Director Leadership Conference

Directors and above ONLY!



Bloomington Marriott (across from the Mall of America)

Bloomington (Minneapolis), Minnesota

October 16-18 (with an Opportunity Meeting Thursday evening, Oct. 15)

Register to attend this weekend of intense business training, challenging interactivity and FUN... It's all right near the HUB of one of STEMTech's largest Distributor groups (St. Cloud, MN) and across the street from the largest Mall in North America! (Perfect for some early Holiday shopping?) Join Ray, Christian, George, Dr. Donna, Heather, Bryan and our top Field Leaders for a weekend that will prime your pump for success! Centrally located for Canadian and US Distributors, this DLC is within driving distance for many. Make it a Road Trip with your team! (Or fly... Airfares are lower now than they have been for a LONG time!)

BONUS... Participants in this DLC will receive a CERTIFICATION to conduct Super Saturdays! Go to your Back Office and REGISTER TODAY! Space is VERY limited.

Are You Ready for Momentum?

direct sales companies experience similar growth phases as their prod-

ucts become a recognized brand in the marketplace. During the first several years, a new company is in the Formulation and Concentration phases, where systems are put in place and the company positions itself for growth.

The next phase begins at Critical Mass... the point at which everything falls into place so that the explosive growth phase -Momentum — can happen. During Momentum, a company's

sales figures can double, triple or quadruple in just one year.

Let's take Amway as an example.

History shows that both retail and In its third year in business, Amway's Here's what you'll want to do to be sales reached a high of only about \$20 million. When it hit Momentum between its sixth and seventh years. sales figures went from \$50 million to \$140 million in one vear!

> With just three years under our belts, how does STEMTech measure up against these figures? In each year, we have outpaced Amway's growth rate, more than doubling their first three years' annual sales figures!

> Now is when we can see Momentum beginning for STEMTech. We are on the brink of a surge in both sales and enrollments, as our company's aggressive media campaign will put STEMTech into every living room in North America. Are you ready to ride the wave of Momentum?

part of the ride to the top:

- Share the product and the opportunity together. Remember: USE, SHARE, TEACH.
- Go WIDE fast! Enroll at least 3 per month & develop Directors.
- Work with URGENCY. Talk to your contacts now (before they hear about STEMTech from some-
- Maximize duplication. Use our tools & keep it simple, so everyone can say, "I can do this!" Help new Distributors to take action within 48 hours.

In the years ahead, millions of people around the world will be using STEMTech products. How many of

Business Development Training



Bryan Noar

It includes EVERYTHING YOU NEED for a great start in business!

Powerful NEW STEMTech Biz DVD, Data CD, Quick-Start Guide, Proven 4-Step System Workbook, Training Manual, Rewards & Recognition Summary, and an extra bonus...

COMING SOON!

A TableTop FlipChart of the STEMTech Business Presentation!

With the STEMTech Biz DVD & the FlipChart, you can make a professional presentation the first time and every time!

HEALTHLINK

STEMTech Canada, Inc.

Canada HealthLink

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HealthLink

Momentum

Writer & Editor

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Distributors Training Distributors

that it is hard to work to

succeed. Keep your head

filled with what you **can** do,

what you are succeeding

to build, how you are be-

coming a **better** person.

Then give yourself a game

plan and follow it! Re-

member that **timing** is eve-

rything, so don't take rejec-

tion personally. Learn to

love people, and you will

Getting people to

events is a great way to

bring on new distributors.

a good-sized group to-

left them everywhere.

able to publicize it as a

Shari Bigalk says...

succeed.

ew this year at going on inside their heads on, and it was .. Distributors the room to hours hearing eld Leaders in y, people who ed success and to share their strategies and evervone. lf re, you had the aring every last people who ere is a capsuary of what hese Leaders

Bill & Caroline Lohmeyer say...

Our best advice is one word: **Listen.** When you really hear what people are saying to you, you can know how to help them. And always keep a **positive** attitude. Use daily affirmations to keep you on Too often people have so much negative talk



Shari Bigalk





Bruce Higgins Denny Kluver



PSA (public service an-

nouncement) on radio and

in the newspaper. Our

forward to our "reward" for our successful big meeting: George and Dr. Donna are coming to do a Super Saturday in our area!

Bruce Higgins says...

Invest in yourself by When Bryan told me, "Get reading. Since I was involved in rodeo competigether and we'll plan a tions years ago, I discov-Showcase." I went to work. ered that a good way to I made up invitation flyers learn how to do something — generic, with no distribuis to read what successtor's name included — and ful people have to say. Reading books like Think Because our event was not and Grow Rich can fuel promoting a product but vou to achieve success. was informational, we were

Continued on page 3





Anna Gallman

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Bryan Noar Director of Sales & Marketing

Business Development Training



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Ray C. Carter, Jr.

