



Fill your life
with fragrance®



Product Training Guide

Autumn/Winter 2022

UK/IE-EN

We design products to love.

Our goal is to fill your life with fragrance by creating:

- Innovative sensory experiences you can customise as you please.
- Stunning, never-before-seen designs.
- Captivating fragrances that connect your head and your heart.



Contribute more than you take

From 1 August 2022 to 31 January 2023, each purchase of our *See the Good* Warmer will help support these worthy causes.

In the UK:

We'll donate £10 from each sale to charitable organisations focusing on families with critically ill children in the UK.

Your purchase helps:

- Provide home, health and essentials to those in need.
- Serve your community by supporting nonprofit organisations in the UK.
- Spread the word and rally support for worthy causes.

In Ireland:

We'll donate €11.75 from each sale to Ronald McDonald House Charities Ireland, which provides family rooms, meals, parking and peace of mind to families of sick children who are receiving treatment in hospital in Dublin.

To learn more, visit rmhc.ie

Your purchase helps:

- Provide on-site accommodation for families with children undergoing medical treatment.
- Ease the financial stress of household expenses and responsibilities.
- Support a family's psychological well-being by keeping them together.

Cannot be purchased using Host Rewards, Perpetual Party Rewards or in Bundle & Save.



New!
See the Good [G]

The Scentsy Mission

To bring value to the world by providing an industry-leading, family-friendly business opportunity selling creative, artistic, high-quality products that **Warm the Heart, Enliven the Senses and Inspire the Soul.**

This is what we're about:

Simplicity

- We avoid the unnecessary.
- We do things the right way, through teamwork.
- We communicate expectations clearly.

Authenticity

- We do the right thing, even when no one is looking.
- We consistently strive to be the best version of ourselves
- We cultivate an environment of trust by being open, honest and respectful.

Generosity

- We give more than we take.
- We are cheerful givers of our time, talents and resources.
- We think beyond ourselves.

Licensed products

Scentsy offers officially licensed products — including The Disney Collection! While these products present exciting opportunities to reach out to fans, many of these special products have guidelines regarding how they may be promoted and shared. For more information, head to the Training section of Scentsy Success on your Workstation.

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Warmers

Features and benefits:

- Safely warms Scentsy Wax Bars with a low-watt light bulb or heating element.
- Flame-, smoke- and soot-free.
- Dozens of innovative and inspired designs to suit every decorative taste.
- Lifetime replacement warranty against manufacturers' defects.*

Sales tips:

- Encourage customers to order a replacement light bulb for every warmer they purchase.
- Encourage customers to order a Mini Warmer Tabletop Base for every mini warmer they purchase.
- Share photos and videos of warmers lit and unlit to highlight their unique details.

Types of warmers:



Warmer

Our standard warmers melt wax with the heat of a low-watt light bulb, enlivening a room with a candle-like ambience in addition to fragrance.



Element warmer

Element warmers feature a heating element to safely warm wax without a light bulb. Great for bedrooms or other spaces where you want fragrance without the glow.



Mini warmer

Plug them into the wall, or use our Mini Warmer Tabletop Base designed for use on any flat surface.

Did you know?

We work with artisans from around the world to bring you authentic and innovative warmer designs to match any home décor.

Cotton Cleanup

The easiest way to clean wax out of your warmer! When you're ready to change out your fragrance, place one Cotton Cleanup pad in the melted wax. Within seconds, the cotton will absorb the wax. Each single-use pad can absorb up to four melted Scentsy Bar cubes. 25 per pack.


Sales tips:

- Add to existing orders and check in with customers every few months for reorders.
- Use social media to share the benefits of Cotton Cleanup! Post a video showing how easy it is to switch out wax.

Warmer finishes

Different warmer styles are available in a variety of finishes. Use this helpful guide to explain the unique craftsmanship that goes into our warmers.




Crackle glaze  For a distinct, aged look.



Glow  For soft light.



Hand painted  For brushstrokes.



Reactive glaze  For a handcrafted look.

How it works:



1

Plug it in.



2

Break off as many cubes of wax as you like and drop them in the warmer dish.



3

Turn it on and enjoy!



All our Scentsy Bars are made in Idaho, USA.

Wax

Features and benefits:

- Available in more than 80 fragrances.
- Fragrance intensity can be increased by adding more wax cubes.
- Designed by award-winning perfumers and fragrance designers using the highest quality ingredients for a long-lasting experience.
- A great value when compared to jarred candles of similar quality.
- Scentsy Bars have more fragrance oil than any other scented wax bars or melts on the market for a stronger and longer lasting fragrance experience.

