

# MIA BELLA NEWS

June 2008

Volume 6, Issue 6

## Candle of the Month: Sugared Clementine

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## North Carolina Training is a Big Hit!!!

I want to thank Charlie, Curt and Kelly Wissink, Donnie Walker, Dawn Rohlik, Brad and Deb Warren, Ellie Kaupp, and those who shared their brief testimonies. Thanks so much for your words of wisdom, encouragement, and your expertise in your respective fields.

Thanks to everyone who came to the Charlotte Meeting, and an extra BIG thank you to Clay and Angela Morrow, my team members, for helping me complete a few projects on Friday night, and for assisting on Saturday. Thanks Charlie and Scent-Sations for donating the candles, soaps, and gift bags. We did collect some items for donations to three soldiers. I will be completing their boxes and will be mailing them out soon. Thanks so much to those of you who donated the items. I know that the soldiers will be thrilled to get their goody boxes.

We had a great time and for those who came I am sure they will agree that we had a HUGE amount of valuable information in the areas of fundraising, blogging and social networking, how NOT to talk to prospects, dream boards and dream books, the MLM machine, and so much more. I was able to share a learning experience that we had last year in our home as a result of an ant invasion of our pantry while we were away. Do you know that ants are actually great teachers for how we, as net workers, should work our business? Yep, I am serious! Ants! REALLY!

**-Latanya Wagner** (Meeting Host and Presenter), N C

Since the meeting. I have sponsored a few people and am on a role that I know is just going to be unbelievable. Talking with people now and being very honest with them has made the business more fun and easier to do

**-Kim Davis**

First of all, I had a great time at the Charlotte meeting. It is always so nice to hear different ways of building your business from the leaders of the company..

I especially loved the "Whatever It Takes" speech that VP Charlie Umphred gave, it really made great sense!

Thanks so much to you and everybody in Scent-Sations for this great opportunity.



Here is the picture that my daughter Valeria drew at the meeting. She is 11 years old and she is my number 1 supporter!

**-Denise Coruzzi**

## **BIG Event in Big Sky Country!**

The 1st Annual Montana Mia Bella Candle Meeting in Billings, MT was a huge success. The May 31st event was hosted by the original Montana Babes - Cheryl Hill, Buffy Stiles and Kari Andersen with special speaker, Charlie Umphred.

Distributors and guests came from all over the US including Idaho, Wyoming, North and South Dakota, Oregon, Washington and even as far as Louisiana!!! The trip was well worth the effort because of the wealth of knowledge Charlie shared about our great opportunity with Scent-Sations, Inc., the MLM Machine and How to do a One on One

Presentation with our new business presentation brochures.



Buffy Stiles' speech was "Choose to be Great in 2008" where she gave us many ways to retail, recruit and grow as a business builder. She did such a great job that she was asked to share it at Summer Fling! Cheryl Hill shared valuable information on how to make great money doing candle parties and how to Dream Big! Kari Andersen's speech was titled "A Tale of Two Cities" where she shared the many ways to meet people and build relationships in order to build a team in any size community.

Kristin Caire, Brandy Kilgore and Patty Knopp shared amazing testimonials. Kristin who is working on her PhD, explained that she saw a brilliant business opportunity with Scent-Sations. Brandy shared an emotional story of how she was able to make money to be home with her babies during a really tough time in her life. There wasn't a dry eye in the room when she finished. Patty shared about how she recently had some VERY successful home/business parties where she was able to put extra cash in her pocket to help with the rising gas and living expenses.

As a new and fun way to mix up the meeting, Cheryl and Buffy led the crowd in various home party games and Meet-n-Greet activities. Lots of laughing and bonding with new friends going on!

A huge thanks to Charlie and Bobby for donating the prizes! Many guests and distributors went home with free products and sales aids!



Come join the fun in Montana next year! A trip to Yellowstone Park the day before is in the works!!!

**-Kari Andersen, Oregon**

I wanted to personally THANK YOU again for taking the time to join us here in Montana. It was so wonderful having you here to share your knowledge, humor and experience in this industry! I feel very privileged to have shared this time with you and my brain is so full of great information it is just about bursting!!!

I am looking forward to so many wonderful milestones I will accomplish in this company and your willingness to share and encourage me is worth so much! THANK YOU!



Attached is the drawing my 7 year old daughter Kiara drew of me. She says "I inspire her". I feel so blessed to have such an awesome husband, kids, family and a career in this company... I truly am thankful !

**-Buffy Stiles, Montana**

## **Our Newest 10 K DIAMOND: Michael Whelan, Jr**

Michael Whelan, Jr. started his Scent-Sations business last November by answering a 6 month old ad that was sent to him by a Network Marketing Newspaper trying to get him to subscribe. When he read the ad he was looking for a Company that would deal with their distributors with respect & integrity and that's exactly what he found!

After reading the article, he called the corporate office to see if anyone would call him back. Within the hour CEO Bob Scocozzo returned the call and answered all his questions about the company & the corporate philosophy in running it. After about 40 minutes on the phone with Bob Scocozzo, Michael had the information he needed to contact the person who had originally ran the ad.

Since starting his business in November 2007 Michael has tried to do many different aspects of the business. His passion is in recruiting, but he has had success with retailing and vendor days to name a few.

He has always made sure he has been there to help his team make the transition from whatever else they were doing to Scent-Sations. His numbers speak for their selves, his team it continually growing and his group volume has earned him the promotion of a 10K Diamond Team Leader in 5 months of his joining the company.

## My Purse Became a Sales Aid!!!

Earlier today I went to our local Belk's Department Store to pay on my store CC bill. I had just come from a networking meeting with other work from home moms in Charlotte, NC and had a few business cards with scent samples attached still in my purse.

Now, I normally pay with our personal checking account, but when I went to write my check I discovered I was out of checks. I looked around in my purse and took out my business checkbook. I then wrote the check and gave it to the retail associate. She caught a whiff of the Sweet Orange and Chili Pepper that had absorbed into the check from my business cards. She took a sniff of my check and could see from my business name that I sold candles.

She wanted to know where I was located so I told her that I worked from home. I made sure that I gave both her and the other associate my business card and told them briefly about the business. They were both intrigued about the candles. Time will tell what will happen all because my checks smelled liked our great scents.

I forget how great my things in my purse smell simply, because I have my business cards and/or catalogs with me. You never know what one sweetly smelling check will do for you. Today it brought me two new contacts!

**-Latanya Wagner, NC**

## "Deb Trombley is WELL LIT"

Have you ever felt like you were shot out of a cannon? Did you worry about the landing?

In May, I attended the 2nd Annual Charlotte Meeting. I live 7.5 hours away in Nashville, TN, but broke my drive in half by stopping to visit one of my dearest friends. That was a 4 hour drive for me so I decided to listen to motivational/inspirational audio books instead of my favorite music. The two books that I listened to were "The Impossible Just Takes A Little Longer!" by Art Berg, "How To Work Leads Over the Phone" and "Prospecting...What You Really Need to Know" by Peter Mingils. I arrived safely at my friend's house, spent the night, and started off the next morning to Charlotte. I spent the next 3.5 hours listening to Rick Pintino's "Success Is A Choice."



Ellie Kaupp, my friend and business partner, was there to meet me in the lobby of the hotel. About an hour later, her first candidate shows up for an interview with her about our awesome opportunity. After spending time with her and her future team member, I am more pumped than ever. Then, the icing on my "Positive Thinking Cake" came from sitting across from Charlie Umphred during dinner and hearing his unaudited, incredible life story.

The next morning comes with a lot of caffeine pumping through my veins. Then the meeting produces great information which adds to my excitement. By the time I was scheduled to give my testimony after lunch, you could have plugged a Christmas tree into me! I was out of control!

I was warned by Ellie that maybe I should hold off listening to any more of my audio books on the drive back to Nashville. Well, I heeded her advice in the drive back to my friend's house for another overnight visit. But when the wheels hit the road back to Nashville, the temptation was overwhelming. I popped in "Reach For The Summit" by Pat Summit, one of the most successful college basketball coaches ever. By the time I reached home, my husband, Charlie, wondered if I was on anything! Nope... just a natural high. It must have been contagious because that evening we had a new team member come on board after only one phone call!

While sharing the above story with a new business acquaintance, she aptly described my experience as being "Well Lit" with my candle business! The moral of my story is this...

Staying excited about your business and yourself comes from two things -- plugging in to company training events and filling yourself with positivity! Let's all get WELL LIT together! See you at the Fling.

**-Debbie Trombley, TN**

## **BELIEVE in the Possibilities!**

2008 has been an incredible and memorable year so far! For some it has meant exciting new successes, for others it has meant challenges, personally and professionally. But I wanted to share a lesson I learned May 18th from my daughter that I believe everyone can apply no matter what kind of year you feel you are having in 2008, and

hopefully it will inspire you to make the 2nd half of 2008 one of GREATNESS!

My daughter Savannah graduated Sunday May 18th from high school! What an amazing culminating moment of all the years of fighting, focusing, and at times getting by on sheer BELIEF! This was never "suppose" to happen. I was told 21 years ago she would never be educatable. Many of you know her story, and so will appreciate why this was such a special moment.



She rolled in to the event center with the rest of the graduates in her wheelchair for the graduation ceremonies, but when it came time to go on stage and receive her diploma and shake hands, She wheeled up to the ramp of the stage in her wheel chair and then stood up and reached for her walker and "walked" across the stage.

