# Inaugural Edition Fall 2008 STEMTech Canada One of the control o

TOTAL LIFE ENHANCEMENT

Volume 1, Number 1

# STENTech Canada Official Launch











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Skott McKinney, STEMTech

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Get ready for STEMTech's Third Annual Convention!

LEARN AND GROW!

# Have you been to a STEMTech Super Saturday? It's time to get to one in your province!

Super Saturdays feature TWO "Dynamic Duos"

1 George and Dr. Donna Antarr AND

2 Top-notch Recruiting and Training

#### Latch onto the Excitement!

To find a Super Saturday near you, go to www.stemtechbiz.com, select Learn More, click on Meeting Information and select Local Event Information.

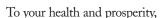
#### **EXPANDING OUR BOUNDARIES**

We are happy to celebrate the Official Launch of our Canadian operations with this inaugural edition of *HealthSpan Canada*, containing a two-page retrospective of our recent Cross-Canada Tour. Canada is energized with excitement as the Richmond office is in full-service mode, and Canadians everywhere continue the celebration of the official Launch of STEMTech Canada in early October. Christian, George, Donna and I were humbled to be welcomed so warmly at the five provincial meetings on our Cross-Canada Tour, where many, many distributors shared their renewed enthusiasm for StemEnhance and our exciting business opportunity. A special thanks to the very forgiving audience in Montreal, who applauded my attempts to do my keynote introduction in French.

Here at world headquarters, we continue to expand market support, as we have added three consummate professionals to our sales and marketing staff. Heather Livingston, Bryan Noar and Pat Kohl bring a wealth of experience and talent to the Corporate Team. They have hit the ground running, dedicated to helping you build your business to ever greater heights. After the recent studies we've done on StemEnhance® and athletic performance, Heather, Bryan and Pat are putting together tools and conference calls to help you tap into the massive StemSPORT<sup>TM</sup> marketplace. Heather and Bryan are also working with field leaders, and will be traveling to conduct regional STEMTech Showcases across North America to complement the current Super Saturday events. Heather will also travel internationally to assist with product training worldwide.

We welcome the latest addition to our Founding Benefactors, Ian and Melanie Davies and our new STEMTech Global Foundation administrator, Stephanie Casey. Stephanie is spearheading all of our charitable efforts by interfacing with non-profit groups and distributors. Look for the upcoming quarterly newsletter she will be creating to keep everyone up-to-date on what the foundation is doing.

As we are now into the fourth quarter, keep in mind that the January Distributor Leadership Conference will be here before you know it. We look forward to getting together with our newest Directors and their upline leadership at the beautiful Laguna Cliffs Marriott. Please join us!







#### FLYING HIGH WITH STEMTECH

I am writing to you at 35,000 feet, in a flight between Johannesburg and London, the second stop in a series of destinations around the world, traveling more than 45,000 miles in 60 days. These are exciting times!

As I leave Johannesburg, I can't stop being both amazed and humbled at the response we are getting about StemEnhance, from people from all walks of life, particularly scientists. I had the opportunity in South Africa to meet with three scientists, one of them an expert in stem cell research; and after I did a brief presentation of our research data, each of them commended the breakthrough nature of our product and the validity of our concept.

I have said it many times that a great idea in the mind of lone scientist amounts to nothing if it cannot be shared, challenged, and built upon. With the collaboration of the Corporate Team and the Scientific Team, and with the dedicated efforts made by all of you, we are making a difference, and it is just a beginning.

As a native-born Canadian, I hold a special place in my heart for the Official Launch of STEMTech in our beautiful country this month. I have so enjoyed meeting many of you during our "whistle-stop tour" of five Canadian provinces. And here's a precious hint for travelers: Never travel without StemEnhance... It is fabulous for jet lag!

Very best,

Christian Drapeau Chief Science Officer

# EXECUTIVE

# TEAM ENHANCED

As STEMTech spreads its reach around the globe, we are pleased to announce that the Executive Team has welcomed two exceptional marketing professionals, both with many years of experience in our industry and a broad understanding of international marketing.

#### Introducing....



**Heather Livingston**Vice President/Global Product Training
& Sports Marketing

Internationally recognized as an expert in the fields of nutrition and sports nutrition, Heather brings to STEMTech the benefit of more than twenty years' experience in the wellness industry. She is a highly sought-after public speaker and published author in nutrition, fitness and health, and she works with professional and Olympic athletes around the world to achieve their greatest potential.

Before joining STEMTech, Heather was Vice President of International Training and a key member of the Scientific Advisory Board for Herbalife International, and served as International Nutrition Trainer for Amway's Nutrilite® brand. She has lived abroad and has traveled to more than 120 countries, sharing her personal mission to educate and motivate people to take their health and nutritional well-being to heart.

Heather holds a Bachelor's degree from the University of California, with special emphasis in nutrition, physiology and rehabilitation, and a Masters of Science degree, emphasizing sports nutrition, public health, and exercise physiology, from the University of Michigan. At STEMTech, she will focus her first-rate education and years of experience on distributors and athletes, assisting them to take responsibility for their health, to cherish their individual potential, and to reach their personal and financial goals. She will travel within North America and internationally, providing product training support and spearheading STEMTech's marketing in the sports/exercise market.



