

# **BUILD AND BENEFIT** A Contest for every STEMTech Distributor!

STEMTech's Third Annual Convention will be held April 2-4, 2009 at the beautiful Anaheim Marriott, in Anaheim, CA You know you HAVE to be there, so why not let STEMTech pay your way?

With the BUILD AND BENEFIT Contest, you can earn all or part of the cost of attending this one-of-a-kind weekend of training, camaraderie and FUN. Here's how:

Contest Period: Personally enroll 3 new Business Builders\* October 1, 2008 through February 28, 2009

**Get busy building NOW! Start planning for STEMTech** 5 new Business Builders, including to pick up the check for your trip to STEMTech's Third Personally enroll



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

1 who reaches Director

Annual Convention 5 new Business Builders, including 2 who reach Director

10 new Business Builders, including 3 who reach Director

### Personally enroll

10 new Business Builders, including 3 who reach Executive Director

A special limited-edition medallion on stage!

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

### And receive

The limited edition medallion AND a \$200 voucher\*\*

The limited-edition medallion, a \$200 voucher AND 2 nights hotel stay (standard room, no incidentals)\*\*\*

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

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

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



Corporate Offices 1011 Calle Amanecer San Clemente, CA 92673

STEMTECH HOTLINE 732-463-6316 STEMTECH HOTLINE

Business Updates • Conference Call • Website information



### **EXPANDING OUR BOUNDARIES**

As we approach our Third Anniversary, STEMTech continues to captivate practically everyone who hears our story, whether they live across the street or across the ocean. Our eighth country, Malaysia, is next up on the slate for Pre-Launch, and the "Virtual Sign-up" page is red-hot with worldwide activity. Everyone wants to know: Which countries will be Numbers 9 and 10?

Canada is energized with excitement as the Richmond office is in full-service mode. Canadians all across their country's wide expanse are celebrating the official Launch of STEMTech Canada, and Christian and I feel privileged to share the excitement in the five provincial meetings on our Cross-Canada Tour.

Here at world headquarters, we continue to expand market support, as we have added three consummate professionals to our sales and marketing staff. Heather Livingston, Bryan Noar and Pat Kohl bring a wealth of experience and talent to the Corporate Team.\* They have hit the ground running, dedicated to helping you build your business to ever greater heights. After the recent studies we've done on StemEnhance® and athletic performance,\* and this summer's Olympics in Beijing, Heather, Bryan and Pat will be putting together tools and conference calls to help you tap into the massive StemSport™ marketplace. Heather and Bryan will also be working with field leaders, traveling to conduct regional meetings across North America to complement the current Super Saturday events. Heather will also travel internationally to assist with product training worldwide.

We welcome the latest addition to our Founding Benefactors, Ian and Melony Davies and our new STEMTech Global Foundation administrator, Stephanie Casey. Stephanie will spearhead all of our charitable efforts by interfacing with non-profit groups and distributors.\* Look for the upcoming quarterly newsletter she will be creating to keep everyone up-to-date on what the Foundation is doing.

As we move into the fourth quarter, keep in mind that the January Distributor Leadership Conference will be here before you know it. We look forward to getting together with our newest Directors and their upline leadership at the beautiful Laguna Cliffs Marriott. Please join us!



Here's to your growth and prosperity!

Ray C. Carter, Jr. President & CEO

\* See articles on page 2 (Executives), 7 (Scientific Study) and 13 (Foundation).



### FLYING HIGH WITH STEMTECH

I am writing to you at 35,000 feet, in a flight between Johannesburg and London, the second stop in a series of destinations around the world, traveling more than 45,000 miles in 60 days. These are exciting times!

As I leave Johannesburg, I can't stop being both amazed and humbled at the response we are getting about StemEnhance from people from all walks of life, particularly scientists. I had the opportunity in South Africa to meet with three scientists, one of them an expert in stem cell research; and after I did a brief presentation of our research data, each of them commended the breakthrough nature of our product and the validity of our concept.

I have said many times that a great idea in the mind of one lone scientist amounts to nothing if it cannot be shared, challenged, and built upon. With the collaboration of the Corporate Team and the Scientific Team, and with the dedicated efforts made by all of you, we are making a difference, and it is just a beginning.

I am looking forward seeing many of you, somewhere on our beloved blue planet. And here's a precious hint: Never travel without StemEnhance... It is fabulous for jet lag!

Christian Drapeau Chief Science Officer

# EXECUTIVE

# TEAM ENHANCED

As STEMTech spreads its reach around the globe, we are pleased to announce that the Executive Team has welcomed two exceptional marketing professionals, both with many years of experience in our industry and a broad understanding of international marketing.

## Introducing....



**Heather Livingston**Vice President/Global Product Training & Sports Marketing

Internationally recognized as an expert in the fields of nutrition and sports nutrition, Heather brings to STEMTech the benefit of more than twenty years' experience in the wellness industry. She is a highly sought-after public speaker and published author in nutrition, fitness and health, and she works with professional and Olympic athletes around the world to achieve their greatest potential.

Before joining STEMTech, Heather was Vice President of International Training and a key member of the Scientific Advisory Board for Herbalife International, and served as International Nutrition Trainer for Amway's Nutrilite® brand. She has lived abroad and has traveled to more than 120 countries, sharing her personal mission to educate and motivate people to take their health and nutritional well-being to heart.

Heather holds a Bachelor's degree from the University of California, with special emphasis in nutrition, physiology and rehabilitation, and a Masters of Science degree, emphasizing sports nutrition, public health, and exercise physiology, from the University of Michigan. At STEMTech, she will focus her first-rate education and years of experience on distributors and athletes, assisting them to take responsibility for their health, to cherish their individual potential, and to reach their personal and financial goals. She will travel within North America and internationally, providing product training support and spearheading STEMTech's marketing in the sports/exercise market.



