

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



July 2015

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This Month's Autoship: Peach & Papaya

Table of Contents



Peach & Papaya: The wonderful, fruity blend of peach and papaya now can permeate your space without the flame!

- [p.02 Summer Fling 2015](#)
- [p.07 Great Advice From Cheryl Hill!!](#)
- [p.08 Scent-Sations Can Make a Big Difference!!](#)
- [p.08 Our Home Party Was Lots of Fun!](#)
- [p.09 Get Out and Start Talking!](#)
- [p.09 Bella Bars A Big Hit With My Biker Bro!](#)
- [p.09 Mia Bella's Summer Gifts!](#)
- [p.10 Dermal Renu is My Mom's Fave Product!](#)
- [p.10 Bella Balm = No Sunburn Problems!](#)
- [p.10 Customers Just Love ALL of Our Products!](#)
- [p.10 Get Ready For Festivals!](#)
- [p.11 Personal Volume Club for June](#)
- [p.12 The Gold Club](#)
- [p.13 Top Sponsoring Distributors for June](#)
- [p.14 June 2015: Top 10 Retailers](#)
- [p.14 Top 15 Selling Candles in August 2014](#)
- [p.14 Next Month's Autoship](#)

Summer Fling 2015

Summer Fling was a blast as usual and we were delighted to be able to introduce several new products, including a sneak peek at the Fall/Winter 2015-16 Catalog which will be available in September!

Three new "Hand Painted Simmer Pots" were introduced for Fall and Winter and they are "Sunflowers," "Victorian Christmas" and "Autumn Leaves."



In our classic line of candles we introduced "Herbal Spa: A variety of herbs to soothe and relax the soul." It is available in 9 oz, 16 oz and Mia Melts.



We also added to our holiday scents with what we feel will be an instant best seller. "Victorian Christmas" is a combination of cinnamon and Frasier Fir and smells wonderful! It is available in 16 oz and Mia Melts and when combined with the new "Victorian Christmas" simmer pot makes an incredible gift package!



We are very excited to announce our brand new scented candle division! Free Spirit is a new line of candles which incorporates our proprietary natural wax and Hemp Oil!



Hemp is one of the fastest growing trend products in the USA and it represents a market that is expected to grow to over \$1 Billion in sales in the next few years. Hemp is a "come-back" product in that at one time it played a major part in US manufacturing! Today you can go to any supermarket and you will notice the growing presence of hemp in cereals, skin care, sports drinks, smoothies, supplements, and clothing! Scent-Sations is the first major candle company to enter into the Hemp Oil candle world but we expect most others will follow.

Once again.... we are not ON the cutting edge... we ARE the cutting edge!!! The first four Free Spirit candles are "Tangerine Dream": Meyer lemon and mandarin orange; "Cosmic Caramel Cream": Warm melted caramel; "Chai Tea:" Spiced orange and tahitian vanilla

and "Yoga Nilla:" Madagascar and Mexican vanilla bean!

Immediately following these announcements we were able to bring groups of deserving distributors to receive awards.



Team Spirit Award: The recipients gave of their time to be on conference calls and help with the entire team's growth. The following distributors received this award: Becky Bishop, Aaron Bishop, Denis Corruzi, Kathy Schneider, Jordan Ramirez, Lisa Rueb, Kevin Rueb, Tracey Gilmore, Cheryl Hill, Shep Kuester, Jan Kuester, Eric Sawyer, Jackie Snell, Chelsea Windhausen, Cheryl Klinker, Jess Miller, Denise Write, and Brenda and Jeff Farmer.



Rising Star Award: These awards are based on input from upline leaders: Denise Wright, Pat Stultz, Chelsea Windhausen, Erica Sawyer, Kevin Rueb, Anthony Johnson, Netra Haywood, Denis Coruzzi, Scott White, Sharon Williams, Erick Jones, Cheryl Klinker, Kristi Petersen and Aaron Bishop.



Top 10 Retailers: Stacey Pfhol, Martha Walters, Vicki Green, Lisa Meiluta, Sharon

Traschel, Ashley Bird, Edward Keller, Jesse Ruddick, Cheryl Hill, and Kathy Schneider.



Top 10 Enrollers: Alison Boers, Alphonso Ruffin, Tracey Gilmore, Sharon Williams, Jeff and Stacey Pfhol, Jacquelyn Snell, Kathy Schneider, Cheryl Hill, Christina Henarie, Jordan Ramirez and Cathy Mahady*. (*Jordan and Cathy tied)



Business Builder Award: Kathy Schneider . This award goes to a Director or above whose organization shows the highest percentage of growth for the previous 11 months.

