

Winter 2008-2009

# health **SPAN**

STEMTech Canada

TOTAL LIFE ENHANCEMENT

Volume 1, Number 2

## StemFLO™



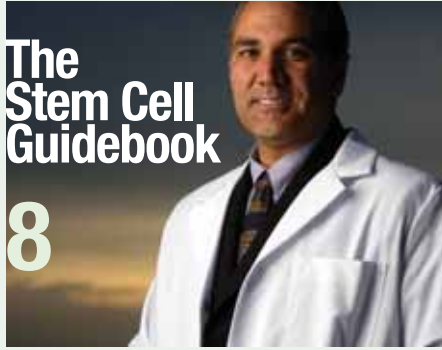
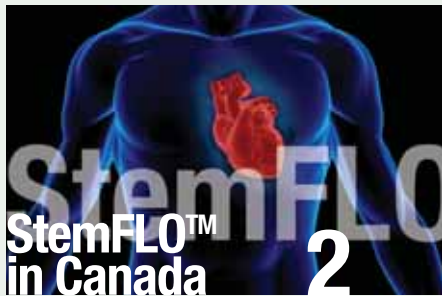
# COMES TO CANADA!



Rave Reviews for Cancun GetAway



Stem Cell Guidebook Published



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Make this the best  
**SPRING GROWING SEASON** ever....

STEMTech's  
Third Annual Convention  
April 3-5, 2009

Anaheim Marriott, Anaheim, CA  
("Disneyland's Town")

This is our **"Time to Shine!"**  
Don't miss this extraordinary weekend of  
training, networking and motivation that will  
take you and your business to new heights.

**Register now and save money!**

**\$239** through February 28  
(\$259 thereafter)

Included: General Sessions, workshops  
and meals (Recognition Banquet, too!)

## TIME TO SHINE IN 2009!

As the New Year begins, we are pleased that StemFLO™ is now part of the product line we provide for you and your customers! We know that the addition of this powerful antioxidant will boost both your product sales and your enrollments. StemEnhance™ and StemFLO -- and the two products working as partners in StemSPORT™ - can boost your business growth in 2009 and beyond.

Now is the time to plan to attend the corporate-sponsored events in the first half of 2009. The DLC in January and regional events like STEMTech Showcases and Super Saturdays are all designed to help you build your business. Regional events support your introduction of new people to our opportunity, while providing invaluable training for you and your distributors. (See **GREAT NEWS!** schedule of upcoming events on page 11.)

Congratulations to our Canadian StemGem Team and Rising Stars! Their success shows just how resilient our business is, even during challenging economic times. Aspire to reach the higher levels as a STEMTech distributor and you, too, can experience rewards, like the vacation of a lifetime enjoyed by some of our top achievers for 2008 at a world-class resort in Cancun, Mexico last month.

Have you made your plans to attend our Third Annual Convention in April? We look forward to welcoming you at this exciting event and sharing camaraderie, training, fun, and maybe a few "STEMTech surprises" with you.

2009 promises to be yet another record-breaking year for STEMTech in North America and around the world. The media may continue to spread a message of fear and anxiety over the world economy. Our STEMTech family, however, continues to rise above the negativity by spreading our message of hope and sharing the STEMTech opportunity as a solution for people who are striving for enhanced wellness and prosperity. This is your year... It's time to shine in 2009!

To your health and prosperity,



Ray C. Carter, Jr.  
President & CEO



terborg media group

## A BUSY AND EXHILARATING TIME

As I look back at recent months, I do not remember having been so busy in a long time. While traveling twice around the world, somehow -- with the close collaboration of key people -- I managed to complete the writing of two books, one just published and the other soon to be published. At the same time, we developed the StemSPORT concept, and we are preparing to gather more data on the effect of StemEnhance and StemFLO on physical performance. Currently, we are writing reports on three studies on the benefits of StemEnhance and StemFLO. Most of this work has happened during the past four months! It has been a work load that has been exhausting and exhilarating.

The next six months promise as much activity, and perhaps even more! Many projects are underway to profoundly affect the marketplace and your ability to share STEMTech with people everywhere. We are working everyday to make our message clear and powerful: STEMTech offers the most effective approach for the maintenance of optimal health. Soon we will reveal more about the global approach we are developing. Build your strong organization now and be ready to ride the STEMTech wave around the world!

We are all thrilled about the publication of *The Stem Cell Theory of Renewal*, because it will help you to explain the solid science behind StemEnhance. If you can travel to the States in late January or early February, I hope you will join Bryan Noar and me on one of our first round of Book Tour stops; and I look forward to seeing you at our Convention in April.

Very best,



Christian Drapeau  
Chief Science Officer



terborg media group

# Introducing a Patent-Pending Novel Formula to Optimize Stem Cell Circulation

StemFLO was designed essentially to do two things to promote optimal blood flow and circulation of stem cells in the body:

- 1 To reduce existing fibrin in the blood; and
- 2 To prevent the formation of fibrin.

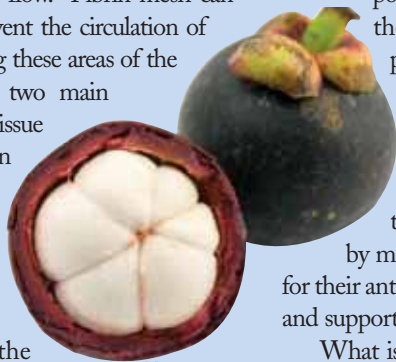
# StemFLO™

by Christian Drapeau

**Fibrin is a molecule normally produced in the blood as part of the coagulation process, to stop blood flow after an injury. During an injury, the damaged tissue activates a complex multi-step process leading to the formation of fibrin and then the cross-linking of fibrin strands to form the final blood clot.**

**B**ut the formation of fibrin in itself is just one step in this complex multi-step process, and without the full activation of the coagulation cascade, the formation of fibrin does not lead to full blood clot. It simply leads to the presence of free-flowing fibrin mesh in the blood. This is what happens when there is oxidative stress in the blood. Free radicals in the blood lead to the formation of fibrin mesh whose size can at times impair optimal blood flow. Fibrin mesh can reduce blood flow through capillaries and prevent the circulation of stem cells in certain areas of the body, depriving these areas of the natural process of renewal. Therefore, the two main strategies to support stem cell delivery to every tissue of the body are to eliminate the presence of fibrin mesh and to prevent its formation when it is not needed to repair an injury. To do so, we have created StemFLO, a blend of fibrinolytic enzymes (fibrinolytic: that cuts fibrin) and powerful antioxidants.

