

# HEALTHSPAN

WINTER 2013

Stemtech Canada

Limited  
Time!!

**3** Different  
TeamBuilder  
Packs!! p 10



**Heart Health**  
*in the* **New Year**

**Power of  
THREE**   
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# co-founder

## messages



### Welcome, 2013

Happy New Year to all! As we open a brand-new year, we know that 2013 is filled with great promise for Stemtech around the globe. Currently open world markets continue to advance with more product offerings, bonuses and business tools,

while plans are progressing for major new market openings on several continents.

Our company is continuing our investment in clinical research. We have plans to publish several studies this year, further distinguishing us from potential competition and confirming our identity as THE Stem Cell Nutrition Company. Also during this year, the Stemtech Global Foundation will continue to identify and add more worthy charities to our umbrella of global giving. We encourage each of you to support the Foundation directly with us. For information, go to [www.stemtechglobalfoundation.org](http://www.stemtechglobalfoundation.org).

2012 saw a dramatic increase in the members of our Diamond Team and even an addition to our Chairman's Club – all indicating the development of global leadership that can take our company to a growth cycle unlike any we have previously seen. As corporate leaders, Christian, our Executive Team and I will further our dedication to collaboration and teamwork with you, our Distributors around the world, with a long-term business plan geared to ensure the success of both Stemtech and your business. Our future is very bright! We thank you for the important role you play in sharing our mission -- a mission that is bringing wellness and prosperity to the world.

To your health and happiness,

Ray C. Carter, Jr.  
President & CEO



### Thoughts For The New Year

The beginning of a new year is a good time to make resolutions and to set goals. If we end the year where we started it, we have missed the opportunities brought by 2013. As Goethe wrote, "He who moves not forward, goes backward." Do you know that despite a four-year recession, many people and companies in North America have prospered; since 2008, the United States alone has created more than one million new millionaires! These people succeeded not by focusing on problems but rather by grabbing onto opportunities. Unfortunately, although everyone knows about the "Seize the day" concept, people often fall short of adopting the proper mindset that allows them to seize an opportunity.

2013 will see the world continue to move toward economic recovery, as people become more open to investing time and energy into opportunities for more income and improved health and quality of life. Stemtech is, therefore, an exceptional opportunity for them! Commit NOW to ending 2013 stronger than you started. Share Stemtech products and our opportunity each day. Join us in our commitment to make 2013 the best year ever!

Christian Drapeau  
Chief Science Officer



# Heart Health & Stemtech

by **Christian Drapeau, MSc**  
Chief Science Officer

*With Valentine's Day coming, let's talk about the heart!*

**Y**our heart beats about **100,000 times each day, about 35 million times in a year.**

During an average lifetime, the human heart will beat more than 2.5 billion times and pump over 45 million gallons of blood... enough to fill 70 Olympic swimming pools!

How much work is this? Give a tennis ball a good squeeze and you are using about the same force that the heart uses to pump blood throughout the body... all the time, even at rest. As a result of this action, the 6 quarts of blood contained in your body's blood vessels circulates through your whole body three times a minute.

That's roughly 2,000 gallons traveling many times through 60,000 miles of branching blood vessels every day! And all of this pumping is done by a 10-ounce muscle the size of your fist. So feel free to express your gratitude to your heart!

A number of studies clearly demonstrate that the heart muscle is in a constant process of regeneration and that circulating adult stem cells play an important role in the process of cardiac tissue renewal. For example, one study's analysis of cells undergoing cellular division in the human heart revealed that proliferating heart cells can account for about 14 cells per million in the normal heart, for a total of an estimated 80,000 cells

## “SE2 significantly increases the number of circulating stem cells within one hour after consumption, tilting the balance toward tissue renewal.”

undergoing cellular division at any given moment. On the other hand, there is an estimated progressive loss of approximately 7 million heart cells per year. So the balance between cellular loss and tissue renewal is crucial for a healthy heart.

It is not easy to estimate the time that it takes for the human heart to renew itself. But some scientists have been very creative in trying to answer this question of renewal time. For example, the group headed by Dr. Jonas Frisén measured carbon-14 (radioactive carbon) in genomic DNA of human heart cells in people born before and after the beginning of nuclear bomb testing. Carbon-14 concentrations in the atmosphere remained relatively stable until the Cold War when above-ground nuclear bomb tests caused a sharp increase in atmospheric carbon-14. Then, after the Limited Nuclear Test Ban Treaty in 1963, carbon-14 concentrations dropped exponentially, not primarily because of radioactive decay (since carbon-14 has a half-life of 5730 years), but by diffusion from the atmosphere. Carbon-14 combines with oxygen and rapidly equalizes around the world as carbon-14 dioxide. Then, since carbon-14 dioxide is incorporated by plants through photosynthesis and humans eat plants and animals that live off plants, the carbon-14 concentration in the human body mirrors that in the atmosphere at any given time. Since carbon is incorporated in the DNA at the time of cellular division, the concentration of carbon-14 in DNA can be used retrospectively to date the birth of cells in humans. Using this approach, the group of scientists concluded that it takes roughly 25 years to renew about half the human heart.