Sales tips:

- Invite customers to experience Scentsy Bars while warming to fully understand the unique fragrance experience, and share all the places you have warmers in your home!
- Share your favourite fragrances and why you choose them. What fragrance do you use when relaxing, getting ready for the day, having guests over?
- Encourage customers to add their favourite Scentsy Bar to their Scentsy Club subscription so they never run out of their must-have fragrance, even if it's discontinued.
- Make your own Scentsy Bar fragrance samples using the Authentic Logo Wax Molds or the Classic Curve Felt Shapes available from the Scentsy Success Consultant Store. Fragrance Testers and Scented Stickers are also available.
- Offer wax samples from different fragrance families so customers can discover new favourites.

Warmer stands

Elevate your warmer to new heights.

Features and benefits:

- Traditional Warmer Stands protect surfaces in style.
- Cord-Concealing Warmer Stands showcase warmers while keeping any unused portion of the cord hidden.

Diffusers

Features and benefits:

- With a diffusion rate of 25 ml per hour, Scentsy Diffusers are among the best on the market for how quickly they can fill any space with natural fragrance!
- Safety first: Scentsy diffusers automatically turn off when they run out of water.
- All Scentsy Diffusers come with a limited lifetime warranty.*
- Provides a multisensory experience with style, light and fragrance.



Deluxe Diffuser

Sales tips:

- Recommend this simple and subdued diffuser option to your oil enthusiasts.
- Share stylised images of the diffuser that highlight its colour display options.

8 light settings (including rainbow!)



Built for busy lives

Sturdy construction and long-lasting fragrance minimise the fuss.

Set it and forget it

Large, 450-ml reservoir provides up to 35 hours of fragrance when set on Low mode.

Simple to use

Sliding controls make it easy to adjust and gauge the settings.



Plays well with others

Versatile design works with any décor.

Premium Diffuser



Features and benefits:

- The 120-ml reservoir offers up to 8 hours of your favourite fragrance.
- Shades can be purchased separately so you can swap them out for a new look.
- 16 LED lighting effects can display one colour, rotate through multiple colours or display a soft white glow and even a candle-flicker effect.

Sales tips:

- Find out if your customer has used other oils and diffusers before. Focus on the water reservoir for people who have tried others and had to refill them too often.
- The high-quality craftsmanship of our Premium Diffusers also make them beautiful home décor pieces. Be sure to show your customers they can swap out shades to suit their mood or the time of year!
- Create a video showing how you relax with your favourite diffuser and post it on your preferred social media platform. Don't forget to show the lighting features!
- Leave a diffuser and a bottle of Scentsy Oil at your favourite salon, spa or massage therapy studio with a few catalogues and a stack of business cards (ask permission first!). Make sure you label everything and bring them a new Scentsy Oil every month!
- When demonstrating a diffuser, dim the lights to showcase the lighting features and create a "wow" factor.

Customise your natural aromatherapy experience!



1

Lift the shade.



2

Add water and your favourite Scentsy Oil, or try two for a unique scent.

3

Choose light and mist options to suit your mood!

4

Enjoy perfect, all-natural fragrance.

Mood Makers

We've grouped our Scentsy Oils to help your customers find just the right fragrance to enhance their mood. 15 ml each

Balancing



Discover serenity and find your Zen with scents like head clearing eucalyptus, aromatic peppermint and fresh lime.

Calming



Relax and unwind with calm and soothing scents like lavender, tranquil tea and soft florals.

Comforting



Warm your heart and sooth your soul by wrapping yourself in cocooning comfort with scents like whipped buttercream, indulgent vanilla and sandalwood.

Uplifting



Brighten your day and bring on the sunshine with stimulating scents like inspirational citrus, bright fruits and tropical fusions.

Choose from:

Essential Oils

Harvested from the most aromatic botanicals to deliver a clean, single-note fragrance.

Natural Oils

Combining naturally derived ingredients to create wonderful fragrance — some blends even include pure essential oils!

Features and benefits:

- Scentsy's custom blending process creates an all-natural, immediate, and exclusive fragrance oil experience when used in your favourite Scentsy Diffuser.
- Mix and match your favourite Scentsy Oils to create a personalised fragrance experience.
- Essential Oils offer uncompromising quality. Recommended for essential oil enthusiasts who like things simple.
- Natural Oils are handcrafted from naturally derived, globally sourced ingredients. Recommended for fragrance lovers and those who enjoy branching out.