Because many products exist on the marketplace designed to increase the fibrinolytic activity of the blood and to provide strong antioxidant properties, our mission with StemFLO was to search for the best quality available, and that's what we did. Most antioxidants are tested using a laboratory procedure that measures antioxidant capacity in a test tube, not in a living cell. These tests provide interesting information, but the results do not say anything about the effect of a specific antioxidant in the body, where it matters. So we used a novel assay called CAPE (Cell-based Antioxidant Protection in erythrocytes), and equipped with this assay during nearly three years we searched for the most effective ingredients available.

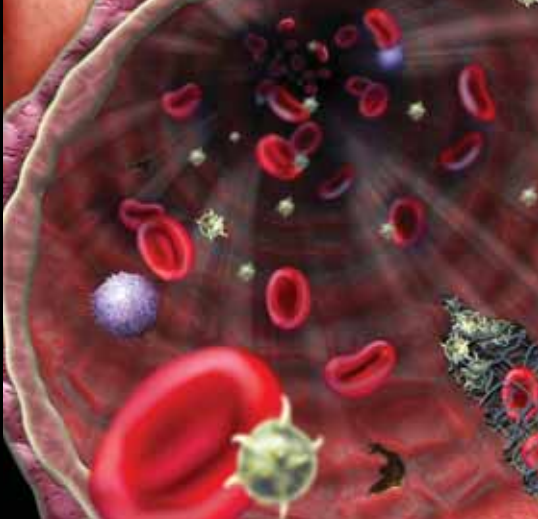


Mangosteen

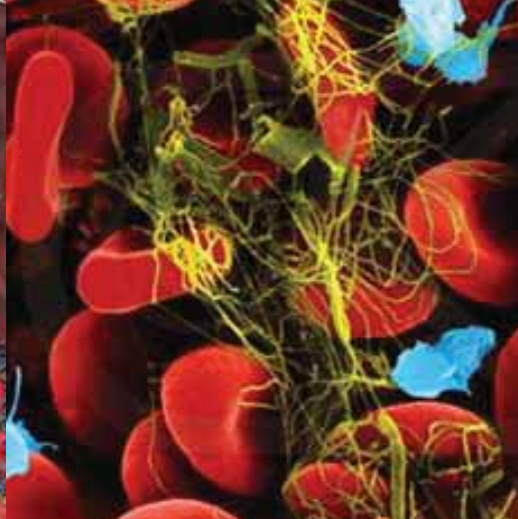
We discovered a unique location in Southeast Asia and developed a relationship with a farm that produces the top quality mangosteen crop, the only organically certified mangosteen available. When tested against some of the most popular sources of mangosteen on the marketplace, our source tested up to twenty times more potent. Likewise, we tested several sources of cat's claw, one of the most powerful antioxidant herbs available, and found the one with the most potent antioxidant and immune-supporting properties. Finally, working in collaboration with scientists in the field of berries and polyphenols, we developed a berry extract that provides one of the highest concentrations of polyphenols so far tested. And we completed this formula with curcumin and rehmannia, two botanical ingredients that are not yet generally known by most people, but that are very well known in herbal sciences for their antioxidant properties and their ability to help purify the blood and support optimal blood circulation.

What is novel in the StemFLO formula is the blend of powerful antioxidant and fibrinolytic properties, aiming at supporting optimal blood flow in the capillaries to optimize stem cell delivery to every tissue of the body. The novelty of this approach is such that a patent has been filed on StemFLO, concentrating on the physiological effect of blending together strong antioxidant and fibrinolytic botanical ingredients.

Now, this is all good theory, but how can we determine whether StemFLO effectively improves blood circulation in the body? There are many tests to measure blood circulation, but only one that can effectively measure circulation in the capillaries, the smallest blood vessels where stem cell migration takes place.



Coagulation Process



Fibrin Mesh in Blood

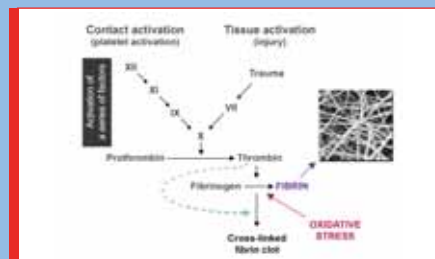
“When a tissue or blood vessel is damaged, the coagulation process leads to the formation of fibrin mesh at the site of the injury. The fibrin mesh captures red and white blood cells, forming a plug that stops the blood loss from the blood vessel.”

“With excessive oxidative stress in the blood, fibrin mesh can develop in the bloodstream, without injury, and impair optimal blood flow.”

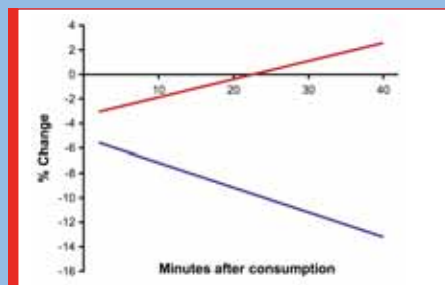
One of the blood’s main roles is to carry oxygen to every part of the body. The network of capillaries is so extensive that most tissue cells lay within 3-4 cells from a capillary. When there is optimal blood circulation, the delivery of oxygen is plenty and oxygen diffuses through the tissue. It is possible to monitor this phenomenon by measuring the amount of oxygen released through the skin by the capillaries located in the superficial layers of the skin. However, when oxygen delivery is impaired by reduced blood flow through the capillaries, the level of trans-cutaneous oxygen can fall significantly. Therefore, we measured the amount of oxygen released through the skin before and after consumption of StemFLO

When an individual lies down and rests, the lack of movement slowly reduces the amount of blood flowing through the skin, and there is a normal reduction in trans-cutaneous oxygen (as the blue line shows in the graph). When StemFLO is given to individuals, within twenty minutes there is a reversal of that phenomenon, indicating an improved blood circulation through capillaries. By digesting fibrin in the blood and preventing fibrin formation, StemFLO promotes optimal capillary circulation throughout the body.

So what is the best way of taking StemFLO? It is important not to take StemFLO at mealtime. When StemFLO is taken with a meal, the enzymes would be somewhat consumed during the process of digestion. It is also important to take StemFLO along with StemEnhance™, so that the stem cells released from the bone marrow can best take advantage of the improved capillary circulation throughout the body. If a person wants to take additional StemFLO to further improve blood circulation, it is probably better to take it more often during the day than to take more capsules at once.



