFERENCE CALLS** ~ You will receive weekly e-mails from Bob Scocozzo (CEO of Scent-Sations, Inc.) with a complete list of the dates, times, subjects and hosts of the weekly conference calls. Once in a while you will also receive an e-mail notice for "special" conference calls which usually contain special announcements and distributor specials from Corporate. **MAKE SURE YOU ARE PARTICIPATING IN THESE CONFERENCE CALLS ON A REGULAR BASIS.**

**#2.) RECORDED CONFERENCE CALLS** ~ Located in the back-office section of YOUR website (login to your back-office, click on Message Board then click on Recorded Conference Calls. Here you will find over 100 recorded conference calls that will cover just about everything. **MAKE SURE YOU TAKE THE TIME TO LISTEN TO AT LEAST ONE OF THESE EACH DAY.**

**#3.) TIPS & SUGGESTIONS:** Make sure you "listen" to tips and suggestions from anyone in your upline who is already successful!!

**#4.) FREE E-MAIL TRAINING PROGRAM** ~ Think about it.....corporate sends out emails almost daily...many of those emails contain gems of knowledge that can help you build a big business!!

**#5.) DISTRIBUTOR MATERIALS AND SALES AIDS** ~ Corporate has a tremendous amount of sales aids to help us to sell product and sponsor new distributors. Business cards, brochures, audio/visual sales tools, clothing, banners, sample shoulder bags and the list goes on and on. Located in the back-office section of YOUR website (login to your back-office, click on Online Ordering then click on Distributor Materials. You can also see pictures of these wonderful items by going to the HOME PAGE of your website and click on Products then click on Distributor Materials and then click on show all). **MAKE SURE YOU HAVE THE DISTRIBUTOR MATERIALS AND SALES AIDS NECESSARY FOR YOU TO SUCCEED.**

**#6.) FREE CANDLE DRAWING** ~ Located on the HOME PAGE of YOUR website. This is a great tool to help build your e-mail list of customers and future new Mia Bella distributors for you to sponsor. Each time someone completes this form, YOU will receive by e-mail their complete contact information. All you need to do is have EVERYBODY register to win and Corporate will take care of the rest. Corporate draws a new winner every Monday and Corporate will send the winner a FREE 16 ounce jar candle and a Bella Bar. **MAKE SURE YOU TAKE ADVANTAGE OF THE FREE CANDLE DRAWING AND FOLLOW UP WITH YOUR CONTACT LIST.**

**#7.) PRESENTATION VIDEO FOR YOUR WEBSITE** ~ As an option, you can have a video presentation placed on YOUR website. This video presentation is outstanding. It will explain the entire Mia Bella business program to anyone in less than 10 minutes. Instead of having to worry about what to say to someone who is interested in this business, simply invite them to watch the video on YOUR website. To add this great recruiting tool to YOUR website: login to your back-office, click on Change Profile located in the top left-hand corner and then click on Enhanced Website Features. **MAKE SURE YOU ADD THE VIDEO PRESENTATION TO YOUR WEBSITE.**

**#8.) CALL CHARLIE UMPHRED** ~ Charlie is the VP of Marketing & Sales for Scentsations. I have an arrangement with Charlie and he has agreed to give everyone in our organization a personal one-on-one training call. All you need to do is pick-up the phone and call Charlie. His direct number is (570) 408-1431 (Monday thru Friday from 9:00 a.m. to 5:00 p.m. EST). When he answers introduce yourself and let him know why you are calling and let him know how long you have been a distributor and ask him for your one-on-one training call. If you should get his voice mail leave him a message with the same information **AND HE WILL CALL YOU BACK.** You can also call Charlie anytime in the future as well. **MAKE SURE YOU CALL CHARLIE AND LISTEN TO WHAT HE TELLS YOU.**

**#9.) FAST START PACKAGE** ~ If you did not take advantage of ordering the Fast Start Package when you first signed-up, you can still order one at any time. Besides the money you will save on the products alone, you will receive a sample shoulder bag (valued at almost \$200.00 by itself) which will contain all of the Mia Bella fragrances. This scent sample bag will dramatically increase your retail sales. Login to your back-office and click on Online Ordering and click on Start Up Packs and select and select #5001 Fast Start Package. **MAKE SURE YOU TAKE FULL ADVANTAGE OF THE FAST START PACKAGE AND ORDER YOURS A.S.A.P. AND INCREASE YOUR RETAIL SALES WITH THE SAMPLE SHOULDER BAG.**

#10.) **BACK OFFICE SECTION OF YOUR WEBSITE** ~ There is so much training material located in the back-office section of your website that it will take you weeks to read over all of the information. Login to your back-office, click on Document Downloads. Applications, Order Forms, Fundraising Documents, Printable Materials, Training Documents, Presentations, Other Documents, Press Releases, 2008 Summer Fling Downloads etc. everything is there to help you succeed. **MAKE SURE YOU TAKE THE TIME NECESSARY TO GO OVER ALL OF THE INFORMATION IN THE BACK OFFICE SECTION OF YOUR WEBSITE.**