President & CEO

"The great
interest in stem
cell science and
our trademark
as The Stem
Cell Nutrition
Company will go
hand-in-hand"

It's YOUR Time to Shine

successful Annual Convention is behind us, we're back at work and focusing on making 2009 one for the record books. A new feature at this vear's Convention was the training conducted by our top Field Leaders. We're sharing some of this training, along with Part I of Heather's article on maximizing StemSPORT to make vour business thrive, in this *HealthLink*.

We are working to get StemSPORT chewables registered with the government in Canada. We expect that these tablets, which are easy to take anywhere, will be hugely popular with athletes and active people especially.

We are also finishing the scripting for our upcoming television interview, part of our media

Now that our very campaign beginning this year. It is clear that the great interest in stem cell science and our trademark as The Stem Cell Nutrition Company will go hand-in-hand as we pursure of the record books. The stem cell Nutrition Company will go hand-in-hand as we pursure of the record books.

With three Launch

events and seven Pre-Launches planned for this year, Christian and I - as well as our seasoned corporate "start-up team" — are scheduling our travel itinerary for trips around the globe. Make sure that you are using Virtual Sign-ups to put together your team of distributors in the countries where we will be Pre-Launching. We want you to be ready to go on opening day!

Have you heard about our new FastStart Free-For-All promotion? The field as everyone is ready to take advantage of this start building for a \$329 For-All promotion?

credit and 2-for-1 tickets to our 2010 Convention.

We expect that you

will be setting new growth records in your downline organizations this year, with the help of all the new marketing tools and the upcoming Super Saturdays, Showcase events and Christian's appearances in Canada. Mark these dates: May 28 (Toronto), May 30 (London, ON). June 12 (Montreal) and June 13 (Rouyn-Noranda, QC), Don't miss these events!

Congratulations to Cecile Mullen and Merly Tenorio, our newest Triple Diamond Directors, both from a new growth area, Virginia. All across North America, you can feel the energy in the field as everyone is ready to take advantage of this incredible time to shine!

STEMTech Canada, Inc.

565-5600 Parkwood Way Richmond, BC V6V 2M2 Phone: 604 604-3670 FAX: 604 304-3672

Email:

DSCanada@stemtechhealth.com

www.stemtechbiz.ca teamstemtech.com

HOTLINE (732) 463-6316

TOP FIVE PROVINCES

FEBRUARY		MARCH	
First Place	ALBERTA (2)	First Place	ALBERTA (1)
Second Place	ONTARIO (1)	Second Place	ONTARIO (2)
Third Place	MANITOBA (3)	Third Place	BRITISH COLUMBIA (4)
Fourth Place	BRITISH COLUMBIA(4)	Fourth Place	MANITOBA (3)
Fifth Place	QUEBEC (5)	Fifth Place	QUEBEC (5)

UME I, ISSUE 5

Order new business cards...

Now available:

Special StemSPORT[™] Business Cards

Think how many more doors this will open for you!

Order form is in Back Office.

Your STEMTech Business

BULLETIN BOARD NOTES

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For STEMTech Distributors ONLY

25% Discount!

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Get 3 people on TeleCenter, and it's FREE for you!

Details in your Back Office

STEMTech Global Foundation

Co-founders of STEM-Tech HealthSciences, Ray Carter and Christian Drapeau, have long envisioned that STEMTech would serve as a conduit to create positive change in the world. They imagined that STEM-Tech would give distributors the opportunity to become a part of something much greater than themselves... to take part in a cause dedicated to improving the quality of life around the world.

As STEMTech has expanded globally, their vision has propelled Ray and Christian to form the STEMTech Global Foundation. Over the past year the Foundation has partnered with fifteen charitable organizations that support orphaned and disabled children, mistreated and abandoned animals, and areas suffering from environmental degradation.

In addition to direct monetary donations, STEMTech

offers donations of StemEnhance® and other STEMTech products and covers all the financial costs to administer the Foundation, while STEMTech corporate employees and distributors also offer monetary donations. It is our hope that as the STEMTech family joins together to contribute, we can collectively make a huge impact on philanthropic causes all around the world

How can you be a part of the STEMTech Global Foundation's charitable work? At our recent Convention, we introduced the STEMTech Global Foundation Auto-Donate Program, which is a win-win for you and the Foundation's charities. When you participate in the Auto-Donate Program, you help others while you earn STEMTech discounts. In your Back Office, click on the "auto-donate" link, and donate an increment of



the Global Foundation. (Note: 100% of all donations will be divided among the fifteen charities.)

