

# MIA BELLA NEWS

June 2009

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## Candle of the Month: Summer Love

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## In beloved memory



### **Bill Van Dorn**

January 12, 1963 – April 26, 2009

#### **God Saw You Getting Tired**

God saw you getting tired, and a cure was not to be.  
So he put his arms around you, and whispered  
'Come with Me.'

With tearful eyes, we watched you suffer  
And saw you fade way. Although we loved you dearly  
We could not make you stay.

A golden heart stopped beating,  
Hard working hands at rest,  
God broke our hearts to prove, he only takes the best.

It's lonely here without you. We miss you more each day.  
Life doesn't seem the same since you've gone away.  
When days are sad and lonely and everything goes wrong, we seem to hear you whisper  
'Cheer up and carry on.'

Each time we see your picture you seem to smile and say  
'don't cry, I'm in God's keeping we'll meet again someday.'

To our wonderful Scent-Sations family. My husband Bill Van Dorn passed away Sunday April 26, 2009 here in our home while holding my hand in our bedroom. It was where he wanted to be and his bravery and courage in fighting the cancer continued to the very last. That last fight will always stay with me.

I've been asked many times if I am not relieved that he is no longer in pain and suffering, yes, I am, and it's a given that all of us are glad he has gone on to a better place, but... I have strong mixed emotions about it. Because I was there with him in the trenches

of his fight, day and night, I know how much he wanted to live and so there is a part of me, both as his wife and his best friend that needs to honor that and the intensity of his fight.

Many times in the early morning hours when everyone else was asleep and he couldn't sleep and his fears would settle in, we would talk and he would say, he didn't want to die, there was so much he was going to miss, he didn't ever want to suffer or be in pain, but if given a choice of the pain he had had and living, he would rather live another day in pain, because that was another day he could fight for his life and be with us.

You all would have been so proud of him, as I was. He never gave up and never gave in. My husband was a courageous inspiration.

Cancer didn't win this one. Bill called a draw.

He received so many beautiful thoughts and prayers from everyone and they meant so much to him. They are a beautiful example of how he touched people and made a difference in their life, and how they touched him, and they made him feel he mattered.

You and I know he mattered to every one that met him, but I don't think Bill really realized sometimes just how much that was the case, ... the sheer number of people he mattered to until he began his fight with cancer. He was a quiet and humble man about things like that.

Many have asked how Savannah is doing, you would all be proud of her too. Those of you that saw them together know that her and Bill had a very special relationship. That will always be with her. She misses him every single day, as I do, but she has had strength and an unconditional faith that he is still with us.

Her long goodbye to him at the service was a beautiful example of that as she simply sat by his side in her chair and softly stroked his head saying "love you Bill" as she did when he was physically here with us. No fear, no notice of the cold, just that he was Bill and she loves him. She understood that he couldn't answer back as he always did, "love you too Nana" but knows he feels it. How blessed am I to have this beautiful example to follow in my own grief.

How proud of all my children and grandson's and the heartfelt words of goodbye they shared. My son honoring Bill for the arguments they had had as a teenager, knowing now the value of Bill's intention, "to make him a better person and man". My oldest daughter Krista sharing that she had always known and thought of Bill as her step father, but that in the last few months she had "come to know and love him as a person and a friend." I have seen a continuous ripple of these personal moments coming to the surface that clearly say Savannah is right, Bill is still here with us and still making a difference in people's lives.

Bill would tell you to not be afraid to believe in yourself and your dreams. That this company CAN make them happen. He was one of the biggest skeptics I had ever met about things, but he believed in this company and came to love it and the people in it. It was not his appraisal business that he looked to for our future long term security, it was our business with Scent-Sations.

He knew his appraisal business was at the mercy of the economy, home interest rates, so many factors that could cause a collapse in that industry that were out of our control, and if he didn't work he didn't get paid.

But he knew we had a business plan and products here that would stand strong and in demand irregardless. He knew that our success and prosperity with this business was "ours" to control and decide. And isn't that what we are all looking for in our long-term retirement and security?

He felt that Savannah and I would always be "okay" with this company. He believed it so strongly he wanted me to continue to build what we had started, and I will, even though I'm struggling with the empty space he has left and it breaks my heart to achieve our goals and dreams without him.

Here is my personal testimony. I have basically taken the last 7 months off of our business (Since his diagnosis last November). I have still maintained our customers when needed and other business basics, but as far as "working" it, I have not for that length of time because I chose to invest my time instead in caring for my husband at home and supporting him in his fight. I was able to spend ALL my time with him during his fight with cancer, day and night.

That time was precious for both of us, neither of us knew it would be so short, and that wouldn't have been possible if I had had a 9-5 employer. No employer would have given me 7 months off and continued to send me a paycheck each month. How many do you know that would? But I had that here.

I continued to receive my residual check, the check that we had built for retirement became our livelihood. Literally. Bill had not been able to work since November things progressed so fast, and had to wait 6 months for social security disability to kick in. He didn't make it. In the meantime they sent \$4.60 a month. No, that's not a typo. This is the hard reality. Take nothing for granted.

So this is my testimonial, and it is true. NEVER think of this business as a "little candle business" the candles and products are wonderful, but it is the "solid business plan and structure" and the "solid integrity and vision of the people that make this company what it is", that will stand apart and offer you a solid future and security.

This business is the reason I had that irreplaceable time with my husband and the reason now that he is gone, that Savannah and I still have the home that is filled with his memories. I don't know how anyone could need a stronger testimonial than that for their belief and reason for being in this company. That THIS is exactly where you should be for your long term security!

For those of you that have thought of this as a part time, extra income business or hobby business, take another look. Think about your situation now, and how your income sources would hold up if god forbid, something like this would happen in your life.

Our business with Scent-Sations held up to a devastating test of life, and is a testament to the integrity of our business plan. I now have a place to pick up and begin again. What I continue to build will be there for Savannah when the time comes, and in my heart Bill will be with me every step of the way.

So will the people “in” our company, and never underestimate them either. They also have been a comfort and support every step of the last 7 months. The love, support, and friendship that all of you sent filled his heart so much I can never express how much that meant to him, or me. And how much I appreciate the love and patience of our distributors during this time. We love each and every one of you.

Your thoughts and letters sent were beautiful and I had several of them read during his service. Jackie Ulmer’s letter to Bill with it’s closing thought below led me to the closing song of his video tribute. “Shine On”.