Blood coagulation can be triggered by irregularities in the cardiovascular system (intrinsic system; top left) or by actual injuries to tissues (extrinsic system; top right). Both systems lead to the activation of a series of compounds whose common end point is the transformation of prothrombin into thrombin, and then the transformation by thrombin of fibrinogen into fibrin mesh. During the normal coagulation process, the formation of thrombin also triggers the cross-linking of fibrin to complete the formation of the blood clot. When fibrinogen is transformed into fibrin mesh by the action of free radicals, this isolated process does not lead to full blood clot but simply to soluble fibrin mesh floating in the circulation.



Measuring the level of oxygen that permeates through the skin is an accurate way of estimating capillary blood flow. Upon lying down, it is normal to see the level of trans-cutaneous oxygen decrease (blue line). In this situation, any change in capillary flow can be detected as an increase in trans-cutaneous oxygen release. Within minutes after consumption of StemFlo, capillary flow is significantly improved (red line). Lines represent the average of three tests in one individual.

# StemSPORT Brochures Have Arrived!

by **Heather Livingston**,  
VP/Global Product Training & Sports Marketing

**S**temSPORT™ is our trademarked, unique regimen for active people, which uses StemEnhance™ and StemFLO™, taken together, to support improved performance and shortened recovery time. Now we introduce the StemSPORT Brochure, a professionally designed, effective tool to grow your STEMTech business with active people! This brochure is bold, vibrant and strong. It compels people to open it, read it and use it everyday.

Inside there is vital information for all active people - from the elite athlete to the person whose activity is primarily recreational. For every active person, this brochure concisely summarizes valuable information about performance levels, the body's reaction to exercise and the importance of reducing recovery time.

The topics of reducing recovery time and assisting our body's natural renewal system, as well as the nutritional benefits of StemSPORT, are all captured in simple, easy-to-read points within the brochure. There is also a compelling graph summarizing the landmark StemEnhance study published in the *Journal of Cardiovascular Revascularization Medicine*, showing what happens to the number of circulating stem cells. Also included, you'll find powerful testimonials from world-class athletes and other active people, as well as clear and concise bullet points about both StemEnhance and StemFLO.

So now that you are ready to go with the StemSPORT brochure... What's next?

First, remember this: Fit and healthy people are generally very receptive to trying a new, proven product, much moreso than people who are not fit and healthy. If you encounter people who look fit, active, healthy, and vibrant, do not shy away from them! Often they say, "Yes, I will try it."

Always have the StemSPORT brochures with you - in your car,

## StemSPORT The Ultimate Fuel for Renewal!

Learn more at [www.stemsport.com](http://www.stemsport.com)  
StemSPORT Brochures  
Sold in 20-packs for <sup>CN</sup>\$5.00



pocket, purse, at your desk, in your briefcase... everywhere. Then go out and share. Here are some great spots for your StemSPORT brochures:

- Health Clubs and Gyms (Talk to management to learn if there is an area where you can display them.)
- Sporting Events (Call the organizers and ask to display them in a booth or on a table. Then be there to talk about the product.)
- Athlete Training Rehabilitation Centers and Sport Medicine Centers
- Physical Therapists' Offices
- Chiropractors' Offices
- Health Spas and Massage Therapy Clinics
- Sporting Goods Stores

Seek out Trainers, Coaches, and Athletes wherever you can find them. They are a natural market for our natural product!

Reach out to the sporting community through publications, too. Use the pre-approved StemSPORT ads (found in your Back Office) in athletic programs, newspapers, local weeklies, pamphlets, flyer inserts... anywhere you can reach active people.

Of course, the opportunities to bump into active people are limitless. Be creative, and always keep your eyes open as active people pass by every day. You know these people desire health and fitness. StemSPORT assists them in the maintenance of a fit body, supports greater performance and faster recovery and, as a bonus, it engenders a state of well-being (or as I always say, the state of Being Well). Your StemSPORT brochures open doors for active people to enhanced fitness as they open doors for you to grow your STEMTech business!



Just \$5 for 20...  
Go to your  
Back Office  
TODAY  
and order plenty!

**Mandy Newton***Sapphire Director  
Saskatchewan*

Three years ago, Mandy Newton was running a natural health clinic in Calgary, where clients came for body imaging services with the CRT 2000, a sophisticated thermograph system. STEMTech Double

Diamond Edward Soltys was a friend and client of Mandy's. "Edward introduced me to StemEnhance™, which had only been on the market for a few months," she says, "and I agreed to try it, testing it on myself." When she began experiencing good results, Mandy signed on with the Pro-Retailer's Pack.

Mandy looked to StemEnhance to support her body's return to optimal health, "and after that," she says, "I was looking for the maintenance of optimal health." In three years, Mandy says that StemEnhance has delivered on its promise: "My health has returned, my energy levels are up, and I am able to function so much better each day," she says, "thanks to StemEnhance."

Recently relocating her business to Saskatoon, Mandy is busier than ever. With little extra time to handle the details of her growing STEMTech business, she is very pleased with the level of service she enjoys from the new Richmond office staff. "Distributor Services reps are very efficient and responsive," she explains, "and our commission checks come promptly. Service is very reliable."

Because she keeps a good supply of StemEnhance on display, most people purchase their first bottle at retail from Mandy. "I tell everyone that they can save money by becoming a Distributor," she says, explaining that she offers options. "Many people choose the FastStart Pack and AutoShip," she says, "because it is such a good value."

**Nadine Stoikoff***Sapphire Director  
Ontario*

As manager of a health food store, Nadine is in the perfect spot to keep track of the results her store's customers are having with StemEnhance. Ever since she bought her first bottle at retail

from two of her trusted suppliers of nutritional supplements two years ago, Nadine has been sold on StemEnhance, and so have her customers.

Stories of exceptional results come in almost daily, Nadine says. A good example is the Fire Captain who injured his shoulder as a young firefighter, and had tried just about everything for 22 years for relief... all unsuccessfully. Nadine suggested StemEnhance. "Three weeks later," she says, "he told me he had doubled his lifting weight at the gym. Two weeks later, he came to our meeting and did a one-arm push-up with his 'bad' arm!"