For every USD\$10/month you put on auto-donate, STEM-Tech will give you 5% off the price of the next STEMTech event* you attend, with a maximum of 25% off.

The STEMTech Global Foundation provides us all with an outlet to be of service to others. We hope that the convenience of auto-donate will encourage you to join us in making a positive difference around the world. Learn about our charities at stemtechglobalfoundation.org.



Stephanie Casey

STEMTech Global Foundation Administrator

*You must be on autodonate for the three months preceding the event.

FastStart Free-for-All

Build with Business Builders and get CN\$329 CREDIT in your account

New Distributors! If you enroll as a Business Builder with a FastStart Pack or Manager Leadership Pack during the period April 1 - June 30, 2009, you receive a **\$329 CREDIT** to your account when:

- ♦ You personally enroll at least 3 Business Builders within 90 days
- You achieve Director within 90 days
- ♦ You are all active on AutoShip continually through the date of your \$299 credit

* Upon qualification, you must submit a completed Promotion Form (Back Office) to receive your credit. Please fax the Form to Distributor Services: (604) 304-3672.



New Distributors who purchase a FastStart or Leadership Pack (now through March 2010) will receive a 2-for-1 Voucher to attend their first STEMTech Convention (USD\$259 value)!

Do we need to take StemSPORT[™] only around physical activity?

As a prelude to answering this question, it is important to understand that StemSPORT is a concept about how to use both StemEnhance® and StemFLO® to support physical activity. We are referring here to any physical activity, from shoveling snow or taking a walk to participating in a sport or running a marathon in Antarctica. Each person's definition of "physical activity" depends on the person's general physical condition and lifestyle.

Whenever someone gets involved in significant physical activity, muscle fibers and ligaments become affected by microscopic lesions. It is these micro-lesions that lead to the sensation of soreness, stiffness and discomfort. How fast these lesions get repaired will determine how soon the person can comfortably return to more physical activity.

This is where StemEnhance and StemFLO come into play. By increasing the number of circulating stem cells and assisting the delivery of stem cells to the various tissues, muscles and

ligaments can recover faster. So StemSPORT is all about recovery time. By associating StemSPORT with your physical activity, you can experience faster recovery from the discomforts that linger after the activity.

Now, to the question. It is important to understand the timeframe of the stem cell renewal process. When stem cells are released, they circulate for an hour or so before migrating into a tissue. When they arrive in a tissue, they proliferate and begin differentiating into cells of that tissue within about eight hours, though the whole process may take a few days. Now, the peak of the signal sent by the muscle to attract stem cells will be within hours of the physical activity. It is for this reason that we want to take StemSPORT immediately after physical activity.

The overall repair process will continue to take place over the next few days, so it is important to continue taking StemEnhance and StemFLO daily after physical activity, to continue supporting the stem cell renewal process.

Now, this begs the question: Why then should you take StemSPORT BEFORE physical

activity? There are three main reasons: 1) StemFLO will enhance the delivery of nutrients and oxygen to the working muscles. 2) StemEnhance will help provide greater mental clarity, which is always important during physical activity. 3) The phycocyanin in StemEnhance will support a healthy inflammatory process or physical activity.

With this in mind, we recommend that you take StemSPORT right before and right after physical activity, while continuing your daily regimen of StemEnhance and StemFLO.

And one last point: It is important to take StemFLO away from meals. StemEnhance can be taken either way, with meals or away from meals. But if you take StemEnhance with StemFLO, then obviously you will be taking StemEnhance away from meals!

Q & A
by
Christian
Drapeau
Chief
Science
Officer



Marketing StemSPORT™to Athletes, Part I



Heather Livingston, M.Sc. VP/Global Product Training & Sports Marketing

StemSPORT Buzz Words to open the door

- ♦ Reduces Recovery
- ♦ Sharpens
- ◆ Enhances Energy
- ♦ Enhances Natural Renewal Process
- ◆ Speeds Up Return to

Solid scientific support

- ♦ StemSPORT is scientifically validated in published articles
- ♦ Products are 100%
- approved and accepted by the Anti-doping

often been asked are:

- How can I get started helping athletes with their nutritional program?
- And who should I contact first when prospecting athletic teams?

To answer these questions. I would like to share with you my experience in working with various athletes and teams around the world.