**Bryan Noar**Director/Sales & Marketing

Anative of Zimbabwe (formerly Rhodesia) in Central Africa, Bryan immigrated to the United States in 1982 to pursue the opportunity our country offered. Having earned a Bachelors degree in Finance and Accounting from the University of Cape Town in South Africa,

he received his CPA in Los Angeles, pursuing a successful career in the financial arena until he was bitten with the network marketing "bug" in 1988. Applying his business acumen and engaging personality to build an organization quickly, Bryan rose to become a leading distributor with NuSkin, one of the world's largest companies in the direct sales industry. As his interest in nutrition developed in the early '90's, he applied his interest and expertise to building another large organization in a nutrition company, where his field success led to his transition to corporate executive positions in sales and marketing.

Bryan brings to STEMTech the best of both worlds with his twenty years of industry experience: He achieved outstanding success in building field organizations, and he applied his education, field experience and keen creativity to develop successful sales and marketing strategies at the corporate level. Most recently the Director of Field Support for Limu, Bryan relocated from Florida to California, drawn by his excitement in our powerful product and the sound science behind StemEnhance®, as well as the integrity-based leadership style of Ray Carter. He expects STEMTech to make a significant difference in the world, and says, "I feel so privileged to be a part of it all."



#### Welcome....

# **Pat Kohl**Field Support Administrator

In eighteen years in network marketing, Pat used her business building skills to develop thriving organizations. She brings to STEMTech her field experience and the benefit of thirty years in customer service,

including sixteen years in a federal agency, where she helped people begin new lives with new careers.

At STEMTech, Pat will use her knowledge and sincere love of network marketing to help all distributors reach their highest goals, as STEMTech grows and expands internationally.

Lena Schultz Triple Diamond Director Manitoba



Rising Star in the last issue of HealthSpan, Lena Schultz took Lthat title seriously, advancing from Diamond to Triple Diamond in one month! Already heading a large organization, Lena says she asked herself in late spring, "When did I really enjoy doing this business the most?" and the

answer was simple: "I loved sharing the product and helping people." She says she forgot about "the numbers," concentrated on having fun with the successes of "my exceptional team of distributors," and soon she was a Triple Diamond. "The lesson is clear," she says: "Focus on helping others and enjoying what you're doing, and everyone's business will prosper."

Since many people in Lena's organization speak Low German, rather than English, she has found herself doing a lot of the work to grow her organization. "At the Director Leadership Conference," she says, "I learned that I need to be more duplicable, encouraging my distributors to depend more on themselves than on me. I am working now to make this happen."

Already qualified for Cancun, Lena says she is really looking forward to this luxury vacation. While she certainly has done a lot of traveling, mostly accompanying her trucker-husband on long hauls, she says she has never been to a luxury resort. "I never thought that someone as ordinary as I am could qualify for a trip like this," she says, adding, "This will be our first real vacation, where Tony and I can relax and unwind. We can't wait!"

#### **Bruce Melmer**

Diamond Director Ontario



The name of his sailboat says it all: Bruce is loving life on Residual (income, that is, which has financed his life of freedom). He says that STEMTech's systems make the creation of residual income simple. "WealthBuilders and the Four-Step System are like

building a business on auto-pilot," Bruce says. He uses the nine-minute StemEnhance® video the most effectively with prospects, and always has plenty of inventory available to get people started right away. He says, "I tell people the whole secret of this business is in the bottle. When they try it, they know why I believe in StemEnhance."

Bruce was the owner of a Pure Water store in 2006 when he agreed to study StemEnhance science for a friend. When his due diligence piqued his interest, Bruce began taking StemEnhance, and noticed positive results almost immediately, but he says, "I thought it might be just the 'placebo effect': I got results because I expected results." As he shared the product with others and they reported significant physical improvements, Bruce realized, "This is no placebo. This product is real!"

Only two short years later, Bruce has quit his job and now schedules his days around the wind patterns on the lake. What's more, StemEnhance played matchmaker for him: "A friend told me about a lady who was suffering from severe abdominal discomfort and suggested I tell her about StemEnhance. Janice and I met, she took StemEnhance with amazing results, we started seeing each other, and... now we're a couple!" With improved health and financial freedom, Bruce and Janice are planning to live part-time on their sailboat in the Caribbean each year. Bruce has plans: "We're shopping for Residual II!"

## Canadian StemGem Team



#### **Triple Diamonds**

Paul Gionet & Ghislaine Morency Lena & Tony Schultz Viola & DavidToews

#### **Double Diamonds**

Edward & Catriona Soltys, Elan Health Sciences, Inc.

#### **Diamond Directors**

Jean-Paul Lavoie, Quantum Interactive Bruce Melmer Mary Peters

#### **Ruby Directors**

Wayne Achtem Christophe Cron Patricia Gory Jean Harbottle Katherine Winkler

#### Sapphire Directors

Mandy Newton Nadine Stoikoff Don Waechter Alfred Waldner Yvonne Weatherbee

#### **ACTIVE SUPPORT**

TtemEnhance® is the ultimate fitness nutrition product because it supports the release of our own adult stem cells, which are the natural renewal system of the body. When one is physically active, the body attains and maintains health and fitness. Our stem cells are integral in this process.