“I will miss you, Bill, and I want you to know that. I will miss seeing you come around the corner at fling, sitting in your seat and absorbing what is shared, your quiet way of reflecting all of the recognition on Kellene; and times on the phone brainstorming about some next move to make. I already miss the things that have not yet come.

I know that some day, I’ll look up in the sky and a star will be twinkling just for me, and I will know that is you, nodding, smiling and letting me know you are well, healed and in a good place. And, that is what will provide comfort to me. I’ll be watching for that star. Just not too soon!”

You are HOME with Scent-Sations. Bill would tell you that. It will be there for you, and your children. “Respect it, build it strong, and go on” is what my husband would say to you. That’s what Savannah and I will do.

Thank you all again for the love you showed him. It added peace to his days. Please enjoy his video tribute it’s meant to celebrate his life, and the man that he was, and is, to all of us and I know he would invite you to share in that.

Enjoy and relive these moments with us and a special thank you to Stephanie Blaker and her son Michael for taking the pictures and music I gave them and putting this together. Michael had done a very special patriotic memorial for the closing of the last Mid States Conference Bill and I hosted. Bill loved that as I know he would have this one.

<http://www.screencast.com/t/25yaVLKmQu> to see the video.

I ask that you each take moments to remember special times with Bill that touched you, made you laugh or smile, inspired you and reserve a special place in your heart to keep them. Be the caretaker of those memories and moments. Because if we each do this, he will never be alone, and he’ll never be forgotten. He will always be remembered for the many many special moments that made his life a gift, and his spirit will always be alive and with us.

He didn’t have the chance to see many of our dreams come true, but he has, and will, inspire many to realize their dreams. We can all take pride and joy in that for him.

Live each day and love the ones in your life... take nothing for granted! He would tell you that too. Live your life strong in love, go for your dreams without fear, and when you succeed with them, remember him, share the moment with him.

He has gone on a new journey without us, but in this way he will continue to walk with us on ours.

Our love and gratitude to you all.

Shine on, my love. Not a day goes by...

**Kellene Van Dorn**

## **I Bet You Don't Know What You Have in Your Hands!!!**

After joining my first network marketing company, I listened to the speech of one of the top leaders. He said that he and his wife had the best lifestyle in the world. When they had to take off for a year to get special treatment for his wife's cancer, they did. They went to clinics in Europe, Asia, and South America. Every month on the fifteenth, like clockwork, their paycheck was forwarded to them by Federal Express. That story always impressed me about how great it was when you build a network marketing business, you can do what you have to do or want to do and not worry about the money or the time. Stories like that would motivate me to work harder and stick with the program.

In contrast to that story, I recently was talking with someone who was seriously ill, and he was told that he could be cured by some special treatment if he would go to a clinic in another city for a 30 day in house program. He said he couldn't go because the income from his job was all the money he had, and he needed to work to survive. How sad that he doesn't have what we have.

Since November of last year, I have had to take a sabbatical from working my Scent-Sations business. In preparing for a total knee replacement operation, the doctors discovered I had a more serious illness in my lungs. I had the knee replacement in November followed by rehab for two months. Since then, I have been spending much of my time working at healing the lung challenge.

I have not worked the business since early November, but do you know, on the 15th of the month, every month, my income was deposited into my checking account. I make a great living with Scent-Sations, and it continues even though I am not able to work. That is the system that you all enrolled in. I bet most of you don't know what you have in your hands and therefore are not highly motivated to build your business large enough to be able to get paid whether you work or you don't work. I learned in my first company that if you have a company with great products, a good compensation plan, and a management that cares, all you have to do is focus on what you want, talk to lots of people about your business and its products, and invite them to either buy or join you in your quest for success. The trick is, you must do it over and over, and over and over again.

Here is the best part. For those of you who were on some of the calls that I did with Pete Canavan for over a year, we talked a lot about the Law of Attraction, and how we create our lives by the way we think and feel. Well, when I was diagnosed with a life threatening disease, not knowing how I got it, I questioned that law. For the life of me I could not fathom how my thoughts had triggered a lung disease. I always believed I was healthy, and never doubted it. The way I think about health is that since we create our

illnesses and can cure them as well. We manifest our health through health consciousness. I may have since discovered the mental cause of the condition, and have also discovered how to cure it. Number one is to have a powerful faith in a Power greater than ourselves, God. With a strong faith, anything is possible and more. Pray to God often and meditate (be quiet) and listen to the answers that come. Visualize being healthy and doing all the things you want to do in perfect health.

Watch and listen to comedy and jokes, and laugh a lot.

Since the medical profession has no cure for what I have been diagnosed with, I decided to look into alternative health treatments, and found them easily. They are not easy to follow through with, and it takes a some effort, but when you are committed to a healthy and happy life as I am, you will do what it takes. What I am doing is expensive, but I am grateful to our company and its pay plan to allow me the income to pay for these treatments that are not covered by insurance.

I realized that if someone has a commitment to financial freedom as much as a commitment to live and find a cure for their illness, they would not fail in their endeavors at creating wealth. It is all about commitment. When I was told of my condition, at first I didn't believe it, but when I did , I never accepted the medical professions prognosis. I still had to accept that presently this condition prevails, but I have no doubt that it will be cured. The good part about this is that I see definite progress with the treatments, and know that they will work over time;

If I had worked for a traditional business, a company who didn't care, I could have been laid off for the time I took off. I probably would not have made the income necessary for the treatments, and I would have to have bought into the only system available, one that provides drugs that treat only symptoms, drugs with serious side effects. Instead, I found ways to attack the source, and ultimately help get rid of the problem that caused those symptoms. If I had a job, I would only have been able to use doctors and drugs that the insurers would cover, which has not worked for anyone else as of yet..

Hallelujah, I have the best business with the best company. I can't wait until I can go on another recruiting binge. The time is getting nearer and nearer for that to happen. I look forward to seeing you old timers and meeting you new folks at the Fling in August.