Nadine herself has a StemEnhance story to tell: At 58, she had begun to have some difficulty stooping to stock the store's lower shelves. Since StemEnhance, she can kneel and stoop easily to stock product, and she looks forward eagerly to adding StemFLO™ to her inventory. Nadine and her customers agree: "We can't wait for this wonderful complement to StemEnhance!"

Nadine was thrilled to meet native son Christian Drapeau at the Toronto meeting of the Cross-Country Tour. "I felt his sincerity," she says. "He is a true scientist, and we Canadians are so proud of him!" Nadine is grateful for the friendship and support of MaryAnne Robertson, who helps her put on monthly opportunity meetings. "People hear about StemEnhance by word-of-mouth," she says, "and they come to hear about our native son's groundbreaking discovery that helps so many people!"

**Katherine Winkler***Ruby Director  
Manitoba*

When Viola Toews called her in October, 2006, Katherine was in the midst of a serious health challenge and faced a very uncertain

future. Intrigued by what Viola shared about StemEnhance science, Katherine watched Christian Drapeau's video, listened to several conference calls, and she says, "I was sold on it right away." She bought a bottle from Viola, enrolled FastStart, and "went full-force with StemEnhance." Soon she realized that her health was returning. At her six-month check-up, her doctor was amazed. "Now, two years later," Katherine says, "my health is back, nearly 100%!"

Retired after a career in real estate sales and working as a deli clerk, Katherine says she likes to be with people, so she has no trouble talking to folks about StemEnhance. "My relatives and friends can see how my health has improved," she says, "and they ask what I'm doing. I tell them StemEnhance!" At the Director Leadership Conference in August Katherine learned that it is important to offer the benefit of optimal health to everyone in her acquaintance, and not to pre-judge. "I don't want to count anyone out," she says. "Everyone deserves to feel as good as I do!"

Katherine and her husband Otto, a retired carpenter, are happy that their income from STEMTech has allowed them to make significant charitable donations. While they support a missionary in India who maintains a school for poor children and help provide services for local homeless people, Katherine looks ahead to when they can increase their monthly donations significantly: "We feed ten children each month now," Katherine says, "but we want to do more."

## Congratulations and Best Wishes for continued prosperity to our Canadian StemGems

**Triple Diamonds**

Paul Gionet & Ghislaine  
Morency  
Lena & Tony Schultz  
Viola & David Toews

**Double Diamonds**

Edward & Catriona Soltys,  
Elan Health Sciences, Inc.

**Diamond Directors**

Jean-Paul Lavoie  
Bruce Melmer  
Mary & Cornelius Peters

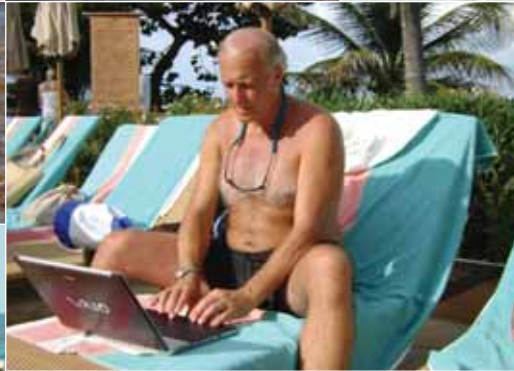
**Ruby Directors**

Wayne Achtem  
Christophe Cron  
Patricia Gory  
Jean Harbottle  
Katherine Winkler

**Sapphire Directors**

Brian Newton  
Mandy Newton  
Nadine Stoikoff  
Don Waechter  
Alfred Waldner  
Yvonne & Glenn Weatherbee

# STEMTech Diamond Dream GetAway!







As many North Americans readied themselves at the beginning of December to brave frosty temperatures and wintry weather, nearly two dozen of STEMTech's most accomplished Field Leaders headed off for the vacation of a lifetime, spending a week with top STEMTech executives at the luxurious Fiesta Americana Hotel in sunny, tropical Cancun, Mexico. It was a weeklong banquet for the five senses, as everyone played, feasted and explored, taking full advantage of the busy schedule of fun activities... while also spending lots of time relaxing and sharing moments and valuable ideas with old and new friends.

Here are some highlights, compiled from the "postcards" we received from Cancun...

- Fabulous, inspiring and unforgettable... what a week!
- The Fiesta Americana is amazing... beautiful, with unmatched service. We were treated like royalty all week.
- Delicious food and desserts (We all gained a few pounds!)
- Lots of activity: football on the beach, volleyball in the pool... Contests and dancing at Senor Frog's were such fun! (To George and Donna, all we can say is: What happens in Cancun stays in Cancun!)
- Our trip to the ruins at Tulum took us into Mexico's rich history. We could feel a part of the culture from so long ago.
- All week we let our "inner child" come out and play... Waverunners flying over the waves, the sailboat near-sinking that threw poor Bruce overboard, the squirt-gun "fight" on the boat, the swim with the dolphins, the dolphin ride and the foot push (a thrill - how high we flew!)... All were fabulous!
- Special... both quantity and quality of time shared with our peers, Ray and Christian and STEMTech executives.

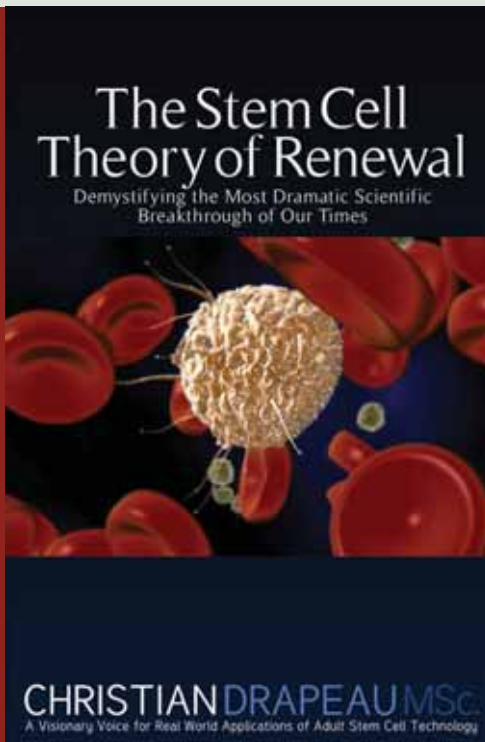
We arrived as individuals and left as good friends.

- Jonathan's fellowship time brought spiritual bonding and a renewed sense of purpose to those of us with similar backgrounds.
- Workshops on the beach... just perfect! The stories we all shared brought us together as never before. Creative team activities were awesome... Working together, we fit our whole team on a 2x3-foot mat and carried a raw egg down the beach, head-to-head. (Not easy to do.)