#11.) **REGIONAL MEETINGS AND SUMMER FLING IN WILKES-BARRE, PA** ~ You will receive e-mails from Bob Scocozzo (CEO of Scent-Sations, Inc.) with upcoming regional meetings which are help all across the United States. If you live within a few hours of any of these regional meetings, you should try to attend. Every summer there is our main meeting called the Summer Fling which is held close to our Corporate Offices in Wilkes-Barre, Pennsylvania. Although it is not mandatory to attend this three day conference, I can not stress the importance of attending. Hundreds of our distributors travel from California, Texas, Florida and even from Canada to attend this Summer Fling. In addition to being a great source of information and training we also have a blast. **MAKE SURE YOU ATTEND THE REGIONAL MEETING IN YOUR LOCAL AREA AND ALWAYS ATTEND THE SUMMER FLING(S).**

#12.) **SCENT-SATIONS INC NEWSLETTERS** ~ Each month Scent-Sations produces a Mia Bella's Newsletter. These monthly newsletters are a tremendous source of information, inspiration and new ideas. You will read stories and testimonials from the field and see how ordinary people are earning an extraordinary incomes as Mia Bella's distributors. Go to the HOME PAGE of your website and click on Company then click on Newsletters. You will also see a list a Newsletters Archives going all the way back to November of 2003. **MAKE SURE YOU HAVE THE DISTRIBUTOR MATERIALS AND SALES AIDS NECESSARY FOR YOU TO SUCCEED.**

#13.) **YOUR CORPORATE WEBSITE AND ONLINE RETAIL STORE** ~ Your own corporate website contains a tremendous of amount of very useful information. Make sure you have read over each and every link on YOUR corporate website. Become very familiar with where all of the information is located. When someone asks you a question, you must know where to direct them for the answer. Also become familiar with your online retail store. Once again visit all the links there as well. Your corporate website will be the number one source of information for sponsoring new distributors and and selling retail product. Always make sure when you give out your corporate website address (business cards, retail catalogs, literature, labels etc.) the website address is correct. Make sure your take notice of the dots and dash within your corporate website address. The only way your customer will find YOUR corporate website is if the website address you give them is correct. **MAKE SURE YOU TAKE THE TIME TO FAMILIARIZE YOURSELF WITH YOUR CORPORATE WEBSITE AND ONLINE RETAIL STORE AND BE CERTAIN YOUR WEBSITE ADDRESS IS CORRECT WHEN YOU PRINT IT ON ANY OF YOUR DISTRIBUTION AND/OR ADVERTISING MATERIAL.**

#14.) **ROADMAP TO SUCCESS** ~ In the back-office section of YOUR corporate Mia Bella website is a FANTASTIC TOOL called "The Roadmap To Success". It is a 33 page document that will take you step by step in getting started. Login to your back-office and click on Document Downloads and scroll down to Training Documents. The "Roadmap To Success" is the fourth listing on the left. Click on the Word Document link (click open

when prompted) and print this entire document. **MAKE SURE YOU TAKE ADVANTAGE OF THIS EXCELLENT COMPILATION OF HOW TO GET STARTED.**

**#15.) POLICIES AND TERMS & CONDITIONS** ~ Corporate has a simple set of rules and regulations that we ALL must follow and adhere to. They are so important, they are listed on the HOME page of YOUR corporate Mia Bella website. They are posted on ALL home pages so potential distributors can read them BEFORE they sign-up. Simply go to the HOME page of YOUR corporate website and you will find the LIVE LINKS directly under the flash portion of the page. There is very important information regarding what you can and what you can NOT include on your personal Mia Bella website, if you have one or are considering getting one. **MAKE SURE YOU READ OVER ALL OF THE POLICIES AND TERMS & CONDITIONS BEFORE YOU GET AN E-MAIL OR A PHONE CALL FROM CHARLIE UMPHRED!**

**#16.) Flip Chart PRESENTATION** ~ If you plan on doing one on one coffee house meetings order the new flip chart!!

**#17.) YOU NOW HAVE AN INTERNATIONAL BUSINESS** ~ No matter how large or how small a town YOU live in, ALWAYS remember you know have an INTERNATIONAL BUSINESS (United States & Canada). Never limit the scope of your efforts to only the town or state you live in. You must understand the BIG PICTURE. This is NOT just a sideline job selling candles to a few friends and family members. When you call Charlie he will paint the big picture for you. We have over 10 Mia Bella distributors in our small town and I know for a fact, over 75% of the population in our town, have never heard of Mia Bella Candles! **MAKE SURE YOU UNDERSTAND AND APPRECIATE THE FACT THAT YOU NOW OWN AN INTERNATIONAL CANDLE BUSINESS. ALWAYS THINK OF THE BIG PICTURE. THIS COMPANY IS POISED FOR AN EXPLOSIVE GROWTH IN BUSINESS IN THE NEXT THREE TO FIVE YEARS. MAKE SURE YOU ARE A PART OF IT.**

