

Convention Edition  
Fall, 2010

# healthSPAN

TOTAL LIFE ENHANCEMENT

Stemtech Canada

Volume 2, Number 4

# Convention Launches A Brand New Future



**SPIRIT OF  
SERVICE**

**A BRAND  
NEW FUTURE**

**New logo!**

**New Success Guide!**

**Comp Plan  
Enhancements!**





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Fall's here and  
Winter's Coming...  
**THINK "SPRING!"**

Stemtech's Director Leadership Conference is heading to fabulous Orlando, Florida, next spring. You KNOW you have to be there (and maybe there are a few family members who might find something to do in Orlando while you're at the DLC).

The DLC is for Stemtech Directors (and above) ONLY! The weekend is chock-full of hands-on, small group activities, team-building and opportunities for personal development, so your time is focused and challenging but also lots of fun. People love the experience!

"At the DLC I can connect with my upline and downline who don't live within driving distance. I also enjoy team building with Distributors from other groups. The DLC is like a big Stemtech Family Reunion!"

**Rebecca Reverie, Director (PA)**

"I had been so busy with life that I had forgotten about the importance of having a goal or dream in life. With support and love from company leaders and other

Distributors at the DLC, I started to dream big once again."

**MaryAnne Robertson,**  
Executive Director (ON)

"The one great thing about the DLC... It's always worth the trip. You just never know what to expect, and then you're glad you made the effort to travel. The DLC never disappoints!"

**Bill & Caroline Lohmeyer,**  
President's Club (MN)

**Space is limited, so start planning your Orlando DLC trip today!**  
**Start making your own memories!**

## A BRAND NEW FUTURE WITH STEMTECH

The post-Convention excitement continues to gain momentum as the word spreads about all the powerful new things that were announced. Congratulations to all the Canadians who made the trip down to California for this historic event. Canada was indeed well represented with field leaders who were recognized for excellence. We were pleased to welcome on-stage our Spirit of Service award winner, MaryAnne Robertson, our first-ever Canadian Think Tank member, Lena Schultz, and one of the Top Five Developers of New Directors globally, Mutualwin Network.

The compensation plan enhancements, which include several global bonus pools, now allow all Canadians who qualify to participate in earning shares on worldwide sales revenue, regardless of what downline generates that income. And The Success Guide, which we introduced to wild applause at the Convention, provides a step-by-step, simple way to share our products and vision. I know you will agree with what we heard over and over at the Convention: "The Bonus Pools and the Success Guide are going to rejuvenate business for me and everyone in my downline!"

More good news: StemSport™ Chewable Tablets and StemPets for Large Animals™ (FLA) are now available in Canada! We expect that the convenient StemSport Chewables will be as popular in Canada as they have been in the US. And we know that horse owners, trainers and veterinarians in Canada have eagerly anticipated the arrival of FLA, whose formula is much like the extremely popular US product, StemEquine®. StemPets for Large Animals opens a whole new market for you!

You will see our "new look" in our new logo and product labels (page 2), our website and training and marketing materials. Everything now has a consistent, simple-yet-sophisticated look that harmonizes perfectly with our vision for the future of Stemtech.

Make sure you check out the new webinars being conducted in Canada. These live, on-line get-togethers are the perfect opportunity for you and everyone in your downline to invite guests. It is just one more part of a brand new future at Stemtech... a future that is bright and full of potential for each of you. I encourage everyone to seize this opportunity to take your business to the next level.



Ray C. Carter, Jr.  
President & CEO



## SCIENTISTS ARE EMBRACING STEM CELL NUTRITION

It is nearly five years since we completed the work on StemEnhance™ and prepared to launch Stemtech. In the beginning, we had very little support from the scientific community, as knowledge about the natural role of stem cells in the body was still being developed and the concept of stem cell enhancers was entirely novel. We expected that it would take awhile, to develop strong contacts with key scientists, but we knew it was just a question of time, as the developing scientific data was solid.

Our relationship with scientists and health professionals is very different now. During my recent traveling in Southeast Asia -- to the Philippines, Indonesia, Australia and New Zealand -- I had the opportunity to meet many doctors and scientists who welcomed both our vision and our products. It was my privilege also to give a lecture at the University of the Philippines and to speak at two different Stem Cell Conferences in Indonesia, at the Brawijaya and Airlangga Universities. In Australia and New Zealand, I met experts in various fields of medicine, with whom we are developing research collaboration. And in January, I gave lectures in Colombia at three colleges of medicine and one hospital. It was both rewarding and inspiring to see that scientists and health professionals on the three continents of my travels now recognize the solid science behind our products and embrace stem cell nutrition as the new face of wellness.

As we began 2010, one of our wishes for the coming year was to significantly develop our network of relationships and collaboration with the scientific community. It is clear that, with the assistance of many people in the field, we are slowly achieving this goal around the world. I would like to express my gratitude to everyone assisting us in this endeavor, as well as to the scientists with whom we have the privilege of working. We pride ourselves that we are a science-based company and we re-commit ourselves to our vision that will bring optimal health to the people of the world.



Christian Drapeau  
Chief Science Officer



## NEW TRIPLE DIAMONDS



**Sandra Barnsley**  
*Australia*

Working hard on the Challenges of Stemtech's Amazing Race, Sandra says she discovered something fascinating: "When people sign up FastStart, they tend to stay on the products, and there is more perceived value and respect for the products."

