

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



March 2015

Volume 15, Issue 3

This Month's Autoship: Lilac

Table of Contents



Lilac: Fresh and light, the smell of Spring is in the air!

- [p.02 SUMMER FLING 2015](#)
- [p.02 Build it and They Will Come!](#)
- [p.03 Second "Selfie" Winner Announced](#)
- [p.03 NEXT Scent-Sational Saturday is April 18th... JOIN US!!!](#)
- [p.05 Mia Bella's is More Than A Candle!](#)
- [p.06 Our First Simmer Pot Winner!](#)
- [p.06 Help, These Candles are TOO Good!](#)
- [p.07 You Never Know Who You'll Meet!](#)
- [p.07 Rock Stars on FIRE...](#)
- [p.08 Bella Personal Care to the Rescue!](#)
- [p.09 Mia Bella's Candles to the Rescue!](#)
- [p.10 Spring is In The Air!](#)
- [p.11 Mia Bella's Are Amazing!!!](#)
- [p.12 Mia Bella's Helped in Our Home Sale!](#)
- [p.12 One New Customer and \\$306 in Sales!](#)
- [p.12 Why Do I Wait?](#)
- [p.14 Congratulations to This Month's Rank Advancements](#)
- [p.14 Personal Volume Club for February](#)
- [p.16 The Gold Club](#)
- [p.16 Top Sponsoring Distributors for February](#)
- [p.17 February 2015: Top 10 Retailers](#)
- [p.17 Top 15 Selling Candles in April 2014](#)
- [p.18 Next Month's Autoship](#)

SUMMER FLING 2015

This years' Summer Fling 2015 will be held: Thursday, July 23rd, Friday July 24th and Saturday July 25th. It will be held (once again) at the Woodlands Inn & Resort, Wilkes-Barre, Pa.

This is your chance to meet the owners, make new friends and business relationships along with learning from top distributors from the USA and Canada!

Click on the link below for the complete fact sheet with details on the payment plans, initial agenda and all hotel information. Payment options are processed on the 15th of each month.

With Saturday being jam packed with trainings and workshops, we will have plenty of times for tours, leadership meetings, and team meetings on Thursday and Friday. Thursday will be a mingler on the Resort's beautiful outdoor deck and Friday evening will be held at a location to be announced. These two days give you plenty of time to meet and greet and exchange information.

PUTTIN ON THE RITZ is the theme for the Saturday dinner dance!

Any questions, please call Cheryl at 570-270-9010, ext. 727 or email at cheryl@scent-team.com Click on this link for complete details: <http://mx1.scent-team.com:8877/maileimages/FlingFactSheet2015.pdf>

Build it and They Will Come!

I started with Mia Bella's back in August 2012 after two years of door to door sales. I join the company so i could have a supply of candles in my gift shop. After receiving my starter kit in the mail I opened it and before i could get the lid off I could smell the Sweet Orange & Chili Pepper. I took it out of the box and went out in the neighborhood and showed it to a friend who purchased it.

After about 3 years with the company my upline called me and asked if i was going to build a team and i said no I just want to do the retail. But in April of 2014 I got my first sign up they just got there autoship each month and I was happy with that. Thaein December of 2014 iI decided to build a team so I started to post on Facebook about our business and people started to join.

After that success I made a plan and set my goals. I repeat my plan daily to reach my goals. Build it and they will come. And always make new friends

Al Ruffin

Second “Selfie” Winner Announced



Congratulations to Melissa Charette from Hermon, ME for winning the Selfie Label Contest. As most of you know we opened the contest to distributors in March and we opened the contest so that it can be a “selfie” or a favorite photo! We look forward to giving out many free personalized candles in 2015!!!

From Melissa & Shaggy - Second Winners of the Selfie Contest -

“I got the candles and LOVED them, thank you so much! I am ordering more so that I can give them as gifts to Veterans I work with. Thanks again!”

NEXT Scent-Sational Saturday is April 18th... JOIN US!!!

We held our 2nd Scent-Sational Saturday recently and what an amazing day of learning! As I sit here and go over the notes I get goose bumps. The dream of Scent-Sational Saturday started at convention 2014 when several cross-line leaders decided it was time to connect, dream and grow together!