**Bob Schmitz**  
**Sr. Director, Scent-Sations**

## Winners of the Monthly Bonus Contest!

<b>1<sup>st</sup> Jackie Ulmer - \$4,000</b>
2 <sup>nd</sup> Cheryl Pope - \$1,500
3 <sup>rd</sup> Joe Natishak - \$1,000
4 <sup>th</sup> Laura McCaffrey - \$500
5 <sup>th</sup> Adam Koring
6 <sup>th</sup> Cathy Mahady
7 <sup>th</sup> Nonnee Jenson
8 <sup>th</sup> Alton McGiver
9 <sup>th</sup> Yvette Mason
10 <sup>th</sup> Cynthia Huljack

## Congrats to New Rank Advancements!

Nikkea Kayler

5K Diamond Distributor

Jennifer Arnbrister

Diamond Distributor

Adam Koring

Diamond Distributor

Alton McIver

Diamond Distributor

Delia S. Bouchard

Diamond Distributor

Laura McCaffrey

Diamond Distributor

Nonnee Jenson

Diamond Distributor

Richard & Cindy Beenblossom

Diamond Distributor

Ricky And Kathy McDonald

Diamond Distributor

Katrina Pelham

Diamond Distributor

Tracy Collins

Diamond Distributor

Greg And Michelle Dowling

Diamond Distributor

Theresa Ernst

Diamond Distributor

## New Hampshire Training a Huge Success!!!



On May 2nd, distributors from all over New England and as far as New York and Pennsylvania came to seacoast New Hampshire for a training whose theme was "Rockstar Recruiting." Those who were in town the night before the big event met up for good cheer, eats & drinks in downtown Portsmouth (note: Charlie found out that Wilkes-Barre is NOT the only place for great pizza!).

As it happens, performers (and speakers) sometimes get sick. Although Bob Scocozzo and Bob Schmitz were unable to join us (and whose unique styles cannot be duplicated), we had a show to put on....and that meant we got MORE Charlie! In addition to presenting the key to our success...The Power Of Our Compensation Plan, Charlie also shared How To Work With Your Downline and The first 48 Hours Training. Citing real-life examples, his presentations are always powerful and dynamic. Julie Andrews gave an insightful presentation about how mindset contributes to positive recruiting and building. Who will ever forget the wisdom of young Caitlin who said "It's Girl Scout Cookie Time. How many boxes would you like?" In her creative and fun presentation Karaoke For Cash, Darlene Mitchell drew a parallel between karaoke and MLM by pointing out that the reason most don't participate is because they do not believe THEY can do it! She shared steps to take and tips to get better so we can be Takin' Care Of Business! (Thanks to those who sang when the audio failed!) and I shared the facts about Retail, Rock, Enroll!

We were also privileged to hear inspiring and genuine testimonials from "first-timers" Erica Savage, Jamie & Brad Nadeau, and Stephanie Lane. In their testimonials, we heard about commitment, the importance of writing down goals, about persisting, about getting into action (if a few mailboxes are sacrificed in the process, so be it!) and about getting excited about "the system" that we have in place. Kristine Carpenter also shared how, as a brand new distributor, she rose right to the top of the charts for sponsoring in her first months in the business!

Since interest in the Mia Bella Beauty mineral makeup line on display was so high, Kim Davis (who did a wonderful job greeting people at the registration table) took the stage to demonstrate the products on model, Erica Savage, while Stephanie Lane shared information about each product. They did a fabulous job!

Throughout the day, we gave away lots of product, generously provided by Scent-Sations. Some went home with product in hand, others did not, but we all went home a winner because we are with this incredible company! We also went home with Charlie's book recommendation: THINK & GROW RICH by Napoleon Hill and I hope, the echo of

LIVE THE DREAM in our ears.

Those who know me know that I love to read, ponder and share quotes. Shortly after the training, I came across this one and it seemed to just perfectly capture what happened at this, and past trainings:

"Teachers open the door, but you enter by yourself." -Anonymous

I am profoundly grateful for the "teachers" that came before, the "teachers" that came this time, and the "teachers" to come.

The door has been opened...and I'll quote Julie Andrews who asked the question: "Are we going to walk...run...or streak?!"

I hope you streak!

**Deb Clough**  
**New Hampshire**

“Once again I was blown away at our meeting in NH. I have been with the company for just over 2 years and everytime I go to one of these training I get newly inspired. Love to hear all the testimonials from other distributors.

I also have to say that I have personally been in other MLM's in the past and never felt the way I did when I met our VP Charlie . Thank you Charlie for being a real person and making everyone feel welcomed and giving so much of yourself to help others build their teams and dreams. I personally know I am with the right business for me and will not ever look back again!!!”



**Kim Davis, NH**

“The training was very informative and energizing! It gave me the right tools and the knowledge to go forward with this awesome business opportunity! It showed that there are real people in this business just like me! It also showed me that I am not alone and there is tons of support from people who know the business! A few days after the training I sponsored my first team member!!! Thanks for having such a wonderful event!”

**Christine Collins, NH**

# The Free To Relax Leadership Retreat

as told by Kathy Schneider, Cathy Mahady, Kim Cook, Tracey Gilmore and Jordan Schneider



*After our 1st Annual Free to Relax Leadership Retreat this past weekend in Texas, the five leaders who attended each wrote a few paragraphs describing the event for this month's newsletter. After compiling the five short stories, we combined them into one long testimonial – it's incredible, that without discussing what we should write, the five pieces of this story share a common thread and flow together so seamlessly that you would never guess it was written by five individuals.*

The first thing that comes to mind in reflecting on our Leadership weekend is how incredibly blessed I am to be working with such a talented and gracious group of people. I've never been in a situation where no one insisted THEY were the most important, or the most talented, or the one who most deserved to be heard. The Free To Relax Leadership Team exemplifies the best of what you imagine when you consider the word Team.

The weekend was filled with plenty of camaraderie, learning, sharing and fun. And the idyllic setting in rural Texas surrounded by beautiful farms, gorgeous horses, clear blue skies - and oh yeah - a pool and patio fit for royalty, couldn't have been more perfect. But perhaps Jordan Schneider identified the solid base this group has worked toward as we sat around the counter eating breakfast one morning. She noted that as we sat, chatting and eating, it felt like something this group does all the time. What's interesting though, is that prior to this weekend, we had only had brief moments of "live" conversation recently in Las Vegas. But because of the bond that has been cemented, it felt like we were all just neighbors getting together for that morning cup of coffee.

Jim Rohn says, "You must constantly ask yourself these questions: Who am I around? What are they doing to me? What have they got me reading? What have they got me saying? Where do they have me going? What do they have me thinking? And most important, what do they have me becoming? Then ask yourself the big question: Is that okay?"