These days she rarely suggests anything less than FastStart. And why not? These FastStart-generating Challenges helped to make her the \$10,000 Winner of Stemtech's Amazing Race!



**Dr. Clarence S. Stanislaus**  
*Malaysia*

As he studied the medicinal Reishi mushroom several years ago, Dr. Stanislaus learned of Christian Drapeau's work with aphanizomenon flos-aquae, a possible complementary botanical for the reishi. When AFA Extract (StemEnhance™)

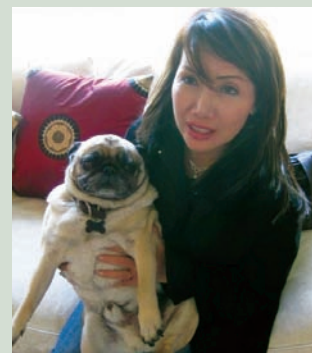
came to Malaysia, Dr Stanislaus welcomed both product and opportunity. He says, "Never before have I seen mainstream science and a network marketing company's product come together to perform the identical function... supporting the natural renewal system of the body."



*Australia*

Virtual Distributors who "went live" at Australia's Pre-Launch, John and Kaye are now building a business based on stem cell nutrition. Dedicated vegans who live "in the bush," both John and Kaye are veterans of careers where they worked with people. "So I suppose this business of

sharing just comes naturally to both of us," John says. "We want everybody to know about this amazing wellness breakthrough."



**Siu Tjin Tjin**  
*Malaysia*

The busy owner of a garment factory, Siu shares Stemtech's products and opportunity over a cup of coffee, at lunch, or in small gatherings in her home. "I build a good relationship with people who want optimal health and a business opportunity," she says. Siu is also impressed by the

character of the company, and says, "I am touched that the Stemtech Global Foundation has a mission to help the poor and less fortunate in the world."

## Spirit Award



**MaryAnne Robertson**  
*Executive Director*

The first thing MaryAnne did when she arrived home from the Convention was to unpack her Spirit of Service award and put it in a place of honor in her home. "I was still so surprised that I was selected to receive this very special award," she says. "When Christian was describing the attributes and activities of the Canadian winner, leading up to announcing the winner's name, I thought he was talking about someone else... until I saw the picture of myself in my Minnie Mouse costume from the DLC [Director Leadership Conference] up on the screen. Then I couldn't believe my eyes!"

While MaryAnne may be surprised at her selection for this prestigious award, no one else is surprised at all. People in her organization, as well as crossline distributors, can all attest to the fact that MaryAnne is never too busy to help another distributor. She is hard-working, generous and tireless in her support for others, and consistently puts her distributors' needs first. She has often driven several hours to put on a meeting or just to help or train another distributor, and she does this cheerfully. Perpetually positive, MaryAnne is genuine in her giving spirit... just ask anybody!

At home, especially at this time of year, MaryAnne is busy tending her huge garden, where she grows a lot of what she and her husband Greg, both dedicated vegans, eat. "The garden is a lot of work," she says, "but it is wonderful exercise, and we know that the fruits and vegetables we eat each day are perfectly fresh and 100% organic. I believe that our diet is why we are both so healthy...that and StemEnhance™ and StemFlo™, of course!"



**Stemtech**  
The Stem Cell Nutrition Company

**Stemtech's  
NEW LOOK!**



You'll be seeing it everywhere... On our products, in print, on the web, around the world. It's Stemtech's new logo, a fresh look that will soon be recognizable to people in every corner of the globe. It's a brand new logo for our

**Brand New Future!**



# LEADING LADIES

## StemGem SpotLight



**Viola Toews**  
*Triple Diamond  
Manitoba*

Trained as a Registered Nurse, Viola says, “My passion has always been to see people helped.” She explains that when people have been dealt a “poor hand” and she sees StemEnhance™ and StemFlo™ helping them, “that’s wonderful. It’s the main reason that David and I are a part of Stemtech.” Viola is also dedicated to helping people work the business, pointing out, “Everyone needs to feel you care about them. At first, they need support, encouragement, advice and help to build wisely. Later, it’s important to keep in touch, applauding their successes as they work toward goals.”

Viola enjoyed the excitement last spring of Stemtech’s Amazing Race. She says, “The creative challenges encouraged me to build with Business Builders. I added 15 FastStarts to my organization and earned free hotel nights and Convention tickets for David and me. Wonderful!”

## New Think Tank Member



**Lena Schultz**  
*Triple Diamond  
Manitoba*

For Lena, choosing the highlight of this year’s Annual Convention was simple: “Being asked to join the Think Tank was the best part of the whole fabulous weekend for

Viola and David are just back from Stemtech’s Convention in Anaheim, which they described in one word: “Fabulous!” Viola says, “Going to the Conventions is key to succeeding in this business.” She says the new things that are announced are exciting, the workshops are always valuable, and she likes “knowing where the corporation is going.” But the best part for Viola is this: “We get to touch base with others. We can say, ‘I had this situation... How would you handle it?’ and there’s always someone with a great answer.”

This year’s Convention was “the best ever,” the Toews say. Viola especially enjoyed the “Learn from the Leaders” session, where field leaders shared their business ideas, and the powerful guest speakers. And Viola was “pleasantly surprised” by the announcement of compensation plan enhancements. “The addition of three Bonus Pools will help new distributors and their enrollers to take action immediately,” she says, “and they encourage all distributors to build organizations wisely.”