Sales tips:

- Recommend that your customers purchase two or more oils at once to help create a custom fragrance experience.
- Suggest they purchase oils from each of the categories (balancing, calming, comforting and uplifting) to suit their mood.
- Advise your customers to store their Scentsy Oils upright in a cool, dry place.
- Check out the Scentsy Success Consultant Store for business tools to help you create oil samples.

Oil basics

Essential Oils
single essential oil

Eucalyptus
Essential Oil



Natural Oils*
Scentsy-exclusive blends

Eucalyptus
Essential Oil



Naturally derived
fragrance

*Some Natural Oils may contain only naturally derived fragrances and no essential oils.



Air Purifier

Features and benefits:

- Uses a HEPA H13 filter capable of removing at least 99.95% of airborne particles — including dust, pollen, mould and bacteria — and releases clean air through Scentsy Pods (use up to two).
- Choose from three fan settings: Auto mode, Low and High. In Auto mode, the fan will automatically switch to High when it detects pollution.
- Air quality indicator light lets you know when particles are detected and when the air is clean.
- Run continuously or set a timer for two, four or eight hours.
- Ideal for small spaces up to 200 square feet (19 m²).
- Air filter lasts approximately 950 hours in High or 1,200 hours in Low.

Sales tips:

- Show the air quality indicator light changing from red to white once the air is clean.
- Ask your customer how much time they spend indoors, where pollutant levels can be higher than outside.
- Remind your customer to replace their filter and pods every three months. Encourage them to add these items to a Scentsy Club subscription.
- Recommend as a gift idea for weddings, baby showers, holidays and birthdays.

Mini Fan Diffuser



Features and benefits:

- Perfect for the office, car or anywhere there's a USB port handy.
- Home- and travel-friendly, and easy to use.
- Immediate fragrance that fits nearly any space.

Sales tips:

- Recommend to customers looking for a compact fragrance delivery method.
- Perfect for travellers, students and anyone on the go.
- Think about someone who would like a fragrance getaway or who enjoys filling their space with fragrance — such as those who work at a desk, or at a hair or nail salon station.

Wall Fan Diffuser



Features and benefits:

- Plugs into any outlet and features a cute, sturdy shell (some even have light!) that's perfect for high-traffic areas like enclosed porches, hallways, bathrooms and more.
- Holds up to two Scentsy Pods.

Sales tips:

- Focus on fragrance for every space! Find out where your customers don't have a Scentsy Warmer and offer this as a solution.

Scentsy Go



Features and benefits:

- The built-in rechargeable battery provides hours of travel-friendly fragrance, and charges easily with the included USB cord.

Sales tips:

- Reach out to your customers who travel often for work.

- If you know a customer is heading out for holiday, reach out in advance to share how they can take their favourite fragrances with them!
- Send a video or photo of your Scentsy Go in a hotel room from your own trip.

	Scentsy Go	Scentsy Go Solid
Height	14 cm tall	14 cm tall
Best for instant fragrance	Small to medium spaces	Small to medium spaces
Fan modes	Standard mode and Eco mode	Standard mode
Lighting options	7-colour LED light display	None
Battery life	Lasts up to 18 hours*	Lasts up to 10 hours [†]
Fragrance capacity	Holds up to two Scentsy Pods	Holds up to two Scentsy Pods
Decorative band colour options	Silver or rose gold	White

*Approximate battery life, tested in Eco mode with the light effects turned on.
[†]Approximate battery life, tested in Standard mode.

Scentsy Pods



Features and benefits:

- For use with Scentsy Go, Scentsy Go Solid, Scentsy Air Purifier and Fan Diffuser systems.
- Last up to 120 hours (approximately one to two weeks).
- Enjoy instant scent with no heat, no spills, no mess! Pods are self-contained, fragranced beads which makes them easily portable and great for use while on the go!

Sales tips:

- Available in more than 35 fragrances, Scentsy Pods are one of our most popular options to release fragrance in homes.
- Suggest locations where a Scentsy Pod may be the perfect option than other fragrance options, such as hallways, kids' rooms and cars.

