





Pictured on the cover: Bernice Hibbs, Ontario Senior Director, enrollment champ, and all-around Good Sport! (Thank you, Bernice!)

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 $\label{eq:stemEnhanceTM} \begin{array}{l} \text{StemFLOTM} \text{ and } \text{StemSPORTTM} \text{ are not} \\ \text{intended to diagnose, treat, cure or prevent any disease. The} \\ \text{descriptive entries contained in this publication have not been} \\ \text{evaluated by the Food and Drug Administration.} \end{array}$ 

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We're just back from the 2009 Diamond Dream GetAway, and we have just one

question..



# WON'T YOU JOIN US FOR THE **2010 GETAWAY?**



If you make qualifying for the 2010 Diamond Dream GetAway part of your business plan for 2010 (as we did for 2009), we can ALL enjoy a luxury trip of a lifetime... courtesy of STEMTech! The date and location for the 2010 GetAway are still TOP SECRET, but we plan to be there (wherever it is). **Come with us!** 

Write it down TODAY: 2010 GOAL - Qualify for the Diamond Dream GetAway!

**EXECUTIVE** 

#### IT'S 2010... GET READY FOR AN AMAZING YEAR!

While 2009 was a challenging year for everyone, it was also another remarkable year for STEMTech, as we added six new countries to our global opportunity. This brings our total to fourteen countries open on six continents in four short years! Now that the recession is behind us, we are poised for even greater things in 2010 in the United States and around the world.

Some of the countries on our radar for this year are Indonesia, Spain, Ivory Coast, Ecuador, Thailand and Trinidad & Tobago... and the Virtual Sign-Up program continues to show us other potential markets worldwide. Whether your business plan includes global expansion or whether it focuses on building a strong organization locally and nationally, our business is the same: It is all about talking to people and sharing our story with enthusiasm. You communicate our story to people face-to-face, on the phone, and through email, social media or the www.stemtechbiz.ca website. In 2010, your effective communication will not only build your business, but it will also help you to qualify for the STEMTech Amazing Race prizes, which are tied to our 4th Annual Convention coming up in July.

Start your new year off right by mapping out your own personal goals and plan of action, and one for your team...and make sure to write everything down! Then begin to implement your plans immediately and consistently throughout this new year, during which we will continue to support your business growth with the sort of "surprises" that STEMTech has been known for. One these surprises, introduced in a draft form at the Minnesota DLC, is our first infomercial, which we will begin to test-market soon. And we are really excited about our association with John Salley, former US pro basketball star, current media personality and proponent of healthy nutrition, who will be endorsing our products in media appearances beginning in the New Year.

We thank all of you for being a part of our team as we continue to spread wellness and prosperity around the world and while we support the mission of our charitable trust, the STEMTech Global Foundation. Together, we are making a real difference in the world.

Best Wishes for the Happiest of New Years,

Ray C. Carter, Jr. President & CEO



#### SCIENTIFIC PUBLICATIONS AND QUALITY TIME

Solid science is not a fast process, but our commitment to strong science remains one of STEMTech's core values. As we end 2009, one article describing the positive effect of StemEnhance<sup>™</sup> on muscle tissue repair has been accepted by a peer-review journal and should be published within the next few months. One article has just been submitted describing the effect of StemEnhance on hair graying or hair re-pigmentation. Finally, we are preparing two additional studies to satisfy specific regulatory requirements and further demonstrate the safety of StemEnhance; these will be published in the peer-reviewed scientific literature.

In 2009, our international expansion left me with limited time to travel within North America. But I am glad that in 2010 some openings will be made in my schedule so I may go and visit key areas of the United States and Canada. I look forward to traveling to many of your regions.

Now our very busy year is ending... and what better way to applaud the success of our top Distributors than with s spectacular cruise aboard the *Freedom of the Seas*. Just like last year in beautiful Cancun, this year's Diamond Dream GetAway was a week of unique, luxury experiences in one of the most beautiful areas of the world. As we spent quality time with key leaders from the field, all of us knew we were making memories to last a lifetime. With the busy lives we all lead, it is rare that we have the time and the opportunity to spend time just relaxing with field leaders. That is why the DDG is such a wonderful event for all of us, and one we look forward to throughout a busy year. We hope to see many new faces at next year's Diamond Dream GetAway.

Happy New Year to each of you. I look forward to meeting you "on the road" as we change more lives together in 2010.

