

MILESTONE MAKERS · INDEPENDENT SCENTSY PARTNERS

Thinking of *Joining Scentsy?*

An honest guide to everything you need to know before you decide: what it costs, what it takes, and how we'd support you.

Alan & Jason

Independent Scentsy Partners · The Scented Candle Store

Thinking of Joining guide

October 2026

What's in here

- | | | | |
|----|-----------------------------------|----|-----------------------------------|
| 01 | Hello from us | 08 | How we'll support you |
| 02 | What being a Partner really means | 09 | The rules every Partner agrees to |
| 03 | What it costs to start | 10 | Tax and admin |
| 04 | Costs once you're up and running | 11 | Questions to ask yourself |
| 05 | Staying active | 12 | Your questions, answered |
| 06 | How you earn | 13 | Ready? Here's how to join |
| 07 | What it honestly takes | | |

Rather just have a chat?

We're always happy to talk it through, with no pressure and no hard sell. Message us whenever suits you.

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thescentedcandlestore.com/join-us

Hello from us

We're Alan and Jason, and we've been Independent Scentsy Partners for a good few years now.

We run The Scented Candle Store together, and we lead a small, friendly team called Milestone Makers, part of the wider Written in the Stars community.

We wrote this guide because we think you deserve the full picture before you spend a penny. Joining Scentsy can be a lovely way to earn a little extra, get your favourite fragrances for less and meet brilliant people. But it's a real business, it takes real effort, and it isn't right for everyone.

So this is the honest version: the costs, the commitments, what most people actually earn, and what we'd do to help. Read it at your own pace, and come back to us with any questions at all.

There's no pressure here. If it's not for you, we'll still be glad you asked.

What being a Partner really means

An Independent Scentsy Partner is a self-employed person who sells Scentsy products and earns commission on those sales. You're not an employee of Scentsy. You run your own small business, in your own time, your own way.

How it works day to day

- **Customers order through you.** Through your own Scentsy website, a shopping link you share, or by placing the order for them.
- **Scentsy does the heavy lifting.** They take payment, pack and deliver orders, and handle returns and warranties.
- **You don't need stock.** Scentsy actively encourages Partners not to buy stock in. A few testers and samples are all most people need.
- **You choose your hours.** There are no shifts, no targets set by a boss and no minimum hours.

Who can join

- You need to be 18 or over and live in the UK.
- If you're already a Scentsy Partner with someone else, or have been in the last two years, we can't sign you up. Scentsy's rules don't allow Partners to move teams.

What it costs to start

To join, you choose a Starter Kit. These are Scentsy's current UK kits, as shown on Scentsy's join page in October 2026. Kits and contents can change, so we'll always confirm the latest before you join.

KIT	PRICE	WHAT'S IN IT
Signature Starter Kit	£85	Scentsy's full kit, including warmers, Scentsy Bars, a Scentsy Air Go, testers, catalogues, training materials and three customer coupons. Scentsy states it's worth more than £535.
Essential Starter Kit	£65	Two warmers, Scentsy Bars, scent circles, a fragrance flower, testers, catalogues and three customer coupons. Scentsy states it's worth more than £425.
Host-Exclusive Starter Kit	£50	Similar contents to the Essential kit, for people who've hosted a party or shopping link. It can also be earned with host rewards.
Smart Start	£9	A digital-only start: your own Scentsy website free for three months and three customer coupons, with no products. You can add optional bundles.

Prices are plus any applicable delivery. Every kit includes your own Scentsy website free for the first three months.

A note on value. The "worth" figures are Scentsy's retail values for the products inside. The kit is there to help you start your business, and you only get value from it if you use it.

Nobody can pay for your Starter Kit for you, and we'll never offer money or gifts to persuade you to join. That's Scentsy's rule, and ours too.

Costs once you're up and running

There's no monthly fee to be a Partner and nothing you're required to buy. But like any small business, there are some costs worth knowing about.

COST	IS IT REQUIRED?	WHAT TO EXPECT
Your Scentsy website	Optional	Free for three months, then £15 a month. You can switch it off and on whenever you like.
Samples and testers	Optional	Most Partners use some. Host rewards can cover much of this.
Postage	Optional	If you post samples or catalogues to customers.
Your own orders	Never required	You're never obliged to buy anything to stay a Partner.
Your time	Yes	The biggest investment of all. More on this in section 07.

Our advice: start lean. Use what's in your kit, let host rewards fund your samples, and only spend money once your sales justify it.

Staying active

Scentsy uses PRV (Personal Retail Volume) to measure sales. In the UK, 1 PRV is worth about £1.33.

Active	You're "active" in any month where your customers' orders reach 200 PRV, which is about £266 of sales. Commission is paid on your sales in active months.
Keeping your account	You need to be active at least once in any 12 months in a row. If not, your account closes. You can rejoin after a waiting period.
Keeping a team	If you go on to build a team, you need to be active at least once in any four months in a row to keep it.

So there's no pressure to sell every month. Plenty of Partners sell mainly around launches and the run-up to Christmas, and that's absolutely fine.

How you earn

Partners earn commission on their own sales:

20%

Partner. On your first 1,000 PRV of lifetime sales.

25%

Certified Partner and above. On sales after that, in any active month.

Commission is worked out on sales before VAT and paid monthly. Scentsy also offers some sales and team bonuses, explained in the Compensation Plan.

A hypothetical example, not a promise. Using Scentsy's own illustration: if your customers ordered £245 of products in a month, your 20% commission would be about £41, before any costs such as samples or postage. What you earn depends entirely on what you sell.