Not one to let any grass grow under her feet, Viola returned to Canada from Anaheim on Monday evening, and spent Tuesday on reminder calls for Wednesday’s pre-scheduled Convention Highlights meeting in Steinbach, Manitoba. Reflecting on the well-attended Steinbach meeting, Viola says, “It is important that I share the excitement of Stemtech’s Brand New Future with everyone. These are such exciting times for all of us!”

me.” As the first Canadian distributor on the Think Tank, she says that she always considered the members of the Think Tank to be “Stemtech’s elite.” Now that she is a part of this leadership group, she says, “I know it is an honor and an incredible privilege.”

The Think Tank is a hand-picked group of leading distributors who meet with the VP of North American Markets and other members of the executive team frequently. In a monthly conference call and periodic face-to-face meetings, the members brainstorm and discuss ways the company can better assist and support North American distributors as they grow their Stemtech businesses. This important group puts forth a tremendous effort behind the scenes; and Stemtech has benefited from their input, feedback and assistance. A number of useful innovations, including the recently-introduced New Director Pacesetter Pool - an important compensation plan enhancement - came about because of discussions with the Think Tank. Members typically serve for a one-year period and may be asked to serve for an additional period.

# Joining

Chairman’s Club Member Teresa Curtis,  
President’s Club Members Bill & Caroline  
Lohmeyer and Ian & Melony Davies are  
410 StemGems

- 82 Triple Diamonds
- 49 Double Diamonds
- 47 Diamond Directors
- 76 Ruby Directors
- 156 Sapphire Directors



Teresa Curtis



Bill & Caroline Lohmeyer



Ian & Melony Davies and the Boys

# CONGRATULATIONS!

**Triple Diamonds**  
MutualWin Network Canada  
Linda Yao, China-Canada Investment, Inc. Canada

**Double Diamonds**  
Shari & Raymond Bigalk United States  
John Kennedy New Zealand

**Diamond Directors**  
Marge Berger, Marbecca, LLC United States  
Johnny A. Beytel South Africa  
Annie Lau & Lee Choon Seng Malaysia  
Lisa M. Hill United States  
Kareantho Tantri & Annie Sia United States  
Ng Thian Watt Malaysia  
ML5 Sdn Bhd Malaysia

**Ruby Directors**  
Mauricio Antonio Cardenas Rivera & Paula Cardenas Laverde Colombia  
Gloria Clayton Australia  
Susan Maraschin South Africa  
Lee Ping Han, Healthcare NWM Malaysia  
Margaret Munro Australia  
Marita Schauta, EU Trading Solutions Germany  
Vincent Stewart Mah Malaysia  
Linda Yao Canada

**Sapphire Directors**  
Tan Ah Tua Malaysia  
K. Vicknasvaran A/L K. Ganagasabai Malaysia  
Monica Bakker South Africa  
Serjit Singh A/L Basant Singh Malaysia  
Amparo Blanco Gutierrez Spain (virtual)  
Ranandra & Sangeeta Chaudhury Malaysia  
George Yau Chee Long Malaysia  
Chai Fook Chong Malaysia  
Hazleenawati Jalalludin Malaysia  
Heidi Lemke, Natural Active Germany  
Yu Yin Lin Canada  
Dt. Eng Kee Ng Australia  
Kee Poh Soon Malaysia  
Wilbert Rivera Ayala United States  
Darshan Singh S/O Surjit Singh Malaysia  
Xiu Pei Wang Canada  
Dhewijany Wibisono Malaysia  
Bibiana Tan Yoke Sim Malaysia  
楊王如霜 Taiwan  
Nicole Tang Malaysia

*New StemGems promoted March 1 - June 30, 2010*



## 2010 Annual Convention Launches A Brand New Future

Distributors came from the four corners of the globe, because the Anaheim Marriott was THE place to be the last few days of July. Some came a few days early, so they could enjoy the wonderful tourist attractions nearby. But everyone had traveled to Anaheim for only one reason...

### They wanted to be there when Stemtech launched A Brand New Future!

In the popular Learn from the Leaders session, as well as the four valuable workshops, Convention attendees gleaned many pearls of business-building wisdom from Field Leaders and Stemtech Executives. The General Sessions on Friday and Saturday revealed surprises, presented inspiring guest speakers, and generated lots of excitement for all.

"What surprises?" You may ask. Well, here are a few:

A new product: ST-5 with Migrastem™ (available soon in Canada)

A new logo and look (See page 2)

The Success Guide (See page 10)

Compensation Plan Enhancements: Three Global Pools (See page 11)

New print materials: All-Product brochure, Comp Plan Guide brochure, redesigned product brochures (Available soon; check your Back Office for availability)

New Stemtech Biz DVD (available soon)

And Saturday evening's Recognition Banquet was a huge hit... with Awards galore, and culminating in the thrilling announcement of the winner of the Amazing Race Grand Prize of \$10,000, Australia's Sandra Barnsley. Then the evening's emcee, VP Andy Goodwin, even got Co-Founder Ray Carter to dig into the pockets of his tuxedo to come up with some very nice cash "consolation prizes" for the runners-up in the Race... to the delight of everyone in the audience!