Another approach consisted of counting the number of cells containing the Y-chromosome in the heart of women years after radiation therapy and bone marrow transplants from a male donor, for the treatment of leukemia. After such treatment, women find themselves with a body made up of their own cells that do not contain the Y-chromosome, while the stem cells in the bone marrow that came from the male donor do contain the Y-chromosome. By counting the number of heart cells containing the Y-chromosome at various times after bone marrow transplant, it is possible to estimate the rate with which new cells are incorporated into the heart. Using this approach, the scientists estimated that the heart replaces itself every 20-25 years.



Ultimately, whether the heart takes 20 or 50 years to renew itself is not relevant. What is important is to understand that **the heart is in a constant state of renewal**. In this process the single most important factor is the number of stem cells available to participate in the process of tissue renewal: more stem cells in circulation means that more stem cells are available to migrate into the heart. This is where SE2<sup>®</sup> becomes a unique tool to support optimal cardiac health. SE2 significantly increases the number of circulating stem cells within one hour after consumption, tilting the balance toward tissue renewal.

In addition to SE2, other “non-scientific” actions help support your heart’s important job in your body. For example, laughter is a sure way of elevating the heart, as is the “swelling of your heart” that you feel when seeing a loved one. Valentine’s Day is a great opportunity to show your loved ones how big your heart is! As we anticipate Heart Health Month in the United States and Canada, let’s remember these things: Don’t let little

things stand in the way of a precious, “heart-warming” friendship. Never shy away from a good *heart-to-heart* exchange. Laugh whole-heartedly and let your heart-felt love grow.

As to why the heart is used to represent love, it’s hard to tell. The explanations go from trivial to deeply mystical; but suffice it to say this: Falling in love increases the heart rate and feeling love is good for the heart. Love and SE2... a perfect combination for your Heart Health! ☘

Did you Know?

Just 15 minutes of relaxation can alter your heart rate.

# global leaders

New Global Triple Diamonds

**S**ince our last issue of HealthSpan, SEVEN more members of our Global Family have achieved Triple Diamond. Here are their stories.

## **Kum Ok. Bak & Jong Chan. Lee** - South Korea

*A college graduate who tired of government work "after eleven years in a routine job that made my life bleak," Kum Ok says he tried entrepreneurship with a cell phone shop that seemed like "the perfect business that could keep up with the focus on telecommunications in Korea." But he discovered it was what Koreans call "a red ocean, where competition is cut-throat and all you gain is anxiety and stress."*

*Network marketing started as a part-time career option for Kum Ok. When his first "opportunity" offered big promises but small results, Kum Ok kept looking. Early in 2012, he was very happy to find Mr. Wang K Shin and Stemtech, saying, "Stemtech helps my partners and me realize our dreams with unique, quality products, competitive pricing and marketability. This company offers me the opportunity to reach my goal of financial independence within two-three years."*



## **Arcelia Diaz Gonzalez** - Mexico

*Well-educated as a biochemical engineer, Arcelia had been working as a teacher and an entrepreneur when she first discovered Stemtech. "When I learned about Stemtech, I was certain that it was an unprecedented opportunity for me," she says. I knew it will inevitably change my destiny and allow me to enjoy both health and prosperity." Arcelia says she feels great gratitude to the company for this opportunity, noting that it is led by "people of great human quality." Arcelia has enjoyed many rewards from her business, but some of the ones she most cherishes are neither personal health improvements nor financial gains. She says, "During my life, I have never before received so much gratitude from people I have introduced to the products and opportunity. It is, however, my honor to have helped them change their lives with Stemtech."*



## **Liu, Chi-Ming** - Taiwan

*A go-getter who owned several successful businesses in farming and manufacturing, Chi-Ming found his life turned upside-down at age 35 when he got cancer. "Chasing a career and wealth cost me my health," he says sadly. Realizing then that nothing in life is more important than maintaining wellness, he next rose to the top of a network marketing company in the healthcare field.. but the company went bankrupt. "I learned then that it is most important to choose a company that has a superior product and a commitment to a mission that sustains future development. This is why I am so happy I found Stemtech!"*

*Chi-Ming says that Stemtech is doing all the right things: "The company has no competition for the patented products that are produced by manufacturing partners – not outsourced. And its presence in 24 countries (with more coming) offers Distributors a global opportunity for growth!"*



## **Mario Luna Reyes** - Mexico

*Mario and his wife had owned retail stores and had tried multi-level marketing; but what they experienced was financial reversal and lots of disappointment. Then Mario also learned he was facing a health problem. "Thankfully, I remembered that Augusto Gonzalez De Jesus had told me about a product that can help improve health naturally," Mario says, "so I called him." Completely convinced by Augusto's testimony, Mario wanted to sign up. "But it was Holy Week and the banks were closed," he says, "so I couldn't pay to join that day. I started sharing Stemtech with friends and family, who signed up and bought product right away. Before the banks re-opened, I had the money for my registration!"*

*Originally not interested in the business, Mario saw his health improve and his checks grow so spectacularly in six months that he says, "Now there is NO DOUBT in my mind that this is a great opportunity to change people's lives. People have to take advantage of all that Stemtech offers us!"*



