

MIA BELLA NEWS

Scent-Sations, Inc. Monthly Newsletter



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This Month's Autoship: Stress No-More

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Why Should I do a Local Meeting?

Why Should I do a local Meeting since I am only just getting started and only have 1 or 2 people in my Area???

The reason is this...

When I started with my first Company I was told we needed to do meetings. Charlie and I had no idea what to do or say and how to even set up a meeting. We made the call to our upline and he told us if we wanted to make a lot of money we needed to do meetings and have a place for people to come and meet people who are actually in the business and find out what they are doing to create income.

When I first met Dave Johnson who was doing the meeting he was not sure what to say and was not the best speaker and he was making at that time about 5K month. Within 1 year he was a great speaker making 45K month. One more year passed and he was an Amazing speaker and making 105,000.00 per month...

Meetings give people that opportunity to meet others face to face and see there are other people just like them building the business. It's a night out for those people who want to DREAM BIG about their future.

Our first meeting that Charlie and I did by ourselves we were excited and dreaming big. We hoped we were going to make 30K a month in 1 year and take all kinds of incredible trips and buy new cars and homes and put money away for retirement... I remember driving home when only 2 people showed for our meeting. What was wrong with those people I invited? Were they all brain dead???

No the time for them to DREAM BIG was not that day... We were told to just keep doing the same thing over and over again.

6 months later we had a small group supporting our local meetings and had a few groups starting around the Country. Things were just not happening like I thought. I was talking to everyone and passing out tons of hand cream ... What was the problem ??? Well there was no problem we were actually doing everything 100% correct we just were not reaching the right people... We needed to find people who were sick and tired of being sick and tired and ready to take action.

Lets move forward to 1989 one year later and we were now 2 of the top members in Pa and we were excited making about 9 K each and doing the same things we did when we were making 100 month.

Within 1 more year our check was over 30K per month and we were still doing the same things more meetings and more 3 way calls and looking for people who were looking for that chance to become successful in their own business sharing the products and opportunity...

So if you're reading this and wondering what you need to do to get your business moving forward then look at starting a meeting even if there are only 2 people that show! It's the first step to building your income and freedom. Keep talking to people every day and inviting them to your weekly meeting you will be successful. People do love to come and meet other dreamers...

Bert and Jennifer's First Meeting!!!



The first meeting was a success. Everyone was excited and we all had a blast. I started everything off with a quick qualifying question to make sure everyone knew why they were there and to make sure nobody was being held hostage Lol and then started the meeting.

Jennifer Dasconio Callahan jumped into the game and did a fantastic job telling her story and explained the value of the S.O.T.G. package when getting started. Heidi Burgert, being new, had a few impressive questions of her own and did a fabulous job with her story about vendor fairs. It was the perfect meeting!

Meeting #2 was Awesome!

We actually had 3 people confirmed to come and check out Mia Bella over lunch today. Two people forgot to come and only one showed up and she left so excited her head was spinning.

We felt like we were talking to much but she kept asking questions so we kept answering them. Maggie loves the idea with the S.O.T.G. and Jennifer did a fantastic

job at explaining how it worked. We did get Robert Scocozzo on a video call to assist us and he, of course, did a fantastic job.

After Maggie left we got back on the phone with Karen, who forgot to come, and did a phone meeting. Two meetings in one day...

Bert Booze

Michelle Milton... She Is On FIRE!

I just want to give a shout out to my newest Team Member - Michelle Milton... she is on fire!!! She messaged me last night to tell me that she got her Show pack delivered around 4pm yesterday and by 7pm she had sold 10 -16 oz jars, 4 bags of melts, and 2 plug in warmers. She place a \$500 order last night and she has a party scheduled at her house for Sunday and she possibly has up to 3 people that might join her in this adventure. She also has 4 events booked already.

