

HEALTHSPAN

WINTER 2012

Stemtech Canada

The Story Behind the **Discovery**

9,223 MI.

A **Marathon**
With a Message

Life
Before & After
DermaStem™



Dietary Supplement / 60
Supplemento Dietario

Contents

From the Cover

- 2-3
Discovering SE2™
- 8-9
Marathon of Health
- 12
DermaStem™

EDITOR

Bonnie Goldfein

ART DIRECTION & DESIGN

Skott McKinney

DESIGN & LAYOUT

Kate Dedeaux

HealthSpan is a copyrighted publication of Stemtech HealthSciences, Inc., distributed free of charge to all active Distributors in the United States. Stemtech Independent Distributors may contact the Editor at Stemtech Corporate Offices, 151 Calle Iglesia, San Clemente, CA 97672, or by emailing editor@stemtechmail.com for permission to reprint articles from this magazine.

The earnings and financial rewards included in *HealthSpan* are those of individuals working the business and are not to be interpreted as indicating average or typical earnings by Distributors.

SE2™, StemEnhance®, StemFlo®, ST-5™ with MigraStem, StemSport™, DermaStem™ Renewal Serum, StemPets®, and StemPets FLA® are not intended to diagnose, treat, cure or prevent any disease or physical condition. The descriptive entries contained in this publication have not been evaluated by the Food and Drug Administration.



- 1** **co-founder messages**
- 2-3** **according to the scientist**
by Christian Drapeau, MSC
- 4** **it's all about more**
by Paola Mazzoni
- 5** **breaking news**
- 6** **ready, set GO!**
by Lara Bolton

- 7** **improve your lifestyle**
by Don Karn
- 8-9** **across finish line**
- 10-11** **global news**
- 12** **changing the faces of Stemtech**
- 13** **optimal wellness & opportunity**



visit us on facebook and tell us what you think of this issue of *HealthSpan!*

co-founder

messages



Ray C. Carter, Jr.

Like you, we are filled with eager anticipation of what the New Year holds for Stemtech. With your new General Manager, Lara Bolton, at the helm, Stemtech Canada has many things planned for 2012 (See page 9), and we at International Headquarters

are planning numerous things, too – including our next Americas Annual Convention in September. This means that you will want to get out your calendars now. **“Save the Date.”**

As we look back for a moment to accomplishments in 2011, let me first thank Jono Lester for his great leadership of Stemtech Canada during the last 2 1/2 years. An outstanding member of the Executive Team, Jono has accepted a promotion to Senior VP that necessitates relocation to San Clemente, where he will apply his talents to our global organization (See page 9).

May I also congratulate Dr. Ed Chicoine and his family for successfully completing the Marathon of Health in 2011. Throughout their phenomenal adventure, they were “Powered by Adult Stem Cells” and Stemtech (see pages 6-7). Watch for a prestigious feature in *Runner’s World* magazine as they spotlight the Marathon of Health in their March, 2012, edition.

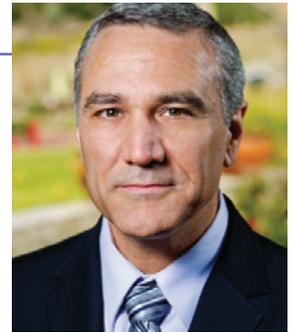
Our greatest advance in adult stem cell science to date, SE2™, has already been embraced with major enthusiasm in the Canada, the US, Australia and New Zealand. Our Regional Vice Presidents are working hard to launch SE2 in all of our global markets during 2012.

Along with our 2011 breakthrough launch of DermStem™ Renewal Serum, SE2 has put us solidly in the forefront adult stem cell science, as we provide both Inner Wellness & Outer Vibrance. Now we welcome 2012, knowing that Stemtech stands out and shines like no other company in our field. With our outstanding product line and a business opportunity no one can challenge, every Stemtech Distributor can grow a business most people only dream about.

Thank you for helping us to spread wellness and prosperity to people everywhere. Now it’s up to you... Make 2012 the year that *YOUR* dreams come true!



President & CEO



Christian Drapeau, MSc

In November I had the privilege to take part in an international conference about adult stem cell science, held at the Vatican in Rome. At this historic event – attended by a limited number of invited scientists, clinicians, ethicists, priests, philosophers and even politicians – Pope Benedict XVI expressed the full support of the Catholic Church to research using adult stem cells.

The Church’s previous opposition to stem cell research obviously targeted the use of embryonic stem cells; however, it was interpreted by many as an opposition to “stem cell research” in general, unfortunately, so the Church’s message put a “cloud” over adult stem cell research, too. Now the message from this historic Vatican conference takes the cloud away and affirms the Church’s support for adult stem cell research, effectively lifting the negative bias against all stem cell research in the minds of many people.