## **Jean-Marie Ayefouni** - Ghana

*Although he was very skeptical when he first heard about the Stemtech opportunity, Jean-Marie's research into the company and our products soon swept away all doubts. "Now I am very proud to be working with this huge enterprise that is helping so many people regain health," he says. A citizen of Togo, like his upline Chairman's Club member Sebastien Kpago, Jean-Marie has developed his business in neighboring Ghana at the African Centre for Personal Development and Enterprises, where he does frequent business presentations.*

*Jean-Marie says, "With some other network marketing companies, people I know never received any financial benefit. With Stemtech, we have received checks from the first month!" He adds, "People come to me all the time to say 'Thank you,' because their lives have been changed so positively. I am happy to see smiles on the lips of my downline who are enjoying improved health and prosperity. Thank you, Stemtech!"*



## **Ruei-Sheng, Wu** - Taiwan

*With more than 23 years' success in network marketing, Ruei-Sheng has accumulated great experience, a talent for organizational development and an understanding of what is needed for successful recruitment and training. He was attracted to Stemtech originally when he had dramatic, excellent results with StemEnhance® and SE2®. "I have confidence in Stemtech's products," he says simply. Now he is enjoying building an organization. He trains his team members to use Stemtech's global website as the platform to communicate the opportunity, encouraging people to begin part-time, "then take it fulltime as your income level increases. This way you gain extraordinary honor and freedom – freedom of your body and your time."*

*Grateful for the help of General Manager Homer Lin and his product/health training, Ruei-Sheng notes that there is "no short-cut to success." He believes in hard work, "because this is what makes success happen. And Stemtech is the company where I want to build a future."*



## **Patrice Guannel** - Martinique/France

*Living on the beautiful Caribbean island of Martinique, Patrice holds a position with Electricité de France (EDF), the public utility, where he provides quality service to customers. "When my godmother Marie-Joelle Robert told me about Stemtech," Patrice says, "I knew my experience at EDF is very relevant and that Stemtech would be a great opportunity for me." His research into the company validated his initial assessment of the opportunity: "I learned that Stemtech is the global pioneer of the new paradigm of wellness that uses the science of adult stem cells. This is exciting!"*

*Patrice also likes the direct selling model Stemtech uses, saying, "It is a source of personal development toward excellence in human values, as we help others to improve their health and build income." He looks toward developing Triple Diamonds in his group and to providing Stemtech products and opportunity to neighboring islands as the company expands. He says, "I want to be a beacon of hope for people."*





# Heart and Soul

by Allan C. Somersall, PhD, M.D.

## **Just imagine...**

*The ambulance pulls up at the hospital's emergency entrance, sirens whooping, lights flashing, as the paramedics inside sweat, busy doing what they do best.*

**a** middle-aged man is quickly wheeled into the Emergency Ward on a stretcher. He had complained of severe chest pains and is now on oxygen and hooked up to intravenous lines. Promptly, he is transported to the coronary care unit.

There, the resuscitation team has been prepared for this patient's admission, so they immediately go to work. Doctors manage to stabilize the patient and complete a cardiac work-up, determining that this patient has suffered a heart attack.

Fortunately for this fellow, the artery

whose blockage triggered the attack is located in the back of his heart -- generally a "better" place for it to be. During the cardiac event, he lost some limited muscle cells on the posterior wall of his right ventricle. Now he shows some dyskinetic movement (unusual heartbeating) on the electrocardiogram. But this is not the whole picture. The wise cardiologist orders a coronary angiogram, which shows some significant blockage in a very important branch of the main coronary artery on the front of the heart, too. In this case, coronary



balloon angioplasty is not a clinical option, as the patient needs an even more aggressive response. He is booked for surgery.

This patient must have a by-pass operation soon. If he does not have this surgery and the coronary flow is compromised again, he is at risk for serious damage to his important left ventricle. Such damage may well be fatal. Why? A person cannot survive on half a heart! In truth, if any half of the heart – top, bottom, left or right -- is damaged so severely that it “dies,” the patient, too, dies.

The heart is an amazing essential organ that functions as a single unit with cooperation and coordination of all of its parts. Think for a moment what constitutes a single heartbeat: First, a spontaneous change in critical cardiac cells creates an electrical impulse that flows along a pathway of nerves. Next, these nerves innervate cardiac muscle cells, causing them to contract, forcing the blood through open valves while other valves remain closed. As the nerve impulse subsides, the muscles relax and the valves alternately close and open. The nerve cells recharge. Then the process starts all over again. In less than one second, the parts of the heart act in concert to replicate the cycle.

But none of this can happen if the oxygen derived from coronary flow around the heart is compromised. As wonderful as the heart muscle is, it needs a constant supply of oxygen to keep it going – to make it a “whole heart.” And it takes a whole heart to maintain a whole life.

Now, back to our patient... This patient does very well in surgery. Like the many thousands of patients presenting with similar symptoms who have heart bypass procedures each year, he goes home in a week or two, recuperates well and is back to his normal life in a few months with a good prognosis – at least for the next decade or so. But he must be monitored regularly with careful medical surveillance.

Let’s talk now about the condition of **your** heart...

Consider the implications that go beyond the fist-sized muscle that beats regularly within your chest. It is a life generator, a “life saver.” But just as was the case with the ancient Greeks, the heart means much more than the cardiac pump that they hardly understood. For humans, the heart is seen as the seat of human passion, the fount of desire. It is the center from which we derive our strongest emotions and our most compelling attitudes. Our hearts generate love, courage, commitment, hope, compassion and enthusiasm... to mention but a few of life’s richest experiences.