This was not suppose to happen either, they said she couldn't do it, and didn't want her to try. "Something might happen", "she might fall", "it might not be safe", "she physically CAN'T do it". Have you ever thought, or heard things like this in your business? Have you ever been tempted to give in to your doubts and go with your comfort zone? I know I have felt doubts at times, but not this day!

She had worked for this moment all of her life and if she "believed" she could do it she deserved that opportunity, and Savannah made everyone else believe in the POSSIBLE too.

It took her a bit to walk up the ramp and across that stage. She has had a physical set back with her left leg this year, and she struggled with it, dragging it, but she kept her eyes focused forward and took it one step at a time.

Our whole family stood clapping where she could see us, directly in front of her at the other side of the stage in the stands, and I was crying with unbelievable pride when my 4 year old grandson yelled "Come on Nana! You can make it!"

One at a time the student body and most everyone in the event center joined us standing, and all were clapping, and encouraging her to make it across the stage, this was her moment! HER belief was making it happen. She has fought all her life, at times just to live, and has taken the quality of life she has been dealt with a smile, laughter, and undeniable certainty that her life is the best, and she can do anything. I've never had the heart to tell her otherwise, and after watching her in this moment, I never will.

We all need to be served a dose of BELIEF now and then. Our own Vice President Charlie Umphred knows the value of BELIEF and has shared many times his own amazing and inspirational story of coming back from a devastating accident based on HIS belief, not the doctor's prognosis.

You hear WHAT IF a lot in this business, and Savannah has prepared me well for the business we have now, because her whole life has been based on "What Ifs". What if, the doctor's were wrong when they said she will not live.

WHAT IF they were wrong when they said she will never walk, talk, or be educatable, or gain back the use of her left side that was paralyzed at 8 weeks from a stroke? I think she answered that forever as she crossed that stage one step at a time!

WHAT IF we could wean her off of the seizure medications that were slowing her developmental progress? They said it couldn't be done because of the storm of seizures she would immediately endure.

At 3 years old we did, and "without medical explanation" she remained seizure free for 6 months!

WHAT IF shortly after this when my children and I were hit head on, by a woman hurrying to the next business appointment, we stopped believing in her ability to overcome when she suffered new brain damage to the part of her brain previously undamaged? She began to have devastating seizures again on the scene and has not been seizure free since. BUT in that blessed 6 months that she was, she gained milestones in catching up developmentally!

She has consistently turned the WHAT IFs in her life into possibilities, and she has led the way in her high school, and State, of recognizing Network Marketing home businesses as a viable alternative to the "traditional" employment for these special young adults.

This new option was not readily accepted and it took focus and determination to "share the vision" with educators and administrators. Change is sometimes difficult and especially in the Special Education arena. The Wissinks, Warrens, and Schneiders, were a wonderful support in this, and all gave valuable advice and input in this cause, and we appreciate you all! That's another example of how this business is different. The care and support you will find here.

We believed that she needed more than a job of shredding paper 5 hours a day, 5 days a week, or sitting and dropping items in a box on an assembly line. These are good jobs for many, but we wanted her to have a choice, and she had an opportunity to open the door to MORE... not only for herself, but for other special young adults like her transitioning out of high school into the adult world.

Our company, couldn't have been a more perfect vehicle for "sharing the vision" and spreading awareness of alternatives. The business structure, products, and integrity as well as "family" that sets our company apart, also set a high and undeniable standard for her educators to acknowledge and aspire to. Parents became aware, educators became aware, and as we successfully developed and implemented a Network Marketing vocational training strategy based on her Scent-Sations business, she opened the door of possibilities... of MORE.

Families here now have a choice of alternatives, a choice that involves a source of income that if it is a fit for them, can enable their young specially gifted adult to reach out to the community, and with the internet, even further! They can fundraise with our products and actually even GIVE BACK to their communities, and to other groups and organizations in need! Even offer the same opportunity to their peers and build a team, learning levels of leadership, self esteem, and dignity.

I could go on listing the possibilities our company offers to a young adult like Savannah, but I think you get the picture... I hope you do. Because it is not just a picture of WHAT IFs realized for Savannah and the other specially gifted adults that may follow her, the real lesson is, it is OUR picture too. Yours and mine! If Savannah and other special adults like her can make their dreams happen with this business, what will you and I do with ours?

Savanah is a lesson in focusing on the possibilities and your accomplishments, not the setbacks. Taking action on your beliefs and goals, one step at a time. We all need to remind ourselves of this lesson occasionally. We all have setbacks, that's life .... what is REALLY important is, WHERE you are going and what you have and "will" accomplish.

The setbacks are just an enriching learning experience and tool to get us to our dreams. Say "thank you" to them and move on, even if that is one step at a time. We don't all have to RUN in order to accomplish greatness! One person can change the world, or a community, even if it's one step or turn of a wheelchair wheel at a time.

This company is filled with these stories and many are shared here in this newsletter every month, use them as powerful momentum for your own goals! Savanah is an inspiration to all of us that know her, and is a full time Fundraising Specialist Distributor for Scent-Sations now that she has graduated.

She asked each of her teachers, counselors, and administrators for their phone numbers and mailing addresses before the last day of school and with their Thank You cards she will send out, they will each receive a Mia Bella product gift, business card and a note asking them to remember her if she can "help them" with any future Fundraising needs they, or anyone they know have, or to fragrance their home or office. How dynamic is that!

Come to Fling and meet her, Savanah loves meeting new friends! Meet ALL of the people (stories) in this company that will inspire you to achieve your dreams! Our company is rich in these inspirations! And the timing is in our hands! BELIEVE, and make it happen! When you are having a bad day, or someone negative casts shadows on your dreams and goals, find your inspiration!

At our last monthly local distributor meeting we played Les Brown's video "Step into Greatness". One of the things he coaches is to "NEVER let anyone tell you that you can't do something! Especially if they have never done it themselves". Savanah stepped into her own greatness on that stage and swept up everyone in her BELIEF! For me, my inspiration will be remembering her walking across that stage one proud step at a time!

So Believe in yourself, even in those moments of doubt DON'T give up! You can do this! Step into YOUR Greatness! And thank you Charlie for letting me share this unforgettable moment.

If you would like to watch the video of her walk across stage and celebrate with her, feel free to go to: <http://www.youtube.com/watch?v=CUajYJvseEc>

Come to Fling and meet her, and a WEALTH of people that will inspire and change your life! We'll see you there!

**-Kellene VanDorn**  
Double Diamond  
Kansas

## Everything I Was Missing, I've Found With Mia Bella!

My name is Lynette Molina. I live in Sunny Arizona. I have been married for over 22 years, Art is a great friend and husband! I have 2 Smart, Beautiful, Funny and Kind daughters, Rachel and Lauren! They are the reason I breathe.

I worked in corporate America before my children were born but once they arrived I knew I could not go back to work, so I traded my high heels for a pair of Flip Flops, and I have never looked back.

As my girls got older and more expensive, I decided to find something I could do from home and help supplement our family's income. I knew that I wanted to make money from home around their schedule. I looked on the internet and came across a team of moms working from home with a health and wellness company, I liked what I heard and I got started right away!

After 3 years with that company, I had experienced moderate success but something was still missing, so I was searching the internet for guidance and came across a Network Marketing Coach. What caught my eye were her words, "You may have even thought about throwing in the towel, and giving up your dream"

NO!!! I did not want to give up so I sent her an email. We talked by phone and I realized what I was missing was FUN!!! I signed myself up, put out an email for an online book party the same night, sold 12 candles and the next day my best friend signed herself up too!!!

What I love about Scent-Sations is the Support, the Training, the Candles! I am a Candle Lover, I buy candles, I burn candles and I receive candles as gifts because everyone knows I love them so a Candle Biz just makes scents!!!

I love the fact that you can retail candles to earn money PLUS build that long term residual income that lets you create a Great Life! This business is my emergency retirement fund!!!

I am so Fired Up for this business and my love of Network Marketing is as strong as ever. Network Marketing is a philosophy of personal growth, increase, success, helping others, making a difference, wanting the best out of life and being open to new ideas and cutting edge thinking and I love That!!!

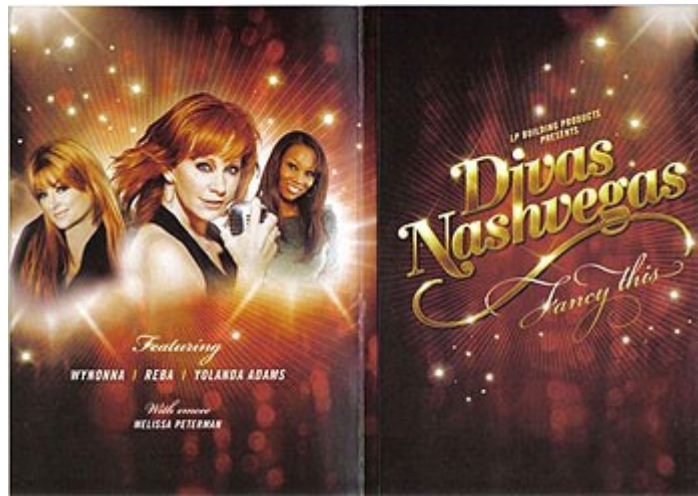
Everything I was missing was found here with Scent-Sations!!! I am so thankful for my Coach and Sponsor, Jackie Ulmer, woohoo!!!