Everyone returned home from Cancun with a renewed commitment to personal goals and an enhanced dedication to building successful teams. Each looks forward to returning for Diamond Dream GetAway 2009, this time with many of their team members making the trip with them. As Lena Schultz says, "Everyone has the potential to achieve dreams and make this trip a reality." Dr. Enrique Martinez agrees, adding, "This is a great company, which rewards your efforts with a contest for every occasion. Make sure you take advantage of all these opportunities, and we will share our enjoyment of 'the beaches of the world.'"

## Diamond Dream GetAway 2008

Eugene Banez, Chris Rucker, Dan & Rebecca Lovelace, Enrique Martinez, Jackie Smith & Ben Flores, Kathy & Dan Hansen, Bruce Higgins, Lena & Tony Schultz, Marijke Long, Mark & Erin Parsekian (and Liam), Merly Tenorio, Ray & Toni Mikelonis, Stephen "Murf" Murphy, Tom & Cheryl Goff, and Vanessa Tu & Monica Chang.



# The Stem Cell Theory of Renewal

by Christian Drapeau

Three years ago, as we were preparing to launch STEMTech, I had begun work on a book about the role of stem cells in the body and what we had gradually come to call the “natural renewal system” of the body.

By 2005, much information had already been published in scientific literature describing the role of stem cells in the body. But as I traveled from city to city within the United States and then abroad -- also continuing my scientific research, product development and networking with the scientific community -- this book ended up taking the back seat. Yet the importance of publishing it always stayed in the back of my mind, because this book would be a powerful tool to reach a large number of people.

In summer of 2008, I realized that the perfect time to write this book would never present itself, and I simply had to make time for it. So as I traveled over the past few months, I brought with me all I needed to work on the book and took advantage of every moment to make progress.

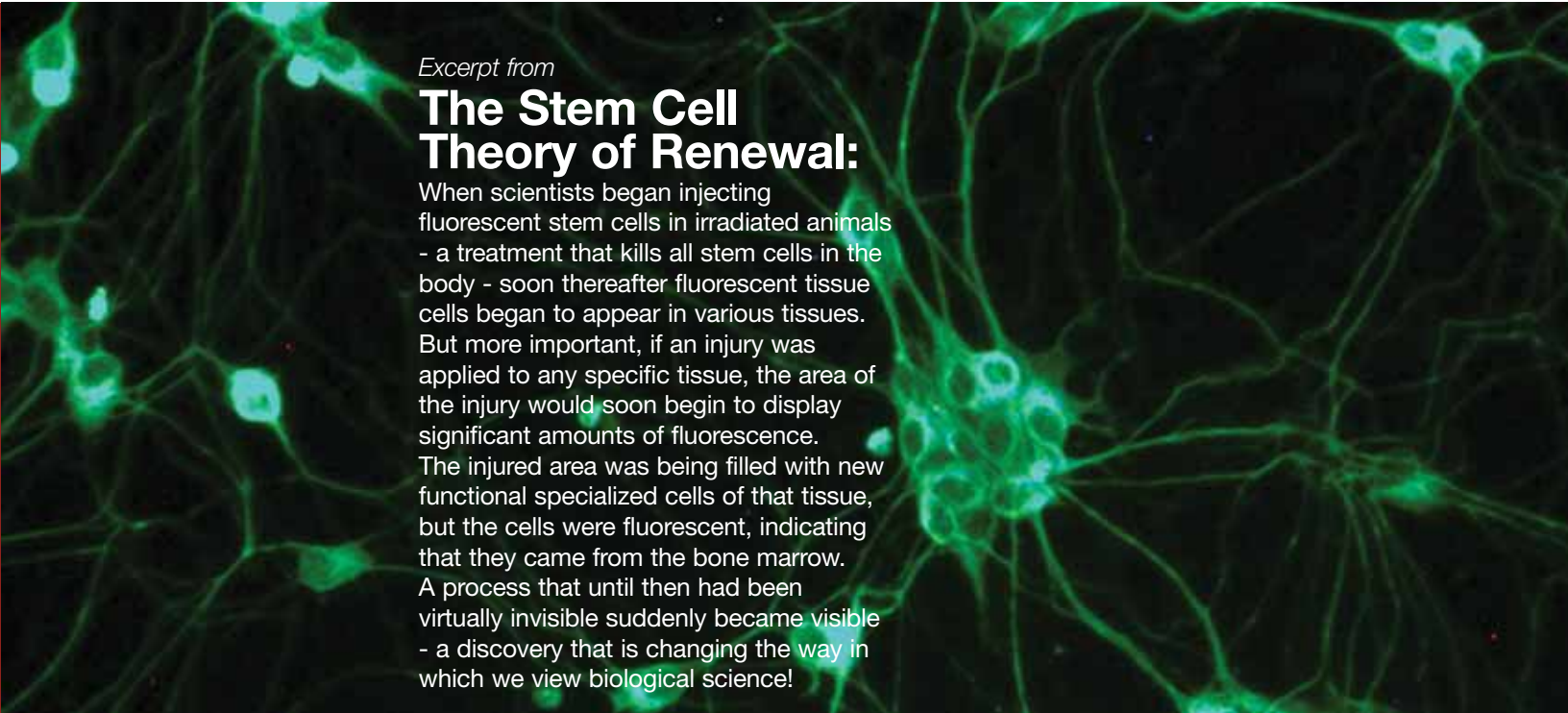
While reviewing all the early literature and all the notes I had taken since the beginning, I was suddenly overwhelmed when I realized something I had “forgotten” to some extent: In 2000 and 2001, when we first formulated the theory that stem cells constituted the body's natural renewal system, we could find hardly anyone who understood enough to look seriously at our concept. But as time passed and more studies confirmed our views, the sense of novelty slowly vanished as we became more closely involved with the technical aspects of the phenomenon. Because all this happened so gradually, I had “forgotten” the magnitude of the discovery that we had made! Returning to the early scientific literature and reconstructing the story of stem cell research and the discovery of the role of stem cells in the body brought back that sense of awe and humility we felt then, as we directly contributed to one of the biggest advances in the history of health sciences.