There were incredible workshops and we want to thank all of the speakers who shared... Cheryl Hill, Shep Kuester, Jordan Ramirez, Tracey Gilmore, Kathy Schneider, Jacquelyn Snell, and Netria Haywood.

Local motivational speaker Bob Perks did an outstanding job and each distributor in the audience was given a free copy of Bob's great book.

As always, the Thursday, Friday and Saturday evening festivities were wonderful as people from all over got to meet, greet, make new friends, re-visit old friends, share stories of success and failure!

Great Advice From Cheryl Hill!!

FEAR...it is a scary thing - I was just reading and this quote came up "You can't keep doing the same thing OVER and OVER and expect different results!" - It went on to say that MOST often when we are NOT seeing the results we LONG for it is because we let our FEAR and PRIDE get in the way! We are FEARFUL of change, fearful the outcome, Fearful of what others will think, and fearful of success! We also let our PRIDE get in the way!

STOP RIGHT NOW... and TRUST that you have EVERYTHING YOU NEED to be

successful and see the results you WANT... IT IS INSIDE...you JUST need to evaluate what is working and NOT working!!!

Yes, we have to take action but that action WILL NOT COME if you do not first let go of your pride and fear of the results. So evaluate your business...

- 1) Are you making what you want?
- 2) Have you hit a dead spot?
- 3) Have you lost your motivation
- 4) Are you fearful of taking certain actions
- 5) Is your pride getting in the way of letting OTHERS guide, direct and teach you?
- 6) Are you REALLY doing what it takes?

Stuff happens to EVERYONE but it is ONLY up to US to CHANGE our actions to create the results we WANT.... TO climb out of the "Fear Box" and DO what is needed, YES it might be scary... but it will lead you to growth.

CHANGE and SUCCESS can and WILL happen if you LET IT - you have to be willing to evaluate where you and CHANGE what hasn't worked and DO what is working! wink emoticon

In the past 10 years of being in this industry I have had many BUMPS in the road where I was ready to throw in the towel but I am way too stubborn to do that and have realized that CHANGING my thoughts, allowing myself to continue to GROW and LEARN, Listening to others has kept me going!

Cheryl Hill

Scent-Sations Can Make a Big Difference!!

"I was just reading an article about a noted expert in network marketing. The person being quoted is not a distributor but a multi millionaire who owns large investments of stock in the direct selling industry including at one time 20% of Avon.

In that article he said that the industry is positioned perfectly because of economic changes that have created an over-supply and under-supply. What he is referring to is an undersupply of labor and capital and an over supply of opportunities for people to earn supplemental income.

Scent-Sations can help anyone capitalize on the direct selling's growth who is looking for extra income or financial freedom with one of the easiest products in the industry to retail and a compensation plan that allows you to start earning residual with a low monthly

volume of under \$40! (let's face it ..you can't take your family to the movies for under \$40 anymore!!!)”

Charlie Umphred, VP Scent-Sations, Inc.

Our Home Party Was Lots of Fun!

I am a “guy” distributor and I wanted to get my wife on board so I asked her to set up a home party to introduce Mia Bellas and the other products to her friends. She got very excited and started inviting friends over to “check out the new products!”

Well, word went out and before you know it we had over 20 people respond and 18 showed up, including several husbands who...it turned out...we “candle nuts!!!” We had a blast, made sales and have several friends and neighbors looking at the Scent-Sations business!

Gary Cole

Get Out and Start Talking!

I was getting a cup of coffee at a local coffee shop when I over heard a young lady talking about her tuition costs at her local school. She was a little bit upset and was starting to worry that her parents would take her out of the school and into public school. I was a bit hesitant but decided to speak up.

I went over to her and introduced myself and said. “I couldn't help hearing your concerns and I might have an answer for you. I then took out a 9 oz candle I keep in my purse and started telling her about how she could sell candles during the year and make extra income.

She got excited and gave me her mom's phone number. I called and we met and Mom was as excited as her daughter. We are working on many different ways for her to market candles at her privates school this year including some private labels for some of the organizations there. I can't wait to see the results.

Cheryl Maston

Bella Bars A Big Hit With My Biker Bro!

“I introduced my big brother to Bella Bars this Summer and he is hooked. He is a biker. Not the kind you read about who ride in gangs and get arrested. He and his friends DO have long hair, tatoos, and are a rough crowd but they ride for charities, all have jobs (one is even a doctor!) and don't get into too much trouble (LOL)

He orders several Bella Bars each month from me and he says that he is “totally addicted!”

Sue Marson

Mia Bella's Summer Gifts!

“I have been “gifting” Mia Bella's “Bugs No More” to friends who have outdoor patios. I started gifting this candle in Spring and the re-orders have far outweighed the original cost of giving them out, plus I have been getting orders from friends of my friends who LOVED the smell of our candles instead of that icky citronella in the patio. This candle is a super Summer delight!”