I am thrilled to be a part of the Mia Bella Family! Thank you for sharing Jackie and your Great Company with me!!!

Blessings,

**-Lynette Molina, Arizona**

## Mia Bella Goes Country



We just never know whose hands our candles are going to end up in! If you're a big country music fan, you'll recognize the names of Martina McBride, Reba McEntire and Wynonna Judd. And, if you follow Christian music, you'll know the name of Yolanda Adams. Just imagine these ladies burning a Mia Bella Gourmet Candle in their home (or bus!). Hopefully, that's exactly where they ended up after these women were each given gift baskets at an annual charitable gala. And, yes, my contact info label is on each candle!

How did this happen? I was reading our local community newspaper a few weeks ago and read an article about a young teenage girl who had been a runaway but was giving credit to a half-way house called The Oasis Center for the turnaround in her life. Now 16, she was spending all her extra time baking pies to raise money for this organization. Being duly impressed with her story, I found her family's phone number and gave her a call. Ironically, she and her mother were in charge of putting together the gift baskets for the big gala that very weekend. I offered my donation of the candles and they were thrilled!

Now, it's wait and see... I'll keep you posted!

**-Debbie Trombley, TN**

## Traveling Mia Bella Softball Team Wins Big!

Having played softball for 30 years, you can imagine my pride that I now have a great-niece, Rachel, age 14, who is the superstar that her great aunt never was! Her father, Mike, (my nephew) is also her coach. So when the opportunity presented itself for me to sponsor their traveling team, I was elated. For personal reasons, it was like a trip down memory lane. But, for business reasons, I saw this as an opportunity to get our candle business recognized all across our state. Oh, and not to mention, they're wrapping up their first fundraiser!



Little did I know that I was sponsoring a winning team! They've played two tournaments in the past few weeks and have taken first place in both of them. In fact, many of the games were called because our team was so far ahead in runs! That makes me think of our awesome business opportunity. We are so far ahead of our competition, both in the candle industry and in the network marketing industry. Many of our ball team members have hit home runs. I believe we can all agree that we've done exactly that by being part of the Scent-Sations winning team! And, don't forget, we have to swing the bat to get a hit... here's to your major league success.



By the way, Rachel, is on the front row with the red cap on! Isn't she a cutie??

**-Debbie Trombley, TN**

## Great Bella Bar Testimonials

This is our son's t-shirt when he came home from school. Green paint. We put it in the sink, rubbed the Bella Bar over the paint and then put it in the washer.

Gone! No more Green Paint!

We personally haven't found a stain we can't remove, including grass stains!

**-Tanya & Brian Hommes**

My my niece who was born with excema, and she loves the juniper breeze bella bar! Nothing else works to get rid of her symptoms. This time I wanted to say that a neighbor from across the street has been using the slate and stone Bella Bars... when I do parties I call slate and stone the "Hot guy scent" Its so true, and my customers love the idea of making their husbands HOT by using soap.

I sell the most slate and stone than any other kind because of that...Its pretty funny actually. My friend/neighbor purchased it for her hubbie in the beginning of November. He has just now run out and he himself came up to me and said "Dawn, I need more soap I'm am incredibly itchy all over, and my wife doesn't think I'm hot anymore". Of course he was kidding about the hot guy part, but he has extremely sensitive skin, and this works wonders for him! So thanks again for such a great product!

**-Dawn Arpino**

Here's a testimony for cleaning my daughter, Kayla's clothes from her Science Fair. She was covered with Red food coloring and to be honest I had no desire to clean her clothes after bathing her to remove the food coloring so her pants and shirt sat here on my kitchen table for four days.

I finally said - either clean them or throw them out. I could not bring myself to throwing the clothes out so I got my trusty bella bar from the shower and lathered the pants and shirt and then threw them into the washing machine and BAM!!! GONE ARE THE STAINS!!! I let this red food coloring sit for 4 days untreated, rubbed them with the Bella Bar, tossed into the washing machine - and gone with the satins!!! I am amazed again.

**-Erica Savage**

Just wanted to let you know our Bella Bar Magic strikes again. Bill is restoring his '57 Harley (one of many) and he always comes home with grease and motor oil on his jeans. Well, the last time he came home his jeans were covered, I really thought about trashing them. Since it took the grease out of my tan carpet and his jeans before, I went straight to my Bella Bar Magic and out it goes. Another pair of jeans saved for his next "bike night with the boys".

**-Bill and Linda Schrami**

## **Bella Bars In Iraq... Labeled "A Blessing!"**

Last Christmas, when Scent-Sations offered to send out boxes of soap to the soldiers stationed overseas, I added the name of a son of a friend of mine. He was in Iraq. His mom trained me in one of my jobs and she was very concerned for her son.

I just heard from her today, thanking me profusely for asking Scent-Sations to send the soap. The soldier told his mom that it was the "single most quality-of-life-improving gift that they recieved." He said that it was very moisturizing for their skin (an important thing in the desert, I would imagine).

He also said that when everyone in the camp started using the soap, a very nauseating odor that they couldn't get rid of before disappeared. They called that a "blessing." He said it was better than the candy they got!

I want to thank Scent-Sations for allowing me to be able to help some U.S. Heroes! It meant SO much to me, my friend and the brave men and women fighting for this country.

**-Melissa Bailey**

## **Bella Balm Rocks!**

Well we are back from the fun in the sun in Aruba. I wanted to share my Bella Balm testimonial with you. On Monday, after laying around the pool I was sunburned. After I got my shower with my Bella Bar, I applied the Bella Balm to the sunburn and when I got up on Tuesday morning I used it again. Tuesdays, after a day of the beach, I had more sunburn so I used my Bella Balm again after my shower and then when I got up in the morning. This was my routine the whole week. Usually, I am peeling like a banana by now but not this time. I came home with a nice tan.

David used the Bella Balm on his face only and it is not peeling but the rest of his body is peeling.

**-Jeanie Morgan**

## Great Home Party Advice!

I learned this from a direct sale expert industry trainer re how to book parties effortlessly. If it's helpful info to pass on to your teams, feel free, unless, of course, you already know about this!

"Open Date Card" - use two sides of an 11x8 sheet of paper.

Create a chart on each side listing your available dates for parties.

Example:

Side One: Monday, May 5th

Wednesday, May 8th

Saturday May 10th: 10AM or 2PM

Side Two: series of days and dates for the next week

Fold that sheet of paper in half, so that people see your first week of dates first, not the following week.

Savvy distributors have some kind of incentive for the people who get onto their "Open Date Card" ASAP.

All you say, is something like: "My business is appointment-based, when would you like to get on my Open Date Card?" or words to that effect. There are enough experts reading this who will be able to "tweak" the language. When I was explaining this concept to one of the distributors on my team, I wanted her to "get" the importance of not waiting until one of her customers called her to schedule a party - I wanted that distributor "owning" her store hours/office hours.

**-Kathy Porter, NY**

## Creating Personal Incentives

Many Direct Selling companies are driven by incentive plans... especially Party Plan Programs. Scent-Sations Business Opportunity is not driven by party plans (although many distributors love doing home parties). Scent-Sations prefers to give the distributors income in the form of commissions and retail profits.

What a lot of distributors in the "incentive driven" programs don't realize is that incentives are considered taxable income.

The other thing that many distributors are not aware of is that if a company is offering incentives its usually to the detriment of the field in terms of retail profits and commissions (after all, the company is using its money to purchase and give out the incentives).

With Scent-Sations' generous retail profits and incredible commission system anyone can earn money daily and monthly and create their OWN incentive plan!

### **Example 1:**

**Create a goal of earning a profit of \$500 in retail a month.** In this example we will look at selling 58 candles a month with and we will use an estimated profit margin of \$8.50/jar candle.

Host 4 parties a month and sell 15 jar candles at each and you have \$500 in profit. (Break that down into an hourly wage and that is 4 parties a month at 3 hrs a party and \$500 profit = \$41.60/hr). Not bad for having fun!

### **Example 2:**

**Want to earn a cruise for you and your spouse?** Instead of looking to the company to give you a trip and giving THEM the tax write off, earn the cash yourself AND earn the privilege of taking your spouse on a cruise and making your own trip choices.

Find your cruise, determine your goal and GO FOR IT!

Make that a goal and do what you have to to generate the outcome.

Add team building to this and you have profit that builds on itself and adds to your monthly goal. AND, you have worker bees out there increasing your income with THEIR efforts while you increase it with YOUR efforts.

**-Gail Wahl, Colorado**

## **Second Fundraiser Better Than the First**

In April, a cheerleading group ran a Mia Bella Candle Fundraiser for the second year in a row. The coach contacted me and said she had been asked by several people if they were selling the candles again this year. She was amazed at how many people were asking for the candle fundraiser; that doesn't happen with cookie dough! By the time we held the fundraiser kick off meeting, several of the moms said they had also been asked if the cheerleaders were selling the candles again this year. The girls sold over \$4300 worth of candles, even better than last year.

I was thrilled at how well the fundraiser went for the second year. All of our top leaders tell us the second year is even better than the first and I have to say I believe them now!

This year's fundraiser landed me a new fundraiser for June with an even larger cheerleading group. And it keeps getting better, because this past week I was able to connect with the Treasurer of a local PTO who put me in front of a member of the fundraising committee. They are very interested in running a candle fundraiser in September. As I was talking to the lady, she mentioned that the School Librarian had

purchased candles from the cheerleaders and recommended she get in touch with me about the fall PTO fundraiser. She went on to tell me that last years fundraiser was not as profitable as they had hoped and they needed to try something people really wanted to buy.