Very best to all,

Christian Drapeau Chief Science Officer



#### STEMGEMS

#### SPOTLIGHT

## Karen Beetge South Africa



she began her STEMTech business parttime, Karin had no idea that her success would bring her to Triple Diamond Director in just a year. "It's a great privilege and it is very exciting to be the first Triple Diamond Director in Africa," she says, adding, "It is also a responsibility to be in this leader's position." She explains that she has taken ownership of her STEMTech business and her responsibility to model successful business practices for people in her organization, as well as for all distributors in

STEMTech Africa. "I feel I have paved the way for many to follow," she says.

Karin was very impressed by STEMTech's South Africa Launch in late July. "The Event was done in a very professional way," she says, "and it was well organized and motivating. "My downline left with such excitement... demonstrated in our organization's significant growth since the Launch." She plans to make the journey to California next summer for STEMTech's Fourth Annual Convention, traveling with her husband George and a number of her Directors. "George and I look forward to sharing this very special opportunity for learning, motivation and growth with our group," she

Karin says she is "very focused" and she loves to give people hope that they can make positive changes in their lives. Working hand-inhand with George, who is equally excited about the business, Karin is striving to develop Directors on her team. "During the next two years," she says, "I aim to help my first-level people to achieve Director, as I work with my current Directors toward their goal of Triple Diamond. While I help each member of my team to succeed and grow, I am moving closer to my own goal, as well: President's Club!"

#### Mary Peters Diamond Director Ontario



It's only natural that Lena Schultz called Mary Peters about StemEnhance<sup>TM</sup> in Fall of 2007. After all, isn't Mom the first person who should hear good news you want to share? Lena told her mother Mary about Tony Schultz's remarkable results with a new, one-of-a-kind, patented product,

**CANADIAN LEADER** 

and Mary was "more than interested," she says, explaining, "I hoped that StemEnhance might help my body regain some flexibility, especially in my knees, and help me deal with discomforts that worsen with the change of seasons."

Within a relatively short time on StemEnhance, Mary knew that Lena's excitement was well-founded: "I could think more clearly, and the nagging seasonal discomforts were gone," she says. "What's more, I could actually run up and down stairs again!" When Lena offered to travel from Manitoba to help her get started in business, Mary began calling friends, clients and contacts she had developed as a respected reflexologist. "In the beginning," she says, "we held three small meetings a day in our finished basement. It was a lot to do, but it was really rewarding to see what StemEnhance could do for people."

Since those early times, Mary has worked with Lena to spread the news about STEMTech's products and opportunity throughout Canada, the United States and into Mexico. She has taken advantage of many training opportunities, too, traveling to Director Leadership Conferences, Conventions and the recent Toronto Super Saturday. "I learn something very valuable from every training event," Mary says. "Training gives me confidence about how to approach people, how to talk to anybody and how to do the business successfully." Still holding meetings twice weekly – now in her new, much larger home – Mary encourages new Distributors to follow her example: "Always have the new Opportunity brochures with you. When you approach people with a smile and hand them a brochure, they will talk to you. The brochure generates immediate interest!"



## Have you ordered yours yet?

STEMTECH'S spectacular new OPPORTUNITY BROCHURE is taking all of North America by storm...

#### SPOTLIGHT/

#### STEMGEMS

## Joining President's Club members Bill & Caroline Lohmeyer and Ian & Melony Davies are 349 StemGem Leaders!

74	Triple Diamonds
41	Double Diamonds
33	<b>Diamond Directors</b>
62	Ruby Directors
139	Sapphire Directors
N. Lot	



lan & Melony Davies and their sons near their new home in Australia



Bill & Carolyn Lohmeyer enjoy a STEMTech banquet

New Global StemGem Team Members 20 StemGem Team Advances

#### **Double Diamond**

Alpha Enterprise, Malaysia Marius & Hettie Sprong, South Africa Siu Tjin Tjhin, Malaysia

#### **Diamond Directors**

Kamrina Bte Abdullah. Malaysia Alpha Enterprise, Malaysia Marita Mason, Australia Johannes Pienaar, South Africa Becky Lin, Taiwan

#### **Ruby Directors**

John Kennedy, New Zealand Jason Sze Mun Kit, Malaysia Electa & Willem Roux, South Africa Wan Yewn Sang, Malaysia Ting Tick Ching, Malaysia Jin Lan Guan, Taiwan