He goes on to suggest, "Get around people who have something of value to share with you. Their impact will continue to have a significant effect on your life long after they have departed."

The Leadership of the Free to Relax Team recognized the importance of doing just that.

We acknowledged the value and significant effect we have, not only as business partners, but also as lifelong friends. We brainstormed about what is and is not working for our team, we discussed the philosophy we would uphold and the future direction we will take, we shared books and resources, and we shared ourselves.

So when I ask myself that all important question that Rohn mentions – Is it okay that I am becoming who I am because of the associations I have with this group of Leaders? I can only answer with a resounding, “YES!”

From stories about licking banana slugs to stories about Rocket, the evil horse, we laughed until we nearly cried. We planned the future of this team and shared our goals and dreams, and what specifically would tell us when we have achieved success. The entire weekend felt like a reunion with people I've known my entire life.

In planning for the Leadership Retreat, some were able to bring their husband and children, others were not and I must admit there were thoughts of "will this create any conflicts?"

No Fear! The dads jumped right in like "Team", too! They loaded up the kiddos both Saturday morning and again Sunday morning with a plan! Over the course of the two days they covered Legacy Play Village, Gatti Land, the Disney Movie; UP, Putt-Putt (with stories of holes in one!), The Science Spectrum and the local Ice Cream Shop! We laughed, not sure who wore out who first... the kids or the dads!

In the evenings, as 'family' we all gathered around the grill for backyard cooking and swimming! Everyone jumped in as if knowing what was needed without it being said! An assembly line was set up for washing potatoes before baking, folding towels after all the swimming pool fun, and even hauling hay to feed the horses at night!

In telling a few of my friends who aren't in this business about our upcoming Leadership Retreat, I was met with a lot of sympathy. It dawned on me that most people really don't enjoy the people they work with – and the thought of wasting a weekend by being forced by your boss to spend time with those people seemed horrendous.

I have to say, that concept is lost on me – because I count the people I work with, especially the fellow leaders of the Free To Relax Team, as some of my closest friends, and there was surely no “boss” forcing us to spend the weekend together! If I could think of one quote to sum up this weekend, it would be this, by Napoleon Hill: “No two minds ever come together without thereby creating a third, invisible, intangible force, which may be likened to a third mind.”

He calls this the Mastermind Principle, which he defines as “The coordination of knowledge and effort of two or more people, who work toward a definite purpose, in the spirit of harmony.”

Jeff Olson expands upon this mastermind principle in his book, *The Slight Edge*, when he says “Surround yourself with people of like mind and different talents and temperaments with the purpose of serving the goals of every member of the group. Associate with these people regularly.”

The common thread between these three quotes and the Free to Relax Team Leadership

Retreat this past weekend is that we are each others' Mastermind. The coolest part though, is that we didn't even have to fly across the country for the weekend to figure that out; we already knew.

One of the aspects of this retreat that generated a lot of excitement was thinking about who would be the next distributors on the team to join in on the Leadership Retreat? With so many talented distributors, only time will tell but it will surely be a great event again in 2010.

I thank each of you for sharing of yourself this weekend, for bringing out the best in me consistently and for spurring me to become all I can become. The Retreat only reinforces that I am in the right place, doing the right things, with the right people. I am blessed that I am becoming the person I want to be because of this group of incredible leaders – and more important, friends!

What a team! What a family!

**Jimmy and Kathy Schneider**

## **Las Vegas Fling was Incredible!**

Going to the Las Vegas event was the best thing I could have done for myself being new to the business. The excitement level there was awesome. It was a true, honest excitement. Not a big Rah Rah session. The opportunity to meet Charlie, Bob, Cheryl and everyone else was grand. Cheryl, you did an awesome job with everything. Thank you!

Hearing how other people promote their business and how they speak with others about it opened my mind to so many different ways of doing things. Thank you to all who spoke at the training sessions. The information was invaluable.”

**Cheryl Libby, AZ**

## **Las Vegas Training: Powerful!!!**

I had the pleasure as a new distributor to attend the Las Vegas Event in March. I have found that it is so true that attending a company event will put you miles ahead in building your business.

Michael Clouse packed a great deal of information into his training through personal stories and methods he has developed for building your business. I appreciated that he used every minute he had with us to teach and guide us. There was no time wasted, and since I was there to learn as much as I could, I felt it was a very productive day. I did purchase his “system” and am working my way through it. It is very user friendly and his books are quick reads.

There were two other presentations that made a big impact on me during the Company presentations on Saturday, one by Kathy Schneider and one by Ed Kopec. There was invaluable information taught on how to present to our local community. The steps are so simple and concise, I now have confidence that I, a person with no network marketing background, can make these presentations in a way that requires no selling, just sharing the information.

My sponsor, Lori Clark, has done an excellent job of teaching me the importance of having an advertising budget, whether it is for buying leads or for making the Pre-approach packs that Kathy has introduced.

My retailing of candles is now funding my advertising budget so that I can build a team of my own and enjoy the advantages of residual income. It's a simple process, and with consistency and patience, I believe I will be able to achieve what I see other leaders in the company building. Thanks, Kathy and Ed, for teaching us a very straightforward approach to teambuilding.

See you at Fling!

**Renee Evans**

## **Attending Summer Fling... A Must Do!**

Attending Fling last August was the best business decision I have ever made. It was incredible to meet some of the staff at head office - to put faces to the voices on the phone, tour head office, see how our candles are made and question Carman about the quality of his end product. I knew our product was top-notch, yet, in the back of my mind, I still questioned it and for me, "Seeing was believing"!

The top notch trainers at Fling were exactly that...top notch! I went home with many new insights into areas of the business I had not yet considered. Meeting the owners and their families along with many upline and crossline was truly the highlight of my trip.

I recently had the opportunity to learn from Michael Clouse in Las Vegas and I would have paid more than the registration fee to learn from his experience. I am thrilled he will be at Fling in August. I recommend that you do whatever it takes to get there because Fling in August of 09' will change your life! If finances are an issue, consider doing a few home parties and/or fundraisers and you will have the money for Fling along with many wonderful benefits that will come back to you 10-fold or more by investing in yourself to attend this event as well as propelling your business into massive action that will only breed more of the same. I highly recommend Fling!

**Nikkea Kayler, AB. Canada**

## Mia Bella's Will Pay For My Trip!!!

I got excited about Summer Fling so last night I booked my flights, reserved my hotel room, and paid for my registration. Yeah! Then I woke up this morning and thought, "Wow, I just spent A LOT of money!"