I am seeing the fruits of my labor over the past three years. One fundraiser leads to another and it just keeps growing. I'm excited to see where these two new fundraisers will lead. Many groups are looking for quality fundraisers and our gourmet candles fit the bill, perfectly!

**-Tammy Pratt**

## Your Worst Enemy!

Yesterday, my daughter had some pictures taken for a project she is working on and had some fun with a make up artist who was also there. Quite a thrill for a 13 year old!

Iris, the make up artist had a recent copy of one of the fashion magazines, (I think it was Vanity Fair) and it featured Sharon Stone. Iris was laughing and commenting on the magic of "airbrushing" because in the photos, Sharon is flawless and well into her 50's. Wrinkle free, perfect in every way and drop dead gorgeous.

Iris recently saw her at some event and said she looks terrible in real life. Dark bags and circles under her eyes, a few age spots and lots of wrinkles. Now, I'm not dissing on Sharon by any means, but the discussion made me think about things we all do in real life and in business.

We compare ourselves to others, in many cases, comparing ourselves to others without even sort of knowing if it's apples to apples or apples to oranges.

I watch my daughter struggling with this with girls at school; I watch my friends struggle with it regarding weight, wrinkles and aging; and I see many network marketers struggle with it when they believe their business is growing more slowly than others; that others have it easier.

Comparison is always a dangerous thing. Most of the time, things are not quite what they seem, as we know from the covers of fashion magazines. Airbrushing goes on in real life and in business, too.

We see fast starters seemingly shoot to the top of companies; we see people rewarded with bonuses greater than ours; we see names grace the top sponsor lists; and we look at ourselves and ask "Why not me? What is wrong with me?"

Here is a survival tip for this business and life in general - Stop Comparing Yourself to ANYONE. Compete only with yourself and your own personal best.

It's easy to look at Sharon Stone on the cover of the magazine and think how nice for her that she has bypassed all aging that goes along with being 50 plus years old. We look

at a fast starter and think that he/she must know some special skill or have some secret; his/her friends must like him/her better.

Here's the thing - there is most always a story behind the story; the one that you and I never see. Models and actors have the benefit of airbrushing; and most fast starters have a success story from before, that we don't know about and don't take the time to research. Top income earners in Network Marketing pay their dues somewhere; ask any top income earner. And, everyone's life circumstances are different.

Some people have a \$500 monthly budget with which to run their business, and assuming they invest is wisely and take action on it, they will likely have faster results than the person spending \$25. The person who makes their list of everyone they know; send out the friends and family letter; drops off a packet and some products to sample; hosts a BOSS or networks the business in some way consistently will have better and faster results than the person who gets out into cold market right away.

We all have a learning curve and a process to go through in business success. Sharon Stone paid her dues as a starving actress for years and today is paid very well; and can afford to be airbrushed! We didn't see her in those early days, facing rejection after rejection. We look at her now and think - wow, what a life!

Listening to Jan Ruhe this morning reminded me about what it takes to pay one's dues. She did not have immediate success and yet is a millionaire today. Jordan Adler of Beach Money invested THOUSANDS of dollars and talked to lots of people for over TEN YEARS and had no success in Network Marketing. Today, he is a millionaire.

If you compare yourself to either of those two today, you might feel badly for the rest of the day; think it can't happen for you. However, if you can flash back and make that comparison to either of them in year one, year two, or in some cases, year ten, you might feel VERY good about yourself and where you are.

Compare yourself today to the action steps you took yesterday. How do you feel about that? What can you improve upon?

To quote Eleanor Roosevelt - "You must do the thing you think you cannot do." And, to add to it - "Over and Over again until your results shoot you to the moon!"

I'll see you there!

**-Jackie Ulmer, CA**

## Loving Our New Pomegranate

I just wanted to take a moment to let you guys all know how wonderful the Pomegranate scent is. I personally loved it the moment I opened the box with my Candle of the Month. However, it wasn't just me, I did a Home and Garden Show over the Weekend in the Napa Valley and Pomegranate was a HUGE hit.

I sold my COTM jar, one of my friend's COTM Jar, 2 that I had ordered and two from my upline and have orders for 2 more, plus all of my votives and 2 bags of melts that I had ordered. I can't tell you how much everyone that smelled it (even if they didn't order one) was raving about how wonderful it was. I just wanted to share this story and say Thank you for another wonderful Scent.

**-Marilyn Barker, CA**

## I Didn't Go to the Gym to Get Fat!

By Charlie Umphred VP Scent-Sations Inc

I love handling objections in a FUN way. I was working out at my gym this morning and I started chatting with one of the fellow bodybuilders (he owns a pool company) about where I was this weekend... and his perception was that I was at a seminar teaching girls how to sell candles.

To which I remarked that my seminars focus on teaching men or women how to earn a 6 figure income working from home... and this time around its with candles... I said over the years I've taught the same strategy for marketing skin care, car care and vitamins.

We got to chatting about the industry and I was telling him about the kind of incomes that so many people earn in MLM (I only talk big incomes when I'm talking because I only sell big income!)

He said to me... "Yeah but how many people who get in don't make much money?" and I said "about 80%"

Then I said something to him that really caught him... (he knows Ive been a major bodybuilder for many years and so has he) I said look around you... how many people in this gym have been coming her for many years and still don t look like they are in shape? Ever watch the way the work out? Ever wonder what they eat when the leave here?

He chuckled... then I said "Well, like you... I didn't join a gym to get fat!"

We started chatting then... and I said... hey, 20% of those who come to the gym will develop fitness as a lifestyle and 20% of those who come into MLM will adopt it as a lifestyle.

He told me "we need to talk", he got a package and an invite to visit me!

Being long time bodybuilders, Charlie and I always love sharing gym stories that relate to entrepreneurs... Here's one more.

Back in the late 70's, before Arnold Schwarzenegger became a movie star/business man/governor, I was chatting with him about training strategies. I asked about dieting,

exercises, reps, sets, etc until he finally smiled and said (in his very thick Austrian accent), "You're asking the wrong questions. You want to know why we all train in the same gym, but I have more success. It's simple... I want it more, and I love it more. Because I want it more, I'm willing to work harder than anybody else. Because I love it more, I never even consider stopping or even slowing down. I am the champion, because I believe I am the champion."

It was written about Arnold that he trained with more joy and fierceness than any other competitor. He is probably the most positive person I have ever spent time with, and that positive determination created an extraordinary life.

As we can all struggle from time to time, keeping Arnold as a reference point for creating success will serve us well.

**-Brad Warren, FL**

## Write Out Your Goals... It Works

I look forward to the corporate newsletter every month and as soon as I see that it's up, I stop whatever I'm doing and read it beginning to end. I've learned so much by doing this. To me, it's training.

Anyway, as I worked my way down through the newsletter, I saw something that stopped me in my tracks. I let out a little gasp, then a howl, for under Top 10 Sponsors April 2008, I saw:

**#9. Deborah Clough, NH**

What a thrill! It took me exactly FOUR years to get on that list but I finally did it! Many, many newsletters ago, inspired by the achievements of others, I printed out that section, used "Wite-Out," put my name on that list and posted it on my goal board. I knew that it would happen, and it did!

Where are you going to put yourself?

**-Deb Clough, NH**

## Taking Your Business Serious!

Congrats, you have decided to take that first step in having your own business...

First steps, map out your goals and a business plan. Find yourself an area where you can have some privacy and a desk, phone, computer, etc. Set up your office. Order whatever you need. Always take advantage of our tools and resources- i.e. your sponsor

and uplines.

Most important- Set hours for yourself and stick by them. Don't burn yourself out, plan out your day and make the most of it. Let family and friends know its a business not a hobby and to respect your time

Over the past 4 1/2 years I have done all of the following:

- I work about 4 hours a day
- First taking care of emails and calls from my team
- Place ads I need to place
- Making calls as they come in
- And making my follow up calls

Nights are by appointment only, calls for the evening are done once a week and my weekends are off. I do make myself available via cell phone or email, if its something that can't wait.

All of these tips help you to take your business seriously and others around you too!

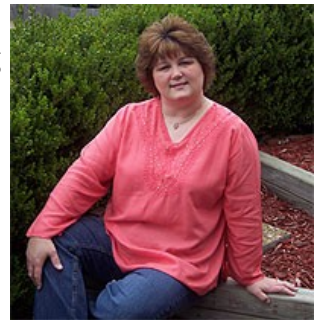
You can set up your own schedule depending on your family structure, my kids are big now so this works for me, the important thing is to keep to it to be productive!

Always remember to find time for some personal development, read, listen to cds, get on training calls.

**-Cynthia Montano-Suchowacki, NJ**  
**#11 Enroller, 2007**

## Business Is Really Booming in 2008

This year I made it my goal to build my business big. I set new goals, made a point to sit down and finish a book I had been writing for four years and joined a few local networking groups that I feel have changed my life. Out of these groups I have attracted great business opportunities.



I am teamed up with two large fundraising organizations that begin efforts in October 2008. Sold bulk orders to a couple professionals in the group for client gifts and am in the process of stocking our jars in a local business, not to mention inventory sales have been great.

I have never had a more rewarding career that I absolutely love and enjoy doing. Talking to people and learning from them is very fulfilling and rewarding.