#### **Sapphire Directors**

Johnny A. Beytel, South Africa Richard Bystrzynski, Australia Wong Chin Hoe, Malaysia Teresa Frank, United States Ruth Franz, Germany Ngee Geok Choo, Malaysia Manuel Gonzalez, United States Noorrashid Bin Haji Musa, Malaysia Foo Juk Chin, Malaysia Khiew Khai Seng, Malaysia Hendriette Lutegan, South Africa Angel Rey Martin, Great Britain Michelle Meyer, United States Gary Murphy, Network Pty, Ltd., Australia Ray & Jeanne Oostdyk, United States Yogeswari Sabapathipillai, Malaysia Carolyn Jo Snow, United States Thes-Mari Swart, South Africa Feng Han Wang, Taiwan Alexius Loo Yew Ann & Kok Ling Ling, Malaysia Ellyn Yiin, Malaysia

\* August-November, 2009

It's full-color and full of answers to just about every question your prospects may have about STEMTech and our one-of-akind, scientifically proven, patented products. What's more, it shows clearly just what a great income opportunity we offer! The "newsletter" format provides readers with **powerful testimonials** and clear, concise articles:

- Our products & the science behind them
- Our company & its vision
- Stem sell nutrition & its effect on world health
- Our generous income opportunity!

The four pages of the Opportunity Brochure give you a **BIG BANG FOR YOUR BUCK...** When you hand brochures to your prospects, you'll be able to see it in their eyes... *"Now I get it!"* Then all you have to do is follow up and be ready to enroll your new Distributors! Order a plentiful supply of Opportunity Brochures TODAY, put your contact information on each one, and hand them out to people you meet. Make this a key part of your business plan for 2010: Hand out **2 BROCHURES A DAY** - every day - and **WATCH YOUR BUSINESS GROW IN THE NEW YEAR!** 

STEMTech Opportunity Brochure Get a 50-PACK for ONLY \$15!



# The Discovery of StemEnhance

by Christian Drapeau, MSc

People new to STEMTech often ask how we discovered StemEnhance<sup>™</sup> and its effect on stem cells, and this is a story worth the retelling. The development of StemEnhance follows the classical path of many scientific discoveries. It all started in the late 1970s when the cyanophyta Aphanizomenon flos-aquae, usually abbreviated as AFA, was discovered by schoolteacher who was looking for a source of exceptional nutrition to improve the academic performance of children.

He began testing AFA, and as this natural blue-green algae plant was shared with a growing number of people, many began reporting testimonials and stories of how the consumption of this seemingly benign plant had transformed people's health and life.

When the Dietary Supplement Health and Education Act (DSHEA) was passed in 1994, the Act required companies to provide a scientific basis for any claim made about a dietary supplement. I was hired to investigate the mechanisms of action behind the health benefits experienced by hundreds of thousands of consumers of AFA. The starting point for our research was to review the health benefits reported by consumers, with the intention of bringing the thousands of testimonials down to a list of body systems that might be affected by consuming AFA. In other words, we wanted to try to reduce all the reported benefits to just a few aspects of



human physiology, and then design scientific protocols to study the effect of AFA on these physiological processes. When our review was completed, the evidence on AFA's effects pointed to benefits for the body's inflammatory function, as well as for the nervous and immune systems.

Over the course of the next five years, through numerous studies, we did identify three compounds produced by AFA that specifically affect these aspects of human health. Specifically, we described in AFA the presence of phycocyanin, a compound well known for its positive effect on the inflammatory function. We also discovered that AFA was an exceptional source of the biogenic amine, Phenylethylamine (PEA), a compound well known for its effect on mood, mental clarity and the sense of mental energy. Finally, we discovered a polysaccharide that supports various aspects of the immune function.

But while we were identifying these compounds in AFA and their effects on health were being described in various

studies, a small number of people were also reporting benefits that could not be explained by the presence of these compounds. The most challenging part of this whole scientific venture was actually the wide variety of the reported benefits. People were reporting benefits touching virtually every system of the body! How could one single plant affect so many aspects of human health? This mystery persisted for a number of years. Then one day a colleague gave me an article entitled "Turning Blood into Brain" (published in Science Daily, December, 2000). This article discussed how stem cells originating from the bone marrow could naturally migrate to the brain and become brain cells. Soon after, other scientific articles were published describing the ability of bone marrow stem cells to become heart cells and liver cells. We then began thinking that if stem cells can become cells of the brain, liver and heart, then why not other types of cells? And more importantly, if this process was truly taking place in the body, then it had to be with a purpose: it had to be the natural renewal system of the body. We were especially interested in this renewal concept because it occurred to us that if a substance were to support stem cell function in the body, then a wide variety of health benefits would be seen, because stem cells travel to different tissues in different people. Maybe we were onto something!

So our goal for this new research was to answer two questions:

- 1. What if stem cells constituted the natural renewal system of the body?
- 2. What if AFA supported the release of stem cells from the bone marrow?