So I decided to pack up some candles and bring to the clinic where I work. I put them all out in the break room and advertised for a Mother's Day sale. I left there with \$165 cash to put toward paying for my trip to Fling! I love it!

Always have product with you and keep the cash coming in!"

**Sara Kosel, MN**

## Michael Clouse "Live In Vegas" CDs... A Must Have!

I got my Live Michael Clouse Las Vegas Training CDs on Tuesday and have been listening to them every day.

It is amazing, I was there and I keep saying, When did he say that ?? Funny...

What I want to say is that if you were not there, or more so if you were, you need to get these CDs...

A lot of wonderful information from Michael that needs to be listened to again and again and again...

Also, do all you can to get to Fling. He will be there also. It is going to be a great event, combination of him and all the great leaders in the company. BE THERE !!!

**Denis Coruzzi**

I have found that listening to Michael Clouse everyday on my way to work, helps me to focus on my business. Michael is inspirational in person, as well as on CD. Before I went to Vegas, I wasn't doing much with my business. I did not understand Network Marketing and the impact it can have on my life.

Having Michael as a guest speaker along with talking to Charlie gave me a different outlook on where I want to take this business. I had the attitude, "what this business would do for me", now I have the attitude "where am I going to take this business and I know THE SKY IS THE LIMIT".

Since returning from Vegas I have recruited 3 distributors. Prior to Vegas I had 0 distributors on my team. I am excited! I have since also worked a Trade Show event and confidently spoke with others about the opportunity and look forward to advancing.

Thank you to the team who brought in Michael Clouse. Also thank you to Charlie and Bob for being so inspirational yourselves. This is going to be a beautiful endeavor for myself and my family. Thank you Scent-Sations!!!

**Nonnee Jenson**  
**Red Deer, AB. Canada**

I have been a student of Michael Clouse for several years now. And I highly credit his philosophy of "The Daily 1/2 Dozen Things" with getting me to the Director position.

When I review my goals and think about what I need to DO to achieve them, I always come back to "I need to do the Daily 1/2 Dozen Things." And when I stay committed to this, my business soars.

It was so great to get to meet Michael in person at the Vegas Regional event. And it was because of the huge impact he made upon the attendees, that he was invited back to be our keynote speaker at Fling this year. So by popular demand! I am so glad that our company sees the value in this kind of training for all of us -- it really is priceless and something that you should NOT miss. Be there! I will be for sure! (And I say that with my Minnesota accent).

**Cathy Mahady, MN**

## **I'm Treating My Business Like The BIG Business it IS!**

What I'm about to tell you, will change your life, if you let it! I started with Scent-Sations in August 2007, I simply found the site on the Internet when I was looking for a clean burning candle because the candles I had been burning had so much soot and gave my husband headaches. I found my sponsors website, filled out the information page and I contacted her before she contacted me and ordered a candle from her. When the candle arrived, a sweet orange and chili pepper candle to be exact, I burned it and YES like everyone else loved it... it really is the cleanest burning candle in the world. It wasn't long after that, that I joined to retail the product and my time with Scent-Sations began.



From the beginning my team sponsor and up-line tried to tell me the REAL MONEY was in the business opportunity and yes retail, fundraiser, home parties, all the other ways to make cash were great but I was excited, filled with ideas about how to promote my business, I was going to change the world and my life one CANDLE SALE at a time. I began to focus on SELLING and to tell people about the PRODUCTS, not really emphasizing the business opportunity, because after all, this was an MLM and I joined for the products. I had been involved with other MLM's before needless to say they were either to expensive to stay in or I couldn't really make enough money to continue in their

business model. I was use to working hard for my money! This went on for about 16 months, SELL, SELL! SELL! Make money, make money! But if I didn't sell, there was no money!

I wanted to play in the big leagues, build a team, but I wasn't willing to suit up and train!!!

About January of this year I started evaluating my business, my husband and I sat down and said what do we want from this MLM we have? To my surprise it was still the same answer when we started, to make MONEY... to be free to relax, to be financially secure so no one else can tell us what we are worth, and more importantly to help others to do the same. That is when I committed to the BUSINESS OPPORTUNITY and changing peoples lives one BUSINESS OPPORTUNITY at a time.

I began following the steps my team leaders had suggested all along, read the right books, listen to the training from the leaders, learn the business opportunity, learn how you get paid (take a look at the compensation plan) we are in the big leagues with how we get paid. I began to write down my goals and dreams, visualize what I wanted for my life and tell everyone I know about the (BUSINESS OPPORTUNITY). The products sell themselves but if you talk to people about their hopes and dreams and changing their life by doing this business and building an organization and for the rest of your life you can be financially secure... they take notice.

Do yourself a favor and SUIT UP AND TRAIN for the big leagues now, don't waste 16 months of your life like I did. I thank God we don't get points taken off for being ignorant!!! If you have not heard Charlie Umphred talk about our business opportunity on the corporate training live or recorded, you need to hear it. Listen to the numbers or should I say \$\$\$\$ Charlie talks about, he knows what he is saying. Anyone in your up-line that is successful knows what I am talking about and and learn, learn, learn then do what you learn. They are successful because of the opportunity! Yes the products are great, but when you build an organization that brings in residual income and I looked this up, read this, RESIDUAL INCOME is (passive income received on a regular basis with little effort required to maintain it) . Everyone in this business has access to the same information, the same products, the same opportunity, no need to change the rules of the game, the game is played just the way they say it should be played, but not everyone will suit up and train to play the game, WILL YOU?

I have signed up 3 distributors last month, have 3 more to talk to this coming week about the opportunity and am on my way to building my team! Everywhere I go, I talk about why I am so happy to have the business I have and people listen because they want what I have. By the way I received my Residual income check this month and I celebrated the gift of passive income!!!

**Joan and Paul Speer, LA**

## Facebook... You Never Know Where It Will Lead

Just wanted to share a quick success story on the power of connecting with people through Facebook and other social sites where people you know and from your past might show up.

I have recently connected with over 100 people who I have known since elementary/middle/high school (as well as many from my airline career days) through Facebook. Most of them found me through one or two mutual friends (the power in viral marketing!)

Last week, I sponsored the daughter of one of my best friends since 4th grade. The last time I saw the daughter, she was a newborn and I was holding her, wondering how my friend could possibly be a parent! Now, she is 21, and a new mom herself.