This year’s announcement by the Vatican demonstrates that there is an ethical way of doing stem cell research. This message can open people’s minds to the reality that adult stem cell research is a positive benefit to humankind. What’s even more important is that its benefit is being seen in practical applications now.

No longer do we have to think that the real benefits of stem cell research will take another decade before seeing the light of day. Today there exist adult stem cell therapies for many degenerative conditions and maladies. Adult stem cell therapy is not a medicine of the future; it is a medicine of today!

Because you are part of Stemtech, the Stem Cell Nutrition Company™, this means one thing: You are in the right place, with the right products, at the right time. Let’s work together to make the world a healthier, happier place!



Chief Science Officer



according to the **scientist**

by Christian Drapeau, MSc
Chief Science Officer

before the development of StemEnhance®, many people who were consuming *Aphanizomenon flos-aquae* (AFA) were reporting a wide variety of benefits that touched virtually every aspect of human physiology.

Hearing of these reported benefits, we asked ourselves, “How can one single plant (technically, a cyanobacteria) lead to such a variety of health benefits?” The answer was a mystery until we discovered in early 2000 the natural role of adult stem cells in the body. This discovery led to our realization that adult stem cells from the bone marrow constitute the natural renewal system of the body.

We hypothesized then that AFA might be providing the benefits people reported because it supports the natural release of more adult stem cells from the bone marrow into blood circulation. Therefore, AFA might help to make more adult stem cells available to migrate into the various organs and tissues of the body. To check our hypothesis, we went in the lab and studied AFA, discovering that this support for release and migration is exactly what it does! We identified the active compounds in AFA and then concentrated them into a product that we named StemEnhance. But our scientific development did not end there.

To document the effect of StemEnhance on adult stem cell release, we utilized laboratory methods that are well known

in the scientific community, but we used them in a novel way: focusing on the quantification of quick and relatively small release, compared to what was traditionally being done in this field. Using this method we asked a very important question, based on our previous experience with AFA: What other plants or natural ingredients have been known throughout history to be associated with a broad variety of health benefits?

Detective work in the laboratory

After studying many plants, herbs and other natural botanicals from around the world, we found a handful that actually support the migration of adult stem cells from the blood to the tissues. In fact, it is from some of these compounds that we developed the MigraStem™ that is currently in ST-5. As our work in the laboratory continued, we discovered and documented two additional compounds that support the natural release of adult stem cells from the bone marrow. These two natural botanicals were a major discovery!

The first botanical we discovered is fucoidan from one specific seaweed, *Undaria pinnatifida*. Fucoidan is a class of very large sulfated fucose-based polysaccharides present in many species of brown seaweed. While each fucoidan derived from various seaweeds has its own unique effect on the body, only the fucoidan extracted from *Undaria pinnatifida* has been documented to support the release of adult stem cells from the bone marrow.

In 2007, a group of scientists published an article describing how fucoidan from *Undaria pinnatifida* was able to slowly increase the number of circulating adult stem cells over a period of 12 days. When we tested *Undaria* fucoidan, we discovered that, similarly to StemEnhance, *Undaria* fucoidan triggers a release of adult stem cells from the bone marrow that begins within one hour after consumption; however, while the increase in the number of circulating stem cells is slower than with StemEnhance, the release lasts much longer.

“This means that our formula provides even more support for the body’s natural process of tissue renewal and repair”

The second botanical is *foti* – *Polygonum multiflorum* – a well-known plant in Traditional Chinese Medicine (TCM). The discovery of the effect of *foti* on adult stem cells is a fascinating story. Virtually everyone has heard about the Chi, an energy that circulates in the body and whose balance in the body is linked to the body’s health. The Jing is another form of energy that is subtler, more primordial. In modern TCM, the Jing is commonly translated as “essence,” but in ancient texts predating today’s “canon” of TCM, the Jing was described differently. There are two Jings: A primordial Jing that is present on the day of conception and supports the development of the fetus, and another Jing present after birth that supports the process of tissue repair and health maintenance. This understanding of the two Jings led key experts in TCM to conclude that in ancient texts of Chinese Medicine, the Jing was actually referring to embryonic and adult stem cells. From this, it was concluded that StemEnhance was a novel botanical able to support the Jing present after birth. On the basis of that data, we asked this question: Are plants traditionally known to stimulate the Jing actually supporting the natural release of adult stem cells from the bone marrow? In the lab we discovered that one of them, *foti*, was acting in a manner comparable to StemEnhance, leading to a rapid release of adult stem cells from the bone marrow.