**#18.) BEACH MONEY BY JORDAN ADLER** ~ THIS ONE IS IMPORTANT! I can not stress the importance of you reading the book BEACH MONEY by Jordan Adler. The cover price of the book is only \$14.95 and we do not make a penny from the sale of this book. As a matter of fact, all profits from the sale of this book are actually donated to charity by the author ~ Jordan Adler. This book is only 112 pages and it is written as if the author, Jordan Adler himself, is sitting right next to you. You will have no need to take notes or try to absorb the contents of this book. You can just sit back, relax and enjoy it. You will get exactly what you need to get from this book as you read it. You must get this outstanding book and you must get it TODAY! This book is going to change your financial life forever! Here is the actual BEACH MONEY ~ JORDAN ADLER website so you can order directly online: <http://www.beachmoney.com> Once again, I can not stress the financial importance for you to purchase and read this book. **IT WILL CHANGE YOUR LIFE! BEG, BORROW OR STEAL, BUT YOU MUST ORDER THIS BOOK AND YOU MUST ORDER IT AS SOON AS POSSIBLE. YOU CAN THANK ME LATER!**

**#19.) GETTING TO KNOW YOU IN ORDER TO HELP YOU** ~ If for whatever reason you have not been contacted by your sponsor for training and help....call them... and if you cant get to them...call your upline till you get someone to team up with!!

#20.) **SET YOUR GOALS, HAVE FUN, READ THE COMPENSATION PLAN ~** Set daily, weekly, monthly and yearly goals for yourself. Always set realistic goals and try your best to achieve them. Always review your goals and see if you have accomplished them. Have fun while you build your Mia Bella business. **THIS IS A BUSINESS** and you should always treat it as a business. Rome wasn't built in a day and your Mia Bella business will take time to build as well. Have fun and focus on the positive. Always look forward and never look back. Read the compensation plan. Look at the monthly bonuses. Look at the car allowances. Look at the unlimited income potential that awaits you. If you have not seen the complete compensation plan, simply copy and paste the following link into your address bar: <http://www.onlinegifts.scent-team.com/compensation--plan.html> **MAKE SURE YOU SET YOUR GOALS, BE PATIENT WITH YOURSELF, TAKE YOUR TIME AND HAVE FUN. READ THE COMPENSATION PLAN AND GET EXCITED AND STAY EXCITED!**

**PLEASE NOTE:** I am left speechless when I learn distributors are NOT taking full advantage of all the material listed above and then I hear they are having a difficult time taking **THEIR** business to the next financial level. **THE RESOURCE AND TRAINING MATERIAL OFFERED BY THIS COMPANY IS SECOND TO NONE.** All we can do is make it available to you. But when push comes to shove, **IT IS UP TO YOU (AND ONLY YOU) TO TAKE FULL ADVANTAGE OF THESE TRAINING MATERIALS. IF YOU UTILIZE ALL OF THE RESOURCE AND TRAINING MATERIAL LISTED ABOVE...I KNOW, FIRST HAND, YOUR INCOME WILL FAR EXCEED YOUR WILDEST EXPECTATIONS.**

Joe & Monica Natishak, PA

## Persistence Eventually Brings Successes

I had met with two different folks a couple weeks ago. One was a gentleman and the other was a lady. He seemed the better of the two I would want in my organization. He was looking to build a stream of income along with other businesses he has going and wanted to involve his 14 year old daughter. He had contacted me from my ad in the local newspaper. He checked out my website and viewed the opportunity video as well and then he called. He told me it was 99% a go but wanted to talk to his daughter first about it to see if she would be on board with him about it. He is wanting to teach her business and how to run one and liked what we have to offer.



I did not hear from him again until this evening telling me he and his daughter were ready to get going so I directed them to my website to join. They did and ordered the Fast Start Kit.

Persistence in promoting ourselves and what we have to offer works so along with my passing out business cards with samples I also run newspaper ads every other month and while I have over 300 hits at my website in the short period I've been with the company

and my really just working this with my every day routine lifestyle I have I'm satisfied with my small successes.

This business for me is stress free and I can implement it in my daily routine without much effort and get some decent results. I have MS, 2nd stage, called Relapsing Remitting Multiple Sclerosis, so there are days that I can't do much but when I can I do so.

I'm a fighter so I continue doing the best I can each day in regards to my health and Scent-Sations is a life savor for me. It helps keep my mind occupied and work it in with my lifestyle.

We simply have to be determined to succeed at life and anything we undertake. For me Scent-Sations is stress free unlike the other company I was with prior to coming to this little candle company.