**Bryan Noar**Director/Sales & Marketing

Anative of Zimbabwe (formerly Rhodesia) in Central Africa, Bryan immigrated to the United States in 1982 to pursue the opportunity our country offered. Having earned a Bachelors degree in Finance and Accounting from the University of Cape Town in South Africa,

he received his CPA in Los Angeles, pursuing a successful career in the financial arena until he was bitten with the network marketing "bug" in 1988. Applying his business acumen and engaging personality to build an organization quickly, Bryan rose to become a leading distributor with NuSkin, one of the world's largest companies in the direct sales industry. As his interest in nutrition developed in the early '90's, he applied his interest and expertise to building another large organization in a nutrition company, where his field success led to his transition to corporate executive positions in sales and marketing.

Bryan brings to STEMTech the best of both worlds with his twenty years of industry experience: He achieved outstanding success in building field organizations, and he applied his education, field experience and keen creativity to develop successful sales and marketing strategies at the corporate level. Most recently the Director of Field Support for Limu, Bryan relocated from Florida to California, drawn by his excitement in our powerful product and the sound science behind StemEnhance®, as well as the integrity-based leadership style of Ray Carter. He expects STEMTech to make a significant difference in the world, and says, "I feel so privileged to be a part of it all."



Welcome....

Pat Kohl Field Support Administrator

In eighteen years in network marketing, Pat used her business building skills to develop thriving organizations. She brings to STEMTech her field experience and the benefit of thirty years in customer service,

including sixteen years in a federal agency, where she helped people begin new lives with new careers.

At STEMTech, Pat will use her knowledge and sincere love of network marketing to help all distributors reach their highest goals, as STEMTech grows and expands internationally.

Lena Schultz

Manitoba



Rising Star in the last issue of HealthSpan, Lena Schultz took that title seriously, advancing from Diamond to Triple Diamond in one month! Already heading a large organization, Lena says she asked herself in late spring, "When did I really enjoy doing this business the most?" and the

answer was simple: "I loved sharing the product and helping people." She says she forgot about "the numbers," concentrated on having fun with the successes of "my exceptional team of distributors," and soon she was a Triple Diamond. "The lesson is clear," she says: "Focus on helping others and enjoying what you're doing, and everyone's business will prosper."

Since many people in Lena's organization speak Low German, rather than English, she has found herself doing a lot of the work to grow her organization. "At the Director Leadership Conference," she says, "I learned that I need to be more duplicable, encouraging my distributors to depend more on themselves than on me. I am working now to make this happen."

Already qualified for Cancun, Lena says she is really looking forward to this luxury vacation. While she certainly has done a lot of traveling, mostly accompanying her trucker-husband on long hauls, she says she has never been to a luxury resort. "I never thought that someone as ordinary as I am could qualify for a trip like this," she says, adding, "This will be our first real vacation, where Tony and I can relax and unwind. We can't wait!"

## Michelle Hsu King Water Comban

King Water Company California



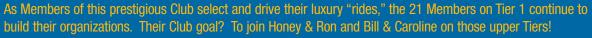
hile most new distributors come into the company because of StemEnhance® or the business opportunity, it was StemPets<sup>TM</sup> that brought Michelle to STEMTech. "I had a friend whose dog had good results in recovering from

surgery with the help of StemPets," Michelle says, "so I tried it with my dog. When she started walking better and had energy, I wanted to sign up right away." Once she learned a bit about StemEnhance, Michelle realized that STEMTech's all-natural products fit right in with her water purification company's focus on good health.

From the beginning, Michelle's approach to business was very casual: "I just told friends about this wonderful product, and they told friends, and soon things evolved into a business," she says, adding, "I went to one of ChiTung Tsai's opportunity meetings and things kind of snowballed from then on."

Michelle's family relocated to the United States from Taiwan in 1984 for "opportunity," Michelle says, noting that "90% of our family and friends still live in Taiwan," so she has a good-sized Taiwanese warm market. A busy fulltime Art History major in college who also teaches violin, Michelle uses her website and email to keep in touch with her team and to contact prospects, also carrying brochures and DVD's in her car when she's out and about. She looks to her STEMTech business to provide her with the opportunity to travel and see the work of her favorite artists in museums around the world. First stop? Italy!

### **BMW CLUB**



# TOPS in the BMW CLUB

Bill & Caroline Lohmeyer

Tier 2 Honey & Ron Logan

Wouldn't YOU like to be driving a beautiful BMW, courtesy of STEMTech? Go to www.teamstemtech.com and click on the "Drive a free BMW" link for complete details of this awesome program!

### **BMW CLUB MEMBERS**

Saundra Cleveland & Judi Hendricks Rob Cranston Allen Curley Teresa Curtis Susan & Dr. David Darbro Ian & Melony Davies

Gabrielle Godling Kathleen & Dan Hansen Bruce Higgins Dennis & Merlie Kluver Marijke Long Dr. Enrique Martinez Izzy & Lori Matos

Anna Gallman

Don Miller Natasha Neece Mark Parsekian Sue Ann & Dr. Robert Rogers Sharon Soyka Ralph Weber Terry Williams Peggy Zumbaum

lan and Melony Davies and their children enjoy the Amalfi Coast in the new STEMTech BMW they picked up in Germany this summer.

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SPOTLIGHT ON STEMGEMS SPOTLIGHT ON STEMBEMS

### Stephen "Murf" Murphy

Sapphire Director



↑ Ithough he has not missed a major STEMTech event since signing on in April, 2006, Murf confesses he was a ittle concerned about spending the money to attend the Director

Leadership Conference in August. With a little urging from George Antarr - "Be there and bring your laptop" - Murf headed for California, to business." He explains, "There were so many expectations were way over-met!"