There are millions of active sports- and fitness-minded people who will want to take StemEnhance once they learn about it because it will greatly benefit their health and fitness. To give you an idea of how large this market is and to tell you exactly who these of people, but they all had one thing in common: They were out to have fun, to feel good and get healthy. The runners at the starting line in both the Women's and the Men's races also had another thing in common: They were perfect prospects for StemEnhance!

In addition to triathlon participants, runners and walkers, one other good target market is golfers. There are 29 million golfers in the United States. Now, you may think that most golfers are older - at least 50 or so. But the truth is that there are more golfers under the age of 40. So golf is not a sport only for older individuals and

# **ACTIVESUPPORTFORACTIVE**PEOPLE

by Dr. Donna Antarr, VP/Training and Product Development

people are, let me give you some fascinating information:

Let's first talk about the sport of triathlon. In a triathlon, participants swim, bike and run. According to the USA Triathlon organization, the average annual income of their members is \$90,000 a year, and members spend \$3 billion annually on products related to the sport. The largest member age group is from age 35 to 44, and 67 percent of them are business and community leaders. What a wonderful target market for StemEnhance!

Another group to look at is runners. As a fitness regimen, running is so basic, requiring little more than a pair of running shoes... nothing else special. How many people do you think are running or jogging in the United States currently? The answer is: 40.5 million people, according to the data from American Sports, and this number is

continuing to increase. Over eleven million of these runners participate in U.S. road running events, according to Running U.S.A. Even more than runners -- 80 million people -- walk for exercise. That's a lot of people who are running or walking for exercise every day!

The wonderful thing about running is that the casual activity has the ability to morph itself into a competitive sport. You can start out just going for a walk, then get into better and better shape and pretty soon, you're jogging, then running. And not long afterward, you find yourself thinking, "Wow! I can finish a 5K and maybe an 8K." Now your casual activity has become a lot more than just a way to exercise. Now it is a recreational sport.

At our August Director Leadership Conference, I showed a photo of the starting line of the Women's Race at the Carlsbad 5000. It is unbelievable how many people come out for these races... people of all ages, all shapes and sizes, not just "elite" runners - the people you might expect to see at a 5000 meter event. This event, like many others like it, attracted many different sorts

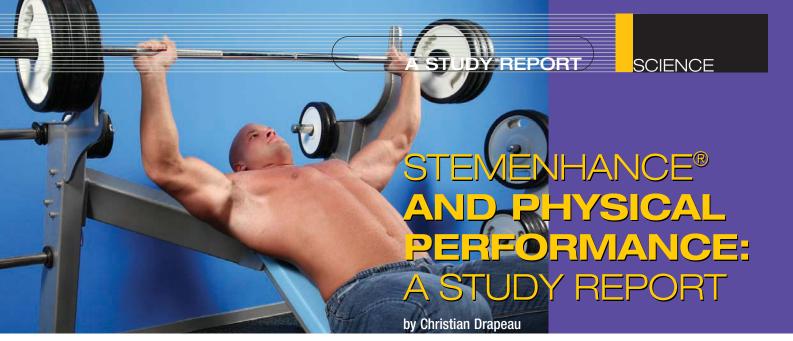


the Baby Boomers, but it is a sport enjoyed by younger adults, as well. What's more, the average household income for people who play golf is over \$100,000 a year! It is also interesting to note that when these golfers are not on the course, they are walking, jogging, running, playing baseball or softball, swimming, bicycling or playing tennis. These active people are always out and about, pursuing a healthy lifestyle that can benefit from StemEnhance.

My husband George and I started participating in the sport of triathlon and running events in 2003. Since then I have competed in thirteen triathlons and numerous running events, and I can tell you Since I have been taking StemEnhance during this last year, my ability to compete in these demanding sports has improved dramatically. With StemEnhance, I have even been able to win

a medal in some of these events in my age group. (That is something that was never going to happen before StemEnhance.) I am one of many who have discovered and will discover this truth: StemEnhance does make a big difference in athletic performance. So many other casual and dedicated athletes are beginning to discover this truth for themselves, too.

Don't forget than many of these active people tend to be business and community leaders. You're talking about a demographic of decision-makers; so all they have to do is try StemEnhance and they can feel difference. As they feel StemEnhance's support for their strength, stamina and recovery, they want to perpetuate that level of support, so they will stay on StemEnhance. Nothing will keep them from taking this product! This means that you are creating a consumer base -- and also a distributor base -- that is very stable, because StemEnhance is a product that they want, to support and enhance the healthy lifestyle they enjoy.



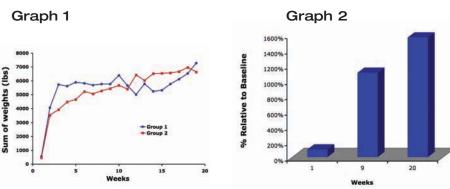
he number of athletes using StemEnhance keeps growing, and the stories we hear are extremely compelling. For example, STEMTech's 65-year-old Ruby Director Frank Condon keeps breaking the records that he had himself established in track and field more than five years ago!