We saw a need to provide a “regional” like training but present it in a way that anyone can attend. Whether you are just getting started or have a team of many, you can connect via web to learn.

50 or more people attended both the business opportunity with VP Charles Umpired as well as the full training webinar with the Leadership Link.

Tamara Keller did a fantastic job of hosting and keeping us on time, a task by itself. Jacquelyn Snell gave us a VERY motivational talk on staying committed to YOUR opportunity; it was amazing advice on how to start 2015. We also heard from Cynthia Suchowacki and Kristy Butt about the success and system they are using by recruiting via leads.

Next up was Jennie Horn who shared how to give a yearly review. She had outstanding tips and techniques that helped us to evaluate just how we are doing and what needs to be adjusted to make business to grow. I wrapped up the day by explaining the “earn” my kit system that helps both the new team member and the recruiter by helping build a solid foundation for their business! In the mix of the training we also were inspired and motivated by Becky Bishop, Paula Bishop and Jayson Waits who shared their personal success stories! All in all it was a fantastic way to spend a few hours on a Saturday!

After the Scent-Sational Saturday was finished, we were overwhelmed by all the amazing comments, phone calls and email we received from distributors who were excited to make 2015 their year and appreciated the training.

Here are just a few of the comments...

“I wanted to thank all of you who participated in the training yesterday. It was AWESOME! I have been a Scent-sations distributor since January 2009 ...I love the candles and the training yesterday started me realizing I can get back in the game. You guys are amazing! Thanks again! “

– Alice H

“Please help me welcome my newest team member Michelle N.! She signed up in between sessions of the Scent-Sational Saturday training!! I’m so excited to have you on my team Michelle!!”

– Kristy B.

“I loved the ease of being able to watch and be a part of the training from home. I also love that the trainings are recorded and shared for future use! Thank you so much for providing this!”

– Cindy

“I so enjoyed the webinar today. When the meeting was over, I talked with my youngest daughter and she's taking a few books with her to work tonight to gather up some orders. That meeting today and speaking with Cheryl yesterday was what I needed to get my backside in gear again! Thank you!”

– Jennifer M.

“Great job on the SSS!! I was not able to join the business opportunity, but this was a great training!! Awesome job everyone!”
– Jayson W.

As you can see and hear Mia Bella distributors from all over the USA and Canada joined in to learn and grow from each other. THANK YOU to those of you that took time out of your Saturday to meet up with team members! We LOVE doing this journey with you!

We couldn't have done this without the support of corporate VP Charlie Umphred for presenting the business opportunity as well as the distributors that shared their personal success stories. Last but not least the leaders who took time to prepare and give back to everyone with their outstanding training.

THANK YOU all who participated and made this 2nd Scent-Sational Saturday a HUGE success!

Mark your calendars for April 18th for the next Scent-Sational Saturday training; you will not want to miss out!

Cheryl Hill

Mia Bella's is More Than A Candle!

The mark of a great company is one where leaders go above and beyond to help their own team achieve goals and support-cross line distributors. This January, began an incredible journey for us. We said YES too many vendor shows in Canada and the US; trusting that everything would fall into place. The hurdles that we had to overcome made us realize how strong the Mia Bella Family truly is.

Our show in Ohio started off as a challenge; however, Jayson Waits, Cheryl Klinker and everyone at Home Office gave us the support we needed to push through and have a fantastic show. It was one of our most successful shows, meeting eager business builders and selling out of almost all the product!

These relationships and cross-line connections began at FLING. Mia Bella is more than a candle. It represents teamwork, leadership and the potential to transform your life if you say YES!

Rick and Miranda McKenzie (Red Deer, AB)

Our First Simmer Pot Winner!



Ingrid Jackson was the first person to win the Simmer Pot and Melts in our weekly giveaway contest. We received a very nice thank you card from her:

“Dear Mr. Scocozzo, I am happy to be the recipient of one of your gourmet products. Thanks to you and the distributor for my super nice scents and burner. It smells so good!”