Our in-depth review of the scientific literature published over the past few years clearly revealed that, indeed, bone marrow stem cells constitute the natural renewal system of the body. Then we went into the lab and studied the effect of AFA on stem cells and were able to show that AFA supports the release of stem cells from the bone marrow. The problem was that a person would have to take large quantities of AFA in order to get a noticeable effect. Since ingesting huge quantities of AFA was simply impractical, we worked to develop a 5:1 concentrate of AFA that would, therefore, concentrate the compound responsible for the effect of AFA on stem cells. This concentrate came out of the laboratory, received a patent, and was introduced to the marketplace as StemEnhance<sup>TM</sup> in 2005. Scientific studies since 2005 have confirmed that StemEnhance supports the natural renewal system of the body by increasing the number and activity of circulating stem cells.

So there you have it. From a schoolteacher's innovative approach to improving student performance, through many years of laboratory experiments and scientific studies, to the development of a brand-new approach to wellness... the development of StemEnhance is a classic story of scientific discovery!



# A "DeLiCious Director Leadership Conference in Minnesota...

Webster defines "delicious" as "very enjoyable, delightful... very pleasing to the taste." When it comes to Minnesota's DeLiCious DLC, we might add "challenging fun," "better than ever," and "life-changing," because that's what we heard over and over...

There were many familiar faces at the Autumn 2009 Director Leadership Conference, and a lot of new ones, too. Brand-new directors mixed happily with STEMTech's top leaders and executives in a full weekend of hands-on activities designed with something for everyone. We heard it over and over... "This DLC just blew me away!"... "So much more than I expected!" ... "I learned so much and had so much fun!" ... "How can the company keep making these weekends better and better?!" If you were not one of the 130 lucky participants in these three days of challenge, camaraderie, team-building and fun, the pictures on these pages let you see some of what you missed. And here's a quick recap of a few of the weekend's highlights:

# Healt

- Several all-new training segments making their debuts, with the "Dreambuilding" session an especially popular addition.
- A "sneak-peek" at the STEMTech infomercial, now in the final editing process before test-market airing begins.
- First-dibs at the new Opportunity Brochure. (DLC folks grabbed every last packet of brochures our staff brought to Bloomington!)
- A mobbed sales desk, where people who missed out on monthly prizes could snap up executive pens, flash drives (with the "STEMTech Biz" video) and retractable car sunshades... all with the STEMTech logo.
- Team competition that was both friendly and fierce especially during the Compensation Plan Quiz and the all-new, creative Teamwork Games.
- Fabulous food, and lots of opportunities to network with Ray and Christian, top Field Leaders and STEMTech Executives.
- An opportunity to "stretch your legs" in the StemSPORT 5K run... It was a race for EVERYBODY, and just about every "racer" crossed the finish line (some sooner than others, of course!)
- And then there was Rock Star Night, a mainstay of the fun at the Director Leadership Conference. (And with the exception of the photos you see here, "What happened in Bloomington stayed in Bloomington!")

STEMTech Directors (and above)... You are invited to make the Spring Director Leadership Conference part of your Business Plan for 2010. We'll be gathering next at one of the Pacific Northwest's premier resorts, only a quick hop by Resort Shuttle from the Spokane Airport, and easily accessible for US and Canadian Distributors alike. As always, the DLC is first-come, first-served, and seating is limited. Make sure that you and all your Directors register early, so you won't be left out...

COEUR D'ALENE GOLF & SPA RESORT Coeur d'Alene, Idaho April 23-25, 2010









# Ready... Set.... GO!

STEMTech's Amazing Race to Convention is underway... Don't be left behind in this exciting RACE for the Grand Prize, valued at \$10,000 (including USD \$5,000 CASH), and lots of really great other prizes!

Μ

How do you get into the Race? It's simple! Here's what to do...

#### **Rev Your Engine!**

**NOW: Go to stemtechamazingrace.com and SIGN UP to Race.** (You can't begin your Race until you have entered!)

Get to the Starting Line WHEN: By January 31, 2010 WHAT: Qualify for a PIT PASS. Top 100 qualifiers, you'll get a head start of at least 2 mph just for doing this! (Hint: You'll be glad you did this later!) HOW: Personally enroll TWO OR MORE AutoShip Distributors (using any STEMTech enrollment option)

Race to the ConventionWHEN: Beginning February 1, 2010WHAT: Earn MPH each week to move ahead in the RaceHOW: Complete Weekly Challenges in the18 weeks of the Race

#### **Cross the Finish Line**

WHEN: STEMTech's Fourth Annual Convention, July 30-August 1, 2010 WHAT: One Grand Prize of \$10,000 (\$5000 CASH & \$5000 in vouchers & amenities) to the Winner of the Race! WHAT ELSE: Lots of other Great Prizes and Convention subsidies!