You may remember a few months ago an article about two brilliant young girls who did a study about the effect of StemEnhance on the performance of athletes on the rowing team at the University of Florida (*Spring 2008 HealthSpan*). The results of their careful study for a science project were very positive, and -- along with numerous stories and observations -- they served as the basis for a more rigorous preliminary trial performed by an expert in exercise physiology.

The basis for studying the effect of StemEnhance on athletic or physical performance is this simple fact: By supporting the repair of micro-tears and micro-injuries created during training, an athlete can exercise more strenuously at each subsequent training session. Consequently, over time the athlete can reach greater performance levels.

In our study, we undertook to test the total weight lifted or handled by participants while doing curls, squats, overheads, bench press, and rowing. On Day One we established the maximum weight with which each participant could do one repetition ("One-rep Max") of each exercise. During the subsequent weeks, we asked participants to do as many repetitions as possible with 80% of the One-rep Max established on Day One. The participants' performances were followed and recorded for twenty weeks. At Week 9 and Week 20, participants went back to the original One-rep Max routine and made as many repetitions as they could. With this protocol, we were able to follow the participants' progress in their training regimen.

We had originally intended to split the group into two, one group on StemEnhance and the other group on placebo. But when the participants learned about StemEnhance, they all wanted to be on StemEnhance! So in order to determine the effect of StemEnhance on performance, aside from the effect on the training itself, we divided the participants in two groups: Group 1 would begin consumption of StemEnhance early in the study and Group 2 would begin consumption of StemEnhance four weeks later. With this protocol, if



StemEnhance were to enhance performance, Group 1 should show rapid gain, while Group 2 should show slower initial gain that would later reach the performance of Group 1.

The study ended up giving us exactly the results that we were expecting. As shown in the graph above (Graph 1), Group 1 showed greater performances in the first few weeks of the study, and Group 2 caught up with Group 1 around Week 6. Injuries in some of the participants accounted for some of the variations seen in the graph, but essentially no difference could be seen between the two groups after Week 6. Interestingly, two participants in whom old injuries resurfaced reported a much faster recovery than what they had experienced in the past.

When we retested participants at Weeks 9 and 20 (Graph 2), using the One-rep Max established at Week I, they lifted a total that was, on average, 11 and 15.7 times, respectively, the weight they lifted on Day One. This is astonishing improvement! Please note, however: We cannot attribute this increase in performance solely to StemEnhance, as the training program in itself also helped to improve the physical condition of the participants.

Nevertheless, this study strongly supports the observation that StemEnhance helps improve physical performance. We believe that increasing the number of circulating stem cells supports the repair of micro injuries in muscles, allowing athletes to perform better at every training session.



# Five Provinces in Six Days Canada's Launch Celebration

It was a grueling schedule that would test the mettle of any executive, but there was not one complaint...

Ray Carter, Christian Drapeau and George and Donna Antarr enjoyed every minute of their whirlwind tour of five Canadian provinces!



nd it was clear that the large groups that gathered in each city were eager to take in every word that the executives had come to share with Canadian distributors and their guests. The Cross-Canada Tour was a true CELEBRATION of the long-anticipated official Launch of STEMTech Canada! Several Canadian StemGem leaders made it to two meetings, traveling hundreds of miles between them: Edward Soltys made it to Vancouver and Calgary, Viola Toews was in Vancouver and Winnipeg, and MaryAnne Robertson and U.S. Triple Diamonds Izzy and Lori Matos traveled 5 hours from Toronto to Montreal in the Matos' STEMTech BMW to take in both meetings.

#### A few highlights of this special Tour...

- In Vancouver, so many people returned to the Richmond office building for training that the training room could not accommodate the crowd. What to do? The only large space was in the warehouse, so chairs were set up among the packing boxes, and the training went on as scheduled!
- When more than a hundred people crowded into the hotel's meeting room in Calgary, late-comers had to be turned away, as the Fire Marshall's restrictions on room capacity had been reached even before registration had ended.
- Winnipeg, Manitoba, gets the "prize" for the biggest crowd... about 200! Viola
  was thrilled to return from Vancouver to her home province and welcome
  this enormous group of enthusiastic STEMTech distributors and their guests.

- Despite a downpour, many Ontario distributors and their guests traveled long distances for the
  Toronto meeting, bringing a high level of excitement with them. Distributors from Triple Diamonds
  Rob Cranston and Ray Mikelonis's downlines joined with Viola's, Edward's and Izzy's groups
  and their guests for a very enthusiastic gathering.
- On a glorious sunny day in beautiful Montreal, the Executive Tour made its final stop, meeting with a large group that was primarily French-speaking. Because of delays from bridge closings to the island, distributors and their guests were arriving throughout the evening. To accommodate the latecomers, Christian spoke to the crowd several times (in his native French, of course). Quebec Triple Diamond Paul Gionet was a host and Diamond Jean Paul Lavoie helped with translation for George and Donna, as the lively audience members leaned forward to catch every word; and our linguistically talented President/CEO Ray Carter gave his introductory remarks all in French, receiving rousing applause from the appreciative audience. Another round of excited applause greeted the distribution of the StemEnhance® DVD and the Business Presentation CD in French, a surprise that the executives saved for this last meeting of the Tour. (Go to your Back Office to purchase these new items.)