training in WealthBuilders, and how to use a search three months. engine like Google® to great advantage. "The Google® information alone will help make me of her health issues. She says, "In less than two thousands of dollars," Murf says. And writing his Preamble, with the assistance and support of his 12- do things that had been impossible for him for person "Green" team, he says, "helped me tweak a long time... He could touch his toes again, what I was doing. Now I know to look into people's help around the house, and even lift a heavy curiosity. I learned not to give people the feeling that toolbox." Before, whenever Antonio had tried I know the answers to their prayers until I know what to do any of these things, the residual they're praying for." The team approach to training discomfort put him in bed for the whole next hit a home-run with Murf. too. "People who didn't day. He told Flor, "Wow! There's a real know each other on Friday worked together all difference here!" She and Antonio decided that weekend on teams," he says. "President's Club and Stem Enhance would be - as Flor puts it - "on Triple Diamonds with new Directors, corporate our menu for the rest of our lives." leaders with StemGems, all working together for the good of us all. It was awesome!"

renewed enthusiasm. He is making good use of his DLC training to enroll at least ten people a month. asked for volunteers to go with him to Mexico to payment, with plenty to spare." hard not to succeed," and adds, "It's great being in a Flor took care of business at home and Antonio business that is changing people's lives to a higher traveled. "We had such a response in Mexico," level of wellness and a better income stream." He | Flor says, noting that their team now includes Home, so they can get right into doing the business, she says. "And since we're having as many inspired. You can't find any better trainers than pass the magazine to the next prospect. You next | countries for STEMTech!" new distributor is out there waiting for it!"

### Flor Medina & Antonio Velasco

Diamond Directors Puerto Rico



t the time when a friend approached Flor and Antonio about StemEnhance, the hard-working couple was facing a financial crisis: Antonio's physical condition no longer allowed him to

participate in what he now calls "my rebirth in work seated for long hours as a computer programmer and network trainer. When they nuggets of knowledge in every hour, such great learned that the STEMTech Health thirty-five people in one month!" He explains that camaraderie, and I learned so much... My Ambassadors organization focuses on both the DLC training about using Google®, when healthy bodies and healthy finances, Flor and added to the Four Steps and WealthBuilders, Murf especially appreciated the in-depth Antonio decided to try StemEnhance® for

months, Antonio began to notice that he could | testimony, and a lot of them sign up."

people, sharing StemEnhance with friends, Now back in Minnesota, Murf works with family and acquaintances came naturally to Flor and Antonio. And when Enrique Martinez | four months I've paid ten times the mortgage "We have so many tools now," he says, "that it is really build an organization there, they were all set. likes to give his brand-new distributors several Dr. Garza, a very successful Triple Diamond. brochures and two or three copies of *Your Business at* "Most of our organization is in Mexico now," and he always stresses the importance of follow-up: Virtual Sign-Ups as regular sign-ups these days," "That magazine has real value. If a prospect doesn't | Antonio adds, "we are eagerly awaiting the read it and sign up in two or three days, it's time to opening of Spain and more Latin American

### **Gerrit Woning**

Triple Diamond Director



Tthought I knew what I was doing after thirty years in the network marketing business," Gerrit says. "But the first Director Leadership Conference gave me a whole box of new tools to use, and the August DLC added even more." Using

WealthBuilders and the Four-Step System, Gerrit says he has had "phenomenal results: I signed up "means you don't even have to leave the house to do this business. Every time my computer 'bings' with After the first week, Flor started to feel relief | a Google® hit," he says, "I call the person immediately, build rapport on the phone with my

Gerrit is pleased to share the news of his good life these days, because it was not always the life he knew. Not too long ago, he was living in a small two-bedroom apartment and facing an uncertain financial future, when he took a phone call from Peggy Zumbaum, telling him about a new product called StemEnhance and the STEMTech opportunity. Now with Bill and Caroline Lohmeyer in his downline and an organization nearing 16,000 distributors, Gerrit's financial future Because they have always liked to help is no longer at all uncertain. "With my STEMTech earnings, I put a substantial down payment on my new, beautiful home," he says, "and in each of the last

From experience, Gerrit knows something about network marketing companies. "STEMTech is one of a kind," he says. "The neat thing about this company is that they are always looking to improve. For example, adding George and Dr. Donna to the team was they are. And every change the company has made has been profitable for us all. I think that Ray and Christian are complementary geniuses, and I consider it an honor and a privilege to be part of this company."

Joining Chairman's Club Member Teresa Curtis and President's Club members Ian & Melony Davies and Bill & Caroline Lohmeyer are:

- 58 Triple Diamonds
- 35 Double Diamonds
- **26 Diamond Directors**
- 46 Ruby Directors

Congratulations to all our StemGems, and Best Wishes for continuing Growth and Prosperity!

## STEMTech brings... a BMW and Retirement!



Kathy and Dan Hansen flew to California and were chauffeured to pick up their brand-new STEMTech BMW, so they could arrive at the August Director Leadership Conference in style! "I've had new cars before," Kathy says, "but this car is a dream. The performance, BlueTooth® and GPS are incredible!"

After a full weekend of learning activities and fun, Kathy and Dan took their new car

on the road. One big reason for a rather leisurely return to Minnesota was a celebration: Because of the success of Kathy's STEMTech business, Dan was recently able to retire as CEO of his family's corporate dairy farm! On the route home, Kathy and Dan made a few special stops to hold meetings with their downline, enjoying the opportunity to pass along the knowledge they took in at the DLC, and to give members of their team the pleasure of driving the BMW. Kathy says, "We knew if they got in and got a good 'feel' for the car, they'd be encouraged and know exactly what they are working for."

Recently, Kathy was sitting in her car near home, using its BlueTooth® to talk about STEMTech with a prospect, when an acquaintance knocked on the car window. "Nice car," he said. "Where did you get it?" When she told him she earned it through the company she represents, Kathy says he asked for her card. She gave him a brochure, too. He smiled and said, "Thanks, I'll look into this company. You must be doing really well to have a car like this!"

Kathy says, "I want to encourage everyone to take your business to the next level and get your BMW. With our incredible product, our great tools, the conference calls and training that STEMTech offers, anyone and everyone can do this. Work hard, and you can be driving a BMW, too!"