My friend is very aware of my business and called me about a month ago, wondering if it might be something her daughter could do to stay home with the baby.

Long story short, she signed up last week and is getting busy.

It's also the power of attraction marketing. I never mentioned my business to my friend, but it is a part of what I "do" and who I "am" while I am socializing/marketing out online!

Make those connections, you never know where they might lead!

**Jackie Ulmer, CA**

## Bella Balm And Bella Bars Work Like Magic!!!



Last night my 9 yr old son was complaining about his eczema. He gets painful red flare ups behind his knees and elbows. I grabbed my Bella Balm and went to work. First thing this morning he woke up and said WOW mom, it worked!!!

It was completely gone! We have tried several creams, but the miracle cream was right in front of me! I don't know why I didn't think to use the Bella Balm sooner.

**Sherri Montgomery**

A few weeks ago one of my sisters decided to mount and frame four antique doilies that she had put away several years before. One of these doilies had bright red nail polish dried in it and she said she could not get it out did I know anything that might take it out without destroying the very old thread.

Of course, I did. I wet the polish with cold water, rubbed (gently) with my SOCP Bella Bar and let it set for a few minutes. No more red polish and the thread was in perfect condition. Now she has four beautiful antique doilies framed and hung to enjoy thanks to the great cleansing power yet gentle action of the Bella Bar. Oh yes, this sister purchased 4 Bella Bars that day!!!

### **Kathy McCall**

My husband has been using the Bella Balm on his face after showering, and shaving for some time now. He loves it and it has worked really great.

I have also been using it to keep my face moisturized without breaking it out, and use it under my makeup to help keep the makeup from breaking me out and from not soaking into my skin so much. I would definitely feel comfortable giving you Two Thumbs up from our family!

### **Blair Rendle**

I have been using the Bella Bar to cleanse my face for 2 years and I just love it! I have very sensitive skin and can break out very easy with the wrong products. No break out here! I wash my face morning and night with it and have used Bella Balm at night and same great results. I have several customers(men & young teenage boys included) that use the Bella Bar and have sensitive skin also and just love it! It makes their skin so soft and not drying like many products can be.

### **Shirley Haynes**

I have been using both Bella Balm and the Bella Bar on my face. I have been very happy with it. I very sensitive skin and the lotion has done wonders. I have scars that have diminished in their coloration. Absolutely wonderful is my testimony!

### **Judy Williams**

I'm a new distributor and when I received my sign up packages, there was the Bella Balm in it. I have Sclerderma the skin part my hands usually look like a lizard with scaling and dead skin peeling well much to my happiness since using this product it's so much better i can now without feeling embarrassed go without my cotton gloves I thank every one who had a hand in making Bella Balm that I can now feel like a normal person.

### **Becca**

I use the Bella Bar on my face. Before I had bad acne and clogged pores. Since I started using the Bella Bar on my face it has cleared up. I still get occasional acne but not like before and I think my skin is softer. I also use the bar to shave my legs. I will never use anything else.

**Kelly Hurst**

## Bella Bars Laundry Soap Recipe!!!

I made homemade laundry soap about 2 weeks ago using our Bella Bar so I wanted to share the recipe.

What you will need!

- 1 Bella Bar
- 1 Cup Arm & Hammer Washing Soda
- 1 Cup 20 Muleteam Borax
- 5 Gallon Bucket
- 3 Gallons 4 cups Water
- 2 quart sauce pan
- Large spoon

Place 4 cups of water into 2 quart sauce pan set on medium/high heat (be careful not to let water boil over).

Grate the Bella Bar using potato peeler or other device and add to the heating water gradually

You want the Bella Bar to be completely melted in the water leaving no clumps.

Fill 5 gallon bucket with 3 gallons of hot water, 20 mule team and Washing Soda Stir with large spoon.

Once the Bella Bar mixture is ready add it to the 5 gallon bucket and stir. Place lid on bucket and let sit for 24 hours

This process takes about 15-20 minutes and you have saved money and gone more green by using your own product from your own business.

Use 1 cup for each load of laundry

**Tracy Russell**

# I'm Getting Out In The Field and Meeting New People!!!

I've always had the desire to prospect locally by sharing my business with people I meet in my day-to-day activities. You know, lifestyling your business! This desire has increased a LOT since Vegas, and I have even gone so far as to schedule 2 hours onto my calendar every day for "Local Prospecting" -- the only thing standing in my way was fear.

Fear of being rejected, of offending someone, of coming across as a "salesman" -- so as a result of this fear I had yet to give out a single PAP... until today! For the past 3 1/2 weeks I have been listening to Michael Clouse's Prospecting Toolbox. It includes the CD Prospecting 101, and another CD that you are told to listen to each morning and each night called Natural Networking Power with positive affirmations about networking with others to grow your business.

I've also been reading 7 Prospecting Secrets over and over, and reading How to Win Friends and Influence People.

Over the past 3 1/2 weeks I have gone "local prospecting" several times -- but I would spend my two hours walking around the mall, driving around in my car, and really not accomplishing much of anything! Why? Fear!

At the end of our convention in Vegas, Bobby told everyone to write down their biggest fear about their business on a sheet of paper. We were then told to fold it, rip it up, and leave it in that room. I wrote down "Being rejected by people I approach about my opportunity"

To be honest, I hadn't thought much about it since then, until last night when I actually had a DREAM about it! I was sitting there in the front row in Vegas, it was completely silent and I was holding that piece of paper in my hand. Then a voice that sounded like it was coming from a loud speaker said "You left your fear in Vegas!" Ironically, the voice sounded just like the man who talks on the Natural Networker CD that I had fallen asleep listening to!

So anyway, I woke up this morning and went local prospecting. For real this time! I did as Michael Clouse says to do in Prospecting 101 "If you like eating out, go out to eat! If you like antiquing, go antiquing! If you like shopping, go shopping!"

I went shopping. Spent an hour at the mall trying on sunglasses and shoes and gave out a PAP to the manager of the Sunglass Hut who I found out (after putting into practice the principles I learned in How to Win Friends and Influence People) hates his job but won't leave because of the insurance. AND also to the shoe salesman who I found out loves his job and really enjoys working with women (candles, duh!).

Maybe nothing will come of these two contacts. And that's OKAY! But I know that if I continue approaching two people each day, I WILL find some who do want to do this business, and that's exciting!