Unplugged

Travel Twist

Features and benefits:

- No leaks, no drips, no mess.
- The slim, portable design makes it super easy to use: Twist the lid to release as much or as little fragrance as desired.
- Lasts up to 30 days.
- Great for the office, drawers, gym bags, nappy bags, weekend bags and hotel rooms.
- Available in a variety of our most popular fragrances.

Sales tips:

- Make and share a short video showing how the Travel Twist works.
- Ask customers where they could use a mess-free fragrance tool and share this as the perfect solution.



Fragrance Flower

Features and benefits:

- Fragrance Flowers are handcrafted of natural material, so no two are exactly alike!
- Each flower absorbs and holds fragrance oil for gorgeous scent that lasts up to 60 days.
- Simple, elegant design complements any décor — no outlet required.
- Perfect for bedsides, desks, dressing tables and other small spaces where cords and wires don't make sense.
- Ultra-low maintenance: Simply set it up and enjoy the fragrance.

1

Remove placeholder cap from top of bottle and attach decorative cap.

2

Remove paper tape from end of wick and remove flower from protective box.

3

Insert Fragrance Flower into top of decorative cap and enjoy!



Scent Circle

Features and benefits:

- Scent Circles hang freely in cars, wardrobes, pantries and more to add a burst of Scentsy fragrance just about anywhere. Some even sport a fun saying!

Sales tips:

- Scent Circles make a great gift or sample for customers to experience new fragrances, without the need for a warmer or diffuser.



Unplugged

Sales tips:

- Keep a few of these easy-to-carry — and share! — products with you wherever you go. You never know who might need a touch of Scentsy fragrance.
- Recommend Unplugged products during checkout for an inexpensive upsell opportunity.
- Consider featuring Unplugged products in your next fundraiser.
- If your customer loves a Scentsy Bar fragrance that's also available in an Unplugged product, recommend another product like a Car Bar so they can enjoy it anywhere.
- Encourage customers to put Unplugged products in their Scentsy Club subscription so they don't forget to reorder them.

Scent Pak

Features and benefits:

- Scent Paks add fragrance to a Scentsy Buddy, or freshen up drawers, wardrobes and more.

Car Bar Clips

Features and benefits:

- Car Bar Clips attach to your car vent so the air can distribute the fragrance. Sold in packs of two.

Scentsy Car Bar

Features and benefits:

- Scentsy Car Bars include a ribbon for hanging that's embellished with the fragrance name and its own unique pattern. Hangs freely in your vehicle.

Kids



Scent Pak included!

Scentsy Buddies

Features and benefits:

- Scentsy Buddies are the only plush toys you can customise with your child's favourite Scentsy Fragrance.
- Safe for all ages.
- Scent Paks are filled with nontoxic fragrance beads, so they're safe for kids.
- Buddies wipe clean with a damp cloth. (Machine wash not recommended, as it may damage material and cause stuffing to clump.)
- Scentsy Buddies are available only while supplies last, and new Buddies are introduced all the time.
- *Valley the Valais Sheep* is available all season long, so there's always a popular Buddy available in case one you love sells out.
- 30 to 43 cm tall.

Sales tips:

- Encourage customers to start a Scentsy Buddy collection for their kids.
- Young children prefer our full-size Scentsy Buddies. Older kids and preteens love collecting Buddy Clips for their backpacks or school lockers.
- Check out Scentsy Success on your Workstation for shareable images to post on social media with each new Buddy launch.

Bitty Buddies

Features and benefits:

- Foam infused with fragrance.
- Safe for all ages.
- Wipes clean with damp cloth.
- 10 cm diameter.

Sales tips:

- The perfect gift for any season or occasion. Great for birthdays, baby showers, Easter baskets, stocking stuffers and more!
- Recommend to customers who have purchased Scentsy Buddies; they're a fun addition to their collection!



Scentsy Buddy Clips

Features and benefits:

- Each Buddy Clip is polyester with a polypropylene clip and comes scented in a kid-friendly fragrance.
- Safe for all ages.
- Clip-on and collectible accessory for backpacks and more.
- Wipes clean with a damp cloth. (Frequent cleaning may weaken fragrance strength or damage material. Machine wash not recommended.)
- 12 to 20 cm tall.

Sales tips:

- Host a magical, kid-friendly Scentsy party to highlight products with similar themes.



This is loads of fun

Scentsy fragrance is paired with our high-performance cleaning products to make laundry enjoyable.