### **WELCOME NEW STEMGEMS!**

### DIAMOND DIRECTOR

**Jacki Smith** 

### **RUBY DIRECTORS**

**Charlotte Bates** 

Katherine Winkler Canada

### SAPPHIRE DIRECTORS

Martha Alicia Alanis-Renteria Mexico

**Tim Berends** 

**Denise Brown** 

Luz Stella Castaño-Zapata Mexico

Elli Flint

Leonarda Gamez-Urbina Mexico

Julia Go

**Dennis Kluver** 

**Bonnie Lym** 

**Margaret Munro** 

Vilma Paschall

**Dorothy Richards** 

Leah Thelander, Vitality LLC

**Everett Ulrich** 

### **NEW STEMGEM ADVANCES!**

### TRIPLE DIAMOND DIRECTORS

**Dan Lovelace** 

Lena & Tony Schultz Canada

### **DOUBLE DIAMOND DIRECTORS**

**Thomas & Cheryl Goff** 

Ellis D. Pottorff. Mr. P Inc.

### **DIAMOND DIRECTORS**

Caridad "Cherry" Azores

Shari & Raymond Bigalk

José & Nelly Caruci

Dafne Kusulas De Badillo

& Jose Pablo Badillo Hernandez Mexico

Rosemarie Newman

**Joaquin Angel Tamez-Gomez** 

& Gloria Mercedes del Valle de Tamez Mexico

**Sandy Taylor** 

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## **ACTIVE SUPPORT**

temEnhance® is the ultimate fitness nutrition product of people, but they all had one thing in common: They were out to fitness. Our stem cells are integral in this process.

who will want to take StemEnhance once they learn about it the United States. Now, you may think that most golfers are older because it will greatly benefit their health and fitness. To give you - at least 50 or so. But the truth is that there are more golfers under an idea of how large this market is and to tell you exactly who these the age of 40. So golf is not a sport only for older individuals and

because it supports the release of our own adult stem cells, have fun, to feel good and get healthy. The runners at the starting which are the natural renewal system of the body. When one line in both the Women's and the Men's races also had another is physically active, the body attains and maintains health and thing in common: They were perfect prospects for StemEnhance!

In addition to triathlon participants, runners and walkers, one There are millions of active sports- and fitness-minded people other good target market is golfers. There are 29 million golfers in

# **ACTIVESUPPORTFORACTIVE**PEOPLE

by Dr. Donna Antarr, VP/Training and Product Development

people are, let me give you some fascinating information:

Let's first talk about the sport of triathlon. In a triathlon, participants swim, bike and run. According to the USA Triathlon organization, the average annual income of their members is \$90,000 a year, and members spend \$3 billion annually on products related to the sport. The largest member age group is from age 35 to 44, and 67 percent of them are business and community leaders. What a wonderful target market for StemEnhance!

Another group to look at is runners. As a fitness regimen, running is so basic, requiring little more than a pair of running shoes... nothing else special. How many people do you think are running or jogging in the United States currently? The answer is: 40.5 million people, according to the data from American Sports, and this number is

continuing to increase. Over eleven million of these runners a medal in some of these events in my age group. (That is participate in U.S. road running events, according to Running *U.S.A.* Even more than runners -- 80 million people -- walk for exercise. That's a lot of people who are running or walking for exercise every day!

The wonderful thing about running is that the casual activity discover this truth for themselves, too. has the ability to morph itself into a competitive sport. You can start out just going for a walk, then get into better and better shape and pretty soon, you're jogging, then running. And not long afterward, you find yourself thinking, "Wow! I can finish a 5K and maybe an 8K." Now your casual activity has become a lot more than just a way to exercise. Now it is a recreational sport.

At our August Director Leadership Conference, I showed a photo of the starting line of the Women's Race at the Carlsbad 5000. It is unbelievable how many people come out for these races... people of all ages, all shapes and sizes, not just "elite" runners - the people you might expect to see at a 5000 meter event. This event, like many others like it, attracted many different sorts

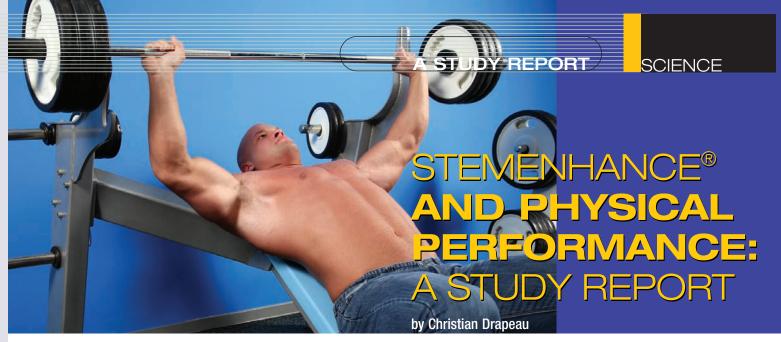


the Baby Boomers, but it is a sport enjoyed by younger adults, as well. What's more, the average household income for people who play golf is over \$100,000 a year! It is also interesting to note that when these golfers are not on the course, they are walking, jogging, running, playing baseball or softball, swimming, bicycling or playing tennis. These active people are always out and about, pursuing a healthy lifestyle that can benefit from StemEnhance.

My husband George and I started participating in the sport of triathlon and running events in 2003. Since then I have competed in thirteen triathlons and numerous running events, and I can tell you this: Since I have been taking StemEnhance during this last year, my ability to compete in these demanding sports has improved dramatically. With StemEnhance, I have even been able to win

something that was never going to happen before StemEnhance.) I am one of many who have discovered and will discover this truth: StemEnhance does make a big difference in athletic performance. So many other casual and dedicated athletes are beginning to

Don't forget than many of these active people tend to be business and community leaders. You're talking about a demographic of decision-makers; so all they have to do is try StemEnhance and they can feel difference. As they feel StemEnhance's support for their strength, stamina and recovery, they want to perpetuate that level of support, so they will stay on StemEnhance. Nothing will keep them from taking this product! This means that you are creating a consumer base -- and also a distributor base -- that is very stable, because StemEnhance is a product that they want, to support and enhance the healthy lifestyle



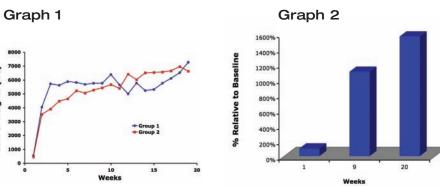
The number of athletes using StemEnhance keeps growing, and the stories we hear are extremely compelling. For example, STEMTech's 65year-old Ruby Director Frank Condon keeps breaking the records that he had himself established in track and field more than five years ago!