A few words about the Weekly Challenges... Beginning Monday of each week, we'll issue a Weekly Challenge, always based on Individual Achievement. Some Challenges will be creative, "fun" things to do as a Distributor and some will be challenges relating to business building. Go to stemtechamazingrace.com every week to see how you're doing and how fast everyone else is going and to learn what the next week's Challenge will be. Each new week offers a new Challenge!\* Leaders...

This is your opportunity to SHOW HOW IT'S DONE to your group! When you complete Weekly Challenges, your progress in the Race will be tracked on stemtechamazingrace.com for everyone to see, cheer you on and - most important - follow your example!

What happens if you fail to complete one week's Challenge? Are you out of the Race? No! **"Catch Up Quick"** lets you complete your missed Challenge during the next week, while you complete that week's Challenge. (You may do this as often as you need to over the 18 weeks.)



UPDATE

Manager

by Jonathan

Lester, General

## Happy New Year

to you and your loved ones! As clichéd as it sounds, it is hard to believe that yet another year has passed. Indications are that the difficult economic times we experienced as a nation in 2009 are behind us, and that 2010 will see a return to positive growth in our economy and in the labor market. I have no doubt that 2010 holds much promise for all of us at STEMTech. We have unmatched product, world class sales tools, and some of the finest Distributors in the industry. And because we are so proud of our Canadian Distributors, we are conducting a "CANADIANS ONLY" contest this year for the first time ever!

The uniquely Canadian Go for Gold contest celebrates the arrival of the 2010 Olympics in beautiful Vancouver, and provides you a one-time opportunity to demonstrate your mettle and win fabulous prizes. The contest is simple and the rewards so worthwhile! In a nutshell\*, here's how it works:



A Contest where AutoShip Enrollments can make you a winner!

\*Go to stemtechbiz.ca for complete information on the "Go for Gold" contest.

#### About that Pit Pass...

Use your Pit Pass as an exemption from one week's Challenge. With each Pit Pass that you qualify for, you can take a "pass" on a Challenge of your choice from the weeks eligible for Pit Pass redemption. So earn your first Pit Pass by January 31, and keep an eye out for other Pit Pass opportunities that just may pop up during the Race.

#### **Rookies**

What if a Distributor enrolls after the Race Start-date of February 1? These "Rookies" are not eligible for the \$10,000 Grand Prize, but they may qualify for other Convention subsidies based on when they entered the Race - by completing Weekly Challenges beginning after their enrollment date.

#### **Turbo Weeks**

In the tradition of great STEMTech Surprises, there may be one or more "Turbo Weeks," when additional MPH will be awarded for the Weekly Challenge. Take advantage of these Turbo Weeks to pull ahead!

#### **The Winners Circle**

Top competitors in STEMTech's Amazing Race will be invited to COME TO ANAHEIM TWO DAYS EARLY to compete in the GRAND FINALE and WIN EXTRA MPH in a Race to the FINISH LINE! The one who gets the checkered flag also takes home the \$10,000 Grand Prize!

STEMTech's Amazing Race is happening NOW... Go to www.stemtechamazingrace.com right away to learn all the Race details and

#### **START YOUR ENGINES!**

\*Read about the Terms and Conditions for STEMTech's Amazing Race on the Race website. Have questions? Find answers at stemtechamazingrace.com.

#### WHAT TO DO

- Between November 1, 2009, and February 28, 2010, Canadian Distributors enroll 3 or more new Autoship Distributors in a month and win medals that qualify them for prizes. Medals will be awarded from the stage at the Convention!
- Enroll 3 or more AutoShip Distributors in 2 months for a BRONZE MEDAL, enroll 3 or more AutoShip Distributors in 3 months for a SILVER MEDAL, or enroll 3 or more AutoShip Distributors in all 4 months and win a GOLD MEDAL.
- GOLD MEDAL winners who also add 5000 GPV from their new personally enrolled legs qualify as TORCH BEARERS.

#### WHAT YOU WIN

- Medalists win uniquely branded Medals (Bronze, Silver or Gold) and a special "Go for Gold Winner" branded clothing item.
- Gold Medalists also win one free room night at the STEMTech Fourth Annual Convention and a \$100 voucher to the Convention store.
- Torch Bearers also win an official scale replica of the 2010 Olympic Torch, two free room nights at the STEMTech Convention and a \$200 voucher to the Convention store.