Laundry Liquid

Liquid laundry detergent

Adjust number of pumps based on laundry load size and preference:

- Light load (less than 4 kg): 2 pumps
- Medium load (4-6 kg): 3 pumps
- Large load (6-8 kg): 4 pumps

Features and benefits:

- Low sudsing and quick dispersing, high-efficiency (HE) detergent delivers an optimal clean in low water levels. Can also be used in standard washing machines.
- Cleaning power comparable to leading laundry brands.
- A powerful blend of six enzymes targets and destroys hard-to-remove stains.
- Scentsy's signature long-lasting fragrances enliven your clothes, linens and towels.
- Works well in hot or cold water.
- Free of dyes and colouring agents; will not stain laundry.
- Approximately 50 medium loads.
- 591 ml

Sales tips:

- Conduct a DIY stain test using Laundry Liquid and a plain white T-shirt. Share "before" and "after" pictures with your customers.
- Remind customers to use the recommended amount of Laundry Liquid per load, as too much may prevent thorough rinsing or cause unpleasant odour over time.
- For extra tough stains, recommend they saturate the stain in Laundry Liquid and allow time to for the enzymes to work before sending the item through the wash cycle.

Scent Soft

Liquid fabric softener

Adjust number of pumps based on laundry load size and preference:

- Light load (less than 4 kg): 5 pumps
- Medium load (4-6 kg): 6 pumps
- Large load (6-8 kg): 7 pumps

Features and benefits:

- Designed for high-efficiency (HE) machines that use less water. Can also be used in standard washing machines.
- Softens fabrics and helps prevent static.
- Leaves no yellow residue.
- Disperses easily in the rinse cycle.
- Approximately 25 medium loads.
- 946 ml

Sales tips:

- Try it yourself! Having a personal story to tell your customers is one of the best ways to introduce them to the Scentsy Laundry line.
- Remember, your customers are already using laundry products. You're just encouraging them to change brands.
- Remind customers to use the recommended amount of Scent Soft per load, as too much may prevent thorough rinsing.

Washer Whiffs

Fragrance for laundry

Features and benefits:

- Scented crystals give clothes, towels and blankets a fragrance boost.
- Adds long-lasting fragrance — perfect for storing seasonal clothes and keeping them fresh!
- May help reduce odours in front-loading washing machines.
- Won't stain clothes.
- 454 g

Scentsy Fresh

Odour eliminating fabric spray

Features and benefits:

- Powerful molecules eliminate odours in hard-to-wash fabrics.
- Freshens carpets, upholstery, curtains and more.
- Scentsy Fresh is a bestseller among Laundry products with 67% of consumers purchasing this as a standalone product outside the full Laundry product system.
- 473 ml

This is spotless

Get the most out of your cleaning routine with high-performance Scentsy products paired with our exquisite fragrances.

All-Purpose Cleaner Concentrate

Features and benefits:

- Mix 4x-concentrated formula with water and get more value while paying less.
- Great for your deep cleaning needs and recommended for large areas and frequent use on sealed granite, stainless steel and most flooring such as sealed wood, tile, vinyl and linoleum.
- Makes 2.84 l or approximately six 473-ml bottles of cleaner.
- 710 ml

Bathroom Cleaner

Bathroom cleaning spray

Features and benefits:

- Powerful, biodegradable plant-based cleaning agents safely remove soap scum and grime.
- Use on sealed bathroom surfaces including fiberglass, tempered glass, tile, bathroom fixtures and porcelain.
- Free from dyes and harsh chemicals like sulfates, petrochemicals, phosphates, ammonia, chlorine, bleach, DEA, formaldehyde carriers and triclosan.
- 473 ml

Sales tips:

- Show the foaming sprayer in action with a photo or short video. Let the citric acid formula do the work by allowing it to remain on the surface for 1-2 minutes, then wipe away.

Counter Clean

Multipurpose surface cleaner

Features and benefits:

- Forms a dirt-repelling barrier that makes cleaning easier over time.
- Great for those everyday spills and messes; recommended for use on sealed nonporous surfaces, including granite, Formica, treated wood, Corian and concrete.
- 473 ml

Washing-Up Liquid

Hand dishwashing liquid

Features and benefits:

- Easily removes food particles and grime from dishes.
- Great foaming action.
- Concentrated formula means a little goes a long way.
- Gentle on skin.
- Biodegradable and phosphate-free.
- 473 ml

Sales tips:

- Scentsy Washing-Up Liquid isn't just for dishes! It's also powerful enough to degrease grill grates. Just soak the grates overnight in a mixture of hot water and Scentsy Washing-Up Liquid for easy cleaning.