You may remember a few months ago an article about two brilliant young girls who did a study about the effect of StemEnhance on the performance of athletes on the rowing team at the University of Florida (Spring 2008 HealthSpan). The results of their careful study for a science project were very positive, and -- along with numerous stories and observations -- they served as the basis for a more rigorous preliminary trial performed by an expert in exercise physiology.

The basis for studying the effect of StemEnhance on athletic or physical performance is this simple fact: By supporting the repair of micro-tears and micro-injuries created during training, an athlete can exercise more strenuously at each subsequent training session. Consequently, over time the athlete can reach greater performance levels.

In our study, we undertook to test the total weight lifted or handled by participants while doing curls, squats, overheads, bench press, and rowing. On Day One we established the maximum weight with which each participant could do one repetition ("One-rep Max") of each exercise. During the subsequent weeks, we asked participants to do as many repetitions as possible with 80% of the One-rep Max established on Day One. The participants' performances were followed and recorded for twenty weeks. At Week 9 and Week 20, participants went back to the original One-rep Max routine and made as many repetitions as they could. With this protocol, we were able to follow the participants' progress in their training regimen.

We had originally intended to split the group into two, one group on StemEnhance and the other group on placebo. But when the participants learned about StemEnhance, they all wanted to be on StemEnhance! So in order to determine the effect of StemEnhance on performance, aside from the effect on the training itself, we divided the participants in two groups: Group 1 would begin consumption of StemEnhance early in the study and Group 2 would begin consumption of StemEnhance four weeks later. With this protocol, if



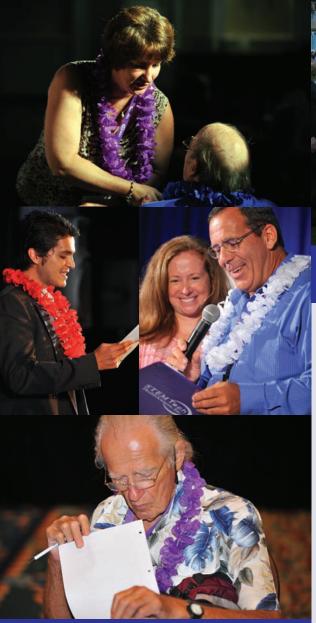
StemEnhance were to enhance performance, Group 1 should show rapid gain, while Group 2 should show slower initial gain that would later reach the performance of Group 1.

The study ended up giving us exactly the results that we were expecting. As shown in the graph above (Graph 1), Group 1 showed greater performances in the first few weeks of the study, and Group 2 caught up with Group 1 around Week 6. Injuries in some of the participants accounted for some of the variations seen in the graph, but essentially no difference could be seen between the two groups after Week 6. Interestingly, two participants in whom old injuries resurfaced reported a much faster recovery than what they had experienced in the past.

When we retested participants at Weeks 9 and 20 (Graph 2), using the One-rep Max established at Week I, they lifted a total that was, on average, 11 and 15.7 times, respectively, the weight they lifted on Day One. This is astonishing improvement! Please note, however: We cannot attribute this increase in performance solely to StemEnhance, as the training program in itself also helped to improve the physical condition of the participants.

Nevertheless, this study strongly supports the observation that StemEnhance helps improve physical performance. We believe that increasing the number of circulating stem cells supports the repair of micro injuries in muscles, allowing athletes to perform better at every training session.

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"My comfort zone has stretched and I'm now feeling more urgency to build my business." Sapphire Director Cindy Yordy, Kansas









# LEADERS TRAINING LEADERS

The enthusiastic STEMTech leaders who assembled at the beautiful Laguna Cliffs Marriot on August 22 were in for a luxurious weekend that was jampacked with intense training in business building. In addition, STEMTech corporate-sponsored events always have a few surprises in store, and this Director Leadership Conference was no different: Participants got to be the first to meet Heather Livingston and Bryan Noar, new Marketing executives, and Pat Kohl, Field Support Administrator. All three received a very warm welcome and proved immediately that they fit right in with the STEMTech family.

Everyone faced challenges during the weekend... and that is in addition to playing competitive ping-pong outside in a stiff on-shore breeze! Grouped into teams of twelve, identified by color-coded Hawaiian leis, new Directors, Senior Directors and Executive Directors joined members of the StemGem Team on a journey of discovery, and it was a trip that no one will ever forget. Each team was led by a member of STEMTech's outstanding Think Tank, who reinforced and enhanced the powerful training coming from George and Donna Antarr, Ray Carter and Christian Drapeau (with cameo appearances by others on the talented corporate team).

As team members learned how to use STEMTech tools like WealthBuilders, the Proven Four-Step System and the Action Planning Session most effectively, they took part in hands-on exercises that stretched their comfort zone. Role-playing and creative activities gave first-timers and veterans alike many opportunities to try out new skills in a safe, nurturing environment. Together, team members shared their challenges and faced them; they discovered their strengths and stretched them; and they found new colleagues and made them friends for life. And through it all, there was fun and laughter that rang out from the seminar hall to the beautiful lawn overlooking the glorious Pacific, where hungry teammates dined on gourmet fare as they shared their impressions of lessons learned and belief uplifted.

Of course, a spirit of friendly competition kept things interesting throughout the weekend's activities. From writing Preambles, to reading/acting Broadway scripts, to that wild-and-windy ping-pong match, teams worked for points, in hopes of taking home a medal. (For some, the DLC medal competition was just an extension of the recently-concluded Summer Olympics, and the medals were every bit as sought-after as those in Beijing.) Congratulations to the Rainbow Team, led by Izzy Matos, who captured the Gold Medal; to the Green Team, led by Mark Parsekian, who garnered the Silver; and to the Orange Team and their leader Enrique Martinez, who took home the Bronze.