Finding just the right formula

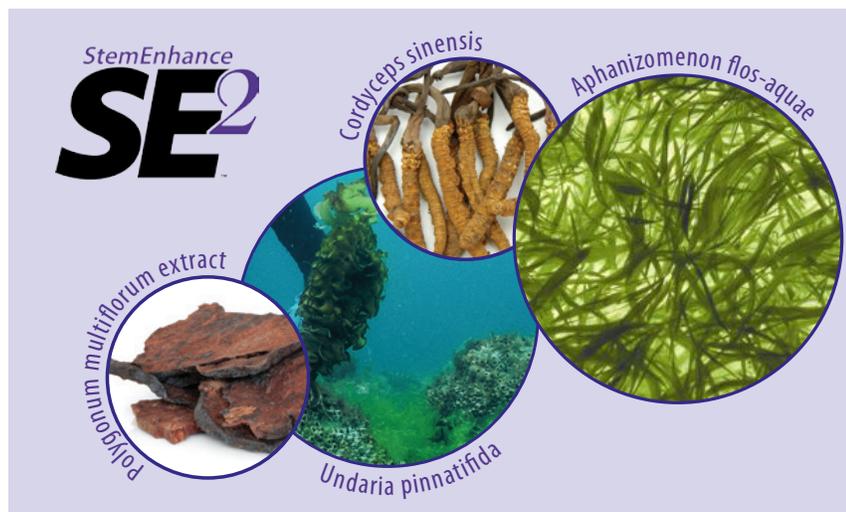
Next we began to blend together StemEnhance, fucoidan from *Undaria pinnatifida* and *foti* in various proportions. After many combinations, we discovered that one specific blend gave us very exciting results: a rapid increase in the number of circulating adult stem cells comparable to StemEnhance, but with the longer-lasting effect seen with Fucoidan.

But our work was not yet complete. In one of the blends we serendipitously incorporated cordyceps, known for centuries for its ability to provide energy and support for the immune system. When cordyceps was part of our formula, we could document a unique synergy that produced an even greater increase in the number of circulating adult stem cells. This means that our formula provides even more support for the body’s natural process of tissue renewal and repair. We knew we had it now! This blend became SE2™ Advanced Adult Stem Cell Support, which is literally the next generation of stem cell enhancers.

Eureka

With all this data on the new SE2, we were obviously expecting to see benefits quite superior to what we had seen with StemEnhance, but as they say, “The proof is in the pudding.” So we produced a few hundred bottles of the first prototype and distributed them to volunteer “testers.” In the several months since, the results we are collecting are actually exceeding our expectations. As with StemEnhance, while we targeted the effect on adult stem cells, the new ingredients in SE2 also carry other benefits in the body. For example, fucoidan from *Undaria* was documented in peer-review studies to help maintain a healthy inflammation process and to support the immune system. It became very popular during episodes of flu virus that swept the globe a few years ago. And cordyceps is well known to support a feeling of energy and stamina. In combination with phenylethylamine (PEA; “the molecule of love”) already present in StemEnhance, the cordyceps in SE2 may just be what is prompting reports from our “testers” of the enhanced feeling of energy they get with SE2.

You can see that the development of SE2 has been a long process of discovery involving searching the world for just the right natural botanicals, then trying many combinations of ingredients, until we could finally settle on just the right formula for SE2. I invite you to take SE2 just as you have been taking StemEnhance, and let us hear about your experience with this next generation of stem cell enhancers! ✨



it's all about more

by Paola Mazzoni
VP/Product Training & Development



In the process of developing StemEnhance® years ago, we developed protocols and methods to quantify adult stem cells and assess the effect of natural compounds on them.

With StemEnhance, we saw a significant increase in the number of circulating adult stem cells, peaking at 60 minutes after ingestion and then slowly going back to baseline levels. We always talked about the maximum number of stem cells at 60 minutes, but in fact a better way to quantify the effect of StemEnhance was to calculate the area under the curve, which gives a measure of the total number of adult stem cells that have been released.

