



It's possible to earn a great living from home,
and Jackie Ulmer can show you how with Scent-Sations.

Let's say today is the day you've decided to buy a new house, so you ask some friends where they think you should start. Your first friend suggests you check out the schools in the area, get an appraisal, and look into getting a good mortgage. The second says you should just hop in the car, drive through the nearest neighborhood, and knock on the door of the first house you see with a "For Sale" sign, checkbook in hand. Whose advice do you take?

Now let's say it's not a home you're looking for, but a home business? Where do you start? Luckily, there's a friend who really does exist for women who want to work at home, and her name is Jackie Ulmer. After 10 years in the industry, she knows what it takes to make home business work, and she's dedicated to making sure everyone on her team has what they need to personally meet their goals for success. After all, isn't your business an investment, too?

Jackie literally wrote the manual for success for Scent-Sations, a company specializing in naturally healthy candles and scented skin and body

products. But it took 10 years in the industry for her to learn why so many people misstep in network marketing. Jackie understands it's easy to forget that choosing the right home business takes careful time and research, but jumping blind into the pool of network marketing opportunities is a recipe for disaster.

"You can duplicate results, but you can't always duplicate the exact way of building a business," she says. "The starter kit is just the beginning." That's why she works with every new member of her Scent-Sations team to find out what's going to work for them—and what won't.

But Jackie's confidence in the benefits of network marketing—like the freedom to schedule time with for work and family—wasn't always so solid. Like many women who've spent their lives working for other people, her career in the airline industry left her skeptical of nontraditional business, especially in an industry she really knew nothing about: network marketing. "A big reason for that was my being uneducated [about network marketing],"

she admits. “I’d heard it was a bad thing, but I was listening to what other people thought without having done my own research.”

She’d heard rumors of scams and schemes, but the ability to stay home with her kids while supporting them financially was just too important to her to pass up. “When I started to have kids, I wanted to be home,” she says. “Finally I put the skepticism aside and decided to do some research for myself.”

What she found was a \$30 billion industry that’s been growing steadily for years and lets people really be in control of their time and money. So why the bad rap for network marketing?

“There’s so much hype in network marketing,” Jackie says. “It’s amazing to me how many people believe they can get immediate results. Can it happen? Absolutely. But why tell people they can achieve that without knowing anything about them?”

New members of her team fill out a detailed questionnaire to determine what their goals are; then Jackie and other team leaders help them determine how Scent-Sations can help them achieve those goals. “We want to know what ways of working the business will appeal most to you.”

Jackie loves the different ways to build a Scent-Sations business through retail, fundraising, and team-building. And unlike top-heavy compensation plans from other opportunities she’s tried, Jackie fell in love with the true residual income she could get with Scent-Sations—not just bonuses or one-time commissions. “So much income [with other opportunities] is based on bonuses,” she explains. “We’re able to retail an affordable product, with a pay plan that is fairly put together.”

Scent-Sations’ line of quality, scented home and body products doesn’t mean it’s just a retail opportunity, something that was important to Jackie from the beginning. “I like the fact that I don’t feel like everybody has a dollar sign on their forehead,” she says. “I’m not a home-party type of person. Retail was totally foreign to me—the last thing I was looking for was a candle business.”

Instead, she’s chosen to build her business by creating a unique team of stay-at-home moms, retirees, men, and women—a mix she says

functions as a support system for every member. “There are definitely benefits to having such a diverse pool of knowledge,” she says. “You’re able to go to a whole team of others who understand; it’s a discussion forum for feedback. Sometimes it’s just enough to have someone else who can say, ‘I understand.’”

She’s also got plenty of her own experience to fall back on. When she first started working from home, Jackie joined a telecom company. “After about six years, I grew apart from that company,” she remembers. “The more educated I got, the more I realized the pay plan and the ethics and

“Kids’ senses are so strong; the colors, the smells, the textures. And it’s taught them some business skills.”

Jackie’s 11-year-old daughter, Lexi, has spoken with her at conventions, and son Justin, 14, has started his own candle business and website. “He wants to be a firefighter, but have a side business with the candles to have a residual income,” Jackie says.

“Through this business I’ve been able to get them thinking about the future,” she says. And seeing their mother make her business a priority at home has taught the kids how to respect that,

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standards just weren’t really for me.” She then switched to a health and wellness company, where she stayed for several years.

Since she started working with the Scent-Sations four and a half years ago, the products have also piqued her children’s interest in the business. “They’ve always been interested in my candle business,” she shares.

too. “It’s tough to balance the two,” she explains, remembering back to when her children were younger and she was just starting out in home-based business. “Certain times you might feel out of balance, but that’s ok—it’s a marathon, not a sprint.” ■



With exciting scents like top-selling Sweet Orange and Chili Pepper, Scent-Sations offers products high in quality but low in hassle.

Now is the best time to get started with a Scent-Sations home business. “Don’t wait to get yourself set up,” Jackie says. “You’ll miss the best opportunity to take advantage of your training time before the busy fall months.” Make the most of your summer by calling 800.000.0000 today, or check out WEBSITE to learn more.