I promote myself and what I have to offer with these candles and it's working for me. I even attach a note with the brochures, recruiting booklets showing folks how to use the various fragrances for health and wellness which is how I got my foot in the door, so to speak, with a health and wellness clinic in town.

More and more folks are seeking me out rather than my having to be out there finding them. Word is getting out in the service I offer and opportunity available to them to start their own business.

I've have brought in two in the three months I've been in this business and have done moderately well with retail sales selling the 16 oz jars for \$22.00 each.

I'm anxious to see how far I can take this business since I've had such good results in the "little" effort I've put in it so far.

Carol Surzinski, GA

## **Calendars Create Mia Bella Sales!!!**

Last week my Sunday School teacher asked one of my classmates for a new calendar for our classroom (she gets them from the hospital... very plain and clinical looking) Anyway I told her that I actually had one in my vehicle and could I put it up... of course the teacher said yes so I went and got it. (Yes it was the SS 2009 calendar )

So I brought it back in and a couple of the girls said "The numbers are so small we can't see them.." quickly I said "That's because you need to get up close and see what the items on each month actually are.." (January has what looks like snowflakes with candles as the center...very cute!) So of course the girls got up and looked and said "How Clever!"

Not much more was said... except after class one of them came up and said do you have any candles with you? DUH!!! Yes I do... (I learned my lesson once without carrying them

and missed a sale) So after church she came out and I opened the back of my suburban and she bought 2... while we were standing there I had 3 more come by and 1 bought 3... all from giving my 2009 Calendar to my Sunday School class.

So this week (yesterday) one of the ladies that made a purchase last week actually asked me about my business... (she had visited my website that was on my label on the jar) I had some of the gift jar cards with the gift jars so I gave her another jar and the card and we talked about the opportunity. I'm following up with her at the end of the week.

I shared this to let you know that there are many many opportunities to make a sale or introduce the opportunity... be consistent and patient!

Susan Martin

## Hand Crafted Bella Bar Bag!



I just want to share to the company my crafted Bella Bar Bag made from facial towel and chenille stems. I made a couple of these bags last Christmas and the Bella Bars were selling like hot cakes! Customers said they were "cute" gift item! Just in case some may be interested to do this, here's how:

You need: 3 soft facial towels, 1 chenille stem, glue gun and some accessories for decoration like buttons, flowers, felt christmas ornament etc. (this makes 1 bella bar bag)

1. roll separately the facial towels.
2. tie them together using a glue gun.
3. meet the two ends by folding the towels and glue the ends to close the bag.

4. to make the handle, glue the chenille stem to the folded ends of the towel.
5. press the towels to shape it like a purse and insert the bella bar in the bag.
6. Accessorize the front of your bag by adding flower or buttons or other accessory that you can think of.

Because I am in a less populated city, so I just mark each bag \$15 and it turn out to be affordable and sellable here in our island.

Businesses are quite slow here in our island. In fact many small businesses has been closed in 2008! BUT... PRAISE THE LORD! I NEVER GIVE UP!

Thanks for the daily seeds that the company and the different TEAM Leaders and Coaches has been sharing. NOW i am more than ready to plant those SEEDS and wait for the Harvest Time!

Miguela Horner, Prince of Wales Island, Alaska

## **Votives!!! Get Your Votives!!!**

It was a sparkling autumn Sunday and I had just come home the night before from the terrific Nashville regional event. I had known ahead of time that it would be a busy weekend so I hadn't committed to working a booth at the local "Paws in the Park" festivities that were to be held that day. But inspired by all the great Scent-Sations speakers I'd just heard, I decided to step out of my comfort zone! Loving animals like I do and wearing my heart on my sleeve, I decided on the spur of the moment to do something I'd never done, no matter how silly I might look!

I've long held the belief that I could've been a terrific ballpark concessionaire, if the opportunity had ever presented itself. You know who I mean... the people who walk up and down the steps at the game selling cotton candy, beer, nuts and whatever else they can carry. Well, I jury-rigged myself a corn seller's contraption out of two belts and a tray. Then I loaded it with beautiful Mia Bella's votives and set out for the park with my daughter, Hannah, for what turned out to be a delightful and memorable outing.

Together, we mingled in the crowd of animal supporters and offered votives to each person we encountered. We sold the candles for \$3.00 apiece, promising that \$1.00 from each would go directly to the cause.

In about an hour and a half we sold almost 3 dozen votives and were able to immediately donate \$32.00 cash to Blount County Animal Rescue!

So, what began as an experiment turned into an example of how simple ingenuity can lead to a new way to combine our great products with worthy causes. Everyone involved came out a winner! Scent-Sations was promoted, Hannah and I got some great exercise and had fun together and the animals of Blount County received some much needed support.

Doing traditional shows is a thrill. But that October day my daughter and I learned that you don't have to rely on the tables, tents, bells and whistles of retailing to make sales. You can find new and creative ways to generate both interest and income.