It was a weekend like no other... full of the positive energy that comes into being when people come together for a common cause. If you missed the August Director Leadership Conference, make it a priority NOW to be part of the January DLC! Space is limited, to ensure the most effective training for every participant. Build now to ensure your eligibility, and register early so you will not be disappointed!

### **Director Leadership Conference** January 23-25, 2009

Laguna Cliffs Marriott Resort & Spa, Dana Point, CA

Early Bird Special \$199 (through October 31) \$219 (Nov. 1 – Dec. 31) \$259 (beginning Jan. 1)

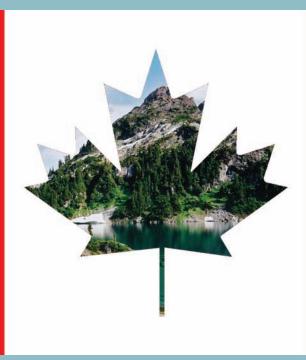
The DLC is open to Directors (and above) who did not attend the August DLC, and to returning August DLC participants who are accompanied by a personallyenrolled Director (or above) who is attending for the first time.



"My belief and confidence are through the roof! I now see how dynamic this business is." Director Jane Bernhard, Ohio











# O Canada!

### Saturday, October 4 Vancouver

Meeting: 10 am - 12:30 pm

## Monday, October 6

MEETING: Calgary Marriott 110 9th Avenue SE, Calgary T26 5A6 Register: 6:30 pm Start: 7 pm

Go to our new website www.stemtechbiz.ca for more information

# **Tuesday, October 7**

### Wednesday, October 8 **Toronto**

## Thursday, October 9

by Martin Dichupa, STEMTech Canada General Manager of STEMTech Canada on

# Malaysia

Some said it couldn't be done... But on October 18, STEMTech will hold the Malaysia Pre-Launch in our brand-new offices near the capital of Kuala Lumpur.

## **Taiwan**

by Jonathan Lim, VP/Asian Markets

Through the month of September, STEMTech distributors in Taiwan have been working hard to increase sales and recruit new distributors. But what made this month different from every other month? It was our September Contest! To win a free four-day/three-night tour package to Kuala Lumpur, Malaysia (including airfare), the winning distributors had to recruit at least fifteen FastStart distributors on AutoShip between September 1 and 30. The winners will be announced during the first week in October, so they can have time to plan for their free trip to the Malaysia Pre-Launch! October is a big month for us in Taiwan, too. On October 22, we will welcome Christian Drapeau, who will do a training meeting for our Taipei staff. Then I will show Christian some of the other cities on our beautiful

island, including Tai Nan and Kao Hsiung, our seaport city, where he and I will lead opportunity meetings over the next several days.

October is a big month for us in Taiwan, too. On October 22, we will welcome Christian Drapeau, who will do a training meeting for our Taipei staff.



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# AROUND THE GLOBE



## South Africa by Errol Lester, VP/African Markets

s spring comes here to Christian's information about we welcome each week. StemEnhance® and stem cells, It was my pleasure to join Juan Latin American happily asking questions and Carlos in hosting Christian sharing their testimonies. I Drapeau during his visit to Virtual Sign-Ups enjoyed sharing the podium with Veracruz, Mexico City and are a huge success, Christian and presenting Chihuahua, where we held very STEMTech's compensation plan successful meetings the last few Creating great and business building strategies to days in September. Christian's positive energy very enthusiastic audiences.

to both distributors and their presentation at the prestigious and StemEnhance invited guests, these events were Anti-Aging Conference held in exceptional occasions for both Monterrey on September 27, in several South recruiting and training, and gave where he was invited to speak and American our distributors a much-prized conduct a workshop. opportunity to meet and learn from STEMTech's co-founder. What's more, we applauded the achievements of our local leaders, including Sapphire Director Johan Pienaar and all who have achieved the rank of Director and above.

## Latin America by Oscar Rosas, VP/Latin American & Caribbean Markets



# Latin America



United Kingdom by Andy Goodwin, VP/European Markets

**Mexico** 

South Africa, we are work space, we have plans for a series of meetings in Manderville, welcomed STEMTech's comeetings in Manderville, Month Ever - August - where offices at our Guadalajara Ocho Rios and Montego Bay, and the company's very first Triple sales broke all records! New headquarters and enlarged the Jamaica, in September, when Diamond Izzy Matos to our enthusiasm is springing up office of General Manager Juan back-to-back hurricanes/tropical shores for a meeting just a stone's through our growing distributor Carlos Saucedo. In addition, we storms interrupted travel and throw from London's famed base, who demonstrated their improved the acoustics in our closed businesses. We have Tower Bridge. Distributors from renewed excitement in our recent meeting room by adding a false rescheduled all of these meetings, around Great Britain and their round of meetings featuring ceiling, an improvement much as we know many distributors and invited guests gave Christian and Christian Drapeau. The eager appreciated by the groups of their prospects are looking Izzy a warm welcome, eagerly audiences took in every bit of distributors and their prospects forward to them.

tour with us was in conjunction Since each meeting was open with his well-received about STEMTech

lready outgrowing our ature interrupted our n mid-September, we

countries.

I am working on market analyses in several countries, including Colombia, Brazil and Peru, among others.

absorbing product training and business building pointers from these exceptional leaders.

Only three days after this meeting, we launched the UK WealthBuilders website, which is an invaluable aid to our business builders in the British Isles, and we now have our own personalized STEMTech stationery website, as well. We recently moved into our new, larger headquarters on Alie Street, in response to the need for space generated by our growth. Each Monday evening, we host Step 3 conference calls from our new headquarters, reaching out all across the British Isles to share the StemEnhance message.