**Here are Convention highlights from some of the Canadians who were in Anaheim:**

"I enjoyed the Stemtech distributor speakers [Learn from the Leaders] the best. I liked hearing the stories and how they became successful... especially Lisa Hill, Linda Ruben and Dennis Kluver. The weekend's surprise for me was the new logo. I think that it adds to the quality of the products. And meeting such wonderful people from all over the world was a real highlight. It was fabulous hearing how Stemtech has enhanced their lives."

**Janette Meyer**, Senior Director, Alberta

"The most valuable presentations for me were the ones on the Compensation Plan enhancements. These bonuses will get existing distributors excited and help new recruits to build quickly. I enjoyed Bryan Noar's explanation of the Bonuses and Dr. Donna's talk about the new product, ST-5 with Migrastem. I was surprised at all that the new product can do for people. It is needed by so many. I look forward to having it in Canada."

**Mary Peters**, Diamond Director, Ontario

"Every one of the presentations had some wonderful information. I especially enjoyed the Learn from the Leaders session, where people gave their slant on what leadership means. Andy Goodwin's presentation on the Quickest Way to a Substantial Income was a great way to learn about the new Comp Plan Enhancements. And I especially liked Dr. van Bommel. His talk about the work he does with the Dutch cycling team was fascinating."

**MaryAnne Robertson**, Executive Director, Ontario

"There was a renewed focus for us at this Convention... positive energy and enthusiasm throughout the weekend. This, together with the long-awaited revelation of the amazing new product, talks by distributors from the field [Learn from the Leaders], and of course, the inspirational guest speakers, made this the best Convention since the very first one for us.

**Viola & David Toews**, Triple Diamonds, Manitoba

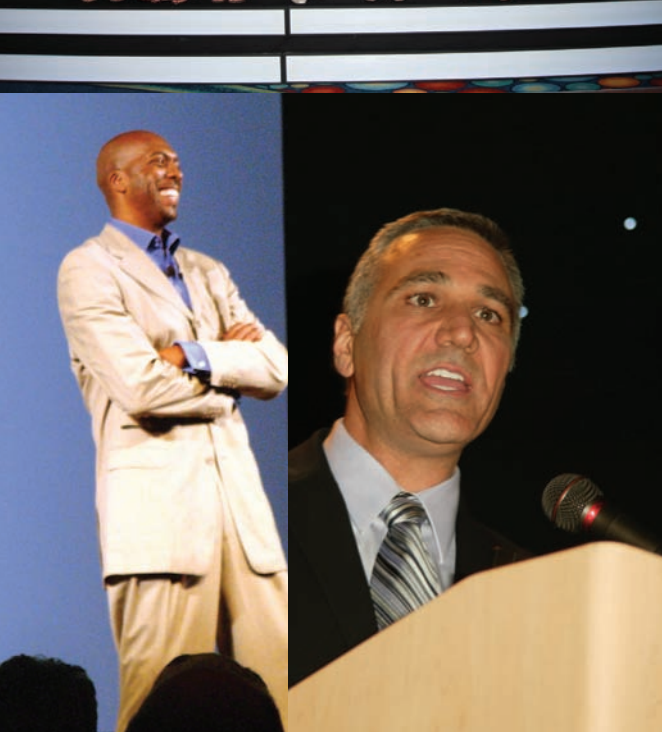
"This was my first Stemtech Convention. It was great to meet people from all over the world, to hear from many successful distributors, and to see that they are regular, down-to-earth people with a passion for sharing their Stemtech story. It made me realize that anybody can be successful at this business if they take action, following the lead of other successful people. While all the speakers and presentations were excellent, I was especially inspired by Ben Kinchlow's stories, John Salley's passion to help others, Cy Nelson's wisdom and motivation, and Dr. van Bommel's talk on performance enhancement with StemEnhance™."

**Dr. Ed Chicoine**, Senior Director, Quebec

"All the presentations were valuable and well-done. Each one seemed to build on the previous one, like a chain of valuable knowledge. The guest speakers and the Field Leaders all did a great job. It was great how they complemented and enhanced each other's presentations. On the plane home, I sat next to a scientist, and I presented him with the Stemtech opportunity and products. I hope to see him join my organization."

**Lena Schultz**, Triple Diamond & Think Tank Member, Manitoba

**We thank these distributors for sharing their highlights. Their memories and the pictures on these pages can give you a taste of what the Fourth Annual Convention was all about. But the truth is... You really had to be there to know how powerful a weekend it was. Start planning NOW to be part of Stemtech's Fifth Annual Convention. It can be the highlight of 2011 for you and your business!**







# Stemtech Around the Globe

## Canada

by Jonathan Lester, General Manager

Wow! What a Convention, eh? I was thrilled to be joined by 20 Canadians in Anaheim, where the theme for the weekend was “A Brand New Future.” And what a bright one it is! A new corporate image, a new brand, a new product, new marketing materials, new business tools and new enhancements to the compensation plan all made for a weekend to remember. A special delight was being able to recognize the achievements of our leading distributors from right here in Canada: MaryAnne Robertson from Ontario (See page 3) and Mutualwin Network from British Columbia, who won Go For Gold and was also one of the Top 10 recruiters of new directors worldwide in the last year (See photo). And Lena Schultz from Manitoba is the first Canadian to be appointed to the Think Tank (See page 4).