**Jordan Schneider, TX**

## Smells So Good Even the Raccoons Eat It

In my history of selling and using the Mia Bella candles, I have had folks tell me “these smell so good I want to eat it.” Well, I recently had an experience where some THING did eat it!

The story goes like this. I had awakened at my usual time to get ready for my j.o.b. My husband always gets to sleep 30 minutes later than I do. Last week however, he came stumbling in only about 15 minutes into his “snooze”. After inquiring what was the matter he told me the story. “I heard this loud ka-thunk and looked out our bedroom window (which faces onto our front porch) and found a furry raccoon bottom smashed up against our window. He was getting into the box of candles I had set down on the table there for you from the car (the box held 2 candles and 4 bags of melts).

It sounds like he had thrown the lid off one of the candles, so you better go check on it.” Out I stumble into the dark to see what that masked bandit had been up to. Sure enough, he had pulled off the lid to the Peach & Papaya and the top of the candle was wet with Raccoon slobber. I quickly picked up the box to bring it inside for closer inspection. There I found that two bags of melts had been ripped open (Pomegranate and the Oranges & Cloves). The little rascal had eaten 5 of the Pomegranate melts and only one of the Oranges & Cloves. I guess Rain and Fresh Linen didn't give him the “eat it with a spoon” urge!! Attached is a picture of the ripped open bags. And let that be a lesson to anyone about keeping boxes of candles out for the wildlife – they WILL eat it!

## Distributors on the Go

### Kim Steadman

Flashback - October 27, 2005 - My anniversary with Scent-Sations.

I signed up on a lonely night while recuperating from knee surgery. I spent the next 3 days with pain medication and reading everything my upline sent me to read (note, he is no longer in the Mia Bella business). I attempted to build my business, but did not have the total successes I wanted.

I thought I was firm in my belief that I wanted a business of my own, one where I could set my own hours and be my own boss. 2006 was a gang-busters year (or at least I thought so.) I had a team member that was finding us all sort of shows and events for us to go to. We had fun and I don't regret a minute of the learning experiences. But, 2007 came and life fitted me with some challenges.

I was overwhelmed with our son graduating High School (he was home schooled his entire school career). He was going to start college, and we needed FUNDS. My husband was in a high stress job and we needed to do something to get him out of that environment before it killed him. I was presented with the offer in May of 2007 to turn my

part-time work at an office to Full Time. I had a choice. I could take the high road work on my Mia Bella business. Or I could take the short and quick road, and take that offer. I could become a part of something else that I felt very strongly about (recycling) but, let someone else carve my destiny. I took the short road. And my what a road it has been.

The company was (and still is) growing in it's industry. And soon I was in a rat race of over 50 hours a week, coming home exhausted, not giving my body the rest and nourishment it needed. I became tired, irritable, stressed, tired, stressed, and did I say stressed? I poured all my energies into someone's dream that wasn't my own. I would "put on" my face of "happiness" but I wasn't. I was spending all my time on other people and not spending time for myself. I learned to fake it. BUT, I never gave up on Scent-sations. I read the forums and the yahoo group postings at least 3 times a week. I kept my Candle of the Month active. I KNEW I was not going to let another opportunity slip through my fingers, so I just kept grasping and holding onto every little grain of sand. Even when funds got a little tight, I gave up other things, but I didn't give up my Candle of the Month! I needed MY ME TIME which included a once a month delivery of a box that would have an amazing aroma seeping through the cracks before I even opened it. I needed that "AHHH" when popping off the lid of the new Scent of the Month. I NEEDED my ticket for my ride when I was ready to jump back on the Mia Bella Bus.

Flash forward - Do you ever have one of those events, those moments in time...When something happens, and you realize that YOU and only YOU have to take the initiative to CHANGE the events of your life. Something happens, a decision made by others, when you realize that THEY have your destiny in their hands, and you don't like that thought. It's YOUR life to decide, not theirs. I'm calling it my day of reckoning. The day I realized that not everyone considers my life as the same worth that my family does. I had my moment last week. A series of events, actions, decisions that were taken by others. Decisions that could ultimately affect me for life. Decisions that I didn't agree with.

After much thoughts, prayers and contemplation, I realized that I had to make changes. I realized that I HAD to make changes. I, with the help of a Power mightier than myself, HAD to change the path I was on. I had already previously answered Kathy's email about committing to build a business. I got those first 5 or 6 emails and didn't even have time to open them. I just kept them in the Inbox..Waiting. And then my day of reckoning occurred last week.

And Saturday I had a round table discussion with my husband. And the plan was forged. Now was the time to recommit "to this little candle business". So, here in Dallas, it rained all day on Saturday. And I began opening each of the emails, and working through them. Just as I would have done if I had just signed on as a new distributor. And yesterday I downloaded 3 MP3's of Micheal Clouse that was in the Forum. I listened to one of them today as I was at the j.o.b. organizing some things in the files.

And I got to have another moment of revelation. You know those 5 words - Philosophy, Attitude, Actions, Results, and Life Style. I learned today, that somewhere along the way, Philosophy and Attitude stank, lol. And so I only had the latter 3, and I had my recipe for disaster. If you haven't listened to those links and don't understand, they are here [http://www.freetorelax.com/wowbb/view\\_topic.php?id=2376&forum\\_id=265](http://www.freetorelax.com/wowbb/view_topic.php?id=2376&forum_id=265) Call 1 helped me to this realization. I also ordered my Oracles & Business Cards...working through the steps.

So what is this posting about? It's for encouragement to others - it's never too late to start over, begin again, turn over a new leaf. It's never too late!

## **Ronette O'Tool (aka:Roni)**

I have been signed up under Julia Ruby since August 2008. I have been dabbling in all the different opportunities (retailing, fundraising, and team building).

Julia has been very helpful and patient with me. She has helped me with so many different things. She is not only my sponsor but also a Great Friend. (Actually she has become like a sister! Our families thing we talk to much. LOL!)

Kim Cook and Cathy Mahady did a Fantastic Business Opportunity call where I had my first lead on there and she plans to sign up tonight! I am sooooo Excited!

## **Julia Ruby**

My name is Julia Ruby and I am from Lakeville, Minnesota. I started my business in October 2007 after holding onto a single scent sample that I received in my New Home Welcome packet. Being self employed has been a great turning point in my life. I get to stay home with my 3 girls and do not have to pay the outside expenses associated with working in the corporate world. This is fun and exciting to work my business around my girl's schedule. Some days it is a challenge as the 3 girls are very different from each other and so are their interests. They keep me busy.