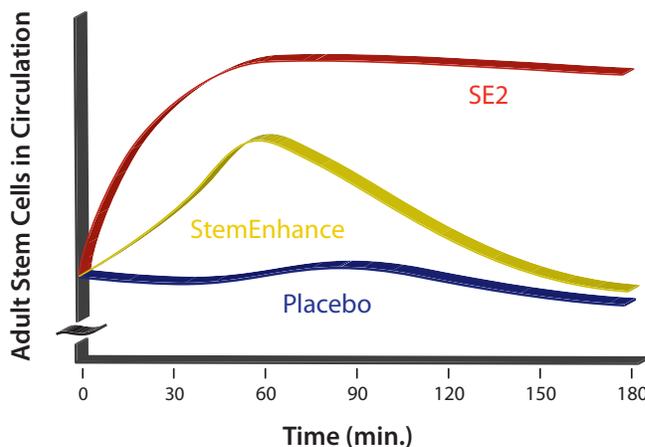
During our development of SE2™, we were looking to enhance the effect of our original adult stem cell enhancer. When we tested *Undaria pinnatifida*, we saw a slower increase in the number of circulating adult stem cells, but the effect lasted much longer.

The maximum peak number of circulating stem cells was comparable to the peak with StemEnhance, but because of the longer-lasting effect, the total number of adult stem

cells released was increased (by about 50% compared to StemEnhance alone). We saw that *Polygonum multiflorum* alone had an effect comparable to StemEnhance, with a significant increase peaking around 60 minutes.



But here is the exciting part: **When we blended *Undaria pinnatifida*, *Polygonum multiflorum* and StemEnhance together, we obtained a significantly stronger effect that also lasted much longer than with StemEnhance alone!** As you can see in the diagram below – which is definitely worth a thousand words! – the effect of SE2 peaks at 60 minutes, but after 3 hours, the number of circulating stem cell remains significantly above baseline levels. And a bonus: We discovered that adding *Cordyceps sinensis* also further enhanced the effect of this blend, resulting in the powerful product you now enjoy, SE2, the Next Generation in Adult Stem Cell Science! 



“Think of the graph like a measuring cup. It’s important to look at the volume UNDER the line, which shows that there are many more total stem cells circulating with SE2 over a longer time, for a greatly increased benefit.”



Come hear **Paola** speak at the *Stemtech on Tour* along with **Don Karn**, VP/North American Markets! Visit teamstemtech.com for more information.

BREAKING BREAKING NEWS

*a*s Stemtech continues its astounding expansion and growth around the world, we announce the promotions of four members of our Executive and Management Team who will have key roles in Stemtech's continuing global expansion.



ANDY GOODWIN

Andy has been promoted to Senior Vice President of Global Sales & Marketing. Working from World Headquarters, Andy will enhance and support our global sales efforts, ensuring that the sales and marketing activities for all our open countries are cohesive, synergistic and balanced.

JONATHAN LESTER

Promoted to Senior Vice President of International Business Development is Jonathan "Jono" Lester, who has distinguished himself as Canada's General Manager since 2009, and has a wealth of experience on the global stage. In his new role, also working from the World Headquarters, Jonathan will oversee the planning and operational aspects of our continuing international expansion.



BRIANNE ROGERS

A dedicated and talented member of our management team since Stemtech's earliest days, Brianne Rogers has been promoted to Director Global Business Services. In her new role, Brianne will oversee all Stemtech Distributor support systems and processes, from Distributor Services, to order fulfillment, to websites and Back Office tools, ensuring that all systems function to create the best Distributor experience.

SABRINA PERRYMAN

Promoted to Director of Global Human Resources is Sabrina Perryman, who will ensure that Stemtech continues to attract and train employees around the world who provide the highest level of support for our Global Family of Distributors.



New to our management team are these two outstanding individuals, who bring a wealth of talent and network marketing experience to our company: Lara Bolton, new General Manager in Canada (See page 9) and Ben Liffen, Sales Manager for the UK.

Please join Stemtech in congratulating Andy, Jono, Brianne and Sabrina on their promotions, and give a warm welcome to Lara and Ben. We are delighted to have the contributions of these exceptional professionals as Stemtech grows and expands around the world in 2012 and beyond.

ready, set GO!

by Lara Bolton
Canada General Manager

What an incredibly busy month I have had, getting acclimated to the Stemtech Corporate Team and meeting Distributors in the field. I am so excited to be part of the Team in Canada and

to be working with our incredible Canadian Leaders. I feel like I have found a home with Stemtech and I am looking forward to the opportunity to get to know each of you.

With the addition of DermaStem™ and SE2™ in 2011 to our already incredible product line, we expect exciting things for 2012. We are busy working on developing tools that will support you for some huge growth in the coming year. This year we have plans to see a lot of you in the field, as we travel to provide added “nuts-and-bolts” training in network

marketing to support your success!

After our first successful Leadership Dinners in Toronto and Montreal, we are putting together plans to begin a quarterly tradition of these Award Dinners, so that those of you who qualify will have the opportunity to be recognized in your local regions and to be more closely connected with the Corporate Team here in Canada.