Ingrid Jackson, Pendleton, South Carolina

Help, These Candles are TOO Good!

OK...when i got into this my intentions was not to recruit, was I wrong, i was going to simply offer retail and make a little cash. Well now I have someone wanting to sign up and is going to meet me Saturday at an expo I am involved with at a local mall.

I have a gentleman that owns a boutique, he bought a candle and wanted to give it "the wife test", he called me today and said it passed with flying colors and his wife wants them in the store so what now, holy smokes these candles shouldn't be this good, lolol, just kidding, I'm a funeral director and I'm having people stop by the funeral home not to talk about death but to buy candles!!!!

Shawn Marty Lockridge

You Never Know Who You'll Meet!

Every Monday is family night with my pops and extended family. The restaurant we eat at, same waitress every week and same management. I'm known as The Candle Lady not just by the employees but by other diners in the restaurant. Tonight the manager came to me and said, "Cheryl, do you have hot apple pie? Mine's almost gone and I GOTTA have it!" I came back with one before close and she rants and raves about it to other diners.

The couple turns to me and says, "soy?" I smile as normal and say, "one better! Palm wax!" Hand them a fundraising card and say, "I do fundraisers with them also" woman smiles and says, "do you do craft shows with your candles?!" "Yes, I do. What do you have in mind?" She says, "well, I head up our local newspaper here in town and we are holding a craft show and I'd like it if you'd bring the candles down!" I shook her hand and said, "I'm Cheryl, nice to meet you. I'm all in!" I then turn to the manager who's grinning ear to ear. I say to her, "is this all you do?" She says yes. So I tell her I've observed her abilities for the past several months with her attention to detail and attentiveness and I explained to her the benefits to joining. I then finish it with, "I'll send you some info, if it's for you, great, if not, it's totally okay! It's candles! It's fun and simple! I also made eye contact with her as I say-- "I'd love to have you on my team" Now- I only said this because, I know her as WARM market. Cold market, this might scare off if the wrong personality type. She texts me right after I leave, I sent her the info, immediately she says, "can we meet Wednesday for Brunch? I know I can sell these!"

You never know who you'll meet... Who will be interested... And what their ultimate goal is. I'm excited because she's a strong leader at this restaurant... She's going to be even stronger when building something for HERSELF!!!

Cheryl Klinker

Rock Stars on FIRE...

WOW! I am so excited and honored to be on this Mia Bella journey with our Rock Star team. They have showed up and made the beginning of 2015 a VERY SUCCESSFUL couple of months.

As I sit here and see team member after team member reach new ranks, see dreams come true and see the vision of what we offer, I am honored and blessed in so many ways.

I remember making the statement when I first started Scent-Sations 9 years ago "I don't want to build a team, I just want to retail and earn an income by selling our product" BOY am I eating those words today! I am SOOOOO thankful I started to share the gift we offer because now, I have the privilege of seeing you create your own financial freedom with Mia Bella.

ROCK STARS...this is for YOU! I am so very PROUD of what you are doing and honored to be on this journey with you. THANK YOU to all that you do! You are a true inspiration to me daily and I couldn't have asked for better people to work with each day!

I am super excited to WELCOME ALL OUR NEW TEAM MEMBERS to our our Mia Bella family - I can't wait to see what 2015 brings and can't wait to meet you at fling!

CONGRATULATIONS TO the following Leaders growing their teams... Ashley Bird, Anita Hearon, Chelsea Windhausen, Cheryl Klinker, Jessica Miller, Julie Hanson, Kelly Wissink, Michele and James Thatcher, Stephanie Irish and Stephanie Rogers!

I love seeing you move forward each and every day as you commit to your business, your goals and take the action needed to GROW - you are truly amazing!!!!

-Cheryl Hill

Bella Personal Care to the Rescue!