Look for the unconventional! Unusual opportunities and methods exist for sharing Mia Bella products with people! And if you find a cause that resonates with you, labor on its behalf and sow into it.

Your own quirky productivity can be applied to your business to benefit both your bottom line and charitable efforts around you.

Nothing compares with being innovative and sharing the fruits of your labor. Even if you wind up wearing your products around your neck!!! And anyway, they kind of complement the big heart on my sleeve!!!

What better way to "Smell and Sell" than to "Wear and Share"?

- Kristi Beaton, TN

## **Mia Bella's Candles... Powerful Good Stuff!!!**

My husband & I have been priming and painting our home since January 1, 2009, today is January 7, 2009. We have only completed 3 rooms and a hallway thus far, which as I stated above, includes priming and painting. Anyone that has ever primed knows that Kilz has a very powerful odor and can practically burn the nostril hairs out of your nose even with a window open for drafting the smell out. It actually threw me into a migraine headache but, we were told by a local home improvement store that it would be needed. So, if you suffer from migraines or know someone who does you can imagine what I have been going through.

I noticed that my husband had set my COTM "package" (unopened) in the entrance of our home, my first thought was, "that the paint aroma would have over powered the fragrance of the COTM (package) and knocked me over first". However, I could smell the candle fragrance out of the unopened COTM package, FIRST! WOW! As I passed by I notice the package seemed a bit smaller but, I couldn't get to it as I had to prepare my son for bed and school this morning.

So, this morning as we started our day... my husband was off to take my son to school, as I turned to my package from waving bye I thought, "I need to go ahead and open this odd looking package and log it into inventory". But, I passed by it to take care of it at lunch time so that I could get started in our home improvement routine as we still have several rooms to go. Of course, I was (as we say) knee deep when there was a knock at the door! I thought, "OH DEAR! A visitor!" and "I have not a single candle lit!"

When I opened the door we finished our business and she stated, "what is that smell?" So my natural response was, "Oh, I am so sorry, we are painting our house, I know it smells bad, normally I have one of my candles burning but, I didn't take the time to light

one this morning nor turn on my warmer in the entrance of our home" (which is the norm as well). Her response was, "Oh no, it doesn't smell like paint it smells like... (thinking, thinking, thinking)...I am not sure but, it definitely isn't paint." I immediately turned to my COTM package, started ripping the tape off as I was shoving it into her face before she quickly turned to leave. ;o) I stated, "this might be what you are smelling". She said, "YES"! Candle sold and she is coming back for more...end of story

-Vickie Wills

## **Pays To Be Prepared!**

A fun little story:

I pulled up to Dunkin Donut drive thru window this morning and as I'm telling the clerk what I'd like, she's looking at me strangely as if she's just waiting for me to stop talking so she can say something. So when I'm finished speaking, she immediately says, "Do you have any samples?":

I realize she has read my decals on my car door. I say, "why yes of course!" and I hand her a Mia Melt in a 4" x 6" bag with business card inside. I have a box of these on the floor of the front passenger side of my car. Next thing I know, there are three of them crowded in this little window opening and I'm handing them each one, along with a newspaper reprint which I also have handy on the front passenger seat. I'm telling them that I'm looking for new distributors and to call me! It pays to be prepared."

Deb Clough

## **Sign-up New Year's Day a Childhood Friend!**

A new year, an old friend, the makings of a great year starting with a rekindling of a friendship that was once treasured so long ago. My dear friend Debbie Anese decided to join our team today! The last time we saw each other was 4th grade elementary school but the memories of Kindergarten up until then will never be forgotten. In the last couple of weeks we've done catching up to fill in some missing pieces of "whatever happend to...?" and then recently talked about the candles after she saw my profile on Facebook.

The beauty of this story started from a childhood slumber party photograph shared by a small group of us but only one of us had the actual photo, a classmate Debbie continued a friendship with over the years. They started reminiscing about the events surrounding that picture and the question of 'where everybody was now?' came up. A classmate I have to personally thank for this reunion, Cara, told Debbie I might be on the high school alumni website and from there she found my email address and contacted me. The first phone call was spent catching up and laughing about the old times we both remembered. Debbie also found me on Facebook after learning my married last name. The second

phone call was more about the candles and I shared how I was doing and my passion for it.

I offered an opportunity to try our candles as she is a candle lover herself and her favorite was Fresh Linen by another brand. I sent her a couple votives of her choice and a Fresh Linen Jar so she can enjoy ours and see if there's a difference. She loved one of the votives I sent and said that sometime in January she'd like to join. I thought, "what a nice way to come full circle with a very close friend from a lifetime ago."

New Year's Day sounds like the perfect day to start the year off with a business that offers so many possibilities for income and self growth. She's looking forward to enjoying our candles and the many facets of the business to see what is a good fit for her, especially Fundraisers.