# STEMTech Supports **World Charities**

Dedicated to being a good citizen of the world, STEMTech has created the STEMTech Global Foundation, which funds and supports charitable organizations at home and around the globe. Please join us and our Founding Benefactors as we share a part of our bounty for the support of Children, Animals and Environmental Protection through these and other worldwide charities.

### **Cotlands**

Johannesburg, SA

Shelter for abused, orphaned, abandoned and HIV+ children

### **Latino Health Access**

California

Programs for uninsured and under-served Latinos

### Centro Integral de Rehabilitacion Infantil (C.I.R.I.A.C.)

Guadalajara, MX

Services to children with cerebral palsy

### **Vocational Visions**

California

Programs for people with developmental disabilities

### **Mustard Seed International**

Iamaica

Serving the handicapped and HIV+ orphans

### **Covenant House**

U.S., Canada & Mexico

Shelter and services to youth in crisis

### Farm Sanctuary

California

Rescue, education and advocacy for humane treatment of animals

### **David Sheldrick Wildlife Trust**

Protection and preservation of Africa's wilderness and its denizens

### **Best Friends Animal Society**

Humane care and treatment of animals

### The Rainforest Foundation

United Kingdom

Protection and preservation of these natural resources

## FOUNDING BENEFACTORS

Sharon Applebee Bill & Caroline Lohmeyer Ian Davies MaryRuth Swope Troy Griffin Gene & Peggy Zumbaum STEMTech HealthSciences, Inc. Bruce Higgins

Introducing...



Stephanie Casey STEMTech Global Foundation Administrator

Stephanie will apply her solid experience working with at-risk populations to the mission of the STEMTech Global Foundation, providing outreach to worldwide charitable organizations. With a Bachelor's degree in Psychology and a Masters in Social Work, she is well-suited to spearhead the work of STEMTech's Global Foundation. Look for her quarterly newsletter, with updates on the Foundation's work.

www.stemtechglobalfoundation.org

for information on these charities or to make a donation.

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Shari Bigalk
Washington





Living in a very rural area of eastern Washington, Shari and her husband Ray were scraping by on a mere \$571 in disability income when Della Hallowell called to tell Shari about StemEnhance®. "I had lots of health issues," Shari says, "and I was not interested in any network marketing." But Della persisted, helped by Verne Eaton, so finally Shari agreed reluctantly to attend a meeting in Spokane, if someone would drive her, since her physical condition made driving herself impossible.

"The genuineness of the testimonies at the meeting really touched me," she says. Shari decided that there was something to the science of StemEnhance, based on the results people were experiencing, so she took a chance: "I set the bills for December aside and signed up FastStart," she says. "My plan was to keep one bottle and sell five to pay bills." Taking a chance paid off, as her next order was sold before it arrived, and she says, "It's been go, go, go ever since!"

A former barrel-racer and lover of horses, Shari had been completely dependent on her family for years, after a series of unfortunate accidents and the onset of physical challenges. With StemEnhance, she saw her physical limitations lessening and then disappearing, one by one. "Within two weeks, I was driving again," she says. "I told Social Security to keep the disability check." She is back on horseback, enjoying the outdoors again. People who have known her are amazed. "I don't have to say a thing to them," she says. They want StemEnhance!"

Stacey Costa
New York



When her dad, Gary Costa, called her in late 2005, he had just returned from one of STEMTech's first meetings. "He talked like he had just won the Lotto," Stacey says. "And when he said 'stem cells,' I was in, because I

knew: This is going to be huge!" A stay-at-home Mom caring for three-year-old Emma, Stacey is also a part-time college student studying Criminal Investigation online. She has built her business a

little at a time, holding meetings in people's homes; and she attends Izzy Matos's training meeting monthly to hone her business building skills. "Izzy is really, really helpful," she says. "He supports and encourages all of us."

Stacey first realized the power of StemEnhance in her own body when she discovered one day that she no longer had to swivel her chair to look over her shoulder. "I hadn't been able to turn my head for a long time. I said to myself right then, 'This is some serious, seriously good stuff!"

"I have been using *Your Business at Home* a lot recently," she says, explaining that she calls after prospects have had the magazine for two days, just asking how they felt about the magazine. She says, "I've noticed that a lot more people are interested now than before. More people know something about stem cells these days - although some of their 'knowledge' is still based on incorrect information," she says, noting, "*Your Business at Home* offers them the right information all in one place, so it's a very effective recruiting tool."



Olympia Kallman
Better Health Solutions, LLC
Ohio

It all started with a wrong phone number. Olympia was ordering supplies for her husband, was given a wrong number by directory assistance, and somehow ended up talking with Ralph Cranston, who introduced her to StemEnhance. Familiar with AFA, Olympia was intrigued that this

concentrated formula helps to release stem cells. Since 1994, Stephen Kallman had suffered with great discomfort in his joints, and the Kallmans hoped StemEnhance could help him. Olympia waited to begin a business, however. "If I'm going to promote this," she said at the time, "I need to know it's helping my husband."

And did it ever! While Stephen didn't actually notice the lessening in his discomfort over the next month, one day he suddenly realized that everything was different. "I was out cutting our big lawns, then I cleaned the garage and did a bunch of other chores, and it suddenly hit me: I feel great! There's no discomfort anywhere." Stephen's phenomenal results spurred Olympia to action. She began approaching health care professionals and others, recommending StemEnhance. "Seeing the profound effect StemEnhance has on people's lives is so fulfilling," she says, adding, "It'll be awhile before anyone can shut me up when the subject is StemEnhance and what it's done for Stephen and so many others."

Recently, Olympia says, she "dragged Stephen along" to the Director Leadership Conference, where he met Ian Davies, Mark Parsekian and other leaders. "Ian and the others embraced Stephen and inspired him so much that now he wants to work the business, too," Olympia says. What phenomenal results!