Anyhow, back to business. I did not do much but a couple little craft events and just talked to people I knew or ran into working at my part time weekend job. I was excited to see that the product I loved was getting out of my door and into the community. I decided to do a bigger event with the possibility of thousands of people, and that was a blast. But I really have no intention of working my weekend job or selling candles on the weekends either. I will continue to retail my products, but team building is where I am headed! I dabbled a little buying leads here and there and did have a couple people join my team. I finally made Diamond in February and was very excited. That is when I made the commitment to myself, my family and my team that it was time to be serious about building our future and doing the things we really want as a family. I decided that I had to go to Vegas and I also had to buckle down and work my business daily. If I were at a job and worked the way I was working my business I would have been fired. I am a person that takes pride in what I do, and have serious work ethics. So how this ever happened is beside me.

I am a proud member of the Free To Relax Team. The leaders in my group have taught me so much about this business and also about me as a person. Self development and goal setting were not my strong suit. I always had goals but they were just there in my head not going anywhere. Today I have them down on paper with action plans on how I am going to make the next level, and the next, all the way to the top. One training guru my team recommends is Michael Clouse. I have never been a reading person but today I can hardly wait to order the next book as I am following the daily 1/2 dozen and listen to my CD's while getting ready for the day. I can tell you that a little bit of time out of every day has

definitely changed my attitude and thoughts for the day. There are a couple things that Michael Clouse says on the CD's that really hit home for me and my business and they are "am I keeping the main thing the main thing" and "I made the box small enough for a number, I don't need a story". I think about that everyday when working my business as I need a number and not a story to keep me on track to success.

Today I am working hard to make 5k as that is the next stepping stone. I don't have any plan to stop there, as I see others in this company with dreams coming true and I am going to be one of those people.

## Mariela Petroski

I am Mariela Petroski from Helena, Montana. I am a wife and work from home mom of five awesome children, Anthony (a United States Marine) 19, Jessie 14, Pilar 7, Aaron 4 and our "surprise" baby Matteo 11 months. My story with Scent-Sations started a couple years back... all thanks to Kari Andersen and my husband Andrew.



I met Kari Andersen on My Space sometime in 2007. After sharing information and exchanging messages to one another, we soon found out we had so much in common and we just "clicked." Kari subsequently also became My Space friends with my husband. After finding out from Andy what fragrance candle I would like, Kari sent one to me along with a Slate and Stone Bella Bar for Andy. Naturally, I loved everything about my Mia Bella candle... the scent and especially the clean jar after it was all gone. But you would have thought there was some kind of drug in the soap because Andy was hooked! I remember him saying "we need to get more of these." So he contacted Kari and had her send him 4 or 5 more Bella Bars. My husband's term of endearment for Kari (whom he has yet to meet in person) is the "Crack Lady" because he swears that there is something in the Bella Bars that keeps him addicted!!!

Andy in the meanwhile had talked to Kari about the opportunity of becoming a distributor with Scent-Sations, and then he brought the idea to me. I thought it sounded like fun, but I was pregnant with our fifth child and felt like it was something I'd do after I had the baby. Well, to my surprise my wonderful, ambitious husband had signed me up for COTM then came home and told me "Guess what? You're gonna be selling candles from now on!"

After signing up February of 2008, I was a bit dormant and not too motivated. But once the summer came and our baby was born, I was like "Okay, it's time to do something with this candle thing." At the time, a friend of mine was looking for a fundraising item for her daughters cheer group and I told her I had just the thing... gourmet, cleaner burning candles. I went home put together my first fundraising proposal had a meeting with their board and they signed the contract on the spot! And with the help and guidance of Lori Dawkins, I had my first successful fundraiser!

Since then I have to say that fundraising has kind of been my niche and I believe I get better at it each time. I honestly enjoy helping others raise money all while making money

for myself... it truly is a win-win situation for me. My next goal is team building and helping others help others with causes dear to their hearts.

I officially became one of the “Montana Babes” after attending my first company meeting here in Montana in April 2009. Man was that a blast! I learned so much and had a great time doing it. Meeting Bobby, Charlie, my fellow team members and the “Hotkudas” really brought to light what a great bunch of people we have in this company. I am truly blessed to be a member of the Mia Bella family. I have come to believe that being part of this company, along with setting bigger, better goals for myself and my family will lead to success and the opportunity to fulfill our dreams.

## Top 10 Retailers for May

- |                                   |                         |
|-----------------------------------|-------------------------|
| 1. Jennifer Brajkovich, PA        | 6. Ann Maranto, MS      |
| 2. Christine Elias, NY            | 7. David Guenther, DE   |
| 3. Fran Charbeneau-Huddleston, CA | 8. Angi Friesenhahn, TX |
| 4. Donna Hailey, NC               | 9. Dale Kimberly, NE    |
| 5. Amy Marcum, PA                 | 10. Ray Wallace, FL     |

## Top 10 Sponsors for May

- |                                 |                          |
|---------------------------------|--------------------------|
| 1. Cheryl Pope, IL              | 6. Jean Morgan, DE       |
| 2. Joseph & Monica Natishak, PA | 7. Lori Clark, CO        |
| 3. Jackie Ulmer, CA             | 8. Cathy Mahady, MN      |
| 4. Kelly Wissink, MI            | 9. Nonnee Jenson, AB CAN |
| 5. Adam Koring, PA              | 10. Mary Meger, MN       |

## Last Year's Top Selling Candles for June

- |                                |                        |
|--------------------------------|------------------------|
| 1. Sweet Orange & Chili Pepper | 9. Pomegranate         |
| 2. French Vanilla              | 10. Fresh Laundry      |
| 3. Sex on the Beach            | 11. Fresh Linen        |
| 4. Chili Vanilli               | 12. Coconuts & Lime    |
| 5. Hot Apple Pie               | 13. Key Lime Pie       |
| 6. Japanese Peat               | 14. Sugared Clementine |
| 7. Angel Wings                 | 15. Cucumber Melon     |
| 8. Lilac                       |                        |

## Next Month's COTM



**Juniper Breeze:** Our most requested retired fragrance is back! This fresh invigorating fragrance captures the essence of juniper on a cool breezy morning.