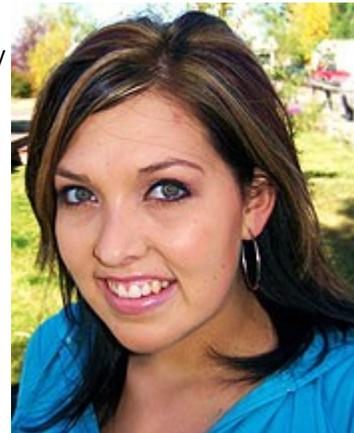
Welcome Debbie and I look forward to watching our friendship grow again personally and professionally.

Mary Leedy  
Bella Buddy from NJ

## **Distributors On The Go!**

### **Lori Hoppe, Miss Rodeo Montana 2003**

Jodie O'Donnell is the one who introduced me to Mia Bella. I've been exposed to numerous networking products/lines and have had a vague interest in trying to sell something. I'll admit at first I was hesitant about diving into a candle product line, but Jodie kept showing me the benefits of Mia Bella. I invited her to make a presentation to my FFA chapter as a possible fundraising effort for our organization. Jodie made a brief presentation and the students voted to try selling it.



We decided to take advantage of the holiday season and quickly got packets put together so the candles could be distributed before Christmas. Students pre-sold their orders for about two weeks. I encouraged the students to sell at least 10. I also made an incentive that if the students sold 25 candles, I would take them to a dinner/movie day. I had two students do that and they were very pleased to be able to enjoy an afternoon of Fuddruckers and Twilight.

As I've burned my own 16 oz. candle I can see how clean they really are and already have people who stop by my house notice both the smell and the cleanliness. I'm going to wait for the after-shock of the holidays to wear off and then do a party of some kind.

I was raised on a Quarter horse ranch my whole life. In high school I started competing in rodeo queen pageants. In college I started to prepare for running for Miss Rodeo

Montana. In January of 2003, as a junior in college, I competed in a week long pageant in Great Falls, Montana.

When you compete, you are judged on the areas of horsemanship (riding horses that are provided), horsemanship test, horsemanship interview, personal interview, a three minute speech, modeling, appearance, impromptu questions (on world events as well as rodeo knowledge), and overall personality. I won my first year competing which is sort of uncommon.

I traveled for a year, attending both rodeo and non-rodeo events. At rodeos, I signed autographs, promoted rodeos through TV, radio, and newspapers, carried the American flag and sponsor flags, cleared the arena of cattle after timed-events, and visited with the public. The majority of these rodeos were PRCA rodeos. Most of the non-rodeo events were civil activities such as visiting people at hospitals, schools, and military functions.

One of my favorite events was signing autographs at a fire-fighting camp west of Missoula. I signed over 500 autographs in two hours for both paid forest firefighters as well as Army personnel that served as clean-up crew. We later received a letter from one of the Army officers saying they had taken my picture to Iraq and would like a replacement as the sand storms ruined the one they had.

At the end of my reign, I competed for Miss Rodeo America in Las Vegas. It was another week long pageant, judged the same as mentioned above. I competed with about 25 other girls. At the end of the week I placed in the top 10, receiving 6th overall.

I resumed college the spring of 2004, got married to my husband Dean on September 4, 2004, and graduated Montana State University in the spring of 2005. I've taught high school agricultural education since fall of 2005. My son Badger Wayne was born on August 14, 2008.

## **Traci Lark**

When Charlie asked me to write this for the newsletter I was so honored. After all, it wasn't that long ago that I was reading the newsletters and recognizing names that seemed to be in each one of them. I said I want my name to be a mentioned in several of the newsletters because that means I am doing something worth mentioning.



My story starts in April 2008. I was working for a property management company and one of the girls I worked with mentioned her sister was a distributor of Mia Bellas candles. Being the candle lover I was I had to check out this Mia Bellas candle because I had never heard of it before. I started looking at everything I could find including the company newsletters. I became so obsessed with reading the newsletters. They are full of so many great ideas. Well, it wasn't long before I was drawn to the company and the people that worked for Scent Satations.

I met with a local distributor to ask a million questions and decided to join. That was one of the best days of my life. I now have the opportunity to have my own business and be the boss. Everything seemed to fall into place as if it was meant to be. I was able to attend Fling a few months after joining. I met so many amazing people. I feel like this is my extended family. I look forward to getting emails from my team.

This is my first experience with a Network Marketing company and boy, did I get lucky! I believe 100% in network marketing and the opportunity it provides. I just feel blessed that I found the perfect company without having to go through so many other bad ones-like a lot of people. This was the first and ONLY one for me. I knew from the start that building a team was the key so I jumped right in. I talk and walk my business EVERYDAY. I purchase candle specific leads which has brought me much success in sponsoring. I have a budget each month for leads and it doesn't matter how many candles I have to sell to come up with money- I JUST DO IT! I have my eye on the prize of financial freedom and having my own company and do the necessary steps each day to make my dream a reality.