Scentsy Clean

Features and benefits:

- All-Purpose Cleaner Concentrate, Counter Clean and Bathroom Cleaner are free of phosphates, dyes, ammonia, chlorine and bleach.

Scentsy Clean

Sales tips:

- Take "before" and "after" photos when you use Scentsy Clean products and share them online.
- Label your own full-size Clean products as "testers" and use them at parties for a fun and fragrant demo!
- Offer a borrow bag of Clean products so your customers can try them out in their own homes for a week. Ask them to share a review with you to use on social media.

Get the groomer glow at home

Clean and condition your pet's fur and skin while also imparting exclusive Scentsy fragrance with our ultra-mild, yet effective Pets products.



Scentsy Pets

Features and benefits:

- Gentle formulas designed specifically for pets' sensitive skin. And while Pets products are developed specifically for pets' sensitive skin, they're safe for human use, too.
- All Scentsy Pets products are formulated with aloe, sunflower oil and colloidal oatmeal to soothe skin, while keeping coats soft.
- Designed for pets 8 weeks or older.
- All Scentsy Pets products are 100% vegan.
- Fragrances unique to the Pets product line are specifically designed to help neutralise odours.
- The entire collection is free of sulfates, parabens, dyes and alcohol.

Scentsy Pets

Sales tips:

- Explain which products to use on which pets:
 - Best Bud Suds Pet Shampoo is for both dogs and cats. It includes cleansing agents to clean the skin and coat, and must be rinsed off.
 - No Knot Spot Dog Detangling Spray was developed for dogs and can be applied to, and left on, both dry or wet fur to remove mats and tangles, and to keep your dog looking well-groomed.
 - Freshen Up Pup Dog Deodorizing Spray was developed for dogs and is intended to be used between baths and left on the fur to eliminate odour and add a burst of fragrance.
- Share the benefits of grooming pets at home — it's less stress for the pet and saves time for the owner!
- Check out Scentsy Success for business tools and other ways to promote Scentsy Pets to your customers.
- Share photos and go live with your furry friends and their new products.
- Connect with your party animal friends and schedule a Pet "Paw"ty.
- Encourage customers to put Pet products in their Scentsy Club subscription so they don't forget to reorder them.

Share inspiration with [#ScentsySnapshot](#)



Best Bud Suds Pet Shampoo

Features and benefits:

- Sulfate-free.
- Moisturises and hydrates with aloe, sunflower oil and colloidal oatmeal.
- 473 ml



No Knot Spot Dog Detangling Spray

Features and benefits:

- Tangle-removing, mat-busting spray.
- Conditions coat and skin with aloe, sunflower oil and colloidal oatmeal.
- 237 ml



Freshen Up Pup Dog Deodorizing Spray

Features and benefits:

- Neutralises odours in between baths.
- Conditions and moisturises with aloe, colloidal oatmeal and sunflower oil.
- 237 ml



All Pets products are made in Idaho, USA.

This is daily pampering

Everyday, at-home spa experience.




 Products with these icons are infused with aloe and/or sunflower oil for extra softness.

Body Wash

Made in Idaho, USA ♥

Features and benefits:

- Cleanses and moisturises skin
- Creates a rich lather.
- 228 ml

Sugar Scrub

Features and benefits:

- Exfoliating sugar, moisturising shea butter and coconut oil sync up to reveal smooth, soft skin that positively glows.
- 237 ml

Scentsy Soak

Made in Idaho, USA ♥

Features and benefits:

- Infuses your bath with authentic Scentsy fragrance and moisturising ingredients, while Epsom and pink Himalayan salts soothe tired, achy muscles and help you relax.
- .91 kg, multiple uses

Sales tips:

- Provide a sample to your customers (enough for one bath!). Check in to see if they'd like to order the full-size bag.

Hand Soap

Made in Idaho, USA ♥

Features and benefits:

- Cleansing lather.
- Imparts Scentsy fragrance as you wash.
- 325 ml

Hand Cream

Made in Idaho, USA ♥

Features and benefits:

- This vitamin-rich, travel-friendly formula delivers major moisture on the go.
- Non-greasy formula protects against and alleviates chapped, cracked and rough hands.
- 80 ml

Fragrance Mist

Features and benefits:

- Long-lasting and skin-nourishing.
- Scentsy Fragrance Mist is an eau de cologne, meant to be spritzed on every 2 to 3 hours to freshen the fragrance.
- 125 ml

Sales tips:

- Carry a Fragrance Mist in your purse or bag to share when you're out and about.