With our world class products, a compensation plan designed to reward individuals for their efforts and a Corporate Team here to support you, anything is possible for you with Stemtech. Set your vision high for the coming year, knowing that we are supporting you fully as you reach for your dreams.

My thanks to all of you for the very warm welcome I have already received from so many. There is no doubt in my mind that 2012 is going to be a phenomenal year for all of us and Stemtech Canada!

Quel incroyable mois ce fut pour ma part, entre mes rencontres avec les Distributeurs sur le terrain et mon acclimatation avec les personnes de la Compagnie, ce fut un mois pour le moins bien occupé. Je suis tellement heureuse de faire partie de l'Équipe Canadienne et de travailler avec tous nos incroyables leaders dans le pays. C'est pour moi comme si j'avais trouvé un foyer avec Stemtech et je suis vraiment impatiente de pouvoir rencontrer chacun d'entre vous.

Avec l'ajout de DermaStem™ et de SE2™ à notre incroyable ligne de produits en 2011, nous espérons le meilleur pour 2012. Nous sommes par ailleurs occupés à travailler sur de nouveaux outils qui supporteront votre réussite pour cette année à venir. Cette année nous avons comme plan de rencontrer bon nombre d'entre vous sur le terrain, notre but étant de voyager dans chacune des Provinces pour vous fournir des séances de formations en marketing de réseau « pour nouveaux comme plus expérimentés dans le domaine » pour assurer votre succès !

Après avoir expérimenté nos tous premiers diners leaderships à Toronto et Montréal, nous aurons pour but de développer une tradition de ces meetings et diners de manière trimestrielle, ceci dans le but de permettre aux personnes qui se qualifient pour ces événements d'être reconnus par leurs pairs de la Province et d'être en contact plus proche avec les gens de la Compagnie au Canada.

Avec nos produits de classe mondiale, un plan de rémunération conçu pour reconnaître les personnes de leurs efforts et une équipe Canadienne désireuse de vous aider quoiqu'il arrive, rien n'est impossible pour vous avec Stemtech. Visez le plus haut possible pour cette année à venir, tout en sachant que nous sommes là pour vous aider à atteindre vos rêves les plus fous.

Mes remerciements à chacun d'entre vous pour votre accueil si chaleureux. Il n'y a aucun doute dans mon esprit que 2012 sera une année phénoménale pour vous et Stemtech Canada !

2012 is our year by Colleen Edwards

This is a year of business building events brought to you by Stemtech. With so many new Distributors joining Stemtech in the last 90 days, this is a great time to get everyone thinking “Director,” and participating in the type of top-notch training that will take business to new heights. Throughout the year, we will be providing training opportunities across Canada and in the United States. Invest in your success with Stemtech training! Here is some of what we have planned:

January & February: Stemtech Training for Distributors in the top 4 areas enrolling Business Builders: Quebec, British Columbia, Ontario and Alberta • March: March Madness Meetings • May: Canadian Spring Conference in La Belle Province, Quebec, 90-Day Plan leading to Stemtech's Convention • September: Stemtech's 6th Annual Americas Convention

And more to come! Mark your calendars now with these important events, and check the Events Calendar at stemtech.com regularly for more scheduled events. Hope to see you!

improve your lifestyle

by Don Karn
VP/North American Markets

O

ptimal Wellness AND Increased Income!

If you're like me, you find yourself in conversations with friends and strangers about two subjects:

People aren't feeling as healthy as they'd like, and they believe the healthcare system cannot help. They worry about the economy, the lack of jobs and the struggle to keep the family afloat during tough times.

Stemtech to the rescue!

For those who want more control over their health (and isn't that everyone?), what better way to start than by making SE2™ Advanced Adult Stem Cell Support as part of their daily health regimen? Science tells us that our health depends largely on maintaining a steady flow of adult stem cells into the tissues and organs of our body. People are seeing this extraordinary science as an answer to so many of our health challenges. Products from Stemtech deliver optimal wellness!



Help them on their prosperity journey, too!

At the same time that you, a Stemtech Distributor, help people to attain and maintain optimal wellness, you also help them build a steady, dependable stream of income. It's a simple "win-win." And my advice is to keep it simple, but spend some time each day on your Stemtech business. Use the product, share your optimal health story with everyone, encourage them to use AutoShip for their orders, and consider starting a Stemtech business.

Lifestyle Questionnaire

Help people to start thinking and reexamining their lives with the Questionnaire on this page (which is also downloadable from your Back Office). Those answers can be really illuminating and just may spark positive change for them. And isn't that what Stemtech is all about?