“I used my Bella Foaming hand wash Refill as a BATH SOAK...nope it didn't bubble like bubble bath but Oh my gosh..... did it leave my skin feeling amazing! I used 3 cap fulls - Using that and a Bella Bar these products took away my itchy chlorinated skin from swimming all weekend. I then followed up with our Bella Balm”

Cheryl Hill

“I have been using the Bella Foaming Hand Wash in my tub for an amazing soak for about two years. I simply ran out of bubble bath one time and substituted with the Bella Foaming Hand Wash. I was amazed at how clean and soft my skin felt. I had never gotten that kind of “smoothness and cleanliness from any bubble bath products. Now they are gone and the Bella Foaming Hand Wash is IN!”

Juliet Snow

Our family loves the hand soap. Rich my youngest uses it for shaving. He says it's the best. Ben's wife Shelly said it's the only thing she has found that takes ink off her hands. It sit at every sink we have. Matt, our mechanic loves it for cleaning his hands!

Dawn Schmidt Rohlik

Bella Foaming Hand Wash is one of my fave products... I am a home chef... LOVE cooking... and LOVE eating it more... my least favorite part of the whole process is the constant washing of my hands... that is until we brought out the Foaming Hand Wash.. this stuff smells outstanding... it washes your hands quickly and leaves them smooth feeling but also super cleaned. This makes cleaning up fun.

Charlie Umpheed

Mia Bella's Candles to the Rescue!

I wanted to share with you my experience with the Odor No More 16 oz jar candle. My husband and I just recently moved back to North Carolina from Mississippi (we have only been back a couple of weeks). We began renting our modular home in the forest and had only been living in it for 4 days when we had the furnace catch on fire in the middle of the night. We got the fire put out but not before most of the house was filled with smoke and the smell of burned wires.

Needless to say, I didn't go back to sleep that night trying to move the smoke out of the house and afraid of the fire starting back up.

The next morning, while waiting for the heater to be replaced, I lit the odor no more candle and let it burn and do its thing all morning, about 4 hours or so, thinking it can't hurt at this point. By the time the replacement furnace showed up, the burnt wire and smoke smell was completely removed from my home saving us a great deal of money even though the burnt and charred furnace was still in the house. It has been a week and a half since the fire and no smoke smell has returned. The odor no more candle is fantastic! It does exactly what it's name says it will do! It performed beyond my expectations and for such a wonderful product, I am grateful beyond words.

Erica Sawyer

This is from one of my customers, I gave her a candle for St, Patrick's Day:

“Thank you so much for the leprechaun candle! ! Love it! ! It smells delicious! ! We think its butterscotch! So nice of you!! It helped rid my home of the terrible cabbage smell!!”

Connie Walton

Spring is In The Air!



Oh boy, oh boy, OH BOY! I got a candle order in today, FULL of the BEST spring fragrances. Even though I'd smelled each and every fragrance before, I just HAD to crack many of them open and take a deep breath... constantly repeating.. oh man, that's good... oh man... oh man, I love that one, oh man, oh man, OH MAN!!!

I got Coconuts and Lime, Key Lime Pie, Lemon Verbena, Cucumber Melon, Peach Smoothie, Sex on the Beach, Japanese Pear, Strawberry Kiwi and so many more... mmmmm they smell wonderful!!! And by the way..who doesn't just LOVE the Leprechaun and Shamrock candles!!!

Tracie Gilmore

Mia Bella's Are Amazing!!!

From Madeline Pageant:

“Mia Bella's are amazing! I have bought many candles in the past and all they do is tarnish my jar black, burn unevenly, and create huge flames of smoke. However Mia Bella's burn evenly, no smoke and there is no tarnish left behind and they smell amazing!!!

Also, Mia Bella Beauty products are wonderful as well and one of my favorites is there bars of soap to bathe with, (Bella Bars) they have many different scents but most importantly they leave my skin feeling refreshed smooth and smelling great! Below is a wonderful testimonial from some of my customers:”

"Una de las mejores velas que he comprado. ..meencanta el olor y lo rápido que la fragancia se expande...donde único las.he probado es en mi salón de belleza y me fascina. ...para mi opinión mejores que las de Yankee Candle"

Translation:

“Another great comment from a great customer she have her mia bella candles also added to the fold at her hair salon which is great!!! one of the best candles i have bought it... I love the smell and how fast that the fragrance expands... I have tried it in my beauty salon and fascinates me... To my opinion better than the of yankee candle ”

“I so love Mia Bellas Melts! I am “simmering” Merlot and Amaretto in my plug ins and scent simmer pot thanks to my distributor, Madeline Pagan for such a great products!!”