We are launching StemPets For Large Animals™, as well as the new-and-improved StemSport Chewables™ in Canada this month (See back cover). Keep an eye on your email inbox and Back Office for details on ordering these wonderful products right here in Canada.

I was reminded at Convention that we were FIRST in so many ways for Stemtech:

- The first international market to become part of the Stemtech story
- The first international market to produce Triple Diamond Directors
- The first international market to do a million dollars in sales

And we are about to be the FIRST to embrace a Brand New Future! With the Stemtech phenomenon expanding around the globe, as a market we have been caught by Malaysia, with Australia and South Africa chasing us hard. It is time to claim back our rightful place, and that starts today! With new products, new training tools, new marketing materials and -- more importantly -- a renewed focus on the privileged opportunity we have to change peoples lives for the better, a Brand New Future awaits. Let's make it happen in Canada!



General Manager Jonathan Lester presents Mutualwin Newtwork with the "Go for Gold!" contest prize.

## USA

by George Antarr, VP/North American Markets

The excitement from our Fourth Annual Convention is resonating all across the United States, as US distributors return to the field after such a memorable weekend of powerful presentations, wonderful workshops and awesome announcements. In addition to the new Success Guide and compensation plan enhancements (See pages 10-11), US distributors were wowed by the introduction of ST-5 with Migrastem™, an extraordinary new product (planned availability in Canada by year-end) and the exciting conclusion of Stemtech's Amazing Race, where Australia's Sandra Barnsley took home the USD\$10,000 Grand Prize. Runners-up Bev Lenz and Rebecca Reverie of the US and Ricardo Santos Echevarria of The Philippines each took home \$1,000.

### CURRENT TOP VIRTUAL MARKETS

Austria	Indonesia
Brazil	Nigeria
Bulgaria	Singapore
France	Spain
Ghana	Trinidad



Amazing Race Finalists await the big announcement: (L to R) Bev Lenz, Ricardo Santos Ecchevarria, Rebecca Reverie and Sandra Barnsley.

## Europe & Down Under

by Andy Goodwin, VP/European Markets

Roger Duce joined the London staff in June as General Manager for the UK and German operations. He brings to us an impressive background in the direct sales industry and lots of enthusiasm for the job at hand. We are all pleased to see that European retail markets are up 60% year-over-year, so Roger and the UK staff have something to build upon.

The successful Virtual Enrollment program has led me to Bulgaria, where I met with over 250 people in Sofia who are eager for Stemtech to open in their country. And because our own London Distributor Services Manager Sandra Kaizickate developed local contacts with people from her native Lithuania, recently Heather Livingston, Sandra and I met with a group of these folks, who urged us to consider the fertile market of Lithuania for Stemtech.

My recent tour Down Under with Christian Drapeau racked up all-time records for attendance, with 750 in Perth, 350 in Sydney, 150 in Auckland... but the shocker was in Masterton (the middle of nowhere, a town of 17,000), where 350 people came to hear us! Both the Australian and New Zealand markets are exploding with recruitment and growth, generating Triple Diamonds (See page 2) and StemGems one right after the other. And now we have the Winner of Stemtech's Amazing Race, Sandra Barnsley, to congratulate!



The UK staff welcomes new General Manager Roger Duce.

## Stemtech's Global Family

Here's a quick update on what's happening in Canada and around the World...

## Africa

by Errol Lester, VP/African Markets

South Africa's moment on the global stage for the World Cup soccer competition has given our South African Distributors golden opportunities to share the StemSport™ concept with athletes, owners and trainers, and fans. Many of our Distributors have taken great advantage of this opportunity to spread the word about Stemtech, spurred on in part by our exciting KickOff Contest, which awarded prizes to new FastStart/AutoShip Distributors and Distributors excelling in FastStart/AutoShip enrollments.

More great news: We are pleased to welcome our new General Manager for South Africa, Debra Pretorius, a talented administrator with vast MLM experience who has jumped in quickly with great enthusiasm. With added excitement from her attendance at the Fourth Annual Convention, Debra promises Stemtech Africa a very successful future with her at the helm in Johannesburg.

After some challenges, Namibia is a “go,” and we are in the final stages of preparing a Pre-Launch in Ivory Coast, as well as setting up a warehouse facility in central Africa that will be able to supply Ivory Coast, Ghana and Nigeria after they open. Keyna continues to be an exciting market; we have meetings scheduled there for October. Note: All these African markets are fertile for Virtual Enrollments!



New General Manager Debra Pretorius and her staff show their team pride during South Africa's participation in the World Cup games.

## Latin America

by Oscar Rosas, VP/Latin American Markets

Our Distributors in Puerto Rico, led by Dr. Enrique Martinez and Awilda Rubio, enthusiastically welcomed Ray Carter on his President's Tour in May, and enjoyed showing Ray and Izzy Matos some excellent hospitality, Spanish-style. In Mexico, we have welcomed our new Sales & Marketing Manager for Mexico, Jacob Orozco. Jacob comes to us with great experience in building field organizations and implementing effective training strategies. He has been traveling around Mexico, hosting and assisting with opportunity meetings and building relationships with our field leaders.