Lifestyle Questionnaire

Do you have enough quality time to spend with your family?	yes	no
Do you have a network of people who share your goals and values and can help you achieve your dreams?	yes	no
Do you genuinely enjoy what you do for a living and get paid fairly for it?	yes	no
Do you have the opportunity to steadily increase your net worth?	yes	no
Is your health all it can be? (Are you feeling as good as you did 5 years ago?)	yes	no
Do you have time to "play" and participate in pastimes you enjoy?	yes	no
Are you growing personally, learning and expanding in satisfying ways?	yes	no
Do you have access to business training to help you succeed?	yes	no
Are you helping others and doing good for the world?	yes	no
Do you laugh everyday?	yes	no

What do your answers mean?

If you circled Yes more times than No, congratulations! Those areas of your life are working! If you said No to one or more questions, perhaps it's time to make some changes. Stemtech is an open door to better health, financial security, a new network of friends, a sense of doing good in the world and a whole lot of fun.

It's not too late to live your dream lifestyle.

To learn more about the Stemtech business opportunity and Stemtech products, talk to the person who introduced you to Stemtech or check our website: stemtech.com.

across the **finish** *line*

W

ith his wife Gaye and family of six grown children, Dr. Ed Chicoine set off from a Pacific beach near Vancouver, Canada last May on a Marathon of Health, whose goal was to spread the message of wellness across North America.



Like "Rocky Balboa" (Rocky, 1976), the Chicoines ran up Philadelphia's Art Museum steps.

A Quebec chiropractor and Stemtech Executive Director, Ed and his family are all aficionados of a healthy diet and active lifestyle to ward off the diseases and disabilities associated with obesity and sedentary living.

Throughout their **9,223** mile run, the family wore attire telling the world that they are "Powered by Adult Stem Cells." What's more, the Stemtech logo was on the shirts they wore in their many media appearances throughout the seven months of the Marathon. From Vancouver to Boston to Los Angeles, in TV appearances on network shows and meetings with school kids and other groups, the Chicoines happily explained the motivation for their grand adventure: "Our mission is to create a Wellness Revolution and to stop needless suffering," Ed Chicoine says. "We want people to know about the little changes they can make in their everyday lives that can prevent diseases that come from inactivity and obesity – heart disease, diabetes and cancer."

Fittingly, the family finished their Marathon of Health with a party at Stemtech's World Headquarters in San Clemente, CA. After jumping into the Pacific Ocean at nearby Doheny Beach – officially completing their "Pacific to Atlantic to Pacific" run – the Chicoines celebrated their amazing accomplishment surrounded by Stemtech staffers, curious onlookers and local media. What a moment!

Stemtech and the Marathon of Health share the same message of Wellness. There is no doubt that the Chicoines' Marathon of Health was – and is – a perfect "conversation starter" for every Stemtech Distributor. Go to marathonofhealth.com to learn more about the Marathon, to find links to media appearances, and to sign the Marathon's Wellness Petition.

The Chicoines may now be back home in Quebec, but for them and for Stemtech, the Wellness Revolution is just beginning. Be a part of it! 

Our mission is to create a Wellness Revolution and to stop needless suffering
Ed Chicoine



clockwise from top: Marathon of Health at Stemtech Headquarters, Marathon of Health with students of Beacon High School, Marathon of Health with North East High School, Marathon of Health with San Clemente High School Soccer team, Marathon of Health in Ottawa.



One goal, one family, one GREAT accomplishment

The MOH runners have done what no other family has. Their 9,223-mile run stretching across Canada and the US has garnered media frenzy. They stopped at schools, social events and meetings with political luminaries giving health presentations on wellness principles. They encouraged everyone to make a personal "Wellness Revolution." As Dr. Ed says, "It costs nothing to sign our petition, but the cost of doing nothing is immense. Together we can create one strong voice and demand change from the food, fitness and health industries, as well as our House of Commons and the US Congress."

The Chicoines endured close quarters in their traveling home (a motor home remodeled to accommodate eight), vehicle breakdowns, inclement conditions (ranging from rain, sleet, snow, hail, wind to weather between 26 and 100 degrees). All of this while running an average of 100 marathons each!

Together this dynamic family endeavors to promote a spirit of cohesiveness, and with renewed enthusiasm rekindle the need for wellness worldwide. Join the Chicoines and take a stand in their "Wellness Revolution" at their website, marathonofhealth.com.

global news

W

ithin our borders and beyond the seas that embrace us on two sides, Stemtech continues to grow, developing markets around the globe. Here are updates from our Regional Vice Presidents on what's happening worldwide...