WHIFF BOX

Every month, Scentsy curates a fresh assortment of new, trending and seasonal items — a Whiff Box — for customers to discover. Introduce Whiff Box to your customers to help broaden their interest in a variety of products and increase sales.

Features and benefits:

- A surprise assortment of sample- and full-size products.
- A fresh assortment of items like Scentsy Bars, Body, Clean and Laundry products, and more.
- Decorative packaging and a note from Scentsy that make our box ready for gifting.

Sales tips:

- Share with anyone who loves to try new fragrances and products each month, especially your consistent Scent of the Month customers, to introduce them to a broader variety of Scentsy products.
- Follow up with Whiff Box customers the following month to see what they liked and which products they'd like to reorder.
- Recommend that your Whiff Box customers take advantage of the convenience of Scentsy Club, and encourage customers already in Scentsy Club to add a Whiff Box to their subscription.
- Whiff Box and Scentsy Club postcards are available through the ProShop powered by Vistaprint.



  #ScentsyWhiffBox

It's free to join!

**No sign-up fees.
No commitment.**

How it works:

1

Sign up and pick your products.

2

Choose how often you want it.

3

Enjoy your favourites!

**Already set up?
Share your #ScentsyClub faves!**



SCENTSY CLUB

Learn more at scentsy.com/ScentsyClub.



SCENTSY CLUB



For Scentsy customers who love Scentsy fragrances and products.

Scentsy Club is a convenient subscription programme that lets your customers schedule regular shipments of Scentsy consumable products, so their favourites are always on hand.

Scentsy Club offers incredible perks like Always Get My Bar and discounts at various order thresholds.

Scentsy Club

Features and benefits:

1. Always Get My Bar

- When your customer adds their favourite Scentsy Bars to their Scentsy Club subscription, they'll continue to get those bars in their subscription forever — even if we discontinue that fragrance — as long as they keep it in their subscription.
 - This is a great incentive to drive customer satisfaction and encourage Club subscriptions, especially during transition months when we discontinue Scentsy Bar fragrances and for any other Scentsy Bars that are only available for a short time, such as Bring Back My Bar and limited-time-offer wax collections.

2. Discounts and half-price products

- Orders of £36/€44 or more get 10% off.
- Orders of £73/€88 or more get 10% off, plus one half-price item.

3. Convenience

- Customers can schedule their subscription to deliver at the best frequency for their product usage — every month, every other month or every three months — so they don't run out.
- No sign-up fees and no commitment.

4. Scentsy Club rewards and referrals programme

- Your customers get rewarded for ordering and sharing the products they love with our new rewards and referrals programme. They can redeem points for discounts up to 50% off future purchases.

Earn points

Loyalty rewards: Your customers earn 1 point for every £1/€1 they spend.*

Referral rewards: Your customers earn 2 points for every £1/€1 their referred Club members spend.*

*Excludes VAT and shipping.

Redeem points

For every 25 points your customers earn, they also earn £1/€1 off on a future Club shipment or a PWS order.

- Earn 25 points, get £1/€1 off.
- Earn 500 points, get £20/€20 off.
- Earn 1,000 points, get £40/€40 off.

Rewards points expire after 180 days. Rewards points cannot be used on non-Scentsy Club licensed products, VAT or shipping.

Sales tips:



- Encourage your friends and customers to make a wish list of everything they want. Show them how much free product they could earn if they host a party.
- Follow up a week after delivering an order to answer any questions and make sure your customers enjoy their new goodies. One or two months later, ask if they're ready to reorder.
- Post examples of how you use Scentsy products on social media a couple times a week.
- Attach your business card to samples and hand them out at your child's next sporting event or activity.
- Add a Scented Sticker to the printed marketing materials you hand out to customers. Perfect for postcards or catalogue pages to recommend new and favourite fragrances! All available in Scentsy Success.
- Familiarise yourself with Bundle & Save options to confidently upsell.
- Download party invitations and thank you tags from Scentsy Success to add a pretty touch to your parties and orders.
- Keep track of the fragrances your customers like so you can make recommendations and encourage them to subscribe to Scentsy Club if their favourites are discontinuing.
- Collect and input customer contact info so sales reports populate better results. Use those for recommendations, follow-up, and promoting Scentsy Club subscriptions.



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