#### LESS THAN 2 MONTHS TO GO... GO FOR GOLD!

Merci pour votre soutien incommensurable pour cette année 2009. Nous sommes convaincus que 2010 verra STEMTech Canada atteindre de nouveau sommets, et nous sommes impatients de partager cette aventure avec vous. Bonne Année! In 2010, we will continue to strive to set the benchmark in STEMTech's global operations in sales, service and earnings. To meet this challenge, we will need your support, and in return we pledge ours. Happy New Year!



# **STEMTech** Around the

Once again we have asked our Global Vice Presidents to share with you what has been happening in their corners of the world. There is no denying it... STEMTech is making a difference all over our planet!

# North America

by George Antarr, VP/North American Markets

# **United States**

## BIG NEWS! (And I mean BIG...)



Ray Carter welcomes John Salley to the STEMTech family.

Robert in mid-Spider" Salley, the famous former US basketball star, who is now an actor and popular media personality well known for his dedication to healthy nutrition. A proponent of the vegan lifestyle, Salley markets his own line of food products, and discovered STEMTech's products in his search for products that best support optimum health.

Salley has signed on as a member of the STEMTech family, and will be in a perfect position to share the news about StemEnhance<sup>™</sup>, StemFLO<sup>™</sup> and the StemSPORT<sup>™</sup> concept when he makes frequent appearances on the TV and radio circuit in 2010. We at STEMTech are very excited about Salley's association with our company, and we know that you are, too. Watch for John Salley's appearances on TV and radio in your area... and let everyone in on the news of this powerful endorsement of STEMTech products!

# Asia

by Jonathan Lim, VP/Asian Markets

#### PHILIPPINES

When Heather Livingston and Izzy came to Manila to train the new Philippines distributors, we expected about 90 Distributors, and 150 people showed up We could feel the excitement in the room from the first moment... and the excitement spread to other Filipino cities on the "Heather and Izzy Tour," where turnouts always exceeded our expectations.

On Sunday, the time of the training coincided with the TV airing of the Las Vegas boxing match featuring our Filipino champion, Manny Pacquiao, so we were amazed when 110 people came to training! No one seemed to be in a hurry to get back to "the tube," either, as an especially lively Q&A session followed the main presentations. As a result, we had good sales and many new Distributors enrolled. My thanks to Izzy and Heather for their effort to help the Philippines group!

#### MALAYSIA

When Christian came to Malaysia to train in five cities over six days, he was greeted by "standing room only" crowds in every location. In



A standing-room-only crowd heard Christian Drapeau in Kuala Lumpur, Malaysia.

Kuala Lumpur, General Manager Benjamin Yap had to relocate everyone from a large meeting room to the hotel's Grand Ballroom when 635 people arrived! Total attendance in the five cities of Christian's tour was over 1250, including many guests who came to hear about stem cell science and AFA Extract<sup>TM</sup>(StemEnhance). There is no doubt that Christian's appearances spurred business: Last month, sales Malaysia broke another sales volume record, and Malaysia recorded the most recruited new Distributors. Thank you, Christian!



Heather, Izzy and Jonathan with the enthusiastic Manila staff

# Globe

# Latin America Africa

by Oscar Rosas, VP/Latin American Markets



STEMTech's official Launch of Mexico on October 25 was a festive all-day event that included:

- An opportunity breakfast meeting, where Ray's speech in "near-perfect" Spanish wowed the audience, and where the eager audience warmly welcomed the presentations by Christian and Triple Diamond Izzy Matos.
- Christian and our new Trainer Paola Mazzoni launching StemFLO<sup>TM</sup> and the StemSPORT<sup>TM</sup> concept in a Hollywood-style "show" with lots of noise and confetti, while I filled the "Vanna White" role, unveiling our new StemEnhance<sup>TM</sup> bottle. If the wild applause throughout is any indication, the audience loved it all!
- At an early dinner for over 100 Distributors in an exotic restaurant in the hills overlooking Guadalajara, General Manager Juan Carlos Saucedo and I introduced new StemEnhance packaging, and new Colombian Sales & Marketing Manager Adriana Ricci introduced the new Business Development Training, now translated into Spanish... and the crowd was on their feet!