In Colombia, I traveled recently with our Sales & Marketing Manager Adriana Ricci to Cali and Medellin, where we met with enthusiastic product users and with strong business leaders who see Stemtech as a lifetime opportunity. Traveling with Christian Drapeau, I had the honor to meet a Latin American superstar, Prof. Luis Fernando Montoya (See photo), former coach of the championship Colombian soccer team, who is a paraplegiac after a gun assault. Called “The Champion of Life” by many, Prof. Montoya travels the country giving motivational conferences and even lessons in soccer technique. He is very excited about our products and stem cell nutrition.

More good news: Distributors in Mexico and Colombia, as well as Spanish-speaking Distributors in the US, will soon be able to enjoy *HealthSpan* in Spanish! We are translating this magazine so Hispanic Distributors feel more of a belonging to our multi-national company.



Oscar and Prof. Montoya get acquainted as they share their mutual interest in Stemtech's products.

## Asia

by Jonathan Lim, VP/Asian Markets

The excitement over Stemtech continues to spread all across Asia, as large numbers of new Distributors and customers are coming on board every month. In the Philippines, recruiting and enrollment began increasing in May, as many people flocked to hear Christian Drapeau's lecture, caught the vision and signed up. The enthusiasm for Stemtech's products and opportunity are so strong and the people's respect for Christian is so great that everyone looks forward to his return in November for another group of meetings. Our talented General Manager Nora Asuncion is already preparing for this special event.

We are proud of the accomplishments of many in the Asian market in Stemtech's Amazing Race, particularly Finalists Ricardo Santos Echevarria (who competed in the Final Challenge in Anaheim) and Yolanda de Santos (who unfortunately had to miss the Convention). There is no doubt that Stemtech Distributors in the Asian Market are dedicated business builders. We eagerly anticipate the next challenges from Stemtech.

Recently, I traveled around Malaysia with Triple Diamonds Harry Wu, SiuTjin Tjhin and a number of Malaysian leaders. Everywhere we went, we met with large groups of Distributors and their guests. We were pleased that Distributors in the field appreciated the opportunity and training meetings we held for them. In Malaysia, as elsewhere around Asia and the world, Stemtech's Turbo Bonus spurred activity and brought on board many, many new Business Builders, so distributors are really excited about the new Global Pools. We expect exponential growth in the coming months!



Malaysian leaders enjoy the sights during their visit to East Malaysia.





# New from Stemtech... The Success Guide



This business is simple. And now the way your new Business Builders get started in the business is simpler than ever. With **The Success Guide**, Stemtech's new, streamlined training booklet, your prospects and new Distributors can see how easy it is to:

- Discover
- Expand
- Grow

This professionally-designed 20-page booklet, which will be included in the Business Development Training in place of the Proven Four-Step System\*, provides a simplified learning process that will speed up duplication throughout your organization. The Success Guide leads your new Distributors on an easy, natural path to business success. Each Chapter prepares the way for the next, as Distributors lay the groundwork for building a solid business.

In **DISCOVER YOURSELF**, new Distributors determine their direction (Consumer? Earner? Leader?), define their future (personal, family and business goals), create their lists and write their story.

In **EXPAND YOUR HORIZONS**, Distributors learn how to connect naturally with others, tell their story, introduce Stemtech effectively and follow up.

In **GROW YOUR WORLD**, Distributors learn to assist their new distributors with the enrollment process, guide team members as they build, and serve as mentor and coach.

**The Success Guide** puts it all together in an easy-to-follow format. This newest business-building tool from Stemtech is bound to be a hit in the field, because it will stimulate immediate business growth.

All newly-enrolled Business Builders will receive **The Success Guide** in their Business Development Training package. Want The Success Guide on hand to show prospects and just-enrolled Distributors? Copies will be available through your Back Office **for a limited time only**.

## Order your copies TODAY!

\* For Distributors wanting the more in-depth details, further training remains available online. Go to your Back Office to download these materials.



# Compensation Plan Enhancements THREE GLOBAL POOLS Dive In!

Beginning August 1st, Stemtech Distributors around the world will have **THREE** exciting new pools to enhance income potential: the FastStart Turbo Pool, the New Director Pacesetter Pool and the Incentive Contest Pool. These pools replace the five levels of upline Director overrides previously paid on the sale of FastStart Packs.

Designed to spur ongoing growth and momentum, these Pools encourage you and your new distributors to:

- Focus on the right business-building activities needed for growth, and
- Structure your organization to ensure ongoing success.

The three Pools can put CASH in your pocket every month! And cashing in on these Pools is easy. Here's what to do:

### 1 FastStart Turbo Pool

Similar in concept to the wildly popular "Weekly Turbo FastStart Bonus" pre-Convention incentive, the FastStart Turbo Pool puts extra money in your pocket when you excel at bringing on new distributors and helping them get started the right way. But this FastStart Turbo Pool is easier, because the qualifications are monthly, not weekly.

10% of total BV of all FastStart Packs sold globally during the calendar month goes into the Pool for that month. If you qualify for a Pool SHARE, you'll receive your Pool payment at the same time as monthly commissions. To qualify:

- You earn one share of the pool for every 5 new distributors you personally enroll during the calendar month with a FastStart or Leadership Pack.
- Enroll ten and you double your share; enroll fifteen and it's tripled... and so on!
- Requirement: You (the enroller) must be active on AutoShip.

Enroll 5 new Business Builders and DIVE IN THE POOL! Then help those five Business Builders to DIVE IN, too. Imagine how your group can grow as you all focus on finding 5 or more new Business Builders each month!