Raquel Perez

“The Mia Bellas Dreamsicle and Spiced Cranberry smell awesome! I like that they burn even and have no soot on the jar!”

Awilda Pagan

“One thing I do have to say about Mia Bella's candles is that when you light one up it makes your room smell good very quickly and the fragrance fills the entire room, much faster than any other candle I have tried!”

Yvette Hodge

“We love the scent from Mia Bella's candles. They last long, burn even and the fragrances are great!”

Que Viva La Salsa

Mia Bella's Helped in Our Home Sale!

From Rick and Miranda McKenzie: “We sold a candle to a lady and gave her a discount if she gave me a small testimonial on how it worked for selling her house”

“Our Mia Bella's Candle worked great to give our kitchen and home that welcoming, "fresh baked cookies" smell when we were trying to sell our house. It must have helped for a quick sale as we sold a few days later!”

One New Customer and \$306 in Sales!

One of my friends called me and said she had heard about my candles and wanted me to bring them to her house. I did and she bought 124.00 worth of candles and \$182.00 worth of Mia Melts!!!!!!

Shawn Marty Lockridge

Why Do I Wait?

Why do I wait to ask people about Mia Bella? Why do I wait to tell them about the opportunity???

I have been with Scent Satations for 9 years now. I have loved every minute of it, have learned a lot, and applied... well, not near as much as I should. But I also know that's not anyone's fault but mine. I was given the information, told I could call a large number of people anytime I needed or wanted, and I took the action of little to nothing.

My husband has been out of work for a number of months now. Finances were tight before, but manageable. Now, more often than not, my kids get to eat thanks to the kindness of family and friends who can help us out when we need it.

I NEEDED money. I had ONE 16oz jar on hand. And all I can hear in my head is Jordan Ramirez from the January San Antonio event “What do you mean you don’t have money for your business? You have a candle, go put it under somebody’s nose!”

I put out an email to some of my local customers that I was putting in a candle order over the weekend, did anyone want or need anything. (I had points in my bucket, as long as someone can prepay for ONE jar, I can cover the shipping and I’ll be ok) I had one person email immediately back for a jar. One person I ran into and asked (I had emailed them), and was “Oh yes! I definitely want this.” And then another person I emailed wanted one. I’m also in a musical, so I offhand asked one of the ladies in the dressing room with me if she liked candles and wanted to smell one I had. I had it sold it under 5 minutes. That’s right. FOUR jars sold and paid for. What would happen if I actually did this CONSISTENTLY... EVERY week?????

Or at least once a month? You know what? MORE MONEY IN MY POCKET, THAT’S WHAT!!!! You know what’s on my office calendar right now? An ‘appointment’ next week at noon to send out an email to all my existing customers (local and not) about an order and a reminder for St. Patrick’s Day, so they can have the special candle for their special day. J (I’m Irish, what can I say.. my desk is currently decked out in the color of green)

I went to a ‘beauty party’ this weekend for a friend of mine. I knew there weren’t going to be a lot of guests there, just me, her, and her mom. As the consultant is giving the presentation about the opportunity and asking questions, my friend is answering them all!! “Wow, Income sticks out most. Hey, 50%!” I wanted to bang my head against the table in front of me!!!! Heck, after hearing some of the things she was saying, I honestly need to have a sit down talk with my friend. Get into network marketing!!! You NEED this!! If Mia Bella isn’t for you, fine, but find what you like, make sure they have a good comp and pay plan, and GO!! Would I NEED to have that talk with her if I had presented the opportunity to her even ONCE????!! Probably not. Heck, she might be on my team now instead of paying retail for her candles and dermal renu!!

So what’s my point after all this blabbing??

Go out there and open your mouth!!!! Yes, you’ll probably get some no’s, but you can’t get that yes (and money that goes with it!!!) if you never ask!