Gerry Carson

Dermal Renu is My Mom's Fave Product!

I told my Mom about Dermal Renu. She went on my website, watched the video, read the information and enrolled to buy at wholesale. She is now on her fourth month and loving it. She is 56 years old and looks 40. She has been getting compliments from everyone and has two of her gal pals who are ordering their Dermal too!

Jim Sneal

Bella Balm = No Sunburn Problems!

“I was out kayaking early this Summer and got a very “hot” sunburn on my arms and legs. I got home and started rubbing Bella Balm onto my arms and legs and not only did I not get any burning sensation but my arms and legs started tanning much faster and the traditional “after burn peeling” was almost nil!”

Charlie Umphred, VP Scent-Sations, Inc.

Customers Just Love ALL of Our Products!

Email I received today...

"Good morning! I was wondering if I could place a repeat order of my last order – hand soap, body soap, can't remember if I had lotion or not but that can be added as well...."

Kathy Schneider

Get Ready For Festivals!

“Now is the time to structure your business for the upcoming fall season with vendor shows & fundraisers. Right now church's, schools & fall festivals are all planning their upcoming events and craft / vendor shows. Now is when you need to find the shows & get your application in to secure your vendor space. Here are some useful places to find fall vendor shows”

- Craigslist (community category)
- Facebook groups that are for vendors only
- Each state will have a list of festivals and events
- <http://www.craftlister.com>
- <http://festivalnet.com>

Jayson Waits

Personal Volume Club for June

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

\$400 Club

Lisa Hayter

Sharon Trachsel

Soothe My Soles

Kathie Miles

Becky Bishop

Stacey Pfohl

Keno Phillips

Flicker Scents

Denis Coruzzi

Ron King

Amorette Harrell

Carolyn McLain

Martha Walters

Kristi Rizo

Julie Drusko

Mildred Holland

Priscillia Pallin

\$300 Club

Calla Lilies 2

Sonya Pace

Amy Gressler

Melissa Banta

Phillip DeCouteau

Darci Nelson

Danielle Dixon

Kenneth McKenzie

Ashlee Mastin

Susie Klunder

Kimberly Reed

Boyd's Cardinal
Hollow Winery
Corporation

Patti Jackloski

Laura Nonemaker

Ralph Clayton

\$200 Club

Juanita Schmitz

Kathleen Puckhaber

Laura LaRocque

Denise Caroline

Jacquelyn Snell

Galric Enterprises,
Inc

Norma Pavilitz

Tykisha Brown-
Johnson

Diana Franzi

Sandra Blake

Sandy Divine

Brian Mink

Candace Norton

Michael LaRocque

Cynthia Fyock

Laura Collins

The Pampered Pet

Miranda McKenzie

Jerriann Kerr

Patricia Mauger

Joseph C. Natishak

Pamela Aikens

Tracie Hyatt

Martha Carriere

Cordell Farm &
Ranch Sore, Inc.

Rick McKenzie

Shirley Graff

Brian Goodall

Barb Hudson

Margaret Edwards

Heather Findlay

Rachel Lindsey

Deanna Gagnon

Amber Kirk

Kelly Flanagan

Nancy Kuffa

The Gold Club

This exclusive club is for those distributors who have accumulated at least \$5,000 in personal volume from January 1st until December 31st in 2015.

Stacey Pfohl

Ron King

Top Sponsoring Distributors for June



Alphonso Ruffin

A Gold Circle signifies that a distributor has recruited at least 5 autoship members in the previous month.



Netria Haywood

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



Clayton Schneider
Alison Boers
Erick B Jones
Patsy Grant

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

June 2015: Top 10 Retailers

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

1. Stacey Pfohl, TX
2. Sharon Trachsel, WI
3. Amanda Reeley, FL
4. Martha Walters, FL
5. Scott Kresge, FL
6. Jamie Davis, MD
7. Kimberly Flowers, MI
8. Ryan Windhausen, NY
9. Bonnie & Bobby Bryant, FL
10. Julie Hanson, ND

Top 15 Selling Candles in August 2014

1. Bugs – No More
2. Sweet Orange & Chili Pepper
3. Odor – No More
4. Chili Vanilli
5. Melon Margarita
6. Lilac
7. Sex on the Beach
9. Raspberry Smoothie
10. French Vanilla
11. Angel Wings
12. Hot Apple Pie
13. Slate and Stone
14. Creme Brulee
15. Ocean Mist

8. Strawberry Smoothie

Next Month's Autoship



Fresh Apple

Upcoming Autoship Scents

September – Creme Brulee	October – Cinnamon Raisin Bun	November – Holiday Memories
	December – Hot Apple Pie	