What we have discussed about the muscle in our chests is also true of the “muscle of the soul” that we also call our “heart.” You cannot live with only half a heart. You cannot love with only half a heart. You cannot even laugh with only half a heart. You need your whole heart to laugh, to love and to live.

Just as your body needs your whole heart to pump blood through your circulatory system, your success or enjoyment of life requires your whole heart to pump courage into your soul, to give commitment to your passions, to infuse unconditional love into all your relationships. None of this can be done with half a heart. People who are not pouring their whole hearts into their passions are not really living life to the fullest... or perhaps they are not really living at all!

**“You cannot love with only half a heart. You cannot even laugh with only half a heart. You need your whole heart to laugh, to love and to live.”**

Too many people count the potential costs. They hold back. They do not commit. They choose to wait and see. I have to wonder: What are they waiting for? We all know that half-hearted effort produces half-hearted results. Reasonable effort produces reasonable results. But massive effort produces massive results! There is nothing to wait for.

So I say this: Say YES to life. To live, you must find something into which you can willingly put your whole heart and soul. Take the life that has been given to you and spend it on a great enterprise, on something you cherish, on someone you love. Spend it on your life’s passion... but SPEND IT WITH ALL OF YOUR HEART. This is the secret to a satisfying life. ❧

## **YOUR HEART SAYS**

- ♥ Please keep to a good weight, so I don’t have to work so hard to haul around unhealthy fat. If your diet is low in saturated fats and cholesterol, you and I will BOTH be happier.
- ♥ Be active and exercise. I just love it when you get me pumping your blood through muscles!
- ♥ Avoid stress as much as you can. While I love pumping hard for you when you exercise, I do NOT like wasting heart beats on stress. Take deep, slow breaths to calm yourself and let me concentrate on productive heart beats to prolong your life.
- ♥ Toss away those cigarettes and cigars once and for all. Even if you are eating healthy and exercising, you are hurting me and ruining your health with poisons and smoke every time you light up.
- ♥ Be happy! Smile and laugh a lot. This is an essential part of every prescription for a healthy heart and a long life. And I want us to work together for years and years to come!

# power of 3 Club

by Don Karn

VP/North American Markets

*New in 2013, Stemtech introduces the POWER OF 3 CLUB and we want YOU to be a Club member!*

**h**ow do you become part of this Stemtech-only Club? Qualifying for membership is easy... **Enroll at least THREE new VIP Customers and you are IN!**

## The Power of 3 Club has – naturally – THREE levels of membership:

### Entry Level

You enter the Club on this Level once you have enrolled 3 new VIP Customers. *(Many of you are already in the Club, based on your enrollments during October-November, 2012!)*

### Enhanced Level

You enter the Club on this Level OR advance to this Level when you have enrolled 6 VIP Customers. *(Quite a few people are on this Level of the Club already, based on October-November enrollments, too!)*

### Elite Level

You enter the Club on this Level OR advance to this Level when you have enrolled 12 new VIP Customers. *(Yes, there ARE Club members on this Level already! Lots!)*  
To maintain your Club membership, you must maintain a minimum of 3 VIP Customers in your group each month. Retain your Enhanced Level Club membership by maintaining at least 6 VIP Customers each month. To retain your Elite Level Club membership, maintain 12 or more VIP Customers each month.

## VIP Couple

Sam and Toy Xayasing of Quebec got off to a great start, adding 25 VIP Customers in the Power of 3's first 2 months and continuing to come in near the top of the Top Ten list of VIP Enrollers again in December. How does this Power of 3 Club couple do it?

"I have no secret," Sam says. "I just talk to people I know – friends and family – who know I care about them and their health."

Often it is these friends and family who generate a Stemtech conversation when they comment on Sam's and Toy's youthful appearance. "When they ask how we do it," Sam says, "I tell them about Stemtech's wonderful products!"



# Why is it important for you to achieve and maintain Power of 3 Club membership?

## “Free” Product & Money

As you maintain the VIP Customers you have enrolled, you ensure that the cost of your own AutoShip is “covered” each month. And if you add more new VIP Customers to your group, you build cash in your account, so you can increase your AutoShip order, make other purchases or cash it out.

## Recognition!

Each month after the commission run, we will publish all the names of that month’s Power of 3 Club members – by Levels – in a special eBlast and in the Back Office, where everyone can see your achievement.

Each quarter we will publish the names of everyone who has maintained Club membership for that quarter. Names will be listed by Level, with congratulations from Ray Carter, Christian Drapeau and the Executive Team in an eBlast, in the Back Office and – for those on the Elite Level for the quarter – in a **HealthSpan** feature! Quarterly Club members will also be able to download a CERTIFICATE OF ACHIEVEMENT from their Back Office.

At the Annual Conventions in 2013, Power of 3 Club members will receive recognition ON STAGE. Ray and Christian will award Power of 3 Club certificates and pins to every Club member attending the Convention who has maintained Club membership for the THREE quarters leading up to the Convention (See chart.) **Top achievers on the Elite Level for the three quarters will receive special honors at the Conventions.** (We’re keeping that a secret for now.) **Our Top Three Power of 3 Club achievers in the Global Family will be honored in a still more special manner.** (What could it be?)

