

Scent-Sations, Inc. Candle of the Month Newsletter

MIA BELLA NEWS

October 2009 Volume 6, Issue 10

Candle of the Month: Almond Biscotti

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Workshops at the Woodlands - A Huge Success!!!

The September 19th Wilkes Barre Training Event, hosted by Rookie of the Yr Ed Kopec was a blast....we had seating for 70 but had to add two more rows by the time the training started which took the group to around 90!

The lifeline of any MLM business is the NEW blood and this training was attended by lots of new distributors! If you are thinking of putting on live meetings you always have to remember that they will only work in an area where you and your downline, upline and crossline are actively recruiting new distributors. Once you get into recruiting mindset in your local area you can build meetings to several hundred people very quickly.

There were two ladies who came with their husbands "in tow"...and by that I got that the ladies were distributors interested in building their business and the husbands came along to support them and probably to "check out" this thing their wives had gotten into .

I gave my new cd handout training and I told the story about how, in my first mlm program, our upline told us that if we handed out vcr tapes to the tune of 100 per month we would be earning \$10,000 in 6 months. Afterwards one those wives came up to me and said her husband leaned over and told her to order 150 cds on Monday! See, He GOT IT!!!!

The point of my training is that the cd hand out for those who are looking to expand an area using a top down approach (money followed by product) is the most easily taught and duplicated system Ive ever experienced in MLM.

The two bottom up systems that we are now seeing being promoted heavily in the field (The Gift Bag and Home Party to Director) are probably the two most effective and duplicatable systems Ive ever seen in my MLM days (we used a gift box system in my first program where we gave a box with a face lift, rejuvenating cream, shampoo, hand lotion, etc along with a product and opportunity video and told our friends to use the product...or use it with some friends...watch the product video first and if you want to earn money watch the opportunity video)...it was a fun, easy and very duplicatable system easily taught with great results.

This is not to take away from the very effective retail (put money in your pocket daily) techniques of big shows, flea markets, farm shows, office sales and the famous Kari Anderson basket lady system....they are all fantastic, easy to do , affordable and lucrative.

You know, with all these ways for people to easily sell product it amazes me when I get an email or run into someone locally who tells me they couldnt afford the \$40 per mth anymore!!! Are they sitting home avoiding human contact??????

If the leadership team gets on board a "Build Local" system for their own backyard, I can tell you that you will be blown away by how fast you can build a team of go getters locally over long distance.....long distance requires YOU finding a leader or it wont grow....Local means YOU are a the leader looking for more leaders and I can tell you ... (just look at the Montana group to see this in action) local support will groom more leaders per square inchit doesnt mater which of the systems you use (or all

them).....local business building works and it works fast.

If you are looking to build top down....get 100 or more Dare To Dream cds NOW and get your team on it....get the gift bags into the hands of all your team members who want to use that system...if they are want to do home party...get them on the training system that Deb, Jackie and Tanya are promoting...) get them in action and build local till you have a group of 50 then call your upline and see if (1) he or she can drive/fly in and do a meeting...in which case you ll promote the top gun coming to town! If you cant get upline support for it call Charlie and Bobby...if the timing is right...one of us will come to you!

Note: you can order cds by going to your back office and klik on order forms in the downloadable docs section!

August Bonus Pool Winner: Becca Mutz is Excited!

When I learned that I had won the top award for the Monthly Contest, I thought I was going to faint! I was so thrilled! My husband, Robert, was pretty happy, too, and immediately said, “I guess this means you can buy that new trolling motor for our boat.” HA...Don’t you love a guy with a great sense of humor!

First, I would like to say that Summer Fling was the most amazing Fling I’ve ever attended and this was my seventh! Training with Michael Clouse was phenomenal, as well as all of the presentations by the leaders of this wonderful company...AND the social gatherings were perfect from start to finish thanks to my good friend, Cheryl Thomas! The themed parties where so much fun and the costumes were (literally) out of this world! Yes, Elvis made an appearance, and a couple of hippies showed up that sort of looked like Jan and Shep straight out of Woodstock!