With renewed enthusiasm borne from the Cross-Country Tour's highly successful meetings, distributors all across Canada are building like never before. This is truly a most exciting time for STEMTech Canada!

#### Dear Distributors,

It was heartwarming to see such a great turnout of enthusiastic distributors at STEMTech Canada's official opening at both the Radisson Hotel and STEMTech Canada's office on October 4. We were so gratified that a number of our distributors make the trip to Vancouver from faraway provinces just to witness the event.

The official launch of Canada has been a long time coming. I still recall the first two Annual Conventions where I said to distributors, "We are this close" to being operational. Well, we have finally arrived! Let me highlight two important milestones reached since we opened the STEMTech Canada office here in beautiful British Columbia:

- We have established our talented Distributor Services Team: Shadi Koros, JP Gatus, and our multilingual DSR Fabien Turcot. Feel free to call any of the three DSRs if you have any questions at all.
- Since September 2, we have been fulfilling orders from our Richmond office, with all shipments
  delivered via Canada Post. Gone for good are delays from inspections by Canada customs of
  shipments crossing the border!

We appreciate your commitment as we continue to streamline our new Canadian operation in an effort to better serve you. I look forward to the renewed excitement from all Canadian distributors as we at Canadian headquarters hit our stride in providing each and every one of you with the outstanding service Canadians deserve!

Please tell us how we can help you.

Martin Dichupa

General Manager, STEMTech Canada





# STEMTech Around the Globe

### **ASIA**

by Jonathan Lim, VP/Asian Markets



# Malaysia

veryone celebrated the opening of STEMTech's second Asian nation at our spectacular Malaysian Pre-Launch which was held at the new STEMTech Malaysia offices outside Kuala Lumpur on October 18. Traveling halfway around the world to join me and participate in this great event were Ray Carter, Christian Drapeau and Operations VP John Meyer. We welcomed a large audience of eager Malaysians and people from other nearby Asian countries, all of whom welcomed STEMTech AFA Extract (StemEnhance®) to Malaysia.

To prepare for our opening in Malaysia, we leased office space and brought on board talented and experienced staff members, all of whom are fluent in English, Malay, Mandarin and Cantonese. Things have moved ahead rapidly here: Both STEMTech's business license and the product licensing for STEMTech AFA Extract were approved with uncharacteristic speed and efficiency. We look forward to great growth for STEMTech in this nation of 25 million people.



# Taiwan

hrough the month of September, STEMTech distributors in Taiwan worked hard to increase sales and recruit new distributors. And our September Contest made this month really special, as distributors worked to win a free four-day/three-night trip to the Malaysia Pre-Launch, all expenses paid! Winning distributors who recuited at least fifteen FastStart distributors on AutoShip between September 1 and 30 were Ted Wang and Yue Nyu Yang. Congratulations!

October has been a big month for us in Taiwan, too. On October 22, we welcomed Christian Drapeau, who conducted a training meeting for our Taipei staff. Then I showed Christian some of the other cities on our beautiful island, including Tai Nan and Kao Hsiung, our seaport city, where he and I led very well-attended opportunity meetings.

#### AROUND



#### South Africa

by Errol Lester, VP/African Markets

s we enjoy spring here in South Africa, we are celebrating our Best Month Ever - August - where sales broke all records! New enthusiasm has sprung up through our growing distributor base, who demonstrated their renewed excitement in our September round of meetings featuring Christian Drapeau. The eager audiences took in every bit of Christian's information about StemEnhance® and stem cells, happily asking questions and sharing their testimonies. enjoyed sharing the podium with and Christian presenting STEMTech's compensation plan and business building strategies to very enthusiastic audiences, who joined us in applauding the achievements of our local leaders, including Sapphire Director Johan Pienaar and all who have achieved the rank of Director and above.



#### Latin America

by Oscar Rosas, VP/Latin American & Caribbean Markets

lready outgrowing our work space, we have built two additional offices at our Guadalajara headquarters and enlarged the office of General Manager Juan Carlos Saucedo. In addition, we improved the acoustics in our meeting room by adding a false ceiling, an improvement much appreciated by the groups of distributors and their prospects we welcome each week.

It was my pleasure to join Juan Carlos in hosting Christian Drapeau during his visit to Veracruz, Mexico City and Chihuahua, where we held very successful meetings the last few days in September. Christian's tour with us was in conjunction with his well-received presentation at the prestigious Anti-Aging Conference held in Monterrey on September 27, where he was invited to speak and conduct a workshop.



#### **United Kingdom**

by Andy Goodwin, VP/European Markets

utumn in the British Isles has been busy. September we welcomed STEMTech's

co-founder Christian Drapeau and the company's very first Triple Diamond Izzy Matos to our shores for a meeting just a stone's throw from London's famed Tower Bridge. Distributors from around Great Britain and their invited guests gave Christian and Izzy a warm welcome, eagerly absorbing product training and business building pointers from these exceptional leaders.

Soon after, we launched the UK WealthBuilders website, and we recently moved into our new, larger headquarters on Alie Street, in response to the need for space generated by our growth. Each Monday evening, we host Step 3 conference calls from our new headquarters, reaching out all across the British Isles to share the StemEnhance message.