### Networking Steps Simple:

- 1) I usually dress up at events, everyone is a professional and you must look the part.

- 2) I hand out business cards, on the back I have a referral system set up. It encourages them to pass my cards on to their customers and or acquaintances.
- 3) Offer a try before they buy system or sample. At these events I box up several votives and during my brief intro I ask them to take them home, try them and then to think of me when they are looking to purchase a gift, or for themselves. I also ask them if they are in homes and do business with someone and notice a candle burning or sitting on the table to be sure to refer them to me. I have set up a brief system with postcards and I send the customer a coupon to try our candles for the first time. I am always taking a new idea to the meetings, and have passed many referrals to other members and they then begin passing them to me. The key is to find a way to work your business's together.
- 4) Talk to people and get to know them
- 5) If you have an idea try to set up a time one on one to meet and talk about it with them
- 6) Listen to them and what they are needing, and listen to your clients and see if they need someone else's services. It is all about the referrals.
- 7) Invite new professionals to the event. Make sure to talk to the person in charge but the key is to invite people you would recommend and do business with yourself. Some groups ask one person per profession. (one realtor, one insurance, one candle person etc.)

I encourage you to get out there and meet some new business professionals, work with them to grow each other's business, find out what they need and how they can help you grow. Once they fall in love with you and the products then you will see why "our business really is booming."

**-Stephanie Blaker, KS**

## **Scent-Sations Is My "Unfinished Task!"**

I started my Scent-Sations business on July 4th 2007. That was not by accident. I wanted to declare my freedom. I knew when I signed up it would not be easy. If it were, everyone would do it. So, with that in mind I started out to work. I did not get my first signup until August of that same year.

In December, I ran into some financial problems that in some other point in my life would have run me out of the business. But I had made up my mind that this was not going to be the case this time. I talked to my wife and we decided together that whatever it takes, this business is what I needed to do.

I started buying books and self improvement cd's. I knew that what I was being told was true. I had to get better. I started buying leads and getting out of the house. I love to

go to Wal-Mart so I figured I may as well do some prospecting while I was there. I started handing out cards and catalogs with scent samples.

In January I got a call from a lady that said I had given her a catalog at Wal-Mart and could I meet her and her daughter. We set an appointment and she signed up on January 13th and immediately signed up her daughter. I was excited. I thought, here we go. It is starting to happen. But the excitement didn't last long because it was March 13th before I got my third sign up. But then on March 25th I got my 4th sign up through purchased leads.

On May 1st our team started a team challenge. I was on our first conference call and got so excited that I stated a goal to my sponsor, Carol Boor, and to Charlie that I would personally sponsor five people a month. After the call I thought to myself why did I do that? But my very next thought was why can't I do that.

On May 7th I called a friend of mine that I had been talking to since sometime in January. I ask him if he had five minutes to spare. He said yes. I told good give me your information I am going to sign you up myself. I went online and signed up what would be my fifth distributor.

My thoughts now went to where can I get four more. Well, on May 10th I had my second sign up of the month. Now my son and a man I work with say they are going to sign up this month. We shall see. But I can now see how making a commitment to people you do not want to disappoint will make you go to work.

For me, this is an unfinished task that I plan on working on for a long long time. I refuse to stop until the day I am a senior director and then I will just slow down a little. Maybe.

**-Ray Wallace, Florida**

## How Do Pizza, Candles & Diamonds Relate?

Moving to Rock Hill, SC after leaving the Nashville, TN, area, I knew that my in-laws, Richard and Brenda Hardin, had been with Scent-Sations for a good while but, quite honestly, did not realize how excited they still were about their business. My excitement did not have anything to do with candles at first. I was (and still am) very excited about being married to their beautiful daughter, Breanna! We share a heart and mission of serving our Lord, Jesus Christ. After a while of seeing Richard out and about selling the candles, I knew that it was something I could do as well.

Being a pizza delivery person, I felt I had great potential in introducing the Mia Bella Gourmet Candle to my customers. With Richard's help, I would load up my truck with candles and before I knew it, I was having some major success in putting extra money in my pocket after a pizza delivery! Then, one of my pizza customers, became interested in



learning more about the business opportunity. Thankfully, Richard had put together an awesome business presentation folder. He went over it with me and after presenting the information to her, I had my first distributor!

Richard had also given me a couple of the Free Candle Drawing boxes that I quickly found homes for. My second distributor came from someone completing one of the free drawing forms. This had all taken place from mid-March to mid to late April. Then my in-laws, Breanna and I decided to drive over to Charlotte, NC for their annual training meeting early in May. Well, I was already on fire but I became a blaze out of control after that event on Saturday. By Wednesday following the meeting, I had achieved the position of Diamond!!!

Even though I am only in my mid-20's, I have experience from a few other network marketing companies. And, this is the best part... I believe this is our final resting place with Scent-Sations. Well, of course, I will not be resting... there are more milestones to reach. With God's blessings and the leadership of our management team, I am confident you will be hearing more from me.

**-James Allen Cook  
Rock Hill, SC**

## Simplicity, Hard Work and Determination

Jennifer Sharpe, a 15 year old girl scout sold 17,328 boxes of the group's signature cookies this year by setting up shop on a street corner, shattering her troop's old mark and probably setting a national record. It was a goal she set out to accomplish!

As I read the article, it occurred to me this 15 year old girl did NOT waste her time calling the bakery asking them to change the design of the boxes or requesting that they add new flavors.

She did NOT waste her time trying to repackage the cookies. She was not deterred because friends of hers was selling them too. She did NOT stop selling because someone said no.

She did NOT waste her time on message boards with other girls who offered up excuses on why they were waiting for the "perfect" time to go out selling. She did NOT quit because someone told her they could buy the same flavor cookies on sale somewhere else.

She had a goal and went out and got what she wanted with simplicity, hard work and determination!

**-Joe Natishak, Pa**

## **New 6-Pack Votives Even Impress 3 Year Old!**

My son 3 yrs old got so excited today when the UPS truck showed up he hollered "Mommy a new candle is here ITS HERE!" I let him out to greet the driver and bring in the package as the driver pulled away he said out the window "Hey guy bring us a candle again next time."

The even more exciting part was as we opened the package he noticed the new half doz. boxes immediately and said "OH WOW THEY ARE SO CUTE!!!!!" It is always exciting for him to open a new box each month to a new scent but was even more special having a new look to check out. I had to agree with him they are very cute. You guys just go above and beyond to continue to make things better for all of us.

Thank you.

**-Nicole Lawson**

## **Hometown Heroes**

I would like my husband SSG Samuel Cordova to be on your hometown heroes list. His unit is the HHC 37th IBCT out of Columbus, Ohio and they are currently stationed in Kuwait.

**-Jennifer Cordova**

Hello, my name is Tammy Benson and my son ABEAN Jaron Benson is in the United States Navy. His job is Launch and Recovery on the USS Harry S Truman aircraft carrier. He was deployed to the Persian Gulf in December 2007. Jaron will be returning to his home port of Norfolk, Virginia on June 4, 2008. My son joined the Navy right out of high school.

**-Tammy Benson**



JENKINS, Cody



‡ JENKINS, Tyler

My son's Awana Teacher (Diane) at our church is such a wonderful lady and I felt very compelled to share her story with you. One Wednesday night after church service I stood on the steps of our Fellowship Hall awaiting my son to be released from Awana class I watched and listened as Diane's son, Cody, (dressed in uniform) talked to excited, inquisitive younger ones as they approached him full of questions and concerns. Although he was unaware of my attention to him, I was VERY proud and pleased to see and hear his response to each and everyone. Although, my hubby (Tim), having once served in the Marines I, myself, learned a few things that night as I listened and admired Cody from afar. I do not know these young men (Cody and Tyler) personally but, I wanted to share their mother's story as these two heroes' are her ONLY children.

#### Diane's Story...

I would like to tell you about my two heroes'. Well, they are heroes to me, my son's Cody and Tyler. They are both soldiers in the US Army. It all started in February of 2006 when Tyler (my youngest) decided to enlist. He left in February to Ft. Knox, KY where he spent three months. Before he completed his training my oldest son, Cody, informs me that he, too, has enlisted and has to leave before Tyler graduates. Cody was sent to Ft. Benning, GA where he spent about three months. Tyler was then sent to his duty station in FT. Riley, Kansas and Cody to his duty station in Ft. Drum, New York. Soon, both were told that they would be leaving for Iraq. Tyler left in August of 2007 and Cody left in November of 2007.

They are very special to me not only because they are my only sons but, because of their willingness to protect their country. I can only look back and remember the young men they were and smile with GREAT pride at the men they have become. I can only thank God for the opportunity to be their mother. I ask you to pray for their safety while they are way.

Continue to pray ALL are PROTECTED and BLESSED!

Many Blessings,

**-Diane Turpen and Vickie Wills  
Watertown, Tennessee**

## Distributors on the Go!!!

### Erica Savage



I was truly amazed and honored when I received an email from Charlie telling me my name was submitted for the Distributor on the Go section of the newsletter. I thought what an honor.

Anyway, for those who don't know me, my name is Erica Savage and I am a Diamond Team Leader from Billerica, MA. I joined Scent-Sations on January 23, 2007 and it has been an amazing journey.