I firmly believe that my business would not be where it is today if not for the events I have attended since I joined in 2004...Flings, Regional Meetings in Springfield, MO, Topeka and Las Vegas, and although I do have a pre-existing scheduling conflict with the Nashville event this year, I will be there with bells on next year, Deb and Charlie!

I know you have all heard and read this many times, but I’d like to say again, you really can’t put a price tag on these events. Not only is it great to be there when new products are rolled out and hearing it FIRST from Bobby, Charlie and Carmen, but the friendships I have made from day one attending events has helped me plugged in and comfortable in sharing successes as well as challenges with my “Mia Bella Buddies.”

After getting home from this year’s Fling, I told Shep I was going to start my business all over. I rewrote my goals and one of them was to be a Monthly Contest Winner. Really! I had no idea I could “manifest” that so quickly, but for it to happen immediately following

Fling...I found that to be mind-blowing! I have been a student of the Law of Attraction for many years and have also taken up Michael Clouse's system of talking to two NEW prospects a day, following up with at least two prospects a day, reading 30 minutes a day, and listening to 30 minutes of industry related CD's a day, at least 4 days a week. If you are serious about growing your business, these are simple tasks that anyone can do to catapult both personal and team growth.

I want to thank Bobby, Charlie, Carmen and Lynn, for their generosity and for the opportunity to be a part of the Scent-Sations family. Again, thank you, Cheryl, for all of your hard work, and thanks to the entire staff at Scent-Sations for taking such good care of us as we grow our businesses.

Becca Mutz, Bella Vista, AR

Monthly Bonus Winners!

1. Jeff Pfohl - \$3000
2. Connaye Steves - \$1500
3. Jerry Swan - \$1000
4. Jackie Ulmer - \$500
5. Rebecca Lee-Jones - \$350
6. Vikkie Green - \$200
7. Cheryl Pope - \$150
8. Cheryl Hill - \$100
9. Joseph Natishak - \$100
10. Linda Miller - \$100



Our New Car... A Dream Realized!!!



My husband Paul and I picked up our Audi A4 Cabriolet Convertible yesterday and got to take it off our Dream Board as one of our Goals. WHOOOOO! HOOOOO! Here are some pictures attached, never give up your dreams!

Thank you Scent-sations owners and all the leaders on the Free To Relax Team for helping Paul and I to DREAM BIG and reach for the STARS! One goal down and several to go! Everyone that is new, please, please, please follow the training your leaders have provided and watch your Dreams come true as well, the system works if you work the system!

Joan and Paul Speer

Home Parties Are Working BIG TIME!!!

I wanted you to know that I have placed my first official order with Scent-Sations, Inc. I placed an order of over \$850! My order was composed of a party that totaled over \$600.00, catalogs, re-stock with additional stock and taking advantage of the specials.

I am very excited about my new business venture and am studying as much information as possible

My mom took so much care in prepping me for the first party that I was cool as a cucumber. I forgot a few things but hey it was only my first. Mom let me use her candle you gave her two years ago to show the fragrance at the bottom of the jar is as strong as the fragrance at the top...and after three years without a lid on it...it is still hot apple

pie...what a great selling point. And I showed a candle where the burn area was in the middle of the candle and lots of wax left on the side...you are not getting your money's worth out of that candle because the wax either has to be scraped by you and put in a melter or in the flame for it to be used. Our candles burn wall to wall making the candle - more candle value for the money.

Charles Gray

I wanted to share some info with you on my past 3 parties I have had since the makeup launch. I have to say I was blown away from the totals when I added the three of them up: \$1393.43 was my actual sales from 3 parties and a total of 26 people who ordered. So that's around \$54.00 per person in total sales. Not bad! My Mia Bella Party calendar is filling up for Oct and lots for Nov. And it all boils down to 1 word: MINDSET or DETERMINED, or COMMITTED, you pick which word works for you!

Not to mention I have at least 3 parties booked from these already and possibly 4.

Saturday I have another party with around 15 or so people coming. I outside booking from this party already and at least 1 outside order and I haven't even arrived yet to party yet.