She told me her goal is to get to the "Car Bonus" and I believe with her determination, and tenacity she will make that in no time! She joined us on Monday and has accomplished all of this in just 4 days!! I could not be more proud of the way she has taken control of her business and right out of the gate knew what she wanted and what she has to do to get there! Michelle, I'm so excited for you and I can't wait to watch you make all your dreams come true!! What's our company motto?? DARE TO DREAM!!!

Kristy Butts

“I had a Cocoa Exchange party at my house today. Had 7 people show up. All 3 of my scent sets are now out making me money. I sold 3 air fresheners and the distributor from cocoa exchange is thinking about signing. On top of that I earned 8 free bottles chocolate wine and \$100 in food. It was a good day. After being in the business for less than a week I have to say I'm pretty excited about this opportunity to better myself. Thank you Kristy for the opportunity. Charles I appreciate you taking the time to answer my questions to help me decide this was the right opportunity for me!”

Michelle Milton

My Chamber Display!



“My window display at the Barton County Chamber of Commerce”

Keno Phillips

Questions From The Field

Question from the field: Is the “Show on the Go” only available when a new distributors enrolls?

“The Show pack can be purchased later as well, under the Specials. The concept of SOTG is for anyone to do at any time (even if you didn't start with the Show Pack)- just gather some scent samples, a loaner jar, and some catalogs. You save money by getting the Show Pack as well!”

Cathy Mahady

“The Show kit has 3 shows you can have out at once. You can surely just do one without having the Show Pack but of course, you will make less money. The idea of the SOTG is to constantly have 3 bags out there taking orders. It's a great way for a new distributor or even an existing distributor to bring in some great sales. Bob & Charlie did a video in the back office on the SOTG that you can watch when you get a chance too.”

Alison Boers

Question from the field: “I have given out 2 loaner jars and as they have melted the wax on the inside of the jars are not melting down...why?”

“You need to be sure YOU start the burning. The first burn needs to burn for ever how long it takes to make the wax pool move to the edge of the glass. This can take 4-5 hours. Do this a couple of times until it burns down below the rippling. Any jar that is burned for only an hour or two at time will do this tunneling. You have to let it burn long enough to move to the edge before blowing out. The first inch of wax or so may take longer, so you should be preparing the jars, for your host to take it from there.”

Cathy Mahady

Hair Salon = Money In My Pocket!

Here is something that I have been doing recently...Dropping off a six pack of our 16 ounce candles at my local haircut establishment. I generally leave for a few days. I always come home with an empty box and \$120.00. Try it in your neighborhood!

Brian Goodall

Don't Be Afraid to Barter!

While posting a special I'm running, in local FB swap groups, I saw a CD storage rack I wanted. I sent the seller a PM and asked if she would trade for a candle or simmer pot and bag of melts (either way, she's getting the better end of the deal and I'm okay with it). She accepted my offer... and said she wants to place an order, at the end of the month. Never be afraid to barter. Yay! Moral of the story... don't be afraid to make an offer to barter.

When I first started with Scent-Sations (more than a decade ago), there was a pizza place that would trade me, dollar for dollar. My (then) husband and I would go to dinner, take a couple candles, and get 2 pizzas, 2 chef salads, 2 sodas, and have plenty of leftovers to take home with us.

Maggie Giamalvo

Rose Garden... A True Beauty



Photo by Sharon Williams

Crafter's Corner: Votive Rose Instructions



“Votive Rose that I made and would incorporate them into my floral arrangements.”

Kristy Butts

“I made a bouquet for my niece's wedding.”

Vicki Palmer

Supplies:

Flower Pot (I used a cardboard one from a craft store, it can be painted)

Florist's Styrofoam brick

(12) Balloon sticks with tops

1-2 Rolls Green Floral Tape

Selection of (12) votives

Tulle

(24) Silk leaves

First, cut (12) 6-8 inch lengths of tulle. At this time you will also want to pull the leaves off of your silk stems. Wrap a length of tulle around a votive, covering it completely, and tie a knot under the candle to secure the tulle.