As I worked on this book, it became clear to me quickly that we needed to provide two editions of the story: one edition needed to

**In summer of 2008, I realized that the perfect time to write this book would never present itself, and I simply had to make time for it.**

contain all the details and scientific references associated with the discovery, and one shorter and simplified edition that had to allow readers to understand the basics of the natural renewal system quickly. While the more detailed edition is still in progress, the shorter and simplified edition will be available in January 2009. Following publication of the booklet, entitled *The Stem Cell Theory of Renewal*, I will go back on the road within the United States, introducing the booklet to people all across the country. For me personally, this “book tour” is a return to my scientific roots. After delving again into all the scientific information as I wrote this booklet, my main desire is to return to the core message of it all: our scientific breakthrough in stem cell research is nothing less than the most significant discovery of our time! The discovery of the role of adult stem cells in the body profoundly changes the way we look at health and wellness. These days, an increasing number of studies report how a higher number of circulating stem cells promotes greater health and wellness. It is now becoming a part of mainstream scientific thought: Increasing the number of circulating stem cells in your blood could be the best strategy to help your body maintain optimal health.

I am pleased to have the story of our research set down in writing at last for all of you, and I look forward to meeting you this year as I travel around North America. *The Stem Cell Theory of Renewal* tells a story that the world desperately needs to hear... I hope you will help us spread the word.



Excerpt from

## The Stem Cell Theory of Renewal:

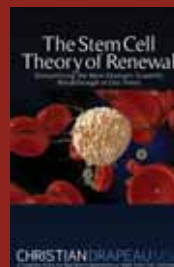
When scientists began injecting fluorescent stem cells in irradiated animals - a treatment that kills all stem cells in the body - soon thereafter fluorescent tissue cells began to appear in various tissues. But more important, if an injury was applied to any specific tissue, the area of the injury would soon begin to display significant amounts of fluorescence. The injured area was being filled with new functional specialized cells of that tissue, but the cells were fluorescent, indicating that they came from the bone marrow. A process that until then had been virtually invisible suddenly became visible - a discovery that is changing the way in which we view biological science!

The discovery of the role of adult stem cells in the body profoundly changes the way we look at health and wellness.

Christian Drapeau and Bryan Noar will be traveling the U.S. on STEMTech's first "Book Tour" to introduce *The Stem Cell Theory of Renewal*. Scheduled through mid-February are these Tour Events:

Sunday	January 11	(2 pm)	Orlando, FL
Saturday	January 31	(9 am)	Spokane, WA (only 400 miles from Vancouver)
Sunday	February 1	(2 pm)	St. Cloud, MN (only 400 miles from Winnipeg)
Saturday	February 7	(10 am)	Long Island, NY (only 400 miles from Montreal)
Sunday	February 8	(2 pm)	Ft. Lauderdale, FL
Monday	February 9	(7 pm)	McLean, VA

All Book Tour Events are FREE for both Distributors and their guests! Check [www.teamstemtech.com](http://www.teamstemtech.com) for specific information on locations for each Event, and for additional Book Tour Events that will be scheduled for U.S. and Canadian cities throughout the first half of 2009 and beyond.



*The Stem Cell Theory of Renewal*  
by Christian Drapeau, MSc.  
Published by Continental Shelf Publishing  
Copyright 2008  
Available mid-January in your Back Office

# Here at Home And 'Round

## Canada

Canadian Update by Martin Dichupa



All of us in Richmond join all of you across our nation in welcoming StemFLO™ to Canada! We know that the addition of this unique triple-action circulatory enhancer, which is also a powerful antioxidant, will boost both your product sales and your enrollments. Go to your Back Office right away and add

StemFLO to your AutoShip order, so you can receive StemFLO every month. Keep in mind that StemFLO can now be part of the six-bottle FastStart enrollment option, as well as part of all other STEMTech enrollment options. Please contact Distributor Services if you would like help in adding StemFLO to your orders.

As you plan for early 2009, put STEMTech Training Events on your calendar. Check the STEMTech Training article on page 11 for the current schedule of STEMTech Showcases, featuring Heather Livingston and Bryan Noar, and Super Saturdays with George and Dr. Donna Antarr... all coming to Canada to help you build your STEMTech business. Go to your Back Office for specific venue information and to register to attend. Bring guests – for FREE -- to the mid-week Showcases and the Friday opportunity meetings that precede Super Saturdays, so they can learn about STEMTech and enroll. Showcases are only \$10 for distributors, and an eight-hour Super Saturday training session is yours for only \$25 (Friday’s meeting is free), so these top-quality events are real bargains!

More STEMTech Showcases and Super Saturdays will be coming to Canada throughout 2009. Watch for E-Blasts and updates in the “Events” link in your Back Office.

Beginning with this issue of *HealthSpan Canada*, this quarterly magazine will now be mailed to you. The *HealthLink* newsletter will be packed with your monthly order in the eight months when *HealthSpan Canada* is not published. Additional copies of *HealthSpan Canada* are available for purchase in your Back Office.

Your STEMTech Canada staff joins me in wishing you all a Happy and Prosperous New Year!

Martin Dichupa  
General Manager

## Asia

by Jonathan Lim



### Malaysia

Adding the Director Leadership Pack and the “Build and Benefit” here have led to increased sales and enrollments. In November, we received our HALAL certification for AFA Extract™ (StemEnhance™). Because HALAL is a logo that Muslims look for when choosing a product that meets the dietary standards of their faith, this certification opens a massive additional market for AFA Extract in Malaysia.



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### Taiwan

STEMTech Taiwan has been accepted into the prestigious Direct Selling Association in our island country! Enrollments and sales volume are up because of this validation of the integrity of our company, as well as our addition of the Director Leadership Pack and our promotion of the “Build and Benefit” Contest.

## South Africa

by Errol Lester



Heather Livingston and Izzy Matos held very successful meetings around South Africa in November. Our local Field Leadership, their distributors and guests are excited about the additional market for younger people and enthusiastic sportsmen and women that Heather introduced. And Izzy’s explanation of the Comp Plan was simple and easy to understand for everyone. His was a much-appreciated presentation filled with Izzy’s charm and humor... a delight for us all.



As we enjoy summer here in South Africa, we look forward to increased enrollment and sales volume throughout the nation. And I am exploring opportunities for a second Pre-Launch on the African continent, thanks to information coming from “Virtual Sign-Ups.”

## Latin America

by Oscar Rosas



### Mexico

Launch preparations are underway here in anticipation of Mexico's Official Launch in the Second Quarter of 2009. GM Juan Carlos Saucedo and I look forward to adding StemFLO™ and StemSPORT™ to our product line during this year and to providing *HealthLink Hispano* for our distributors throughout Mexico.