I had never heard of Scent-Sations or Mia Bella Candles prior to the day I stumbled upon an ad on Craigslist saying try this pet friendly candle for FREE. Free is what caught my eye. So I responded to the ad and asked what this was about. I met this woman (who would end up being my sponsor) at the bookstore and yes I made my whole family come with me because you never know who you are meeting especially when you make a connection online.

To make a long story short, she came with her life styling basket and scent sample bag and I was in love!! My daughter arranged her scent sample bag in alphabetical order while we spoke about everything, more life and special education things than business 'stuff'. So she gives me a loaner jar and some literature on the company and off we go.

Now at that time I was a smoker and yes I smoked in my house. Bad I know. The candle she loaned me was Tahitian Spiced Vanilla. And I fell in love long before I even lit it and it was already half burned. I burned it at home over 2 days or so and what got me was the fact that after I burnt it left the house and returned I could still smell the candle, over the cigarette smell!! AMAZING. I was hooked.

I ordered 3 candles from the candle lady, who was on her way to Las Vegas for training

and before she got to Vegas and before my 3 candles arrived – I decided to join her team. I joined the yahoo groups and quickly became overwhelmed with information. Then March Madness was announced and Jen Burnham and a bunch of team members were going to the factory on their way to Long Island and I said ‘I want to come – can I tag along?’ and of course I was welcomed with open arms.

Everyone thought I was crazy because it wasn’t really ‘on the way’ for me but I had an absolute blast!! I met Bobby, Charlie, Carmen, Lynn and everyone at Corp 2 months after I joined and it was that trip that made me realize that I made the right decision joining this company. My upline, sideline and downline are all wonderful people. Very helpful, loving and all just like family. So it was at the Long Island meeting that I decided I was going to Fling. I told my husband to take time of so we could go as a family. We all had an absolutely blast.

My husband and kids joined me during the trainings and my kids actually took notes!! My husband Steven got to speak with Carmen the Candle Maker at length – he was thrilled. So at Fling 2007 I decided that I was going to make Diamond by September 2007 – and I did! I have had a few family issues that most would have probably quit by now but not me. I am still here plugging along and my goal this year is 10K Diamond Distributor by December 31, 2008! As Michael Clouse says – tell 5 people that you know like and trust and wouldn’t want to left down – so consider yourself notified. LOL

**Erica Savage, MA**

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## **Mary Meger**

My name is Mary Meger. I am from a small town of New Market, in Minnesota. I LOVE this business, and I am so happy I get to tell you my story!

Gosh! I have to say I was shocked when Charlie told me I would be featured as a distributor on the go! I guess I just never expected to get to this point in my business so quickly. I mean, initially when I started 2 years ago I just wanted the candles and maybe a few sales here and there. But my goodness, I added team building and WOW! My business really took off once I started team building.

I have to admit, it has not been easy getting to this point. I do work full time as a MRI Technologist, I have a 2 yr old son, I volunteer like crazy, and I never can seem to say “no” when someone asks me to do something! So I stay very busy, which can sometimes leave only a little time for my business. Needless to say, there have been times I have said to myself “oh I should really quit this business, I just don’t have time for it.” DON’T LISTEN TO THOSE VOICES!!!! I kick myself for even having those thoughts! Use a pocket tracker, talk to everyone about your business, and in my opinion WORK THOSE LEADS! It WILL reward you in the long run. Do not give up—your success is coming!

My favorite part now about my business is watching my team members grow-I love sharing in their excitement, helping them succeed, and being there with them as they

experience their own growth and wealth. It is so fulfilling, and I have made so many new friends. I get butterflies for my team members who are so close to being diamond, finishing a fundraiser, or signing up their first partner- because I know what is in store for them!

I am also so blessed to have the best sponsor and friend ever—KIM COOK, and her sponsor Cathy Mahady. They both have helped me come so far, and never ever gave up on me, or ignored me. I cannot thank them enough for their hard work, dedication and friendship. I LOVE THIS COMPANY!!!!

**-Mary Meger, MN**

## Lindsay Clarkson



I began this journey on a very cold day in late January of 2007. I had just found out that the other candle company that I was with had closed their doors. It was my first experience with a Home Business. I was a bit discouraged and down until I found an even better opportunity in Scent-Sations and Mia Bella's Candles. The compensation plan is what blew me away, knowing that one day I could become a Platinum Director and create the life that my family so deserves.

Sponsoring wasn't going to be my main focus until I sponsored my very first Partner, Cheryl Rotruck, within a month of becoming a Distributor. Sponsoring her gave me the "Bug" and I knew then that this is what I wanted to do as my career. I truly enjoy sponsoring, mentoring and helping others achieve their dreams of becoming Financially Free! After I sponsored a few more I really knew that this Company could be the vessel that gives me the life I have always dreamed about. The great thing about that, is that it is completely UP TO ME. There is no one else to blame or fall back on but myself. This gives me strength to work the business diligently EVERY DAY so that my Goals and Dreams are achieved at a fast pace.

In April 2007, I attended the Cleveland Convention. This was my very first Company event and I had a blast meeting all the people that I had been looking up to and admiring. Hearing Charlie's story was very powerful. That day at the convention lunch, I had the good fortune to sit at the same table with Charlie Umphred and Bob Schmitz. I wonder if they realize just how much they changed me that day?

Being able to have casual conversations about our dreams and goals and what we all want out of life was such an inspiration. I went home that very night and decided that I would be a Top Recruiter within this Company. I put my blinders on and in the past 16 months I have personally sponsored 38 people into the business and my team has grown to sponsor another 21. Some of those people are no longer with the company, but I never let that discourage me. That is the nature of this business and once you understand that one fact, it will propel you into the future and into sponsoring others and looking for the Leaders of the future.

I have used the tools that our AMAZING Free To Relax team provides us. The support from my Upline, Crossline, Sideline and Downline has been paramount to my success today. I want to thank Scent-Sations and everyone at the Corporate offices for making this the best business EVER! I give mega-kudos to Kathy Schneider and Cathy Mahady for providing me with the tools necessary to build my business bigger than I could ever have imagined. With their un-waivering support I KNOW that I will have the life I dream of for my family.

I just read the book Beach Money by Jordan Adler. I highly suggest this book to anyone in the business. It really helps simplify your way of thinking and puts in perspective what we all are truly seeking.

Unfortunately, I won't be attending Fling this year; not because I don't want to, but because I am moving out of Ohio to Corpus Christi, Texas to my house near the beach. This has been a goal and dream of mine since I left the wonderful beaches of Southern California 11 years ago. I am returning to my roots to truly live the Beach Money lifestyle. Scent-Sations and Mia Bella have been an integral part of my being able to return to the lifestyle that I love and I look forward to MANY more years being a Distributor. I have some wonderful dreams I plan to achieve being part of this dynamite team!! Thanks for this opportunity to work with such dynamic people.

**-Lindsay Clarkson, Ohio / Texas!!!**

## Karri Vialpando



WOW! I didn't see this coming! Charlie emailed me today saying that my name was submitted to become one of the Distributors on the Go!!!

Through out my life I have always put goals out in front of me. Twelve years ago I had a goal to own my own home. Being a single mom with 3 children back then, everyone thought I was crazy. But I was determined to prove them wrong. It took hard work and a lot of "No" we can't have that right now" and 9 months later I achieved my goal. I have always believed that if you want something badly enough, you find ways of getting it. I'm also the kind of person that when someone says I can't or shouldn't do something, I do my best to prove them wrong. Kind of stubborn in a way!

So I painted the house pepto bismal pink and spruced up the yard with fake flowers. One thing God didn't gift me with, was having a green thumb. But I did this for several reasons. One to show my boys that it's ok to be different and not to let anyone tell you that you can't do something. And the other reason was the neighborhood was really blah looking. Now everyone has a bright looking house, since they followed in my footsteps.

So after working in the printing business for 25 years and being told when to take vacation or remotely begging to have a day off, I threw caution to the wind and decided I wanted to be my own boss. I decided it was time to take the leap into the world of daycare. I missed so much of my 3 older boys lives that when my little opps baby came along. No I should say "My little miracle, I need to feel needed again, baby" :). I told myself "I wasn't going to miss another piece of his life. "

So while running my daycare of 13 or so daycare children and coming to the realization that this is not what I wanted for my life until I could retire. My journey lead me to the internet once again. Over the years I had searched for just the right home based business, but we all know they don't exist, until one day my ex-sister-in-law ran across an ad for

Scent-Sations. I jumped right in with reading all the emails and telling myself, "I can do this – How hard can selling candles be"?

So my journey with Scent-Sations started in April of 2007, with the goal of just selling candles. We started out doing retail with the shows, farmers market, doing the fair for a week and little shows here and there.

My boys are very involved with my business. From my little one smashing and bagging to my older children bringing orders home because they just sold my COTM. What I absolutely love about this job is that it keeps the family involved with each other.

In July 2007 I signed up a few of my friends ( Joy and Karin) and that gave me the bug to further my downline. So in September I started buying leads from various companies and that's how I got Mary and Angelika. Thank you ladies for getting me that far. So now I'm hooked, It's so easy to do and besides I love talking to people. So I set a goal to make Diamond by my 1st year.

So I'm thinking this is easy, so now I have to step out of my comfort zone once again. I'm going to try my hand at Fundraising. Not an easy task in a community that doesn't like new stuff. So off into the world of the unknown, I sent out postcards, talked to a whole lot of organizations and finally landed my first fundraiser. It was a small Dance Studio with only about 10 girls participating and it was a huge success. The girls managed to raise a little over \$700 for the school. WOW!