Athletes, coaches, and athletic trainers are always looking for products that will give an athlete an edge. What STEMTech has to offer can assist athletes in gaining the "renewal edge," since it provides the ultimate fuel for renewal. Therefore, you are entering a market where YOU have the "edge," because you are offering something these people want! Here is how to proceed:

PREPARE YOURSELF

Make sure that you are prepared before you make the initial contact. It is important that you understand the basic principles behind the natural renewal process supported by StemEnhance®, and StemFLO™. Prepare for presentations

- Reading through the StemSPORT website
- Familiarizing yourself with the points made in the StemSPORT bro-
- Having access to the anti -doping certificate (in case you are asked).

Because many companies and sales representa-

Two questions I have tives pursue athletes and teams trying to persuade them to use their products, it is important that you always make a good first impression. Do this by using our high-quality, professional tools, such as the STEM-Tech product brochures and The STEMTech Story DVD in your presentations.

WHO TO CONTACT

While athletes in team sports can benefit from the StemSPORT renewal support, I have found that athletes involved in individual sports (such as tennis, skiing, triathlons, bicycle racing, gym workouts) are most receptive about improving their personal well-being, and they are willing to try new products. Athletes involved in team sports are becoming more receptive to sports nutrition; from my experience, however, they are not as enthusiastic in managing their personal nutritional fitness as people pursuing individual activi-

Start with friends, teammates and colleagues who are involved in individual sports or who have children involved in individual and team sports. Also consider this: Before iumping into presentations for people in professional sports, contact high schools and college teams. Presentations for these coaches and sports administrators will give you practice. When you do move up to presenting to professional teams, remember that many companies contact these teams, so your confidence and knowledge should be solid before vou attempt to meet with them.

LEAD WITH THE PRODUCT

When approaching people in team sports, you need to create initial value by introducing the product first. and later the business opportunity. Why? Because in general these are athletes first, not business people. They could very well later become interested in the business aspect, but mentioning the opportunity before the athlete or trainer is sold on the product could irreversibly damage your credibility. View teams as potential retail customers, rather than distributors initially, and you won't go wrona.

GAINING USAGE BY THE ATHLETE

Athletes want products

that will assist them in gaining an edge, of course. But I have also learned that an athlete will begin and remain committed to a product if the product is easy to take, convenient, and not disagreeable to the palate. On all three of these criteria, StemSPORT scores 100%! StemEnhance and Stem-FLO are convenient to carry around and easy to swallow, they leave no unpleasant after-taste and do not repeat (cause burps). And once our new StemSPORT chewable tablets come to Canada (SOON!), it will be easier than ever for athletes to have StemSPORT with them all the time! Order your first bottles TODAY, and take them along when meeting with athletes.

Watch for Part II of this article in the May issue of HealthLink.

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A & C

Firs Sec Fou

TOP ENROLLERS

MADCH

WARCH
ace Loretta Ann Edlund, Alberta
Place Gloria Lindstrom, British Columbia
Betty Lou Olson, Saskatchewan
Place Robert & Bernice Hibbs, Ontario
ace Robert & Toni Holland, Alberta

TOP CANADIAN ENROLLERS 2008

First	Dianne Mantei & Fred Sloan	Sixth	Yvonne Weatherbee	CONGRATULATIONS
Second	Paul Gionet & Ghislaine Morency	Seventh	Ken Jespersen	to these hard-working
Third	Viola & David Toews	Eighth	Tradition traintenant	Canadian Distributors
Fourth	Rosane Valois	Ninth	Doug Rue	who took home the honors!
Fifth	Leslie Brown	Tenth	Wayne Achtem	lionors:

Distributors Training Distributors

And learn how to use STEMTech's tools most effectively. Whenever there is a training opportunity, grab it!

Denny Kluver says...

It is always helpful to identify your prospects by personality type, so you know how best to approach People who are **Drivers** or **Persuaders** are usually interested in the business opportunity; the Craftsman and Analyzer types are best approached with the product first. But in any case, it's important to find people who are coachable.

Once you have a new distributor, it is critical that you **communicate** with them. Use personal phone distributor base? Realize calls (with the

confidence-building greeting, "How's my next Triple Diamond today?"), emails, live conference calls, and three-way calls ("I do them all day everyday!").

And keep records. Watch for promotions in your group, so you can call immediately to congratulate people moving up!

Anna Gallman says...

If you want to build an organization in another country, learn about their culture, and — if you don't know the language — find a bi-lingual person to help you contact people. Before you get into building an organization abroad, ask yourself: Am I willing to **support** an offshore

that your distribu-

tors in another country may commitment. So figure out begin as consumers, but they can become builders with good coaching. Go upline as far as you need to, if you need help with coaching distributors in another country. And consider this: Invest in a Skype phone number so you can keep in touch with your distributors overseas.