### Jamaica

General Manager Gary Ingram introduced the gKard, a debit card with an international VISA™ logo, which distributors may now use for Direct Deposit, AutoShip and other purchases. Business leaders on the island continue to be drawn to STEMTEch for our unique product that has no competition in the marketplace!

### Expansion

“Virtual Sign-Up” has identified Colombia as first in line on the South American continent for STEMTEch's global expansion, so I am working with some local business leaders with years of experience in the Direct Selling industry, in preparation for our Pre-Launch in mid-2009. Reach out NOW to Colombia (and other Latin American countries) with Virtual Sign-Ups, so you are ready to join in this Latin American STEMTEch expansion.

## The United Kingdom

by Andy Goodwin



STEMTEch UK distributors and STEMTEch distributors around the globe are reaching out to StemEnhance™ customers in all 27 member countries of the European Union with STEMTEch's innovative “EU Direct” program. People can purchase StemEnhance at retail prices through this program, administered by us in the UK office.

You can also reach out to pending distributors anywhere in the world with STEMTEch's pioneering “Virtual Sign-Up” program. STEMTEch has “virtual distributors” in 84 countries! For a mere twenty-five cents, your pending distributor lock in their place in the downline and enroll others in their virtual organization. When their country opens, your team of pending distributors can join as official Distributors and take advantage of having built their team 'virtually' before the market opened. Who knows, their efforts could propel you to Diamond status and beyond!

Both of these opportunities are a click away on [www.stemtechbiz.com](http://www.stemtechbiz.com). With EU Retail Direct and Virtual Sign-Ups, the whole world is yours for the asking!



# STEMTEch Training Comes to You!



### STEMTEch Showcases

STEMTEch Showcases are presented by Heather Livingston and Bryan Noar, two of STEMTEch's senior executives, and Field Leaders who share their product and business stories.

Held weekday evenings, STEMTEch Showcases are a real bargain: \$10 for distributors and FREE for all guests! And the Event agenda has been selected with YOU in mind: The intermission after the Overview segment gives time for your guests to have their questions answered and to enroll. Then Heather and Bryan get your new distributors off and running with a 45-minute FastStart Training to help them build for success from the get-go.

Plan for your Showcase now: Gather the names of 50 distributors who will attend, then email [events@stemtechbiz.com](mailto:events@stemtechbiz.com), asking Bryan to schedule your Showcase and promote it through the “Events” link on STEMTEch's website and E-Blasts. A well-promoted Showcase can explode your local business!

### Super Saturdays

We call them “Super Saturdays,” but they are actually “Wonderful

Weekends”... Recruiting and training events that George and Dr. Donna



Antarr bring to your area to celebrate and enhance your business growth. The weekend is a real bargain for new and veteran distributors alike. An opportunity meeting on Friday evening (Guests are FREE) and an all-day training seminar on Saturday featuring “accelerated learning” are all yours for only \$25, including all materials!

## GREAT NEWS!

**STEMTEch Showcases and Super Saturdays are coming to Canada!**

### Super Saturdays

**February 20-21**  
**Calgary, AB** 7 pm Fri. & 9 am-5 pm Sat.

**March 6-7**  
**Winnipeg, MB** 7 pm Fri. & 9 am-5 pm Sat.

**May 30**  
**London, ON** (Showcase 9 am, Training 10:30 am-6 pm)

### STEMTEch Showcases

**February 28**  
**Abbotsford, BC** 10 am

**March 1**  
**Vancouver, BC** 1 pm

**May 28**  
**Toronto, ON** 7 pm

**May 30**  
**London, ON** (9 am, before Super Saturday)

*Check your Back Office for complete venue details and to register.*

“If you have a personal experience that comes from the heart, people understand your sincerity.”

**Leslie Brown**  
*Ontario*



A successful network marketer “years ago,” Leslie says, “When you’ve had success in networking, people always call you about new opportunities.” She had not found any business opportunities enticing, however, until Patricia Pastor called about StemEnhance™. To Leslie, this product sounded “new, powerful and life-changing,” and might just be the health answer she had been seeking since a serious accident in 1998 crushed her leg. “It has been so hard to walk, because I have a bad knee and bone-on-bone in my ankle,” she explains.

After watching the StemEnhance DVD and listening in on a conference call, what she saw and heard convinced Leslie that StemEnhance is truly a scientific breakthrough, and she needed to try it.

With StemEnhance, Leslie’s results were nothing short of remarkable. “In January, my knee bend measurement was at 75%,” she says. “By September, I had full range of movement.” Her doctor was stunned. While she still limps, Leslie notes that her ankle is improving... and that her limp provides an opportunity: “When people ask about my limp, I tell them how

StemEnhance has helped me, and they want to learn more. If you have a personal experience that comes from the heart, people understand your sincerity.”

Leslie is grateful for the “wonderful help and support” she has received from Patricia, and says she loves the tools STEMTech provides, particularly the five-minute and twelve-minute DVDs, which are “outstanding.” Looking forward to her second STEMTech Convention next April, Leslie expects to be impressed as she was in 2008. She says, “STEMTech people are special: We’re all part of a cause to help others.”

**Maureen Gillen**  
*British Columbia*

Maureen’s sister, Dianne Mantei, was heading south to the Director Leadership Conference and needed a travel buddy, so Maureen was happy to oblige. A busy Mom with a job in retail, who also works with her husband in their driving school, Maureen enjoyed the weekend in Dana Point, where she met “a lot of wonderful people” and learned about StemEnhance and the STEMTech opportunity.

Once back in Canada, with a brand-new Director Leadership Pak and lots of information from the DLC, Maureen got busy building her business. She attended Cross-Canada Tour meetings in Vancouver and Calgary, and

says, “I feel blessed that I had the opportunity to hear from Ray, Christian, George and Donna three times when I was just starting out!” At home, she uses WealthBuilders regularly, and hands out Breakthroughs in Wellness CDs, brochures and Your Business at Home magazine to introduce STEMTech to prospects. She is looking forward to attending the January DLC as a Senior Director, and expects to go to the Convention “for free!”