### 2 New Director Pacesetter Pool ... and Enroller's 50% Match

New distributors can cash in with the Pacesetter Pool when they achieve Director quickly. But that's not all ... The Pacesetter also rewards the Enroller who helps them get there! The New Director Pacesetter Pool consists of 12.5% of total BV of all FastStart Packs sold globally during the calendar month. It is paid out monthly, at the same time as monthly commissions. The maximum monthly payout is \$3,000 per share (new Directors are limited to

\$3000 each, and Enrollers are limited to \$1500 per new Director). Any unpaid excess is carried forward indefinitely until paid out, to help fund future months' New Director Pacesetter Pools. To qualify for ONE SHARE of the Pacesetter Pool (to a maximum of \$3000):

- Enroll as a Business Builder (FastStart Pack or Leadership Pack, plus AutoShip)
- Qualify as a Director with the following organizational structure by the end of your first full calendar month after you enroll. (Example: If you enroll during August, you have until the end of September to qualify)
- Have at least 5 personally enrolled Business Builders
- Have at least 10 customers and/or distributors with AutoShip PPV in your organization (includes your personally enrolled Business Builders with AutoShip PPV)
- Remain fully qualified as a Director the following calendar month

### Enroller's 50% Matching Bonus

The New Director Pacesetter Pool also includes a 50% matching bonus for those who help their new enrollees qualify! Here's what happens:

- You earn a half-share of the pool (50% matching bonus), up to a maximum of \$1,500 per half-share, every time one of your personally enrolled distributors qualifies for a share of the New Director Pacesetter Pool.
- To be eligible for this bonus, you need to have AutoShip PPV for the month.

Enrollers who work closely with their new Business Builders to develop a solid organization now earn a piece of the action. What a win-win situation for everyone!

### 3 Incentive Contest Pool

This pool will fund all sorts of fun incentive contests that support continued growth and productivity in the field.

The Incentive Contest Pool consists of 2.5% of total BV of all FastStart Packs sold globally during the calendar month. It accrues monthly and is applied to various incentive contests held during the year. Any balance that is not used up is carried forward to help bolster the pool in future months. The entire pool is paid out at least once each year.

Nothing like a good incentive contest to liven things up and get your group going ... Be sure to stay tuned for contest announcements in future months.

Simple as 1-2-3... Stemtech's Compensation Plan has been enhanced with **THREE POOLS! DIVE IN!**





# STEMTech stories



**Sarah Klassen**

Manitoba

People who know Sarah were eager to try StemEnhance™ when they learned of the dramatic improvements in her health and quality of life the product brought her. She says, "People began stopping by, just to see for themselves, and just about everyone left with a bottle or two." Some signed up as distributors, too. With greater energy, easier breathing and no more trouble with her back and legs, Sarah is a "walking advertisement" for the power of Stemtech's products.

She says, "I enjoy telling people about StemEnhance and StemFlo™, usually in coffee shops, in stores, or even when stopping to chat on the street." In these first encounters, Sarah explains a bit about how the products work, always noting that Stemtech offers a business opportunity, where, Sarah says, "they can help others as they build a nice income." She hands prospects brochures, DVDs or CDs, then follows up in a day or so to make an appointment to meet to enroll her new distributor.

Sarah says she gained "a lot of insight into how stem cells work and the benefits our bodies receive with stem cell enhancement" when she attended Stemtech training events in Minneapolis, Winnipeg and Winkler. "I also learned how the business end of things works," she says.

As she builds her local organization and looks to "going global" in the future, Sarah is grateful for the help of Lena Schultz, who is "always there to answer questions and talk to prospects to help them to enroll," she says, adding, "Lena is a great friend to have in your corner."



**Jeannette McLaughlin**

New Brunswick

A semi-retired naturotherapist, Jeannette enjoys working at her own pace from her home...a pleasant change from her busy days at the two spas where she worked a few years ago. She says, "I have been on a wellness journey for over 31 years," and it was this journey that led her to Stemtech. When her longtime friend Micheline O'Shaughnessy casually mentioned StemEnhance in a phone conversation, it lit a spark for Jeannette. "Micheline is very knowledgeable about health and I value her opinion," Jeannette says, "so when she mentioned StemEnhance, I began devouring everything I could read about the product and the company."

She was attracted to Stemtech, Jeannette says, "because its products are backed by science, and the company doesn't have 'a zillion' products." She became a distributor in March, and with the help of Fabien Turcot in the Richmond office, Jeannette selected print materials, CDs and DVDs for a wellness show where she had booked a booth. She says, "I like to target people who are health-conscious." One way she does this is with her "Anti-Aging Boutique," part of Micheline's popular website on women's health. There Jeannette shares news about Stemtech's products, providing a link to her Stemtech website for those wanting more information. This month's addition of StemPets For Large Animals™ to the product line available in Canada has encouraged Jeannette that the arrival in Canada of a product for dogs cannot be far behind. "Once both of these StemPets products are available to us," she says, "I want to concentrate on that part of the business. I already have my first two canine 'testers' waiting in the wings."