Mark Parsekian says...

Avoid common pitfalls by providing solutions.

Pitfall 1: Lack of belief

Solution: Use DVDs, website materials, conference calls and events, and practice for success.

Pitfall 2: Lack of commit-

Solution: With any relationship, it will not work without vour WHY. Then put a picture of your WHY where you can see it... More family time? Driving a BMW? Helping less fortunate people? Retiring and traveling?

Pitfall 3: Lack of focus

Solution: Plan and execute daily actions you must take to move ahead in incremental steps toward your goals.

Pitfall 4: Lack of persistence

Solution: This one is simple — Don't give up! If you don't quit, you cannot lose. This company is now at a place where we are ready to explode with momentum. You DO want to be part of the explosion, so replace pitfalls with solutions, and join us at the top!

STEMTech's Global Family Advancements

NEW STEMGEMS

Triple Diamonds

Bev Lenz Cecille Mullen **Merly Tenorio**

Karin Beetge, ZA

Paul Gan & Peng Tzen (Mar) Marla M. Hartmann Lisa Hill (Mar) Harry Wu

Gary Fine Danie Kruger SA Donna Lynne Paul Gan & Peng Tzen (Feb) Lisa Hill (Feb) Wong Chooi Yin MY

New Executive Directors

Cecilia Chen Ralph Gora Walter Gregory Nandus Knoesen ZA Ting Lam Wong Chooi Len MY **Donna Lynne** Sandra & Collin Meyer James & Chris Robertson CHSu TW Terry Sy Lim Kok Tee MY K S Yang TW

New Directors Shoshanah Abramsky

Dorothy Adams Tessie Aldana Gurcharan Amarjit-Kaur MY Celeste Babcock Nancy Barber Lana Broderick Steve Butcher Cash Cropper, Inc. Beng Teong Jason Chan MY W C Chang TW C T Chen TW Roberta & Robert Chinn

February & March, 2009

New Senior Directors

Geraldine & James Bell

Marge Berger

PermanHealth, Inc.

Virginia Blalock

Jeannie M. Braden

Inge Broad ZA

Diego H. Caicedo

Rodolfo Castro

Y H Chang TW

George Yau Chee Long MY

C Y Chen TW

Stacey Costa

Angel Luis & Leila DeLeon

Ricardo T. Deguina

Bob Diaz & Bear Walker

Debora Ehlert

Dave Erickson

DE Enterprises

Penny Fine (Mar)

Jerry & Dinah Gallo (Mar)

Bertha Garcia Ochoa

Gladys Gonzalez

Joe Hill (Mar)

Adrian Hoff ZA

Mary Holland-Ford

Suzanne Horn-Hausman

HY Hsieh TW

Y C Hu TW

Yoon Ming Koo MY

Nei-Lin Ku TW

Lilia D. Lao

Siew Kim Lim MY

Lvndel Adamsky **Anthony Antler Bob Bates**

Diamond Director

Ruby Directors

Sapphire Directors

New Directors

Edward Chu Eugena Chylinska **David Clark** Dra. Rosa Collazo-Chatneco **Diane Corrado Juan Cortes Rita Cueson Patrice Davis** Luis Eduardo Delgado-Santacruz **Thomas Droste** Kathi Elgin Penny Fine (Feb)

New Senior Directors Siew Yin Lim MY M C Lin TW RFLin TW Chao Fu Liu Szeyun Liu Yeen Ling Loke MY Helene Masonholder Liberty McCaffrey Audrey Doreen McLeod MY Geok Choo Ngee MY Candace & Darryl Northington Costanza Orozco Jiminez Sean Platt ZA (Mar) Jeannie & Ray Plopper Mariano H. Ramirez Carlos Eduardo Diaz Segura & Concepcion Segura LaPez MX **Marite Schauta** EU Trading Solutions LTD DE Chiehving Shih Carolyn Jo Snow Laetitia & Andre Steenkamp ZA **Lister Tapulgo Una Toibin-Hamilton** Christa & Wimpie vanderMerwe ZA Bon-Mei Wang TW Chooi Len Wong MY Seng Poh Yeo MY Chooi Yin Wong MY Fung How Damien Foo MY P. Krishnan & S. Sundaram MY Christina Zeeman ZA

New Directors

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New Directors

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Randal Ouverson Paul Peters Kathryn Peterson

Sean Platt ZA (Feb) Thomas Preston ZA

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