Latin America

by Oscar Rosas, VP/Latin American Markets

It was a pleasure for me to travel with Manuel & Goretti Macazaga throughout the country on their Leadership Recognition Tour with Stemtech Mexico's Jacob Orozco and Juan Carlos Saucedo, recognizing leaders within their organizations. Special congratulations go to Claudia Ivette Zamudio Vargas, **Mexico's** newest Triple Diamond!

Colombia's new Office Manager Juan Manuel Rico and Sales & Marketing Manager Adriana Ricci are leading growth in field organizations, positioning Colombia to achieve its potential by attracting new top-notch industry leaders to Stemtech.

Recently moved into office space that is modern and very accessible, **Puerto Rico's** Office Manager Carlos Pinero is preparing for Puerto Rico's First Anniversary celebration.

We are all excited that Ray and Christian will be joining us for this event.

We have just "soft-launched" **Ecuador**, the first country in Latin America where our flagship product, StemEnhance®, has been recognized as a unique adult stem cell enhancer by the INH (the Ecuadorian FDA). I am certain that Stemtech will be a success in Ecuador.

Next stop will be **Brazil** and possibly **Peru**. This is the right time to increase your Virtual Enrollments in both countries!

1. Claudia Ivette Zamudio Vargas, Triple Diamond

Europe and Down Under

by Andy Goodwin, SVP/Global Sales & Marketing

Following the spectacular First European Regional Convention in Portugal, Field Leaders from every country in **Europe** returned to their teams with renewed vigor and a dedication to put Europe on the map. With both **Spain** and **France** now officially pre-launched, the European market has really gone into overdrive, with over 700 FastStart Packs in France alone last month. Thanks to great guidance from Sales Manager, Gilles Roux, we are sure French business will explode in 2012.

Business in Bulgaria is booming, too... Sales have quadrupled in the last month under the leadership of Svetlana Nedkovska. Contact her if you have ANY contacts in **Bulgaria**. In the **United Kingdom**, the new Sales Manager is Ben Liffen (even better looking than Christian and with so much energy!), who is setting the UK alight. The resurgence of UK activity is evidenced in part by our newest UK Triple Diamond, Uju Tettey, who was also the winner of Stemtech's Amazing Race Grand Prize. Congratulations, Uju!

Downunder in **Australia** and **New Zealand**, the excitement is palpable. Right after the Regional Convention in Africa, Christian Drapeau visited Perth and Melbourne for a training meeting before our exciting official Launch of Stemtech Australia/New Zealand on November 19 in Sydney. As everyone worldwide now knows, this fabulous event included a worldwide LIVE broadcast that introduced SE2™, and we also added DermaStem™ to the product line. Many top leaders flew in to experience the fun, information and many surprises that Ray and Christian revealed for us. It was a super time!!

2. Uju Tettey, UK's new Triple Diamond

Africa

by Errol Lester, VP/African Markets

Now we are FOUR! With the exciting Pre-Launch in Nairobi, **Kenya**, on November 5, Stemtech's presence in Africa has expanded to a fourth nation, and our first in East Africa. Attended by 150 enthusiastic people who have been looking forward to this happy occasion, our Nairobi event was the realization of a years-long dream for many. I was pleased to share the stage with Ray Carter, Christian Drapeau, George Tashjian, Brianna Rogers, Jono Lester (along with me, a native of Africa) and our brand-new and very talented General Manager for Stemtech East Africa, Mbogua Njoroge.

Just a week later, we celebrated the **First Africa Regional Convention** at the beautiful Birchwood Inn in Johannesburg, **South Africa**. With Ray and Christian as our honored guests, this Convention was one for the Memory Books. Exciting announcements happened throughout the three days, introducing new products, sales aids, programs and contests. And I gave everyone a peek at the exciting growth coming in Africa. Stemtech's First Annual Africa Regional Convention was "A Time for Africa!"

Congratulations to South Africans Christa & Wimpie van der Merwe of Capetown, our newest African Triple Diamonds. Christa & Wimpie demonstrate that this is the time for us to grab hold of the golden opportunity that is Stemtech as we build a bright future in Africa!

3. Christa & Wimpie van der Merwe, Triple Diamonds

Asia

by Jonathan Lim, VP/Asian Markets

Typhoon season can do a lot to diminish attendance at meetings, but not for Stemtech Distributors! A happy group of hearty individuals turned out in a driving rainstorm in October to celebrate the Second Anniversary of Stemtech **Philippines**, encouraged by their intrepid Field Leader, Edgar la Chica. (See picture.)

In **Malaysia**, General Manager James Von and his team have been doing road shows that have led to a significant growth outside the metropolitan area for the first time. With the recent addition of StemPets™ to the line in **Taiwan**, a country where people love their pets, we expect big sales there. In both Malaysia and Taiwan, I am working to add StemFlo™, DermaStem™, and SE2™ to the product line, and Malaysian and Taiwanese Distributors are very excited about what's coming!