#### STEMTECH SUPPORTS WORLD CHARITIES

Dedicated to being a good citizen of the world, STEMTech has created the STEMTech Global Foundation, which funds and supports charitable organizations at home and around the globe. Please join us and our Founding Benefactors as we share a part of our bounty for the support of Children, Animals and Environmental Protection through these and other worldwide charities.

**Canuck Place** Vancouver BC Providing specialized pediatric palliative care

**Cotlands** Johannesburg, SA Shelter for abused, orphaned, abandoned and HÍV+ children

Latino Health Access California Programs for uninsured and under-served Latinos

#### Centro Integral de Rehabilitacion Infantil (C.I.R.I.A.C.)

Guadalajara, MX Services to children with cerebral palsy

**Vocational Visions** California Programs for people with developmental disabilities

#### **Mustard Seed International**

*Jamaica* Serving the handicapped and HIV+ orphans

#### Covenant House U.S.,

Canada & Mexico Shelter and services to youth in

Farm Sanctuary California Rescue, education and advocacy for humane treatment of animals

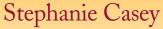
#### **David Sheldrick Wildlife Trust**

South Africa

Protection and preservation of Africa's wilderness and its

**Best Friends Animal Society** *Utah* Humane care and treatment of animals

#### Introducina...



STEMTech Global Foundation Administrator Stephanie will apply her solid experience working with at-risk populations to the mission of the STEMTech Global Foundation, providing outreach to worldwide charitable organizations. With a Bachelor's degree in Psychology and a Masters in Social Work, she is well-suited to spearhead the work of STEMTech's Global Foundation. Look for her quarterly newsletter, with updates on the Foundation's work.

www.stemtechglobalfoundation.org for information on these charities or to make a donation.

#### FOUNDING BENEFACTORS

Sharon Applebee Ian Davies Troy Griffin Bruce Higgins Bill & Caroline Lohmeyer MaryRuth Swope Gene & Peggy Zumbaum STEMTech HealthSciences, Inc.





feeling more urgency to build my business.' Sapphire Director Cindy Yordy, Kansas





"I learned to make it easier than before, and now I can teach my group." Diamond Director Melanie Fisher, Missouri

# LEADERS TRAINING LEADERS

The enthusiastic STEMTech leaders who assembled at the beautiful Laguna L Cliffs Marriot on August 22 were in for a luxurious weekend that was jampacked with intense training in business building. In addition, STEMTech corporate-sponsored events always have a few surprises in store, and this Director **Leadership Conference** was no different: Participants got to be the first to meet Heather Livingston and Bryan Noar, new Marketing executives, and Pat Kohl, Field Support Administrator. All three received a very warm welcome and proved immediately that they fit right in with the STEMTech family.

Everyone faced challenges during the weekend... and that is in addition to playing competitive ping-pong outside in a stiff on-shore breeze! Grouped into teams of twelve, identified by color-coded Hawaiian leis, new Directors, Senior Directors and Executive Directors joined members of the StemGem Team on a journey of discovery, and it was a trip that no one will ever forget. Each team was led by a member of STEMTech's outstanding Think Tank, who reinforced and enhanced the powerful training coming from George and Donna Antarr, Ray Carter and Christian Drapeau (with cameo appearances by others on the talented corporate team).

As team members learned how to use STEMTech tools like WealthBuilders, the Proven Four-Step System and the Action Planning Session most effectively, they took part in hands-on exercises that stretched their comfort zone. Role-playing and creative activities gave first-timers and veterans alike many opportunities to try out new skills in a safe, nurturing environment. Together, team members shared their challenges and faced them; they discovered their strengths and stretched them; and they found new colleagues and made them friends for life. And through it all, there was fun and laughter that rang out from the seminar hall to the beautiful lawn overlooking the glorious Pacific, where hungry teammates dined on gourmet fare as they shared their impressions of lessons learned and belief uplifted.







Of course, a spirit of friendly competition kept things interesting throughout the weekend's activities. From writing Preambles, to reading/acting Broadway scripts, to that wild-and-windy ping-pong match, teams worked for points, in hopes of taking home a medal. (For some, the DLC medal competition was just an extension of the recently-concluded Summer Olympics, and the medals were every bit as sought-after as those in Beijing.) Congratulations to the Rainbow Team, led by Izzy Matos, who captured the Gold Medal; to the Green Team, led by Mark Parsekian, who garnered the Silver; and to the Orange Team and their leader Enrique Martinez, who took home the Bronze.

It was a weekend like no other... full of the positive energy that comes into being when people come together for a common cause. If you missed the August Director Leadership Conference, make it a priority NOW to be part of the January DLC! Space is limited, to ensure the most effective training for every participant. Build now to ensure your eligibility, and register early so you will not be disappointed!

#### Director Leadership Conference January 23-25, 2009

Laguna Cliffs Marriott Resort & Spa, Dana Point, CA

Early Bird Special \$199 (through October 31) \$219 (Nov. 1 – Dec. 31) \$259 (beginning Jan. 1)

The DLC is open to Directors (and above) who did not attend the August DLC, and to returning August DLC participants who are accompanied by a personally-enrolled Director (or above) who is attending for the first time.