So what are you all waiting for, get that first party or you business launch done, get some experience and then it's all a pice of cake. You can do and I believe in all of you.

You can do it. Here's a great quote, "If it's to be, it's up to me". Well, it is up to you so come on and party with me. I am having so much fun and so are all of these people who are coming to the parties and buying. We can make a difference! Let's hear you success stories!

Let Your Dreams Take Flight!

Tanya Hommes

Gift Bag Shows are A HUGE HIT!!

I had a lady email me yesterday, wanting me to bring some melts by her office for her to smell. So today I loaded up my basket with her requested scents and off I went -- before I left though, I put together a Gift Bag Show so I could offer it as an option for her to get her product FREE!

I haven't done quite enough of these yet, so as I put my 5 catalogs, 3 Stackables and an envelope into a gift bag I had to take another look at the Freedom Plan to make sure I wasn't missing anything. Surely I was forgetting SOMETHING -- I mean, that only took about 30 seconds! I wasn't though... it's THAT simple!

When I arrived at her office, she was delighted about doing a gift bag show -- and so was I! Now, instead of getting ONE sale from my appointment, I will be getting SEVERAL! WHOO HOO!!!

Always remember that in our industry, duplication is the key (remember, we want Copy Cats!!) -- and simplicity is duplicatable!! When you try to over complicate things you will bewilder not only your team members, but your customers, hostesses and prospects as well!

Jordan Schneider, TX

I AM SOOOO EXCITED!!! I have another one scheduled to start on Tuesday Sept. 1st...

So, so far.

One started Wednesday, one starting today and another one starting Tuesday...

I know I said this already, but I will say it again. This is SOOO SOOOO SIMPLE... If you are not working on this, I would strongly suggest you try this..

This will give you a lot of exposure, a lot of cash right away and could even get some new partners, if not, repeat customers for sure...

Denis Coruzzi

I have 5 Gift Bag Shows going now for this month of August and am already getting requests for next month!

Ray Wallace

Just a quick update on my Gift Bag Shows –

1 Bag show complete, \$105 in sales in 5 days. 2 Bag shows currently running. 1 Bag show scheduled to start on September 3rd.

Tracey Gilmore

I just finished up a Gift Bag Show. There were 5 participants... total sales were \$110.00. I also started another one on Monday.

Denise Gaccione

I have two Gift Bag Shows running. One just started about a week ago, the first one is over, with \$880 in total sales and my profit was \$423. **

Michelle Cobbs

** (Company note: the previous sales figure are not to imply any sales or income guarantees.)

Gift Bag Shows Training

1. Create 10 sets (of 15 each) of the Top Selling scents of the season using the Mia Melts.
2. Label 50 catalogs.
3. Ask 10 family or friends to help you spread the word about your business by simply taking one Gift Bag to work and sharing with their friends, neighbors, people they attend church with, etc.

Be sure each Mia Bella Gift Bag contains FIVE catalogs and 3 bead stackers with a variety of the top 15 scents for the current season. Include a brown envelope with a clasp for the "Hostess of the Bag Show" to collect the checks and cash.

Suggestion - Offer the "Hostess of the Bag Show" \$20 of FREE product (of his or her choice) for every \$200 in retail sales.

If you were able to do and the hostess created that \$200 show...look at the potential of such a simple plan!!!.....10 shows @ \$200 each in a month = \$2000 in sales !!!!!

(We aren't making any income guarantees, but we wanted everyone to see the potential of something so simple!!)

Expect some of your hostesses (and customers) to see the simplicity of this 'Lifestyle Business' and ask about being a distributor. When delivering your orders, be sure to include a "Get More Out of Life" brochure, along with one of the NEW Dare to Dream CDs! As others join you in the business, teach them to do the same.

Think about where your business will be when you have 10, 20, 30 or more distributors in your downline holding 10 shows a month! The income number will SHOCK YOU! Do the math in the Get More Out of Life brochure.