So in January I went to Las Vegas for the Regional Event and I came home all fired up. My spirits are high and I'm ready to go. One day after I get home I noticed an email saying one of my retail customers has signed up for the eCourse. One week later, she Joins our wonderful Mia Bella family. I am absolutely thrilled. Kristina made me Diamond , 2 months before my 1 year anniversary. I can not thank these ladies enough for taking this journey with me.

So ok now I have done the retail and fundraising aspect of this business, I decided to take 3 months to work on my downline and personal development. So when the new Marketing System came out, which made our jobs a whole lot easier, I started buying up leads and getting into the social networking world on the internet. If you haven't tried this, you should. There are a ton of people out there looking for what we have to offer. Just be yourself, be true to your passion for this company and just go out there and make friends. All the rest will fall into place.

God has placed us all here for a reason, so never second guess him, He knows what's good for us. And I thank him daily for placing this wonderful company and the people I work with (even the people I haven't met yet) in my path.

I would truly like to say Thank You to Bob and Charlie for having a dream, and Lynn and Carmen for producing such a wonderful product and each of them for making it possible for all of us to catch a ride on this Dream Rainbow. There really is a pot of gold at the end of the rainbow!

So if you want some words of wisdom:

Step Out  
Hand Out  
Help Out  
Smile  
Have passion  
Have Fun!

10K – Here I come!

2008 is going to ROCK!

**-Karri Vialpando, MT**

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## Allen Milan

I got started with Scent Stations back in July 2007. I had been working for a couple of companies over seas, doing their pay roll and other things, and after working for a couple of months and buying items I needed to do the work it was time to get paid but nothing came of it. No Pay.

After making a few phone calls I found out there was nothing I could do because they were overseas so I said it was time to look on the internet for something else and I found Scent-Sations and read the info. But I wasn't sure how can you start a business for that amount? So the next day I get a call from Kellene Vandorn, and she explained the business and the awesome candles, then said something about how approximately 80% of homes burned candles!

A light came on! That is a huge number I thought! That's good also about the free web site! She had started explaining more, and the excitement was there! I am a Vietnam vet and also heart patient so I had been put out to pasture. Disability as you know doesn't pay anything, and I knew that I still had Fire in me so I said "Lets do this!" It was a great chance for me to do something with my life!

Since becoming part of the Mia Bella family it has been the best thing that has happened to me! My spirit is up and I am not standing on the side saying "woe is me!" Now I think about what I am going to do the next day with the business and am happy all the time, and am having a Great time with it! How could you not be with the awesome products the company has put together for us. I am so grateful to the company for giving me the opportunity to be a part of this. I will Succeed!

I work my business everyday thinking, "What I can do to make it grow?" One day I will make up scent samples for business cards and my catalogs, the next day I get ready to go out and promote it! I have two doctor's offices that I have a simmer pot in and a candle drawing box for clients, with several catalogs and business cards and have a great retail customer base there!

Then it's off to the banks where I also have simmer pots and candle drawing boxes, catalogs and cards plus retail customers. Now its time for coffee at one of the restaurants! IHOP has about 8 to 10 waitress that are my customers, plus people that come up to the table while am sitting there. I have two jars candles with the lids off and catalogs and business cards. A lot of the time I order something to eat, but never get to enjoy it because I always have customers coming to the table wanting to see what I have and to buy, and I am smiling the whole time!

The last morning there was an \$80.00 morning! Not bad for an hour and a half. Then it is off to Perkins for ice tea! I also have about six waitresses there, and again I put a couple of candles on the table with their lids off, catalogs, business cards, and average \$40.00 to \$60.00 for that hour.

Then its time to run by the Tan Shack and check on my center piece I have set up. It's a basket with palm trees, a sea horse, star fish, shells, and two candles, sex on the beach and tequila sunrise, plus the six candles I have in the glass show case! This is a great business here.

Then it's on to the liquor store where they burn our candles! With a candle drawing box, catalogs, and business cards where I get an order every two weeks for about five candles without me being there!

Then its time to go home and look over the entry forms and see who I need to follow up with.

I go to these places the first of the week and on Fridays, and I also go to IHOP on Friday nights now (requested by the night shift and night customers) and some Saturdays. That is a great time also. You meet some interesting people!

A lady was sitting cross from me, she had seen the waitress coming over to the table and looking at what I had, and she asked "do you sell candles?" and I reply yes, then she asked if I had any extra with me. I said SURE! After telling her about Mia Bella's products we started talking about the soap, in telling her about it I said that I use the sweet orange chili pepper she grabs my arm and pulls me over to smell my skin and lets out with a "WOW!" in the mean time, a couple of the waitresses are watching and I am about two shades of red! She ends up buying the soap, lotion, hand wash, and some votives, then she asked me if am looking for a partner, or for some financial backing? So I start telling her about the business and the opportunities and she proceeds to tell me about HER business, an ESCORT BUSINESS and to give her a call for more orders! I have called her a couple of times to see if I could get her on my team, but she said she just doesn't have the time, but can help me with more orders!

I have learned to set goals and have achieved a couple of goals I set. Back in November I said by march I would be a diamond! I did that, then said I was going to fling, and made my room reservation! I just paid for my airline ticket, by going out everyday and working my business. I didn't have the budget for this, I am making the budget for it! The goal is to have five more team members before fling! I am having A BOSS Showcase in June to help with this goal, and so far have about twelve people confirmed coming, but I'm still working on it.

Wednesday is the day I go out and work the market for NEW businesses that I can set Mia Bella products in, and I try to get at least two new ones a week. Then I stop by a

school or organization to see if they are needing any help with a fundraiser and tell them about ours and again hand them a candle to smell. I tell them what I can do to help them and show them the break down sheet, if they seem excited I will leave the candle with them with a folder and information about our fund raiser, a couple of catalogs and business cards. So far I have done a couple fundraisers, and learn from each one. Again, I walk away with people saying “WOW” and a smile on their face!

Right now I am working with a battered women’s shelter with a fund raiser. I am also talking to lupus, and sent them a packet that they are reviewing.

So that is my usual Wednesday, and Thursday I start back at some of my follow up businesses. I also have a deli with a simmer pot in it, and a nail salon, and when I go to the grocery store and back to the deli to see my customers, I walk thru the store with my business bag over my shoulder. It goes everywhere with me! I never leave home without it because if I do, I am sure to miss an opportunity as I go about my day to either sell a candle or establish a new business contact. Even at the grocery store I will get a cart and do my shopping and hand out catalogs and cards!

I might even have some votives done into flowers with me. My grand daughter is four years old and she loves the business! Her name is Ariana, she will carry the flowers and tell people to smell them! We are an awesome team! People see us and smile and when they ask about the candles, she well tell them “That she is going to take over Papa’s candle business and take care of me!” and that is just fine! So by this time next year she well have her own account. Isn’t this great? Where else can you take a child to work with you and let them see the smiles you put on people faces?

I have a solid and growing customer retail base and a team of business partners. My business bag is at my side every where I go until I call it a day. It is so important to just work your business every day. Do something. Every day. Always have product and marketing materials with you. Don’t leave home without them!

Now I am working on some flyers that I can stick on cars in parking lots telling them about the business opportunity. I get on the company calls at least twice a week, and call my team members to invite them there too! There is always something exciting there, and if you listen, you will pick up ideas or something you can do in your own business! I also go to the Topeka monthly distributor meeting every second Saturday of the month and enjoy them very much! They are just like the energizer bunny for getting a charge! ha ha

To all distributors! TAKE ADVANTAGE OF THE INFORMATION & KNOWLEDGE THAT IS FREE TO US! Work your business every day! Set goals! And it will happen! I am a disabled Vietnam Vet and grandpa, and it is happening for me!

**-Allen Milan, Kansas**

## **Debbie Hogman**

I got this email today from Charlie asking if I would be willing to be in the newsletter as a Distributor on the Go. Well, to be truthfully honest – Who wouldn’t? I was bouncing and binging all over the house. What a great thing to read his email after working all day

in the corporate world. Then the excitement settled and I thought – OH my gosh..... What in the world do I say about myself.

My name is Deb Hogman from Memphis, TN. By day a Billing Operations Administrator for a large anesthesia practice. Wife to a wonderful man for 20 years in September and a proud mother to a wonderful 16 year old daughter. We have 4 dogs and 2 chincilla's – we actually have several more since we starting running a Chinchilla Rescue. Well, I can't forget my sister who is my Mia Bella side kick, Sandi and her daughter who is always helping us. Why did I chose Mia Bella?

I was already involved in another MLM company and I was doing very well with a large downline and to this day people calling me to book parties. My husband is disabled and when he is hospitalized or sick I need to be with him. Well, it happened – he got sick and I could not do parties that month – so at this company no parties means you don't meet quota and guess what NO COMMISSION. Well, this is discouraging. I was still working with my downline – coaching, training and recruiting but because I could not sell so much that month – no income. Well, oddly enough a Mia Bella rep that was also with my current company accidently emailed me. (Was it fate?) I started reading and researching. I remembered the candle – I bought one several years before and could not find the rep (HINT - ALWAYS label your candles!!!). I knew the candles were great but after reading the company and compensation it impressed me even more – NO QUOTAS!!!! I could earn money and I do not have to do home parties. SOLD! It was worth the shot. Even if I stunk at selling candles – I had great product for myself.