He is a fulltime student at the University of North Carolina, Chapel Hill, and he's a member of the college boxing team. "Both of these are good reasons to take StemEnhance®," 19-year-old Alexander says, with a grin. His days are full, with two workouts,

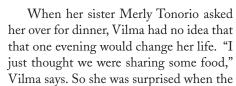
classes, five hours of homework, and STEMTech phone calls. "I have no time," he says, "but I am able to focus on each thing completely, I sleep six hours and wake refreshed... and that's all because of StemEnhance. I have a great advantage over others with a schedule like mine."

His mother Marijke's beautiful STEMTech BMW was just one incentive for Alexander to get into the business himself. "I don't plan to get into the rat race after college," he says. "This business will give me the opportunity to travel and do the things I want with my life." He adds, "Many people my age have a vision of what they want, but they aren't moving toward it. And lots of people my age don't even have a vision." Alexander hopes to be a good role model for young people. "When I become successful with STEMTech," he says, "people will see that I did it, and they can, too."

While his mother is a great source of advice and support, it was George Antarr who really made the STEMTech opportunity "click" for Alexander. "He showed me exactly how I can get what I want, with the specifics. He started in this business young, too, so he knows what it's like. He is an inspiration!"



Vilma Paschall
Virginia



evening included a presentation by George Gorostiza about STEMTech and StemEnhance. A registered nurse since 1976, Vilma had just begun her own home care business, but George's presentation was so compelling that she signed up right away, selecting the Director Pak. Because she had worked a lot in hospice situations with geriatric patients, Vilma had developed an inner compassion for people's suffering. "I hadn't even tried the product yet," Vilma says,

"but I just felt that this product is the sort of support that everyone's body needs."

Soon Vilma enjoyed increased energy with StemEnhance, and she went about reassigning her new home care clients to others, so she could concentrate on building her STEMTech organization. In less than seven weeks, she advanced to Sapphire. Because she does a lot of volunteering, Vilma meets people all the time. "I love being around people," she says, and she has no trouble approaching people about StemEnhance. "People see in my eyes that I'm telling them the truth about this wonderful product," she says.

Both the Director Leadership Conference and a recent Super Saturday have inspired Vilma. "Everyone is there to help each other, and everyone is so down-to-earth. I learned so much." She plans to take "my whole group" to the next DLC, because, "Whoever goes to the DLC sees their belief skyrocket!"



Aganetha Siemens
Alberta

Born in Mexico, Aganetha moved to Canada twenty-three years ago. She is mother to seven children, and works with her husband Peter during the

growing season on their 80-acre alfalfa farm, as well as running a tractor for custom baling and field work. Over the years, Aganetha had used nutritional products from another network marketing company. Nevertheless, when Sara Hiebert invited her and her husband to a meeting about Stemenhance, Aganetha confesses that she did not really know anything about stem cells. But she had been dealing with bad discomfort in her head, hands and feet, and sometimes had to hold onto the wall to walk; so she decided to try the product.

At first, she says, "I felt worse," so she called her upline Kathy Hansen, who explained about detoxing. Two weeks later, things were very different: "My head felt 80% better and my feet felt so much better, too," Aganetha says. "I felt ten years younger!" She began to tell friends about StemEnhance and her business began to build. Most of her distributors are part of the communities in Canada, the United States and Mexico who speak Low German. Like Aganetha, most of them do not have computers, so Aganetha grows her business with phone calls, one-on-one's and home meetings. She and Lena Schultz hold meetings where they talk about the product in the Low German language, sometimes showing *The StemEnhance Story* DVD. And, Aganetha says, "Most people get it. They can understand that this is a product they want. That's a fact in any language."

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Just that one weekend outshines all the training I've ever experienced.

"

### **Bill Bortels**

California

When he was part of another network marketing company for ten years, Bill says he went to all of their annual conventions and training seminars. "I thought they were good," he says, "but that was before I went to my first STEMTech Director Leadership Conference. It was incredible... There is absolutely no comparison!"

Bill says that STEMTech is doing things right, particularly when it comes to the people they have brought on board at corporate. "George and Donna are really, really great," he says, "and the exercises they have developed to help us get out of



our shells at the DLC are both effective and lots of fun." Bill was pleased that Heather Livingston and Bryan Noar were introduced to the DLC participants. He says, "Right away we could all tell that these two will make it easier for all of us in the field to build our businesses." He urges every Director to make it a priority to

attend the DLC, explaining, "The training I absorbed in just that one weekend outshines all the training I've ever experienced."

Bill looks to the new skills he learned at the DLC to help him rebuild his life, after he took a real "hit" with the collapse of the real estate market in Southern California this year. Now 70, he says, "I lost fifty years of real estate, including the home I never expected to have to leave." The move was especially hard on his wife Kay, who is bedridden. But Bill looks to a bright future: He says, "STEMTech is my way back up to the top!"

## Gabe and Marie Pagan

New York

How is it possible... Old friends of Izzy and Lori Matos knew nothing about StemEnhance® until this May? Gabe explains, "We've been friends for a long time, but had lost contact. This spring I was concerned about the status of my current job, so getting back into contact with Izzy came at the right time." Soon Gabe and Marie were enjoying an evening in the Matos home. As they were leaving, Izzy handed Gabe a copy of Your Business at Home. "It was kind of offhanded," Gabe says. "He just asked us to read it and tell him what we thought."



What did they think? "The information in Your Business at Home just blew us away," Marie says. Right away, the Pagans invited Izzy and Lori over to answer their questions and bring a bottle of StemEnhance for them to try. "Within three days of starting the StemEnhance," Marie says, "I was no longer waking up several times at night with leg cramps. I could sleep the night through for the first time in years."

When Gabe's back discomfort quickly became a thing of the past, the Pagans decided to join STEMTech as FastStarts.

Now they are building their business, with Izzy's advice and support, and Gabe recently burst out of his comfort zone when he led an opportunity meeting for the first time. While Gabe is reluctant to call. his presentation a success, Izzy says Gabe was right on the "Two of the money: prospects at the meeting signed up for Super Saturday. Gabe did a fantastic job. He's a true STEMTech rising star!"

The information in Your Business at Home just blew us away.