Kathy Schneider

12 Months to Director – Building with a Big Business Mindset

Is your goal to create a million dollar business with Scent-Sations? I sure hope that it is and I hope that you will put that on your dream board right now! Get committed to being one of the Network Marketing Millionaires. It is a "who's who" group and your name should be among the achiever's list!

The first key to achieving this goal comes in understanding what you have. Let me detail:

- Unique, consumable product line
- Simple, dynamic compensation plan
- Ability to retail an In-Demand Product for immediate income
- Business Flexibility – You build the way you want
- Perfect for the any Economic Situation

The second key to achieving this success is to know that you are going to need to work your business like a job for the next 12 months. No kidding! That is what it is going to take. Does this mean you must commit a 40 hour work week? No, but a solid 10-20 hours will be required. Get your calendar out and block that off right now.

The third key is to realize that income is ONLY going to be generated in two ways, and that encompasses the two things we do in this business – we retail products; we build a team.

When we retail products, we make immediate income and we have the opportunity to share our most important product, the business opportunity, with our customers. Now, most of those customers are going to be happy with our retail product, and that is fine. We just want to make sure we are planting seeds at every retailing event to let them know what this business offers besides its great consumable products.

When we share the opportunity, and someone joins our team, we are paid a commission on every order placed by that distributor. And, we are paid on all of the others who we bring on board. This generates that long term residual income.

We are unique in the Network Marketing profession in that we have the ability to develop a solid "walk away residual income" while we profit very nicely from the retail side of our business. How many other businesses out there can really say that? If you study "wholesale costs" and compensation plans of many other companies out there, you will find that only a handful contain both components.

If you've built a team, you know how discouraging it can be to go through your downline report and see a string of \$39.95, or \$42.43 numbers listed next to that person's Personal Volume. This means that each individual distributor is missing out on one very important aspect of our compensation plan, and possibly it means, they are not making money in our business.

And, it certainly means that seeds are not being planted with others by sharing our most

valuable recruiting tool – our products!

Our compensation plan states that it takes 40,000 in Group Volume points in your 6 Level Organization to reach the position of Director! This is an exciting position because it gets you a CAR BONUS!!! It also delivers a \$500 Director's Bonus to you, and puts you into the monthly Leadership Bonus Pool. The company sets aside a percentage of profits and shares this among the Director's group.

We also know, based on our compensation chart that the average Director's income is over \$9,900 monthly. Wow! Eye popping, wouldn't you say? Would that make a difference in your life?

Would you be able to quit your job? Get your kids out of daycare? Fund a retirement? Take a once in a lifetime vacation with your family?

So, let's talk about the nuts and bolts of how you make this happen.

What if you could create a personal commissionable volume of \$400 monthly, meaning you are retailing and sharing our opportunity, while putting cash in your pocket? What if each person on your team duplicated this, creating their own \$400 GV in their business? With 100 people doing this monthly, this would create that \$40,000 GV needed for Director, right?

And, if everyone is sharing the business opportunity, your team is going to be growing as others see the ease with which you make money!

Okay, so if I have your attention, then here are the next steps -

First, you sponsor new distributors in with one of our Packs designed for the Business Builder. This is truly the only way to set someone up for success! We talk big business and then sponsor people in at \$49.95 and let's face it – no one really has a business at the \$49.95 level. Remember, you are going to be coaching them to get some products retailed and share the opportunity.

Second, you teach them how to make that 100 names list and approach that list about products and opportunity. This can be done through a retail event such as a home party; gift bag show; prospecting packet hand out or opportunity presentation.

Third, you commit to a minimum monthly number of events of some kind in your business and you coach others to do the same. You do this by setting up your calendar each week to know exactly which steps you are taking every single day for the next year. Getting in front of 36-60 people each month is a good number to shoot for. This can be done through a group event – home party; opportunity overview in your home; etc.

Fourth, you set a high standard for yourself and others and know that with these products and this opportunity behind you, you simply cannot fail unless you quit or fail to take action. No ifs, ands or buts.

So, the next step is up to you. May I suggest you DECIDE to make this goal attainable for yourself and through your actions, empower others on your team and those who are watching you to do the same?!