I signed on May 31, 2008!!! This has been the most awesome year. So many ways to make the business your own. We have found our love – vendor shows. Sandi and love doing booths! It's a huge way to find leads, get the name out there and sell products. It is hard work but worth it! I do not do home parties. I applaud those that do but it's not for me anymore. I am always looking for fundraisers but right now they have been hard to find. RECRUITING!!! This is my love – I love it! I find nothing more rewarding that watching my team grow and make sales and achieve goals.

This is a prime example of why Mia Bella is for me... End of March, my daughter got real sick. She was hospitalized till mid April and had 3 surgeries. I did not have time to work my Mia Bella business the way I normally do. I did have my laptop with me and answered emails from potential recruits and team members. I even recruited someone while she was in the hospital. Guess what? I had no quota to meet and I got a commission check. My sponsor (Kellene VanDorn) emailed me if there was anything she could do – NOT why am I not selling. She was concerned about myself and my daughter. Scent Sations is a family. I had every intentions to go to the Fling coming up but taking two weeks of vacation ruined that. That is okay! Next year I will be there. The materials, forums and training available with Mia Bella is beyond any company I have researched. I am looking no more and have found the company I will be with. My next goal is to be a Double Diamond.

## Brandy Kilgore



My name is Brandy Kilgore from Denton, MT and Cheryl Hill is my personal sponsor. I first saw Cheryl when I picked up my newspaper and saw her on the front page with an article about natural-wax candles so I called her and asked her the difference between Mia Bella's and what I was burning. She told me that they were clean and even burning unlike mine that left my entire wall and jar black.

I also was curious about the Bella Bars because I was previously searching all over for hand made soaps. So here I was searching for a clean burning candle and a natural bar of soap and Cheryl had what I was looking for. I also wanted to know if these candles burned like she said they did so she let me try a votive and a jar and of course they did!!! If I was going to sell these I wanted to do it honestly.

I asked Cheryl if I needed a computer? No, was her reply. But I'm telling you I don't know what I would do without my computer now. When I first signed up I didn't have any use for a computer and didn't think I ever would. But try taking a two year old to the public library and telling her to be quiet so you and others can read... and then change diapers in between. I did it for quite a while. My emails piled up almost to the hundreds sometimes. You then realize it would be nice to have a computer in the comfort of your own home. February of this year I purchased a brand new computer, scanner, copier, printer and got DSL. I finally got with the times. My daughter probably knows more than me! I use it more often than I thought I would.

I immediately was determined that I was not going to fail at this. My daughter Chelsea told me, "Mom, you can do this! You would be good at this. You like candles." I guess I need to keep talking to her for encouragement. I was a stay at home mom at the time when I met Cheryl. I thought I could make extra money from home and be able to stay with my youngest. So I decided to first have a party of my own and it was a big success and I was thrilled.

Since then I have had some set backs in life. In November, I left Laurel, MT because of a separation and later to become a divorce. The girls and I moved in with my mom out in the middle of Nowhere, MT. Staying at home wasn't an option anymore. Thankfully I had my mom to stay with my youngest, Salena. Then during the summer my mom was

thrown from a horse and fractured her pelvis. The doc said she couldn't watch a two year old in this condition. So I had to figure out what to do next.

My aunt had previously offered for me to stay in her house in Denton rent free. But it was also out in the middle of nowhere so I turned down the offer. But now the offer wasn't sounding too bad after adding up daycare for three kids since it was summer time. And making eight fifty an hour wasn't going to cut it. As soon as I moved to Denton I asked to put my candles in the only grocery store in town. And a gal I knew came in and bought the Ginger and Cedar Wood candle. She then called me later and offered to have a party. That made my day!

Sometimes I wondered... was this for me? But then I think seeing Cheryl's picture in the paper was meant to happen. And when I received the Candle of the Month, Antique Lace and Linen, it was everything I thought it would be. It had a familiar scent though. It reminded me of my Aunt Maki. My daughter and I were trying to think what it was about her one day and at the same exact time we said, "It's her house!" A head on collision took my aunt's life May 6th last year. So right then I just thought I need to keep doing this. I think someone out there wants me to do this, too.

I have always been afraid to try things I didn't know much about or that I think I couldn't do. In this business that doesn't get you far. Any time you might think, "I can't do this or I feel stupid," then step forward and do it anyway and see what the results are. Just dare yourself to do what you normally wouldn't want to do.

I just want to thank Cheryl Hill for lifting me up whenever I was falling and for making it all seem possible.

**-Brandy Kilgore, MT**

Note: Brandy "stepped forward" at the Montana Meeting and shared her story in front of everyone which was a BIG step for her. She did a beautiful job and her inspirational story moved the audience to tears.

## Top 10 Retailers: May 2008

- |                          |                             |
|--------------------------|-----------------------------|
| 1. Debbie McLean, BC CAN | 6. Denise Anderson, PA      |
| 2. Danielle Welcome, WA  | 7. David Lewis, PA          |
| 3. Stacy Corbin, CT      | 8. Kelliann May, PA         |
| 4. Tammy Pratt, IN       | 9. DCI Industries, Inc., FL |
| 5. Terri Case, IL        | 10. Deborah Lerchen, PA     |

## Top 10 Sponsors: May 2008

- |                                   |                        |
|-----------------------------------|------------------------|
| 1. Jackie Ulmer, CA               | 6. Kellene Vandorn, KS |
| 2. Joseph And Monica Natishak, PA | 7. Becca Mutz, AR      |
| 3. Cheryl Pope, IL                | 8. Kelly Wissink, MI   |
| 4. Susan Cortes, PA               | 9. Lori Clark, CO      |
| 5. Mary Meger, MN                 | 10. Maureen Herald, AZ |

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

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

## Distributor of the Month: Cheryl Pope

Networking for 11 years plus has always been my goal to find a business online as well as my own business offline. Trying many different programs but yet not being completely confident with what I was selling.

When I found Mia Bella Candles Home Business, Scent Sations, Inc., I knew I found a true legit Company with a lot of integrity. I also like helping others and of course the products so this was the perfect fit for me and being a stay at home mom and running our Real Estate Investment Company without taking on another job sure made sense.

One area I really love is doing shows where I get to sell products and meet new people!

Here is a step by step of one of my "show days!"

I headed out early Saturday Morning about 5:30 as the show started at 7:00 am and I had a 30 minute drive. Here are some pictures of my booth. I couldn't get the whole table because it was wide.



Well, it finally turned out to be a very nice day in Southern/Central IL. So unfortunately the turn out was not the highest. There were many other vendors there. Avon, Tupperware, Lia Sophia Jewelry, etc. There were even some people that actually make their own candles. Yes, competitors but I never look at it that way and ALWAYS let the Customer Decide!

## So How Did I lure in Customers???

1. Basket of individual votives with a business card in a zip lock bag. PLUS I made over 100 samples of zip lock mini's with crushed up samples and stapled them to a business card.
2. If you can have a jar lit, if not have a simmer pot going... Angel Wings does very well. People stopped by also because they said it "smells good over here".
3. As the customers walked by I was always standing! NEVER keep sitting! I simply stated to them if they would like a FREE scent sample & catalog \*\*Bingo!!!

Now you have there attention don't lose it!

I had an opened Sweet Orange Chili Pepper Jar and immediately talked about our candles being all natural soy & veggie wax. I then tilted towards the customer and explained that they are 2 wicks so the candle will evenly burn down to almost 1/4 of an inch and therefore using almost all the product wax. Also by having 2 wicks, the candle will give off more scent. Then explained when they blow the candle out they will see white smoke which is practically soot free. Then I said would you like to smell our Sweet Orange Chili Pepper? Some got scared of the name but I assured them to NOT let the name scare you... of course some loved and some didn't. Then I pointed down to the other end of my table where I had a scent pot plugged in since they did not allow flame and had Angel Wings burning and then opened an Angel Wings jar and said it was also available in the jar. Most bought my Angel Wings! I sold out of that scent the first hour!

Well towards the last hour, I saw a lot of frustrated reps. We all kind of talked about our sales. The lady who made her own candles said she did terrible, the Avon rep said she did not sell a thing. The Lia Sophia lady said she sold 1 necklace. Are you seeing why? I think most of these reps were relatively new and have not been trained to sell. If you think you haven't, please go through the training or get in contact with me. I had a lot of reps from other companies come up to my booth and asked me how I kept my booth so busy! I said it was easy I just simply talked about our wonderful products and people listened.

Don't ever let anyone hold you back. Of course there are people that say no but I had more takers then any other booth there! I even had people inquire about my business and one gal stated she was quitting the jewelry and was going to sign up once she depleted her stock. Always be positive! OH and guess what? They took my picture selling a candle to a customer BECAUSE I was making sales! Talk about FREE advertising! That picture will appear in the local paper. At the close of the show, I had made over \$450 in sales. Even though it was a low turn out, I was VERY inspired!

I just want to share my positive experiences! We have a wonderful product line, but you have to get out there! Get your confidence with this product and it's simply amazing how that reflects on your sales!

Oh P.S... I use to do trade shows in Chicago for a steel company... I was a sales rep manager there for 14 years. This is so much more relaxing!!!

**-Cheryl Pope**

## Next Month's COTM



**Asian Plum:** A sophisticated, yet fun, floral and fruity blend of exotic scents. It's the perfect blend of fruit, florals and vanilla.