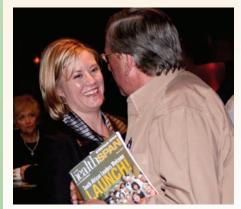
It was a truly memorable event, followed the next week by a "road show" to Colima, Monterrey and Mexico City, where Paola and Juan Carlos showcased the new products and promoted the FastStart/Multiplicate tools. STEMTech is now officially open and ready to position itself as one of the fastest growing companies in Mexico! by Errol Lester, VP/African Markets

Since the official launch in South Africa, we have seen steady growth in the number of new Distributors signing up, and in the monthly sales figures. It has also been very encouraging to see enthusiastic Distributors climbing the ladder and reaching Triple Diamond.

Our plans for the New Year are to continue growth by training, recognizing and motivating our valuable Distributors in South Africa, and we look to making good progress in Ivory Coast, Ghana, Nigeria, and Kenya in the coming months. Christian and I will be visiting Ivory Coast early in 2010, and also plan meetings with Pending Distributors in Ghana and Nigeria, as we continue to work toward registration in Kenya, where there is a good potential market.



Johannesburg staff



Leigh Schenkl talks about the new *HealthSpan Africa* with a Distributor.

# Europe & "Down Under"

by Andy Goodwin, VP/European Markets

#### **EUROPE**

Distributors in Germany are looking forward to meetings in January with Izzy Matos and Heather Livingston, as Distributors in Great Britain are experiencing exciting times: Our new Sales Manager Ian Parker is seeing good results from the 'TEXT TO GET' promotion and from Super Saturdays, and recruitment in the "Mother Country" is on the increase. More Virtual Distributors from the European Union are coming onboard everyday, with Austria and Spain showing good growth.

#### **DOWN UNDER**

#### New Zealand and Australia

In only eight weeks since our opening in New Zealand, we have over 800 Distributors and sales are increasing everyday! As we hire on more people to cope with the growth, we embrace this happy "challenge," pleased that Distributors are praising our customer service. In February we will be holding meetings all over Australia and New Zealand.

It is certainly a wild ride here and most exciting, so we invite you to rev up your recruiting Down Under... for a healthy addition to your paycheck Up Top!

## **CURRENT TOP VIRTUAL MARKETS** *(in alphabetical order)*

Austria
Brazil
Indonesia
Ghana
France
Ivory Coast
Nigeria
Singapore
Spain
Trinidad and Tobago
inniada una robugo

Remember... YOU are completely in control of these Virtual SignUp locations and numbers of Pending Distributors. Use the Virtual SignUp program to grow your business worldwide!

# **Stories**



## Frank & Lena Banman

Ontario

When Lena's mother began using StemEnhance<sup>TM</sup> to support her health, Lena says, "I was a total skeptic." But the dramatic changes in her mother in a short time had Lena intrigued. "For years, Mother had been down in the dumps, staying home all the time. But within a short time on StemEnhance, she became social again and she had so much energy!" The truth is that Lena's interest was personal, too: "I had been looking for something that would

help me want to get out of bed in the morning, something to help my body deal with relentless discomforts that made me shy away from people," she says. "So I tried StemEnhance."

Over the next few months, Lena started feeling better. "My mother and husband insisted that I continue taking StemEnhance. They could see improvements in me that I didn't notice," she says. Frank Banman saw lots of improvement in his own physical health, too. A professional carpenter whose shoulders, elbows and hands had been giving him trouble as he aged, Frank was thrilled when his joints began working easily again. As the health of both Banmans improved, Lena and Frank realized that they wanted to build a business around sharing StemEnhance with others.

These days, Lena Banman says, "You have no idea how grateful I am to Christian Drapeau... I have my life back!" She works with friends, friends of friends, and acquaintances to build a business, using in-home meetings in conjunction with conference calls. Since many of her Distributors and prospects are part of the German-Canadian culture, Lena is pleased that Lena Schultz has begun Low German conference calls twice a month. "The response to these calls has been amazing!" Lena says, noting that conference calls work best in a culture where few if any people use computers. With her computer-savvy distributors, she uses the website and the Four-Step System. Now, with frequent follow-up calls to Distributors and prospects, Lena is working hard toward her goal: "Diamond by the Convention... then Triple Diamond!"



#### Dianne Fehr Manitoba

In the tiny town where she lives (population 200), Dianne says the coffee shop is "the" place to meet people and talk about

STEMTech's products. Soon after she met Lena Schultz at a Spring 2008 health fair, Dianne began building a business at the coffee shop and at home, "because I saw what StemEnhance did for me." Only 50, Dianne says her body just began to "fall apart" in 2002, and she and her husband John had been looking for something to help her ever since. "Other products would work for a

little, but then stop," Dianne says, "so the 'renewal' factor about StemEnhance really appealed to me." The idea appealed to John, too. A farmer and carpenter who was no longer able to work after several falls, he had problems with his back and knees. "When John's knees started working again," Dianne says, "we were both certain that STEMTech's products were what we needed!"