Pick out the car you'll be driving and I'll see YOU at the Director's dinner, Fling 2010!

EXPECT Success!

Jackie Ulmer

Mission Accomplished



When I began my business with Scent-Sations in October 2003, I had but one major goal in mind. That goal was to work my business to the level that it would allow me to stay home with my baby girl and not have to return to a job outside the home. When asked why I wanted a business, my answer was clearly, "I want to be home to raise my children." It wasn't just my young daughter; I also wanted to be available for my 14 year old son. The older he got, the more of my time and guidance he needed.

It was important to me to never miss the BIG things, as well as all the LITTLE things, in their lives. I was there the day my daughter first walked and the day she lost her first tooth. I was there when she was feeling sad and just wanted to snuggle, with no pressure on our time.

I was there for all my son's school and sporting events. The look on his face when he would look up in the stands to be sure I was watching was priceless and something I never wanted to miss.



This week my daughter will begin first grade and my son begins his third year of college. It is when I reflect on these precious moments, that I am so thankful for the choice I made to leave a job and begin my own home business nearly six years ago. I have been able to make Scent-Sations my career and gratefully never had to take a job. I was able to accomplish that major goal I set back in 2003 ... that of being home to raise my children.

Cathy Mahady

Master The Mundane!

My Dad gave me a call this morning -- he said he had heard some guy on the radio trying to sell a 12 Steps to Success program. A phrase the guy used was, "You don't become successful by doing 4000 things, you become successful by doing 12 things 4000 times."

Dad said, "Hey -- this can be adapted to fit the daily half-dozen things!" I agreed =)

In Network Marketing, you do not become successful by doing 6000 different things. Isn't that encouraging? You do not need to know how to do tons of stuff to be successful in this business. You need to know how to do 6.

Success is all about doing those 6 things, 6000 times!

We did the math:

In one week... you will have done 42 things (6 Things * 7 Days)

In one month... you will have done 180 things (6 Things * 30 Days)
 In one year... you will have done 2190 things (6 Things * 365 Days)

So... how long will it take you to get to 6000?

We've always said that Network Marketing is a 3-5 year plan. That if you will work your business consistently (every day) for 3 years, you will have reached "success".

Sure enough, 6 Things * 1095 Days (or 3 years) is 6570 Things!

So what if you only do the Daily Half Dozen Things 5 days a week? How long will it take you to reach 6000? **4 years.**

And what if you only do the Daily Half Dozen Things 3 days a week? How long will it take you to reach 6000? **6 1/2 years.**

SO -- the choice is yours! You don't have to know how to do a lot to make your business successful. You only need to know how to do 6 Things, and then discipline yourself to do those things 7 days a week; **no matter what.**

Jordan Schneider, TX

Bella Comes To The Rescue!

“I spilled some RED wax on my lightly colored carpet but didn't freak out, knowing it was a Mia Bella Candle. So I let it dry. Then took a wet cloth with a bit of the Bella Hand Wash and it cleaned right up. This morning I see no evidence of a wax stain. Oh, does that make me happy!”

Cathy Mahady

“We have our team meetings once a month at one of the local restaurants and I wanted to wear this one particular green sweater that I love because it has been raining for two weeks and is a little cool. When I took it out of the closet I remembered why I couldn't wear it. It had an oily looking stain on it from last year (must have cooked in it) that I tried repeatedly to get out with spray and wash (couldn't bear to throw it away) without success. I remembered reading in one of the newsletters to try the foaming hand soap and I did. I keep one in my window sill above the sink in the kitchen, I rubbed a little in and threw it in the washer and Voile' no stain and I can now wear the sweater again. It even took ink out of another one. I thought that was pretty cool and just wanted to share. It does work!!!”

Janie Sanford, LA

Men Love Candles Too!!!

I have to share, the last couple of weeks at the Farmer's Market, I have had two different men get REALLY excited about the candles while their wives were kinda nonchalant about them.

It was such a neat dynamic to watch the guys go "Yeah, I really WANT that." One guy liked the Sandalwood and the other was hard pressed to decide between the SOCP and the Lilac!