Next you'll need to put one of your leaves on the top of the balloon stick. Here's where it gets a little tricky. Take the votive/tulle creation and put it in the prongs of the balloon stick top, and tie it again. Do this before you attach the balloon stick top to the balloon stick to make it a little easier. Now, attach the balloon stick top to the balloon stick, votive and all. Keep holding the section with one hand, and make sure it is tight against the balloon stick. If it is too loose, your votive will droop in the end. Take your floral tape and begin to wind it around the balloon stick, over the tulle ends, securing the leaves to the stick. You may have to wind a little extra at the top to secure it properly; that's ok. Keep winding the green floral tape along the balloon stick, adding in more leaves to fill out your flower. You are finished with your flower when the green floral tape reaches the end of the balloon stick. Finally, make (11) more for a dozen.

Connie Lou Barnes

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			
Bret And Sandy Malone	Shawnda Lowery	Dawn Daub	Rebecca Tucker
Emma Lang	Krystle Young	Rebecca Froelich	Rene Lincoln
Judy Toporcer	Brandy Winter	Ruth Burke	Mildred Holland
Isabel Gonzalez	Cindy DeBaere	Amy Ghirelli	

\$300 Club			
Meagan Logan	Scott Kresge	Ernestine Smith	Tina McGowen
Cheryl Hebron	Shirley Williams	Judy Nelson	Netria Haywood
Heather Findlay			

\$200 Club			
Jennifer Callahan	Celestine Massage And Facial	Stacey Pfohl	Karen Deuschle
Kristen Al-Sharafi	Joaquin Rodriguez	Sharon Trachsel	Kelly Poris
Stephanie Irish	Anita Casner	Sally Spletter	Melissa Dafoe



Dawn Rohlik	Mary Leedy	Dottie Klein	Lula Holstein
	Lisette Bouchard	Julie Neuburger	

The Gold Club

This exclusive club is for those distributors who have accumulated at least \$5,000 in personal volume from January 1st until December 31st in 2016.

- Stacey Pfohl**
Sharon Trachsel
Jennifer Callahan
Heather Findlay
Scott Kresge

Top Sponsoring Distributors for February

	Alison Boers		Sharon Williams
<p>A Silver Circle signifies that a distributor has recruited at least 3 autoship members in the previous month.</p>		<p>A Bronze Circle signifies that a distributor has recruited at least 2 autoship members in the previous month.</p>	

February 2017: Top 10 Retailers

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

1. Stacey Pfohl, TX
2. Diana Starling, CA
3. Donna McDonald, VA
4. Krystle Young, TX
5. Steve Leal, CA
6. Jennifer Callahan, PA
7. Jennifer Getzendanner, IN
8. Martha Walters, FL
9. Amy Boismenu, NY
10. Kristy Butts, MI

February 2017: Top 10 Personal Volume

1. Bret And Sandy Malone
2. Shawnda Lowery
3. Dawn Daub
4. Rebecca Tucker
5. Emma Lang
6. Krystle Young
7. Rebecca Froelich
8. Rene Lincoln
9. Judy Toporcer
10. Brandy Winter

Top 15 Selling Candles in April 2016

1. Sweet Orange & Chili Pepper
2. Life's A Beach
3. Chili Vanilli
4. Odor No-More
5. Bugs No-More
6. Hot Apple Pie
7. Coffee Time
8. Berrylicious
9. Angel Wings
10. Dreamweaver
11. Sex on the Beach
12. Lilac
13. Tangerine Dream
14. Slate & Stone
15. Cherry Chocolate Cream

Next Month's Autoship



Lilac

May – Coconuts & Lime	June – Melon Margarita	July – Sex on the Beach
August – Apple Cinnamon	September – French Vanilla	October – Pumpkin Cheesecake
November – Christmas Pine	December – Hot Apple Pie	