Maureen is passionate about the power of StemEnhance, pointing to her own family’s results as living proof: Since StemEnhance, she can drive for long distances without cramping across her shoulders, the burning sensation in her hip is



gone, and she can no longer find a troublesome cyst that had been at the base of her spine. Her 21-year-old son Ryan, who plays hockey in the Junior Major League, no longer complains of knee problems and always feeling tired -- “except when he forgets to take his StemEnhance,” his Mom notes. “If he forgets, in a few days his problems are back!”

“I feel blessed that I had the opportunity to hear from Ray, Christian, George and Donna three times when I was just starting out!”

“There is nothing better than a life that is like a sundae with a cherry on top!”

**Gabriel Ouellet**  
*Quebec*

A veteran of thirty years in network marketing, Gabriel says he is actually “retired” after building a successful business with products for the health care industry. So he was not in the market for a business opportunity when his personal physician told him about StemEnhance™. “I am in good health,” Gabriel says, “but I have worked in the health business for more than twelve years, so I know that this product is revolutionary.” He signed on with the Director Leadership Pack and began building



a business. “When it comes to maintaining a healthy body, StemEnhance is like the cherry on the sundae,” Gabriel says, explaining that he asks people, “Are you in good health? Do you want to stay that way for a long time? Then let StemEnhance help to regenerate your body every day. There is nothing better than a life that is like a sundae with a cherry on top!”

Gabriel makes good use of STEMTech Canada's French website and the StemEnhance DVD

in French. “Many people signed up with me because of that DVD,” he says. Many people want to try StemEnhance before enrolling, he notes, because, “With so many products on the market, people want to know that this one works.” Gabriel shares StemEnhance with passion and enthusiasm, but also “sharpens the saw,” which is Abraham Lincoln's metaphor about preparing for success. He advises his new Distributors to follow his lead: “I first set my goals,” he says, “then I prepare the best way to spread the news, and then make a plan of action. With this 'sharp saw,' my success is certain.”

**Doug Rue & Wanda Simmons**  
*Alberta*

When his uncle Ken Jespersen returned from a trip to Phoenix, Doug saw that Ken was walking better and he had mobility in a shoulder that had been giving him trouble for years. “He told me he was taking StemEnhance,” Doug says, “so I thought I'd better get Wanda on the product.” Doug's wife, Wanda, had suffered for years from a number of health challenges. “Her body was so compromised,” Doug explains, “that she caught everything. She had no strength, no energy, her eyesight was failing, her knees were bad... There



were so many things wrong with her that she had lost the joy of living.”

Over the next month, as Uncle Ken showed off his new running ability, with StemEnhance Wanda was able to function again, even first thing in the morning. It was then that Doug, still a little skeptical, decided to try StemEnhance himself. The owner of a moving company, Doug had “destroyed” his knees in a fall off a five-ton truck

awhile back, so he'd reassigned himself to office work. His active life changed: “No more two-stepping, no more golf,” he says, sadly, “and I went up steps carefully, one at a time.” After three months on StemEnhance, all skepticism vanished. “My knees are fine... I run up the stairs now, and I'm back on the dance floor and golf course!” Doug signed up with the FastStart Pack and began sharing the news about StemEnhance.

Wanda's results continue to amaze them both. “She's lost so much weight and is feeling so great,” Doug says, “that she's buying a whole new wardrobe for the January DLC!”

“My knees are fine... I run up the stairs now, and I'm back on the dance floor and golf course!”

“It is a privilege to share StemEnhance with my friends and neighbors.”

**Adeline Warkentin**  
*Manitoba*

It is no secret that farming is hard work, and it's even harder when you do all the work yourselves, as Adeline and Don Warkentin do. That is why the situation was rather dire when Don's physical condition deteriorated in spring 2008. “He was trying to work with the machinery,” Adeline remembers, “and I found him lying on the grass. He was so weak. He had nothing else to give.” Already living with only one kidney, Don was in serious danger. Adeline knew she had to do something.



About then, Adeline met Viola Toews at an Ag Fair, and listened to Viola's powerful personal story. She brought a bottle of StemEnhance home for Don. “What did we have to lose?” she says.

Six months later, Don was a “new man.” When their adult children visited, Adeline says, “They said Dad just looks better.” He was feeling better, too... back on the job with enough energy for a hard day's work. And he received a clean bill of health at his annual check-up!

Adeline describes herself as “not outgoing”; nevertheless, at Viola's urging, she “stepped out into space,” taking StemEnhance brochures and handwritten meeting invitations to her neighbors. “Viola drove seven hours to do the meeting, Adeline says, gratefully, noting that Viola's expertise as a registered nurse lent credibility to their presentation. Thirty people attended, and several people signed up. “It was very encouraging,” Adeline says.

At the Winnipeg Cross-Canada Tour meeting, Adeline was moved by the testimonials. She says, “It is a privilege to share StemEnhance with my friends and neighbors. We can help so many people!”



LAST TWO MONTHS!

## BUILD AND BENEFIT A Contest for every STEMTech Distributor

We want to pay your way to STEMTech's Third Annual Convention at the beautiful Anaheim Marriott, in Anaheim, CA, **April 3-5, 2009.** But you have to hurry to **Build and Benefit!**

It's easy to qualify for Convention benefits. Here's how:

Personally enroll  
3 new Business Builders\*

And receive\*\*  
A special limited-edition medallion on stage!

Personally enroll  
3 new Business Builders, including  
1 who reaches Director

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

Personally enroll  
5 new Business Builders, including  
1 who reaches Director

And receive\*\*  
The limited-edition medallion AND a \$200 voucher

Personally enroll  
5 new Business Builders, including  
2 who reach Director

And receive\*\*  
The limited-edition medallion, a \$200 voucher  
AND 2-nights hotel stay at the Anaheim Marriott

Personally enroll  
10 new Business Builders, including  
3 who reach Director

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

Personally enroll  
10 new Business Builders, including  
3 who reach Executive Director

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

### Contest ends

**5 pm PST  
on February 28, 2009**

**BUILD NOW!**

**Let STEMTech pick up  
the check for your  
trip to STEMTech's  
Third Annual Convention!**

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

\*\* *Must be present at Convention to receive medallion. Vouchers are non-transferable and may be used for the purchase of product and collateral materials at the Convention only. Hotel stay is for a standard room (no incidentals) for Convention weekend only. Airfare is for Convention travel only, is reimbursed with proper documentation and is non-transferable.*



565-5600 Parkwood Way  
Richmond, BC V6V 2M2

**STEMTECH HOTLINE 732-463-6316 STEMTECH HOTLINE**  
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