Cathy Mahady

The Power of Mia Melts

Note from Carmen Milazzo, head of candle production: "Because Mia Melts are flameless we are able to put more perfume (scent) in them than in the 16 and 26 oz candles... so the Mia Melts are actually our strongest product, and just might be the strongest scented candle product in the USA!"

Fall was just in the air this morning when I stepped out to feed the horses... I could just feel the crispness as I walked out the door -- even here in TEXAS!

Later in the day, I changed out my simmer pots with Pumpkin Spice and when Jordan walked in the door later in the afternoon, she asked "That smells good .. where is the candle? What scent is that?"

She was shocked to hear it was ONLY 2 melts in the entry simmer pot!

Kathy Schneider, TX

Scent-Sationalize Your Home!!!

My home is absolutely Scent-Sationalized and has been since Nov. 2004. Without fail... guests in my home ALWAYS ask if it would be alright for them to take the bar of soap they were using home with them. Of course the answer is an unequivocal yes! When I received my Bella Beauty Line products, I immediately threw out ALL my other make up... including all the other mineral based products in the drawer! It was amazing how much "stuff" was laying around which only proved how unhappy I was searching for (but putting up with) all the other brands out there. I don't use our products because I'm a distributor...I use our products because they are the best!!

Connie Gleave

As soon as I signed up 3 years ago, all of the other candles went in the trash. Every week I was cleaning a closet out or working in a different room, I would find more candles. I was not aware that I had so many in our house. David kept asking why the trash was so heavy and I would just say "getting rid of more of those black sooty candles". We also use the Bella bars to shave, shampoo and shower, Bella hand wash on the kitchen sink and bathroom sinks, Bella Balm on the bathroom counter. Of course there are candles and simmer pots throughout the house too!

Jeanie Morgan

The Power of Going to LIVE Events!!!

I had to write and let you know what is going on out here in Columbus Ohio. Last time we talked, at the fling, I mentioned what a hard time I was having networking with the people out here. They seemed to be very unreceptive to buying a candle let alone starting their own business. Well I hit the jackpot. I've had some great motivation. At the fling I met loads of very nice people, but ended up trading war stories with Julie Rudebusch from South Dakota and Amy Marcum from Beech Creek PA. We made a pact at the fling of something we wanted to accomplish by next fling. We talk to each other over the phone or online numerous times during the week. They gave me the motivation and insight to really start thinking outside the box.

I went to an event called C.O.N.E.S. Columbus Ohio Networking Event Social. It is set up by a networking company called "Big Fish Networking". It was a free event where vendors set up tables, not necessarily to sell their product, but to introduce people to their business. It was the most awesome, exhilarating event I have ever been to. The energy in the room was amazing. I spent 3 hours there and didn't even hit 1/2 of the place. Of course we both know I can talk forever. But, it only ran from 5:30 to 8:30 unfortunately. I was so excited and also mad at myself after the event. The excitement was after handing out a few of my business cards with the "Hot Apple Pie" scent sample attached to the back, I had people walking up to me saying "Are you the candle lady, I need one of your business cards."

I had people searching me out all night. Even as I sat in my car to leave I had someone knocking on my window looking for a business card. I had a guy at the event say he wasn't into the apple scent because he needed something to get rid of the cooking smells in his house. Well I just happened to have a "Sweet Orange and Chili Pepper" sample. You should have seen the look on his face when he put that to his nose. He even sent his buddy chasing after me to get another sample for his sister. But the reason I was mad is, I took a handful of business cards, around 70, and ran out. I couldn't believe I ran out of cards. I had no idea what I was in for.

I even did the ultimate in advertising. They had a fishbowl raffle where you drop your business card in. Well, needless to say, they called my name. I was the crazy person standing on the second level waving my hands in the air, trying to figure out where they were announcing from, yelling "That's me, I'm right here!" And boy was I wishing I had a Mia Bella shirt on, but I had to run from work to the event and didn't have time to stop

home and change.