"My belief and confidence are through the roof! I now see how dynamic this business is." Director Jane Bernhard, Ohio





# Harry Bergen *Manitoba*





At the Winnipeg stop on STEMTech's Cross-Canada Tour, Harry felt honored to be called to the stage by Christian to share his story. A member of the STEMTech family only since January, Harry and his wife Elizabeth learned about StemEnhance® "by accident," he says. "At a party, Elizabeth mentioned my breathing problems that had ended my career doing specialty woodwork... with all the sawdust... problems that caused me to sleep restlessly every night, so I was tired in the morning." When Viola Toews heard of Harry's situation, she told Elizabeth about StemEnhance, and suggested it might help Harry. "I thought, 'Oh yeah, another miracle product," Harry said somewhat cynically at the time, but he agreed to try StemEnhance for a couple of months.

"I became a distributor originally to get the product cheaper," Harry says. "I was not going to sell the product until I knew it worked for me." Within about six weeks, Harry's breathing had improved so significantly that he had the evidence he needed, and he began to build his business, sharing his personal story with friends. He was able to return to the woodworking career he loves and to depend on StemEnhance almost exclusively to handle his health.

Harry and Elizabeth say they really appreciated the Winnipeg Launch Celebration. "It was very informative," Harry says, "and it was a privilege to hear about StemEnhance and the company from the company's founders in person. Listening to Ray, Christian and George and Dr. Donna has given me a better sense of direction to build my business."

# Aganetha Siemens *Alberta*



Born in Mexico, Aganetha moved to Canada twenty-three years ago. She is mother to seven children, and works with her husband Peter during the growing season on their 80acre alfalfa farm, as well as running a tractor for



custom baling and field work. Over the years, Aganetha had used nutritional products from another network marketing company. Nevertheless, when Sara Hiebert invited her and her husband to a meeting about Stemenhance, Aganetha confesses that she did not really know anything about stem cells. But she had been dealing with bad discomfort in her head, hands and feet, and sometimes had to hold onto the wall to walk; so she decided to try the product.

At first, she says, "I felt worse," so she called her upline Kathy Hansen, who explained about detoxing. Two weeks later, things were very different: "The discomfort in my head was 80% less and my feet felt so much better," Aganetha says. "I felt ten years younger!" She began to tell friends about StemEnhance and her business began to build. Most of her distributors are part of the communities in Canada, the United States and Mexico who speak Low German. Like Aganetha, most of them do not have computers, so Aganetha grows her business with phone calls, one-on-one's and home meetings. She and Lena Schultz hold meetings where they talk about the product in the Low German language, sometimes showing The StemEnhance Story DVD. And, Aganetha says, "Most people get it. They can understand that this is a product they want. That's a fact in any language."



# Jean Paul Lavoie Quebec

When his friend Richard Paul called to tell Jean Paul that he had finally found a product to address his long-standing problem with fatigue, Jean Paul agreed to meet Richard to hear about StemEnhance. Jean Paul had been struggling for years to deal with the effects of environmentally-based physical

challenges, so he was very impressed with the science in The StemEnhance Story DVD Richard showed him, and he began taking StemEnhance.

Within a short time, Jean Paul says he realized, "StemEnhance has restored my ability to live in our electro-polluted world without further discomfort." As a biofeedback therapist, he knew immediately that his colleagues in the field of biofeedback therapy would embrace StemEnhance as a powerful tool to help clients restore their health, and he was right on target. Through his frequent lectures on Biofeedback Therapy and working with other therapists who retail StemEnhance to their clients, Jean Paul has built a solid organization in and around Quebec City, which he calls, "one of the most beautiful cities in the world."

Each day, Jean Paul says, "I am motivated by the enthusiasm that the power of StemEnhance brings to people around me. The real value of this business," he adds, "is the results enjoyed by people taking this one-of-a-kind product."

In October, Jean Paul seized the opportunity to hear about StemEnhance at the Montreal Launch Celebration. "I so enjoyed hearing Christian Drapeau and his inspiring, open-hearted teaching," classical music lover Jean Paul says, adding, "Christian is the Concert Master of our orchestra that brings the music of wellness to the world."

# Dianne Mantei *Alberta*





By 2006, Dianne was barely able to walk because of ever-worsening problems with her back that she had endured for fifteen years. Even so, it took calls from Wayne Achtem and Tom Goff and hearing of the results enjoyed by Ryan and Jean Sayers this year

before she agreed to give StemEnhance® a try. "Now I thank God every day that I was introduced to StemEnhance," Dianne says, noting that the extreme discomfort that had put her out of action for so long began to go away within days. "At a party in June I helped clean off the tables and danced," she says. "I was having a good time for the first time in years! I signed up with the Directors Pak on July 4."

Because she was eager to learn about the company behind StemEnhance, Dianne attended the Director Leadership Conference in August. "I am very impressed with this company's leaders," she says, adding that the Calgary Launch Celebration reinforced this feeling: "Ray and Christian's sense of caring for people and their humility touched me, and made me even more thankful to be part of this company." Owner of three businesses and a veteran network marketer, Dianne says that STEMTech is not like other businesses: "I have always had competition to consider. With StemEnhance, there is no competition! My success comes from having a one-of-a-kind, amazing product to share."