We are still working tirelessly to open both **Indonesia** and **Thailand**, and sincerely hope to announce openings in both countries in 2012.

4. Not even a typhoon could deter these Distributors from celebrating Stemtech Philippines' 2nd Anniversary in Manila. ✕



changing the **faces** of Stemtech

O

n the market for just five months, DermaStem™ Renewal Serum is already making its mark in the skin care market. Each week we hear from more and more men and women who are reclaiming their youthful appearance with only a twice-daily application of our unique product, which uses adult stem cell science to bring new life into the body's largest organ, the skin. Here is what some people are saying about DermaStem...

Sharon Castoldi Diamond Director

For years when I was a cosmetologist and owner of three beauty salons, I used lots of creams and applications on my skin. Some of them were very expensive. Then last summer at the Convention, I heard about DermaStem, and I was really excited, because I know that Stemtech produces only very high-quality products. In addition, having a skin care product gives us a whole new way to attract people into our business.

Lately, I have been introducing DermaStem to a lot of people first, before Stemtech's nutritionals. People are signing up because they are impressed with DermaStem, which I remind them is kept refrigerated because the ingredients are fresh, living plants. Later, they move on to our other products, but DermaStem is their first attraction to our business.



Joyce Schneider Manager

When I started using DermaStem, I put it only on the right side of my face. The reason I did that was because I felt it wouldn't work (as I had found with several products before), and I wanted to do a comparison. But what a surprise! The first thing I saw on the DermaStem side was that my skin became much firmer and it was not dry.

After 5 weeks I could easily see the difference between the two sides of my face, and my husband took the photo. Needless to say, I am now using DermaStem on both sides of my face.



optimal wellness & opportunity

f

From the Atlantic to the Pacific, Canadians are changing people's lives with Stemtech's unparalleled product line and unmatched business opportunity. Here are two stories of Canadians benefiting from Stemtech products and working the business.

Candice Folkins, British Columbia

An elite athlete who played on two national championship volleyball teams while at the University of Hawaii, Candice now trains year-round for the USVBA Nationals and Huntsman Masters Games. Also the mother of two who holds down a demanding job with an avalanche rescue service and works with her husband's residential renovation company, it is clear that Candice is a busy lady who needs to stay in top physical shape.

She learned about Stemtech early in 2011, when she had broken her hand, and her friend Colleen Edwards suggested that StemEnhance® might help her body's recovery process. "The results I saw in less than three months convinced me that this product works," Candice says, "and I signed on as a Distributor." Pointing out that her Distributorship is "still in its infancy," Candice is grateful for the guidance of her upline Triple Diamond, Rob Cranston, who has helped her learn the business. With her own considerable experience gained from 25 years in the service industry, Candice says communication and follow-up are important to her Stemtech business. She also believes it is important for new Distributors to take full advantage of the tools available. "Stemtech's website is a great source of valuable information," she says.

As Candice juggles her new Stemtech business with her other work, she sets aside plenty of time for her kids and their activities and for working out each day. "I want to maintain a balance in my life," she says, adding, "In 2012, I would like to have five Distributors working with me as a team. For me, this is a realistic goal."



Terry & Jeanette Prosser, Manitoba

Before Audrey Toop told the Prossers about StemEnhance®, Terry had been unable to walk unaided for a number of years, and he had trouble with his eyesight. A former miner, Terry had been forced to seek other employment when his health failed, so he opened a "Mom & Pop rock shop" with his wife, Jeanette, a geologist. While the Prossers kept a positive outlook, Terry's deteriorating health was always a concern for the couple.

In the year since Terry began taking StemEnhance, StemFlo® and ST-5 with MigraStem™, his health has steadily improved. Jeanette says, "He is now walking most of the time without a walker or cane, he is seeing better, and both his disposition and his concentration seem a lot better. After 35 years of health problems, these are major improvements for Terry." Jeanette, too, has benefited from taking Stemtech's products, reporting that she sees better at night now and she feels less achiness in her joints.

As the Prossers build their Stemtech business, they rely on help from Audrey, Viola Toews and Carole Hyra. "Audrey and Carole have come to us to lead meetings," Terry explains, "and Viola is there on the phone to answer questions as needed. They are a great support team!"

To people just beginning with Stemtech's products, Terry and Jeanette suggest: "Do not expect immediate results with one health issue. List all your health concerns before starting the products, and keep a diary of how you feel, week by week. If you think 'nothing is happening,' look back at your first list, and you will be amazed!"