Dianne has been sharing the STEMTech opportunity ever since, with lots of help from Lena Schultz ("She's the best!") and many STEMTech training opportunities. "The Director Leadership Conferences, Christian's book-signing, the Convention, "Get Bizzy with Izzy," Super Saturdays with Dr. Donna and George... I've been to all of them, and they are all fantastic," she says. "There is so much to learn every time that I glean through the material and make it mine."

When a small-town crisis loomed, it turned into a global business opportunity for Dianne: "We needed to attract new residents to our area, or we'd lose our school," Dianne says, "So we reached out to Germany and the Philippines, and new people are moving in. As I share StemEnhance with each new resident, they want to tell their family and friends back home about it... and now I am growing globally!"



Jacob Friesen NEMA Network, Inc.

British Colombia

Jacob Friesen's passion is the development of "godly children who are dedicated contributors to the wellbeing of society." As president and CEO of his own independent company, Jacob writes programs for education, trains and counsels parents and teachers, and provides educational opportunities for indigent children. He's a very busy "senior citizen," who says that he did

not need another business when his good friend Bonnie Atkinson told him about StemEnhance<sup>TM</sup> and the STEMTech income opportunity. "But I took a look at the science," he says, and I realized: "We have always been taught that 'life is in the blood,' but how does the body use the blood? Our body's natural renewal system - stem cells circulating in the blood -- is the answer, and StemEnhance supports the performance of this system. What's more, this one-of-a-kind, patented product is backed by a reliable and trustworthy company, so all the pieces fit for me."

Jacob says it is important for him to be a "ready writer," so he was very pleased when StemEnhance helped him reverse the effects of a "slowdown" that began a couple of years ago. "Once again I can stay focused, articulate and discerning through long days of preparing materials," he says happily. He is building his STEMTech business right along with his business supporting children's development, and says that the money he earns from STEMTech will enable more children to benefit from the educational opportunities he offers.

Living in Vancouver, Jacob is well positioned to make his business global. He says, "The potential to do business across the world from here is just enormous!" Recently, he met with a photographer who was heading home to Iraq. "Within ten minutes, he decided to take six bottles with him to show his many relatives and friends in Iraq, because he saw the product's great potential," Jacob says, adding, "Needless to say, I am excited to become part of both the Virtual Marketplace (for places like Iraq) and the one established here at home and in open markets globally. I want to make the most of every opportunity I see!"



### Marty Meyer

Alberta

A massage therapist, Marty says that sharing StemEnhance with his clients is "just natural. After two or three massage sessions," he says, "people have usually opened up about the physical troubles they are experiencing, so I tell them about StemEnhance." He says he speaks generally, pointing out that StemEnhance has "properties to help the body's systems and

support the renewal of cells," he says, "and many people are very interested." The STEMTech tool that he suggests for a client generally depends on the knowledge base and preferences of each individual. "For a general overview, the stemtechbiz.ca website is great," Marty says. "For people interested in the science, Christian's booklet is perfect, and the 'Stemtech Biz' DVD and the videos on the website are good for people who like to learn visually. There's a tool that is just right for anyone!"

Marty has some family testimonials about StemEnhance that he likes to share with clients, too. His wife and both of his in-laws experienced wonderful results with the product. "After an accident, my wife Janette's leg kept getting weaker and weaker, to the point where she kept tripping over her foot. She was so frustrated... until she started with StemEnhance, and now she is walking just like she used to." Marty's father-in-law had given in to the progressive effects of old age, doing very little because he was always stiff and sore and his balance was "off." With StemEnhance, "he's moving around and doing things again," Marty says. "He's feeling so much better." And Marty's mother-in-law is back hiking like she used to, usually at the head of the hiking group. "When people show their amazement," Marty says, "she says, 'All I'm doing is this stem stuff,' and then all the hikers want to learn about StemEnhance." Marty likes to tell people that StemEnhance seems to work like a "handyman" in your body. He asks, "Wouldn't you like to have a handyman who comes in to your house and helps you fix everything? Well, StemEnhance is your body's perfect handyman!"





Our multi-lingual CEO Ray Carter has traveled the world, speaking to STEMTech Distributors and their guests in each language of the region. So it is only fitting, therefore, that he sends wishes for the New Year to people around the world, in the languages of countries where STEMTech is already making a difference.



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Selamat Tahun Baru

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