## How YOU can qualify...

2013 Power of 3 Club Quarter 1  
(\*You get an “extra” 4th month to get started)

VIP enrollments in October\* & maintenance of at least 3 VIP Customers in November, December 2012 and in January, 2013 (reported in mid-February). To retain Enhanced Level, maintain at least 6 VIP Customers. To retain Elite Level, maintain at least 12 VIP Customers.

2013 Power of 3 Club Quarter 2

Maintenance of at least 3 VIP Customers in February, March & April, 2013 (reported in mid-May). To retain Enhanced Level, maintain at least 6 VIP Customers. To retain Elite Level, maintain at least 12 VIP Customers.

2013 Power of 3 Club Quarter 3

Maintenance of at least 3 VIP Customers in May, June & July, 2013 (reported in mid-August). To retain Enhanced Level, maintain at least 6 VIP Customers. To retain Elite Level, maintain at least 12 VIP Customers.

## They are IN the Club



Alejandro Medin US  
Carmen L Diaz Guzman PR  
Jocelyn Duclos US  
Toy Xayasing CAN  
Judy Skroch US  
Maggie Fortin CAN  
Martin Brooks US  
Renee Delisle CAN  
Esther Johnson US  
Diane Lambert CAN  
Olimpio Franceschi PR  
Victor H Stewart US

**What about you?**

**Did you notice** that you have been given a BIG HEAD START for 2013? Your VIP Customer enrollments in October, November and December of 2012 count toward your Club membership for the Club’s First Quarter of 2013!

So it’s time to get going... It’s easy as 1-2-3 to earn your way into the Power of 3 Club. Enroll 3 (or more) VIP Customers today! ☘

# Delicious TeamBuilder Packs for the New Year!

In 2013, the TeamBuilder Bonus opportunity is more tempting than ever. And to start our New Year right -- just the way you start a fine meal -- FOR A LIMITED TIME we have on the menu **three appetizing introductory mini packs** that can whet any prospect's appetite for a new Stemtech business opportunity...

## **Appetizers** (three choices, each only \$159)

- 1. Mini TeamBuilder RC Pack** (*Release & Circulate*) 1 SE2 and 1 StemFlo (value \$655) + the Business Development Training System (including the Business Builders Guidebook), Distributor Business Suite (including personalized website), product/business marketing materials and a 2-for-1 Convention Voucher.
- 2. Mini TeamBuilder RM Pack** (*Release & Migrate*) 1 SE2 and 1 ST-5™ with MigraStem (value \$655) + Plus the Business Development Training System (including the Business Builders Guidebook), Distributor Business Suite (including personalized website), product/business marketing materials and a 2-for-1 Convention Voucher.
- 3. Mini TeamBuilder RP Pack** (*Release & Proliferate*) 1 SE2 and 1 DermaStem™ Renewal Serum (value \$725) + the Business Development Training System (including the Business Builders Guidebook), Distributor Business Suite (including personalized website), product/business marketing materials and a 2-for-1 Convention Voucher.

*Intro Mini Packs Are Available For A Very Limited Time!*

**Bonuses earned** - Enroller -- \$20 TeamBuilder -- \$40 Matching -- \$20



The **TeamBuilder Pack** for Business Builders is selected by most people who want to build a business with Stemtech and make some serious Bonus money fast. It is...

## **The Main Course** (Only \$299 complete)

1 SE2 & 1 StemFlo & 1 ST-5 with MigraStem & 1 DermaStem Renewal Serum (value \$850) + the Business Builders Guidebook, Business Development Training System, Distributor Business Suite (including personalized website), and product/business marketing materials

**Bonuses earned** - Enroller -- \$50 TeamBuilder -- \$80 Matching -- \$40



Business Leaders, just for you...

## **The Banquet** (for Business Leaders, each \$800 complete) **NEW!**

**TeamBuilder Manager Pack** (RCMP: *Release, Circulate, Migrate & Proliferate*)

3 bottles of SE2 & 3 bottles of StemFlo & 3 bottles of ST-5 with MigraStem & 3 bottles of DermaStem (value \$1400)

+ the Business Development Training System (including the Business Builders Guidebook), Distributor Business Suite (including personalized website), individual product & opportunity brochures (10 each), 5 all-product brochures, Back Office set-up, monthly hosting (fee waived if on AutoShip), enrollment materials and a 2-for-1 registration for first Annual Convention.

*Special in January: Free Shipping on the Managers Pack!*

**Bonuses earned** - Enroller -- \$100 TeamBuilder -- \$200 Matching -- \$100

No matter what course your prospects choose when they come into the Stemtech opportunity, we wish them and you...

*Bon Appetit!*

# *¡Viva* Guadalajara!

**1** Latin American Leaders gathered in Guadalajara at the magnificent Hilton Hotel the weekend of October 19-21, 2012 for a first-ever Latin America Regional Convention, and IT WAS A REAL SPECTACULAR, with lots of Latin flavor!