Now, did I make a lot of money with a sale of four jars? No, not really. But you know what I don’t have? I don’t have to look my 10 year old in the face and try and tell him why I don’t have anything to send with him for lunch for the week. And that’s worth more to me than all the money in Fort Knox. J

Kelly Drath

Congratulations to This Month's Rank Advancements

Chelsea Windhausen – 2K Diamond Distributor
Kristy Butts – 2K Diamond Distributor

Ashley Bird – Diamond+ Distributor
Alphonso Ruffin – Diamond+ Distributor

Personal Volume Club for February

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

\$400 Club

Stacey Pfohl	Miranda McKenzie	Julie Hanson	Kristi Rizo
Ryan Windhausen	Carla Polley	Tracey Seymour	Madeline Pagan
Loretta Zazo	Amanda Bullock	Jo Brisson	H & M Herbs & Gifts
Kristeena And Scott White	Tracy Russell	Mary Allegretti	Heather Gottenbos

\$300 Club

Rebecca Froelich	Rick McKenzie	Ashley Bird	Ruth Burke
Kathleen Justofin	Marilyn Birt	Rose Sanders	Mildred Holland
Jane Bowker	Robert Maynard	Juanita Schmitz	Vicki Weitzenkamp
Brenda Costlow	8894833 Canada Corp.	Diana Franzi	Connie Denson
	Leslie Bibb	Bobbi Linton	

\$200 Club

Amanda Manning-Moses	Nila Kotlarich	Veronica A. Lockard	Brite Scents
Shirley Williams	Stephanie Blakely	Sandy Divine	Arlene Sollon
Laura Wattlelet	Linda Harmeyer	Eugene Houk Jr	Tyler McGraw
Justin Locke	Sharon Pavey	Marty Lockridge	Rob McNamara Golf Services Inc.
Sharon Trachsel	Jessica Garcia	Carolyn McLain	Jani Larsen
Layne Townsend	Tia Albertazzie	Carol Boor	Randall Henarie
Martin Davey	Kaylynn Sanchez-Miguel	Lori Baker	Lynn Sage
Janice Adams	Nidza Negron	Shawn Herold	Pat Bergstedt
Roger And Marilyn Williams	Renee Day	Brenda & Jeff Farmer	Chelsea Windhausen
Rita Piche	Susan Tonniges	Linda Moore	Sherry Fogg-Arnold
Basilica Of St. Michael	Dawn Rohlik	Kathleen Puckhaber	Darci Nelson
Robert McGowan	Karen S Del Muro	Jennifer Campbell	

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 2014.

Stacey Pfohl

Ron King

Sharon Trachsel

Miranda McKenzie

Heather Findlay

Lisa Hayter

Flicker Scents

Top Sponsoring Distributors for February



Chelsea Windhausen
Clayton Schneider

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



Kristy Butts
Alison Boers
Ashley Bird
Sharon Williams

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



Alphonso Ruffin
Christina Henarie
Amanda Lewis
Tracy Russell

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

February 2015: Top 10 Retailers

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

1. Stacey Pfohl, TX
2. Brandy Winter, AB CAN
3. Deborah Ruhlman, PA
4. Martha Walters, FL
5. Pat Bergstedt, AZ
6. Connie Obos, NV
7. Marilyn Barker, CA
8. Vicki Green, WA
9. Deirdre Holladay, AR
10. Vivlyn Lawson, FL

Top 15 Selling Candles in April 2014

1. Sweet Orange & Chili Pepper
2. Raspberry Smoothie
3. Bugs – No More
4. Chili Vanilli
5. Odor – No More
6. Angel Wings
7. Melon Margarita
8. Lilac
9. Hot Apple Pie
10. Sex on the Beach
11. Strawberry Smoothie
12. French Vanilla
13. Coconuts & Lime
14. Coconut Mango
15. Bamboo Rain

Next Month's Autoship



Angel Wings

Upcoming Autoship Scents

May – Sex on the Beach	June – Melon Margarita	July – Peach & Papaya
August – Fresh Apple	September – Creme Brulee	October – Cinnamon Raisin Bun
November – Holiday Memories	December – Hot Apple Pie	