## Zhe Wang

British Columbia

# Stemtech stories

When Linda Yao introduced Zhe to StemEnhance™ and the Stemtech opportunity, Zhe says, "I believe in natural remedies, and I was intrigued to learn that StemEnhance helps the body's stem cells to repair and rebuild." Once she began taking StemEnhance herself, Zhe enjoyed great results: "I am able to sleep better," she says, "and I feel that both my circulation and digestion have improved significantly." But it is her husband's results that are most dramatic. Zhe explains, "He used to be gray, but now his hair is coming in black!"

Zhe has worked as a reporter, and believes that the traits that make a good reporter translate well to her Stemtech business. She explains, "I believe that sincerity is the most important characteristic of reporting, of sharing Stemtech... and of every aspect of life."

Living in Richmond, Zhe feels fortunate to be nearby the Canada headquarters. She says, "The office provides great support for me. The opportunity meetings held at the office have helped me understand the product science and the business better." A native of mainland China, Zhe is a lot more comfortable sharing the Stemtech story in Mandarin, rather than English, so she appreciates Stemtech's Chinese materials. While her organization currently is entirely local, Zhe looks to expanding to Asia in the future. "I have many friends in China," she says, "so I am looking forward to a time when Stemtech opens that market."



## Bertha Wiebe

Alberta

# Stemtech stories

After age 50, Bertha began having problems sleeping, and this in turn often resulted in "down times" emotionally. Then last fall Bertha had a visit from her cousin, Leanna Friesen, of Manitoba, who had been introduced to Stemtech several months earlier by Viola Toews (pictured with Bertha). Leanna told Bertha of the wonderful results she had been having with StemEnhance. When Bertha learned that StemEnhance helps the body's stem cells to work better, she says, "I've been in nursing all my life, so the science of it all made sense to me." She enrolled Fast Start.

Within a few days of beginning StemEnhance and StemFlo™, Bertha says, "I felt a sense of wellness, a real boost, and I really appreciated it". She found also that taking StemEnhance before bed gave her body just what it needed to let her sleep through the night. With these dramatic and very welcome results, Bertha knew that she needed to share the good news about Stemtech's products with her friends and family.

Since she does not have a computer, as is also the case with some other people of her acquaintance, Bertha uses Stemtech's brochures and literature to share Stemtech's products on a "one-on-one" basis. She says, "I want everyone to have the chance to experience the health benefits of these amazing products."

With Viola's help, Bertha is reaching out to more and more people, sharing her testimony with others. Recently while visiting in Manitoba, she shared how these products had improved her quality of life at a Stemtech informational meeting in Steinbach.



## The Story of Spook

as told to Donna Dumond

Alberta

# Stemtech stories

If I say so myself, I am a beautiful Paint/Thoroughbred. I have been dazzling my "owner" Tiffany, her Mom Donna and people everywhere with my talents in jumping, dressage and "Western Pleasure," for eight of my ten years. I also show my talents in the Calgary Stampede Show. I have always been loving, full of great spirit and ready for somebody to hop on and ride.

But this spring I wasn't feeling myself. I had no energy and felt breathless, my head felt heavy, there were sores in my nose, and I drank a lot but still felt that my insides were drying up. Vet after vet poked, prodded, stuck me with needles, and took "samples." I could tell from the look on Donna's face that each vet seemed to have worse things to say. I heard words like "toxins," "dehydration," "body failing," "decline" and "It's only a matter of time." That didn't sound very good to me, and Donna and Tiffany were looking sadder every day.

Then one day I overheard Donna telling Tiffany that she had found a US company that markets the world's first and only all-natural adult stem cell enhancers for people, pets and large animals, and the products support the natural release of adult stem cells from the bone marrow. I have no idea what all of that means, but the news seemed to perk up Donna a lot.

The next thing I knew, she was mixing something\* delicious in my feed. By the next sun-down, I started feeling a lot better, and seven sun-ups later I was back to my "old self," playing with the other guys and gals in the pasture, and always ready to take Tiffany for a ride... as long as she didn't mind if I showed off a little spirited cantering. All I can say now - from the equine point of view - is that whatever Donna put in my feed should be available for every large animal in Canada!

*\*StemPets For Large Animals*





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## After years of "Neigh!" Now we say "Yay!"

With the same basic formula as the product that has shown amazing results for horses in the United States, StemPets For Large Animals™ (FLA) is what every animal in a Canadian corral needs. For large animals of every breed and every age, StemPets For Large Animals provides the support for adult stem cells that the animal's tissues and organs require for years of heavy exercise and equine activity. As your animal ages, this support becomes more and more critical for the animal's maintenance of wellness.

What's more, StemPets For Large Animals is delicious! Just mix it in your animal's feed for a simple way to support your "largest family member's" optimal health!

**StemPets For Large Animals  
(like me) is now  
available in Canada!**

**StemPets For Large Animals**

Available NOW in your Back Office.



## For every level of activity

**Taking StemSport Chewable Tablets™ just makes sense!**

World-class athletes, "weekend warriors" and casual fitness folks alike asked for a convenient way to take both StemEnhance™ and StemFlo™ to support their activity... and StemSport Chewable Tablets is the answer!

Each citrus-flavored Chewable is a combination of one-half capsule of StemEnhance and one-half capsule of StemFlo, mixed with the five-carbon sugar D-Ribose, which facilitates the production of ATP... a major source of energy used by cells, including muscle cells. Science has shown that D-Ribose may help to improve recovery after intense workouts. So Canadians... Start your "engines" with StemSport Chewables!

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