Everyone applauded Ray and Christian's "What Ifs" that introduced The Power of 3, the new Car Bonus program, Back Office enhancements, the new Mobile App and the new Comp Plan video, to name just a few of the exciting announcements. The pictures on this page give you just a hint of what the weekend offered. We hope you enjoy them! ✂



Clockwise from top: StemGem Dinner: Ray joins the applause for some talented StemGem dancers. Convention entertainment included beautiful dancing and mariachi music. All aboard the Tequila Train! Conventioneers joined Ray and Christian for a trip to a tequila factory. Salude! VP Paola Mazzoni passes the Olympic torch to Ray and Christian. Gold Medalist Roberto Narvaez (Mexico), Silver Medalist Mario Luna (Mexico) and Bronze Medalist Dr. David Constante (Ecuador) on the Olympics podium with Ray and Christian. Stemtech Mexico's General Manager Juan Carlos Saucedo, Ray and Christian congratulate Luis Alberto Zepeda, México, Gold Medal winner for Javelin in the London Paralympics 2012. Medal-winners for PERSONAL ENROLLMENTS DURING THE OLYMPICS CONTEST congratulated by Ray and Christian are Arcelia Diaz (Gold), Roberto Narvaez (Silver) and Mario Luna (Bronze).

# global notes



## North America

by Don Karn, VP/North American Markets

Our sales are up. Recruitment is up. 2013 is looking REALLY good for Stemtech's active Distributors in Canada and the United States, and I thank each of you in Canada for making this happen. Your Field Leaders have stepped up, making good use of the TeamBuilder Bonus program and encouraging everyone on their Stemtech teams to follow their example, so everyone can make more money and improve more lives this year. I know lots of you are excited about Christian's upcoming meeting in Quebec, too. I hope you can be there!

In the United States as in Canada, February is the month we raise awareness of Heart Health. I urge you to share the articles by Christian, Allan and Heather in this *HealthSpan* with your prospects who still wonder if our products actually work. (We all know they do, but sometimes people like to see written evidence!)

Have fun this year with the Power of 3, bringing new VIP Customers onto your team. I look forward to welcoming you to the Power of 3 Club and meeting you next fall at our Convention, where we will honor top Power of 3 Club members on stage. Will I have the privilege of shaking your hand then? I hope so!

1. *Maggie Fortin will again host Christian at the meeting "won" by Quebec in the TBB Enrollment Contest.*

## Ghana

by Errol Lester, VP/African Markets

Kossi Sebastien Kpago happily welcomed Heather Livingston and me to his huge meeting in Ghana, where we introduced Sebastien's large organization to the Business Builders Guidebook

and other new Stemtech tools for business building. It was a true honor for both Heather and me to spend time with Sebastien, Stemtech's newest member of the Chairman's Club. This young man has the dedication, drive and sincerity that is building hope for so many in Ghana and in his native Togo, whose market we are working tirelessly to open.

2. *Heather & Chairman's Club member Sebastien*

## Australia & New Zealand

by Leigh Mace, General Manager

Triple Diamond Marita Mason, Executive Director Robert Boyd and Manager Ashley Nugent (pictured) are just three of the Leaders who are leading Australia-New Zealand in 2013. With record-breaking sales in 2012, Australia-New Zealand will increase the momentum, kicking off in February with the first of product tours around both countries and launching the Stemtech Academy to build strong, confident Business Builders. Monthly promotions will create excitement for all! Come join us!

3. *Marita, Robert and Ashley* ★

## Malaysia

by Nicholas Tan, General Manager

Following the introduction of DermaStem and the first distribution of the new Business Builders Guidebook in Malaysia, VP Heather Livingston conducted a full day of training for Malaysian Distributors, who posed with Heather to show their excitement about the new product and global training tool. We also published our Launch Edition of *HealthSpan Malaysia*, which has been eagerly welcomed by everyone.

4. *The happy training group in Malaysia* ✂

# thailand

*is open*



*Bangkok was definitely the place to be in October...*

***n*ot only was it the site of the First Annual Asia-Pacific Rim Convention, but it was where Stemtech opened its newest market, Thailand!**

In a very festive ribbon-cutting ceremony, General Manager Ott Thaosthien welcomed Ray Carter and Christian Drapeau, as well as Senior VPs Andy Goodwin and Jonathan Lester, VP/Asian Markets Jonathan Lim and Triple Diamonds Mr. Wang K. Shin (Korea), George Gorostiza (U.S. & The Philippines) and Tony & Careen Lim (Malaysia) for the opening of the new Bangkok office. Also in attendance for

the happy occasion were U. S. Executive Director Pashree "Super Pat" Sripipat and her husband Shane Silapee. (See Super Pat's story on page 17.)

As is his practice, Ray spoke entirely in Thai, the native language, at the opening ceremony, saying, "Thailand is such a warm and welcoming country, and we are thrilled to be officially open for business in this, the 5th largest market in Asia for direct selling."