The 2500 clients of her tax-preparation business provide a large warm list for Dianne, but she says, "Everyone's warm list is larger than you first expect. Everybody knows somebody who needs StemEnhance!"



Jean Harbottle *Manitoha* 



A happy-go-lucky sort whose nickname has always been "Miss PMA" (for Positive Mental Attitude), Jean found herself facing a lifestyle change when a severe physical problem made her give up the job she

loved, selling insurance door-to-door. Her back-up business, network marketing, became her focus when she often had to use a walker or a wheelchair to get around. Still, when a friend introduced her to StemEnhance, Jean was a little reluctant, even though "My gut told me it just could help me," Jean says, "And I was excited that the inventor was Canadian." Deciding to give StemEnhance three months to work, Jean saw that her fingers were less swollen within twenty days, and other results "sneaked"

up on me." She says, "One day I realized I was running up the stairs, not taking them slowly one at a time. I was amazed!" Jean enjoys sharing StemEnhance one-on-one, and uses conference calls with her upline, Viola Toews, Ralph Weber and Cocoa Robertson, to grow her organization. These days Jean can travel comfortably on the 3-hour drive to Winnipeg for regional meetings, including this month's special event: "I wouldn't have missed the Official Launch celebration," she says, "because I want to help my group as much as my upline has helped me." Noting that her attendance at STEMTech's Convention and the Director Leadership Conference have skyrocketed her belief and confidence levels, Jean says, "Members of my Canadian group got to hear about StemEnhance from our company's founders and leaders this month. What a special opportunity the Cross-Canada Tour has given us all!"



Yvonne Weatherbee *Alberta* 



Although she had been involved in network marketing before, Yvonne says, "My heart just wasn't in it... until I found StemEnhance." Retired from a job in the auto industry,

Yvonne was experiencing some worsening physical challenges from a 1987 accident that made her walk with a pronounced limp. So when she heard about StemEnhance from Leona Malmquist's sister Dona, Yvonne figured she would try the product for six months, because, she says, "Just like trees, our bodies need three months to bud and three more to blossom." Long before her "blossom time," Yvonne amazed herself by running up and down stairs and walking thirty minutes a day easily. She knew then that StemEnhance was a product she could share wholeheartedly.

Since then, Yvonne has used her own story and her natural compassion for people to encourage others to make StemEnhance part of their health regimen. "I enjoy talking to people and helping them with their health challenges," she says. "Now I am also talking with athletes, because StemEnhance is a perfect ally to develop their greatest potential." When people are attracted by the two STEMTech logos on her Cadillac Escalade, Yvonne is always ready with brochures and DVDs to share the StemEnhance story. She also makes good use of three-way calls with Denny Kluver or Leona, and is becoming comfortable using the WealthBuilders System prospecting/presentation website, as she looks toward expansion to the UK and South Africa.

October 6 was a big day for Yvonne: "I got to meet Ray Carter, Christian Drapeau and the Antarrs in Calgary. I wouldn't have missed this opportunity for the world!"



# **BUILD AND BENEFIT** A Contest for every STEMTech Distributor!

STEMTech's Third Annual Convention will be held April 2-5, 2009 at the beautiful Anaheim Marriott, in Anaheim, CA You know you HAVE to be there, so why not let STEMTech pay your way?

With the BUILD AND BENEFIT Contest, you can earn all or part of the cost of attending this one-of-a-kind weekend of training, camaraderie and FUN. Here's how:

# **Contest Period:**

October 1, 2008 through February 28, 2009

**Get busy building NOW!** Start planning for STEMTech to pick up the check for your trip to STEMTech's Third Annual Convention!



3 new Business Builders\*

3 new Business Builders, including 1 who reaches Director

#### Personally enroll

5 new Business Builders, including 1 who reaches Director

5 new Business Builders, including 2 who reach Director

10 new Business Builders, including 3 who reach Director

#### Personally enroll

10 new Business Builders, including 3 who reach Executive Director

A special limited-edition medallion on stage!

#### And receive

The limited-edition medallion AND a \$100 voucher\*\*

#### And receive

The limited edition medallion AND a \$200 voucher\*\*

The limited-edition medallion, a \$200 voucher AND 2 nights hotel stay (standard room, no incidentals)\*\*\*

#### And receive

The limited-edition medallion, a \$200 voucher, the 2-night hotel stay (as above) AND \$400 airfare\*\*\*

#### And receive

The limited-edition medallion, a \$200 voucher, the 2-night hotel stay (as above) AND TWO \$400 airfares\*\*\*

\* Business Builder: A distributor who enrolls with a FastStart Pak and is on AutoShip through April, or with a ProRetailer's Pak, Senior Manager Pak or Director Leadership Pak.

\*\* Vouchers are non-transferable and may be used for the purchase of product and collateral materials at the Convention only.

\*\*\* Hotel stays are for Convention weekend only and are not transferable. Convention weekend airfare is reimbursed with proper documentation; this reimbursement is not transferable.



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