Thank you to Scent Satians for providing me with the tools and the product to achieve my dreams. Thank you to my team for always believing in me and being there to help when I need it. I appreciate each and every one of you.

## **Sue Ashman**

During the first six months of 2008, I was mostly floating along. I did achieve some important milestones for me. I started to learn how to use the computer more for business purposes. (This was way out of my comfort zone). I started using an auto-responder, and with the help of Sue DeVries and Shep Kuester, I started to make a personal web site. I sponsored my first team member, and did the business mostly through lifestyling the business and sharing the COTM candle and free votives with potential and existing customers.

During the final six months of the year I sponsored three more people. At the end of July, about the same time my unemployment was about to run out, my husband and I went to Fling.

When we got back we geared up to do the same county fair that we have done for the past 21 years. From the newfound awareness and great training we received from Fling, we went into the fair with a new attitude of greater prosperity. During the fair I got my 1st fundraiser booked. Three more were to follow before the end of 2008. I also booked two in-home parties and eight book parties. From October to December I set up at six craft shows. From the fair, the shows, and the parties I expanded my list for customers, future fundraisers, parties, and some spring and summer shows.

So starting with Fling, and going into our county fair in August, I ventured into new ways of putting lines out, and planting seeds that I will nurture and fill my pipeline with in 2009.



While having fun with all of this heightened activity, we ended up with our sponsor's, Sue DeVries', two certificates that she awards yearly. One is for: "Top Team Achiever - 2008 Top Retailer of the Month". The other is for: "2008 Top Team Achiever - Highest Monthly Average Retail Volume". I was so surprised to have received these awards and know that there will be more to come as I learn and grow, and teach others to do the same in 2009 and beyond.

Thank you, Sue DeVries, for believing and having faith in me, and to all the others who have helped from the two Yahoo forums that I belong to.

## **Sally Spletter**

My husband retired from his career as a Police Sergeant in Southern Wisconsin. I quit my job in middle management. We moved to central Wisconsin and built a house so we could play. We hardly knew anyone here so for three years I spent time landscaping, finishing our lower walk out basement, snowmobiling, boating, etc. and being happy in our own foggy little world.

Then the cost of health insurance hit us. I needed a job. In central Wisconsin, manufacturing does not exist as I knew it, and I am a bit past the prime for getting hired when the paper industry is failing and there are so many out of work.

I am a candle lover so when I found the business plan of Scent-Sations at Nekoosa's Giant Pumpkin Festival I thought I would try one. I was hooked!!!! With a great product and the freedom to build our business pretty much any way we see fit, I was set. Mind you I didn't know any one up here but I got so excited about it that I couldn't shut up. I talked to anyone who turned their head my way where ever I was.

I joined the Heart of Wisconsin Business Association and then just started one by one letting people know that here was a great candle and I was here to give them personal service. It is growing slow in our conservative state, but it does start selling itself. Once people realize the value of this candle and how wonderfully clean and fragrant they are, they just keep sending more people my way. I work at it every day whether on the phone or in person or planning. The people that I have met are wonderful and some have

become fast friends. One of my Associate Distributors came to buy our truck and left owning a business.

Scent-Sations has not only helped us pay for our health insurance, but has enhanced our lives with interesting people, fun and a million smiles to share with other people... I love to deliver by snowmobile whenever I can and maybe this summer I will deliver by boat. How great is that?

## Christina Henarie

I have been a distributor since April 2008. I have worked in the corporate world for years and while it "paid the bills", I always felt there had to be more to life than getting up in the morning, going to the office, coming home, getting ready for the next day, going to bed and then getting up the next morning to begin the whole cycle again. I missed SO many of my children's school activities due to not being able to get off work and envied the parents who could be at all their children's events.



One day I had enough and decided to take charge of my life and find something where I could be my own boss. I searched the Internet and found a company, which I joined, but after several months I realized that it wasn't for me. While I liked the products, I was not passionate about them and therefore did not feel right about trying to get others to buy them.

While surfing the Internet again, I came across a gourmet candle website. I was very intrigued by the claim that these candles were cleaner burning and the scent was long lasting. I have always loved candles and have several in my house, but they were usually just for decorative purposes. I never burned them because the scents did not last very long and they usually started to look ugly after a few burns. After some research, I decided to join Mia Bella. I figured that if I didn't like the candles, I could dis-enroll and I would only be out \$40.00.

I received my COTM a few days later and discovered that these candles were everything they claimed to be. I was hooked!!! I didn't tell my husband that I had become a gourmet candle distributor for a few days because he had not been thrilled with my previous attempt at a home-based business. After receiving my candles, I explained to him how the company worked and told him, "I really think I can do this because I LOVE candles." He was still skeptical but agreed to support me, and has since become my biggest fan, especially after I made more in one day at a show than I had the entire time I was with the other company.