We encourage YOU to reach out to this newest fertile market for growth in your Stemtech business. There are nearly 70 million Thai citizens who need Stemtech's products and opportunity! ✂



*Clockwise from upper left: Balloons attached to the ceremonial ribbon nearly hide the Executives. Ribbon is cut and off they go! Smiles all around -- Thai Distributors and their visiting American uplines. Ott, Andy, Ray, Jonathan and Jonathan -- out from behind the balloons!*



# Being ACTIVE Can Help Your **Heart**

**by Heather Livingston**

VP/Global Product Training & Sports Marketing

**Your heart wants you  
to GET MOVING!**

**n**o matter how busy you are, there are many ways to include activity into your daily routine.

Getting up, moving around, being active – all these contribute to blood circulation, to your mobility, and toward activating your heart and entire body. A structured exercise program is beneficial, but so often I hear from people all over the world that they do

not have **time** to exercise, to go to the gym, to get sweaty and then cleaned up for the rest of their daily tasks. It makes good sense, therefore, to build in activity throughout the day. Doing so can still benefit your heart and help you maintain a level of muscle mass and bone density. Remember: All physical activity adds up. It's easy to incorporate the activity tips (following) at home, at work and at play to increase the amount of physical activity in your life.



## Heart-Healthy Activity

1. Aerobic exercises done 30 minutes a day is excellent for increasing your heart rate. Climbing the stairs, taking a brisk walk, using an orbital exercise machine or treadmill or doing anything to get your heart rate up are all aerobic activities. The Wii has several fun games such as Wii Sports or Wii Fit Step Aerobics – and they feature great exercise that you can do with your kids. Make activity a family affair!
2. Any moderate-intensity exercise like swimming, jogging, Pilates and yoga is good. Exercising your heart muscle means exercising your body. You don't need a gym -- just a bit of motivation and a good pair of walking shoes.
3. If you "don't have time," to exercise, then schedule shorter but more frequent activity periods -- like 5-10 minutes several times throughout your day. Take the stairs, park your car farther away from the door, take a quick walk around the block at lunch or during a break; and definitely count in those house chores -- such as mowing the lawn and vacuuming -- when you are toting up your day's activity!
4. If you already do a vigorous aerobic routine or if you are enrolled in an exercise class, then three days a week for 20 minutes a day is good.
5. Attention, adults who are 65 or older and anyone with chronic conditions or limited mobility: You are not off the hook! You need the same amount of exercise as younger people. Yes, the activity can be less intense and you must use good judgment and follow your doctor's advice. But you, too, need to GET MOVING. *Refer to Tip #1 and plan to gradually increase activities.*
6. Strength training is a great complement to aerobic training and it helps to prevent age-related bone- and muscle-mass losses. Keep in mind that strength training doesn't increase your heart rate but it does increase stamina. Use it to target areas where muscle-tone is most needed; but don't forget to work on the other muscle groups, too.
7. As with any plan, start strength training slowly and build up to heavier weights and more repetitions, especially if you are new to strength training or out of shape. The old adage "No pain, no gain" is most often inappropriate. What's more, following this adage can be dangerous.

8. Practice balance exercises to help in preventing falls and injuries. Balance techniques are used frequently as exercises in yoga. Simpler forms of balancing exercises -- such as walking heel-to-toe, standing on one foot, or standing up and sitting down without using your hands -- are easy to work into your daily routine.
9. Stretching exercises done twice a week helps maintain flexibility, which is very important. Consider 10 minutes of stretching twice a week to improve your flexibility.

Source: <http://www.heart.com/10-heart-healthy-exercise-tips.html>

With any exercise program, it's good to start slowly by warming up, then increasing the pace. A good cool-down afterwards is equally important. Please remember: With any new exercise plan, check with your doctor first, especially if you are at risk or on medications; and always follow the advice of qualified professionals. ✕

## Heart-Healthy Nutrition

Stemtech products are an essential part of your activity regimen. Use SE2® and StemFlo® – or StemSport™ Advanced Formula, which contains both -- before and after exercise, to assist in recovery time. (Add ST-5™ with MigraStem for complete support of your body's daily natural renewal system.) **Keep in mind:** The more quickly you recover after activity, the more energy you will feel and the more you will be inclined to embrace your active lifestyle. If you want to "stick with it" and experience life-long benefits from a heart-healthy body, take Stemtech products and **GET MOVING!**

# spotlight

Optimal Wellness & Opportunity

Marius Gheorghe Delapeta - Sapphire Director, Quebec

**S**erendipity brought Marius to Stemtech, when he accompanied his daughter to a fall 2011 seminar because she didn't want to go alone.



Marius and  
Carmen

Marius says, "One seminar speaker was Christian Drapeau, who gave a beautiful presentation about stem cells." Trained as an engineer, Marius was skeptical

about the whole idea of stem cells and the daily renewal system of the body, "but I decided to research the topic," he says, "because Stemtech's approach to wellness might be the opportunity I have been waiting for." He tested the effectiveness of SE2® on himself with... pushups. In one month on the product, he went from a maximum of

12 pushups (before SE2) to 40, and Marius was convinced. With Maggie Fortin's help, he and his wife Carmen started their Stemtech business.

In January, 2012, Marius and Carmen met Christian in person, as they also celebrated achieving Director. "It was a memorable evening," Marius says, "and the conversation I had with Christian gave me perspective." Soon after, Marius began holding webinars targeting the new market of Romania, where his sister Cristina, a psychologist, became that country's first Director. He thanks Dr. Marius Negrau for help with webinars and the conference tour in Romania.