What Partners actually earn

Scentsy publishes an income disclosure every year. Its latest covers 2024 and US Partners. For Partners active all 12 months, the median yearly commission was \$466.56, so half earned more and half earned less. For everyone else, including new and part-year Partners, the median was \$77.68. Those figures are before expenses.

Read the full disclosure before you decide: scentsy.com/join/compensation-and-income-disclosure

"It is illegal for a promoter or a participant in a trading scheme to persuade anyone to make a payment by promising benefits from getting others to join a scheme. Do not be misled by claims that high earnings are easily achieved."

Published by Alan & Jason, Independent Scentsy Partners (JATM Global Limited), Thornton-Cleveleys, Lancashire. Scentsy sells home fragrance products: warmers, Scentsy Bars, candles, diffusers, room sprays and more.

What it honestly takes

Scentsy is simple, but it isn't passive. Orders don't arrive just because you've joined.

The Partners who do well tend to do a few small things most days:

- **Getting fragrance into homes** with testers, samples and borrow bags.
- **Talking to people** in person and online, without being pushy.
- **Following up** kindly, which is where most orders come from.

Think of it as a few hours a week to start, more around big launches and Christmas. Some people hit 200 PRV in their first week; others take months. Both are normal.

It's probably right for you if...

- You genuinely love the products and enjoy recommending things.
- You're happy to chat to friends, family and new people.
- You want flexibility and are realistic about the effort it takes.

It may not be right if...

- You need a guaranteed income or you're relying on it to pay essential bills.
- You'd need to borrow money to start.
- Someone has told you it's quick or easy money. It isn't.

How we'll support you

Join Milestone Makers and you're never doing this on your own. Here's what you'll get from us:

- 1 **Our New Partner Getting Started booklet**
Everything we wish someone had told us on day one, from your first week to following up without feeling pushy.
- 2 **Our private New Partner Hub**
An online space just for our team, with the booklet as step-by-step sections you can tick off as you go.
- 3 **Our team WhatsApp group**
A friendly place to ask questions, share ideas and celebrate wins.
- 4 **Us, in person**
Message us any time. No question is too small, honestly.
- 5 **The wider community**
As part of Written in the Stars, you'll also have extra training and a bigger community behind you, plus Scentsy's own training in your Workstation.

All of our support is free. You'll never be asked to buy training or materials from us.

The rules every Partner agrees to

When you join, you sign Scentsy's Independent Partner Agreement and agree to the Scentsy Standards. They protect you, your customers and the brand. The main points:

- Always describe yourself as an Independent Scentsy Partner, never as Scentsy itself.
- No selling on marketplaces such as eBay, Amazon or Vinted, and no selling from shops.
- Public prices must match Scentsy's catalogue. Your own discounts can only be offered privately.
- Only contact people who are happy to hear from you.
- No health claims about the products, and no misleading income claims.
- Wax samples need safety (CLP) labels.

We'll walk you through all of this when you start. Please read the agreement before you sign it. It also sets out your rights if you change your mind.

Tax and admin

As a self-employed Partner, you're responsible for your own tax.

- **Register with HMRC** as self-employed if your income from self-employment goes over the trading allowance in a tax year.
- **Keep simple records** of what you earn and what you spend on the business.
- **Check your situation** if you claim benefits or have other work, as Scentsy income may need to be declared.

The latest rules are on gov.uk/working-for-yourself. We're not tax advisers, so if you're unsure, it's worth speaking to an accountant or HMRC.

Getting paid

Commission is paid monthly into a PayPortal account. From there you can move it to your bank, transfer it to PayPal or spend it on Scentsy products.

Questions to ask yourself

Before you decide, it's worth being honest with yourself about these:

ASK YOURSELF...	YES?
Do I genuinely love Scentsy and enjoy telling people about things I like?	☐
Can I set aside a few hours a week, most weeks?	☐
Am I comfortable chatting to people, including ones I don't know yet?	☐
Can I afford the kit I'm considering without borrowing?	☐
Am I happy that my earnings will depend on my own effort, with no guarantees?	☐
Have I read the income disclosure and the Partner agreement?	☐

Mostly yes? Then let's talk.

Your questions, answered

Do I have to do parties?	No. Lots of Partners sell entirely online, through shopping links, word of mouth and local businesses. Parties are an option, not a requirement.
Do I have to recruit?	No. Building a team is entirely optional, and you can be a Partner just to sell, or simply to get your own Scentsy for less.
Is there a monthly fee?	No fee to be a Partner. Your Scentsy website is optional and costs £15 a month after the first three free months.
Do I have to buy stock?	No. Scentsy encourages Partners not to hold stock. Customers' orders are sent straight from Scentsy.
What if I don't sell anything?	Nothing happens straight away. You need one active month (200 PRV) in any 12 months to keep your account open.
Can I just join for the discount?	Yes. Some people join mainly to buy for themselves, and your own orders count towards your sales.
Can I stop whenever I like?	Yes. There's no contract term. Your rights if you change your mind are set out in the Partner agreement.

Ready? Here's how to join

- 1 Have a chat with us first
Message us on WhatsApp on [+44 7440 500502](https://www.whatsapp.com/business/contact?phone=447440500502). We'll answer your questions and help you choose the right kit.
- 2 Join through our Scentsy website
Go to scentedcandlestore.scentsy.co.uk/join, choose your kit and follow the steps. That puts you in our team.
- 3 Read and sign the agreement
Take your time with Scentsy's Independent Partner Agreement before you accept it.
- 4 We'll welcome you
You'll hear from us with our Getting Started booklet, your hub login and an invite to the team group.

Whatever you decide, thank you for considering it.

We'd love to have you in Milestone Makers. And if now isn't the right time, the door's always open.

— *Alan & Jason x*

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