Even though I joined in April, I really didn't work the business until mid-summer. My hubby & I were planning a cruise for our wedding anniversary and that was taking up most of my time. Once we returned, I decided it was time to get serious about building my business. I began by looking for every vendor show that I could find in my immediate

area. These shows have helped me build my customer base, and I have had several repeat orders from people who first bought a candle at a show. I also have the candles in a small antique shop whose owner I met at one of the vendor shows. The first week I had the candles in her store, just about every one sold. I recently met the owner of a wine shop who wanted candles in the store for atmosphere. She bought one to try it out and today I received a call for another order. I also joined a local networking group for women with home businesses, and have learned much valuable information from them. I have a small team and my focus for this year is going to be on building a bigger team. My first team member found me driving down the expressway and got my phone number off my car magnet. I have a couple of strong leads for new team members, and hopefully, will get them enrolled soon.

At this time, I still work in the corporate world, but hope to be able to quit that life in the near future. My target date is by the end of 2009, and I know that will take a lot of work, but I'm up for the challenge. So, wish me luck!

I want to thank Sue DeVries for all her support. I couldn't have done what I've accomplished so far without her. I love this business and thank God every day that I found it.

## **Belinda Nadeau**



My name is Belinda Nadeau. I am the mother of four beautiful children. In the photo with me is my oldest, Christina (25). She is my only girl and made me the proudest "Nana" on the planet when she was blessed with her daughter, Layla Monroe. My three boys are Donn (20), Patrick (18) and Robert (9). They are the lights of my life.

I work in the steel making industry as a machine operator. I have been on Zug Island for the past nine years. If you know nothing about the Island, its listed as one of the most dirty places on earth. Nice huh?

Before that, I worked in the printing industry. My entire high school career was

centered around the printing field. When I graduated, I eventually found my way into a few print shops for a few years. I thought I was making the best choice by taking the job with the steel industry as it paid more money and the benefits were better for my children. Needless to say, my heart is still in the printing field. I wish I would have never left.

I have been in quite a few "home based" businesses in the past. None of them seemed to work out for me. When I found Scent-Sations, I fell in love with the products right away. They say that you must have a passion for what you want to relay to your customers... I found it here.

I was overjoyed when Charlie emailed me and told me that I was recommended for Distributor on the Go. I could barely respond to him in an email. I was so nervous to type a response. I truly feel blessed to have found this wonderful opportunity and plan on firing my boss someday. Maybe I will even give him a candle as a parting gift.

I am trying various approaches to build my business. I have a friend who has a car detailing place. He gives my scent samples and business cards out to each one of his customers for me. I have received various orders from his shop. I am so appreciative to him for helping me in this way.

I also am booked for Vegas!!! I didn't think that I could afford to go, but after listening in on the calls and having invested in my own personal development by buying CD's and books by Michael Clouse, there was no way that I could miss the chance to see him in person. On a personal note... March 28, 2008 was the date that I signed on as a distributor. On my 1st anniversary I will be surrounded by all of the wonderful people who have given me a chance to make a better lifestyle for my family. What more could I ask for?

I am so very excited about this opportunity to build something bigger and better for myself and my family. I thank everyone who has been such a show of support to me while I am taking the time to learn all angles in my business.

## **Best Selling 16 oz Mia Bella's Candles (2008)**

- 1. Sweet Orange and Chili Pepper**
- 2. Hot Apple Pie**
- 3. French Vanilla**
- 4. Angel Wings**
- 5. Chili Vanilli**
- 6. Sex on Beach**
- 7. Apple Cinnamon**
- 8. Japanese Pear**
- 9. Pumpkin Spice**
- 10. Fresh Laundry**

## Top 10 Retailers for January

1. DCI Industries, Inc., FL
2. Pierre Glover, MA
3. Richard & Cindy Beenblossom, NE
4. Christine Collins, NH
5. Pat Evans, CA
6. Miriam Cotto, MA
7. Elizabeth Johns, MD
8. Nikkea Kayler, AB CAN
9. Tammy Ruby, MA
10. Sally Henry, AZ

## Top 10 Sponsors for January

1. Lori Clark, CO
2. Joseph and Monica Natishak, PA
3. Cheryl Pope, IL
4. Jackie Ulmer, CA
5. Jeff and Stacey Pfohl, TX
6. Traci Lark, VA
7. Nikkea Kayler, AB CAN
8. Debbie McIver, TX
9. Cathy Mahady, MN
10. Debbie and Charlie Trombley, TN

## Last Year's Top 15 Selling Jar Candles in January

1. Sweet Orange & Chili Pepper
2. French Vanilla
3. Sex on the Beach
4. Chili Vanilli
5. Angel Wings
6. Japanese Pear
7. Hot Apple Pie
8. Fresh Laundry
9. Fresh Linen
10. Lilac
11. Apple Cinnamon
12. Creme Brulee
13. Cucumber Melon
14. Coconuts & Lime
15. Rain

## Next Month's COTM



**Pear Pomegranate:** The fresh smell of pear infused with the tang of pomegranate.