Noting that "We want all our Distributors to drive a Stemtech car," Marius says, "Stemtech is a unique opportunity to change the future." He suggests first trying the product, "as this will help you to trust and believe. Then work with more experienced Distributors who can help you." But the most important thing, Marius says, is this: "Stay healthy and believe!" ✕

## FOLLOW THE LEADERS

**The Canadian StemGem Team has much business-building expertise to share.**

**Learn from them and DUPLICATE!**

**Triple Diamonds** – Paul Gionet, Lena Schultz, Viola Toews, T c Yeh **Double Diamonds** – Christophe Cron, Maggie Fortin, Keun Pyo Lee, Edward Soltys **Diamond Directors** – Jean-Paul Lavoie, Bruce Melmer, Rose-Hélène Morin, Mary Peters, Len Root, JM Roy, Aganetha Siemens **Ruby Directors** – Jean Harbottle, Dianne Mantei, MaryAnne Robertson, Marisa Schroeder, Katherine Winkler **Sapphire Directors** – Marius Gheorghe Delapeta, Sylvain Gauthier, Brian Newton, Mandy Newton, Nadine Stoikoff, Don Waechter, Alfred Waldner, Zhe Wang



**Audrey Toop  
Director, British Columbia**

Because her sister Carole Hyra knew that Audrey had suffered with leg and knee problems for a long time, Carole suggested in 2010 that Audrey try StemEnhance®, which had worked so well for her. After a few months on StemEnhance, Audrey says, "I was able to straighten my leg easily – the first time in over seven years -- and the daily discomfort was gone." For avid travelers like Audrey and her husband Howard, this was a very welcome result!

Following successful careers in retail management and as a buyer for a drugstore chain, Audrey applied her fine people skills to two successful direct selling businesses before finding Stemtech. Now she says, "Helping people stay healthy or regain good health is what it's about for me with Stemtech. And when you better people's lives financially, too, the business is even more rewarding." With her main goal to help her Distributors achieve Director, Audrey advises: "Never give up. There are many people who want improved health and finances. Be sincere and let people know you care and want to help them."

Audrey believes that product knowledge is very important for business success, pointing out, "I make it a point to read *HealthSpan* and *HealthLink* and I also listen to webinars and conference calls. All of these are very helpful, as is the staff in the Richmond office when I have questions." Since she lives in a small village and "knows a lot of people," Audrey shares Stemtech products and opportunity "everywhere," saying, "I just want to make Stemtech a household name – and I feel this is coming closer and closer."

**“Helping people stay healthy or regain good health is what its about for me with Stemtech”**

**- Audrey Toop**

**“Love people, share solutions to help people become the best of themselves, have fun and – most important – have a passion for life and share it.” - Louise Beaudoin**

**Louise Beaudoin  
Senior Director, Quebec**

A naturopath who had experienced benefits from *Aphanizomenon flos-aquae* (AFA) years before Christian Drapeau demonstrated AFA's support for stem cells, Louise was completely ready to join Stemtech in 2009 when Paul Gionet told her about Christian's formula for concentrated AFA, StemEnhance.® With coaching since then from Fabien Turcot, Louise has grown her business. She says, "Fabien and I share the same values: a love of human beings and an appreciation for sharing and mutual support."

Currently at work writing a book, Louise says she also paints, plays sports and enjoys regular training on topics including bio-kinesiology, meditation, the laws of attraction and dreams, among others. With a busy daily schedule, she is grateful for a feeling of great energy that she credits to SE2®, StemFlo® and ST-5®, saying in particular, "I do ST-5 smoothies regularly in the morning, and especially if I am in a hurry, I take the smoothie with me in my water bottle. ST-5 is a basic component in my health regimen."

As she begins to "test the waters" to expand her organization globally, Louise looks forward to moving up to the StemGem Team by "talking to more people, continuing to have fun with the business and providing training and workshops for my team." She says that the "must-haves" for a new Distributor's success are these: "Love people, share solutions to help people become the best of themselves, have fun and – most important – have a passion for life and share it."





Stemtech Canada  
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## By Popular Demand, CHAMPIONS CHALLENGE QUALIFICATION EXTENDED!

Due to unprecedented growth in our Diamond ranks we have extended the promotion through March and April with all efforts to date still counting for those working hard. Now you have more time to achieve this simply extraordinary experience, if you are a CHAMPION in your category, with 30+ coveted tickets for a Vacation in Paradise your goal. Diamonds, Double Diamonds and Triple Diamonds (and above) are jockeying for position on the leader board so keep focused and ensure you are recognised as the CHAMPION you can be.

### WHO WILL BE ENJOYING A WEEK ON PHUKET ISLAND?

The TOP TEN qualifiers in each Diamond division can qualify for the Trip to Phuket Island. AND remember, our CEO/President **Ray has his eye on this Contest!** He just might invite a few hard-working, high-achieving Diamond or above Team members who are NOT in the Top Ten to join him, Christian, the Executive Team and the TOP qualifiers for this fabulous trip.

WORK HARD NOW & YOU COULD BE ENJOYING ALL THAT **PHUKET ISLAND** HAS TO OFFER!



You'll LOVE this **Valentine** special!

Buy a 20-pack of DermaStem® Renewal Serum Samples **NOW** for \$20  
 and get 20 coupons for **\$20 OFF!**

(Your Retail Customers can get DermaStem for only \$110. WOW!)

Special ends February 28, 2013. ORDER TODAY!