After the event I couldn't dial the phone fast enough to call Julie to let her know what had just happened. I spent the whole way home, doing what you are not supposed to be doing while you're driving, talking a mile a minute on the phone to Julie. I even had a message from Amy first thing in the morning because Julie called her to update her on what had happened with me the night before. The support from Julie and Amy is worth more than words can say. Thank you to everyone who helped set up the fling. That is where it all started.

Since the C.O.N.E.S. event I have had a number of people emailing me about people who they think might be interested in the business and sending me other local events where they think I should market the business. I have been on the phone with a people, directing them to the video on the website and setting up appointments. I had a number of vendors give me free invitations to networking events they have scheduled. One of them which is highly advertised is the "Boycott Recession, Recession Proof Your Sales & Business!" where Blair Singer is speaking. I've even been asked to speak at the local womens networking club about what keeps me motivated and upbeat while I am in the begining stages of starting my own networking business. They want to know where I get my energy from when talking about Scent-Sations and the candles.

Well, I could go on and on about everything that is transpiring since the C.O.N.E.S. event. But my biggest reason for writing is to thank everyone at Scent-Sations for the hard work they do with the candles, website, customer service and so much more. And also giving all the distributors the chance to find their motivation with strangers who become life long friends.

Denise Mazzanti, OH

DISTRIBUTORS ON THE GO



Melissa Begley

My name is Melissa Begley and I'm from Morgan City, Louisiana. I'm 42 and married to a supportive husband, Brendan. I am also a mother of three helpful children, Tatiana who's fourteen, Dayanera who's twelve, and Duncan who's four.

I started with Mia Bella on August 30, 2007 after two years of researching companies. I signed up under a wonderful and helpful sponsor, Tanya Hommes. 2 weeks later after receiving start up package went out with a mindset. After only 30 minutes, I sold 25% of stock, signed up a fundraiser and a distributor. I decided only to work this part time in the beginning---still working it part time and still doing well. My family has gotten involved now. '

We have done several craft and trade shows. The girls have gone out to a few offices with samples and catalogs. We joined our local chamber of commerce, which has given me free advertising to over 600 members plus linkage to their website. The majority of my sales are return customers now, so we've done the aforementioned and will begin mass internet marketing (thanks to my husband) along with print ads in the local paper. The girls will be taking information with them to school which starts August 11 here. Of course, I'm in the PTO which also helps with school sales and fundraising. I'm know as the candle lady every where I go!

September 2009: Top 10 Retailers

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| <ol style="list-style-type: none"> 1. Sharon Trachsel, WI 2. Gina Thompson, PA 3. Vickie Emberton, VA 4. William Mitchell, PA 5. Stephany Musgrave, PA | <ol style="list-style-type: none"> 6. Joseph Capuozzo, FL 7. Linda & Andy Eisenbraun, SD 8. Richard Neigum, AB CAN 9. Terry Fuhrman, IN 10. Deb Clough, NH |
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September 2009: Top 10 Sponsors

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| <ol style="list-style-type: none"> 1. Jeff & Stacey Pfohl, TX 2. Cheryl Pope, IL 3. Jackie Ulmer, CA 4. Lori Clark, CO 5. Vicki Green, WA | <ol style="list-style-type: none"> 6. Brad & Deb Warren, FL 7. Mary Bachert, ON CAN 8. Tracey Gilmore, TX 9. Cynthia Suchowacki, NJ 10. Tami Stark, MN |
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Last Years Top 15 Selling Jar Candles in October

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| <ol style="list-style-type: none"> 1. Pumpkin Spice 2. Sweet Orange & Chili Pepper 3. Hot Apple Pie 4. Home for Christmas 5. Pumpkin Cheesecake 6. Holiday Memories 7. French Vanilla 8. Angel Wings | <ol style="list-style-type: none"> 9. Apple Cinnamon 10. Christmas Pine 11. Chili Vanilli 12. Sex on the Beach 13. Spiced Cranberry 14. Crème Brulee 15. Cinnamon Raisin Bun |
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Next Month's COTM

Bay Leaf and Cloves