

HEALTHSPAN

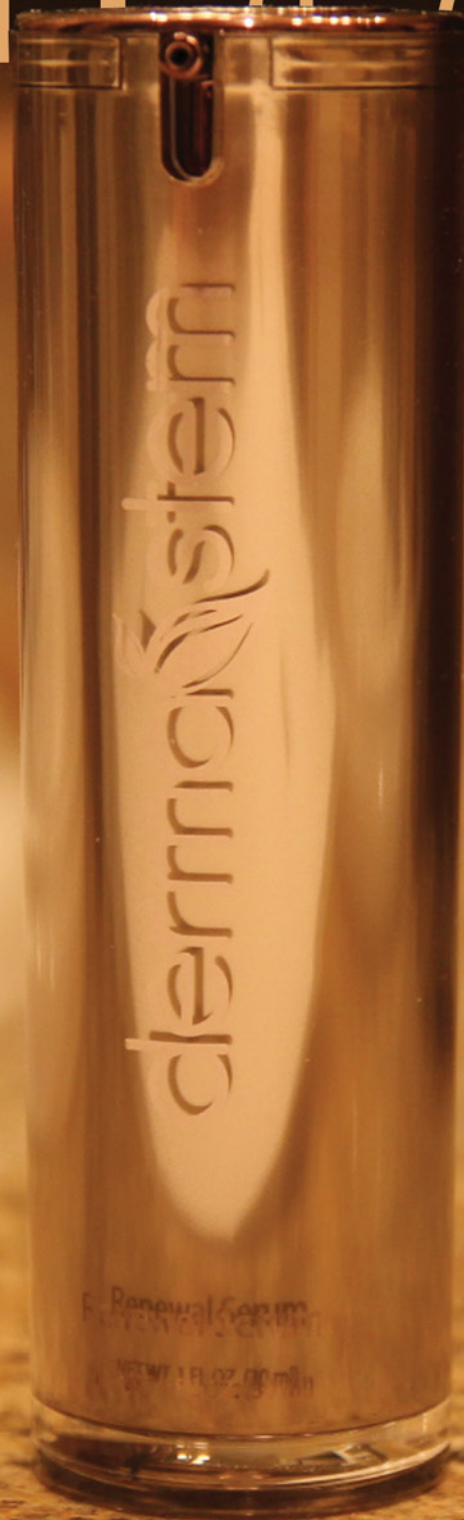
FALL 2011

Stemtech HealthSciences, Inc.

Introducing
derma stemTM
Renewal Serum

unveil BRIGHTER, SMOOTHER
YOUNGER-LOOKING skin,
starting in just 7 days!

Make
ENROLLMENT
a Priority



**CONVENTION
CELEBRATION**
AT A GLANCE

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



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co-founder

messages



Ray C. Carter, Jr.

The vote is unanimous: Our 5th Anniversary Celebration was the best convention ever! The buzz coming out of Irvine continues to create momentum into the fall growth season. It was fun to see the excitement

that each of this year's "What Ifs" generated for the crowd in attendance and to know that all the viewers following everything via simultaneous webcast were sharing in the excitement. What a spectacular weekend! (See pages 6-7.)

Since Stemtech is the pioneer of stem cell nutrition, it shouldn't surprise anyone that we are the company to unveil the world's first all-natural stem cell skin care serum, DermaStem™. Our patent-pending formula has shown dramatic results in clinical trials... results far beyond anyone's expectations. DermaStem goes hand-in-hand with our other products, as our stem cell science now provides both Inner Wellness and Outer Vibrance!

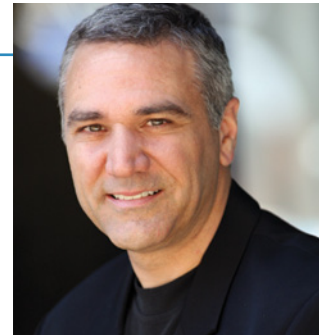
Our five Regional Vice Presidents filled everyone in on our plans for future openings in countries including India, Ecuador, Thailand, Kenya and Indonesia. Malaysia, Australia and New Zealand will all have their official Launch events later this year, and South Africa will host the fourth of our Regional Conventions in November. The future of our company's global growth is bright indeed.

We thank each of you for our first five years, which have been impressive, memorable and gratifying. But the truth is, we have only just begun! As this year's convention theme tells us, we'll be REACHING NEW HEIGHTS during the next five years and beyond. We invite each of you to be a part of our future success.



President & CEO

Christian Drapeau



August, 2011, finally saw the revelation of a long-kept secret, the results of many years of work – the launch of our new product, DermaStem™ Renewal Serum. Needless to say, this is a product that I am very proud of. The truth is, I

am equally as proud now as I was when we launched the first stem cell enhancer, StemEnhance®, in 2005, since DermaStem establishes a revolution in skin care.

The formulation process was long and not without its pitfalls. As we searched for the components that would become DermaStem's formula, Shakhan Kukulcan, our team and I investigated questions that had never even been asked before in the skin care industry, such as:

- How can we stimulate the skin's own stem cells to help restructure the skin from within, supporting the natural renewal process of the skin?
- How can we make a truly ALL NATURAL skin care serum?
- How can we make a product that actually supports the regeneration of the skin?

As you can see in this edition of HealthSpan, not only have we succeeded in answering these tough questions theoretically, but the clinical data on DermaStem demonstrates that we have answered each of these questions *in vivo*... that means, in results from trials with real people that one expert in the field of cosmetology called "unheard of." (See page 3.)

DermaStem can add a new and vast dimension to your business, as you tap into one of the fastest growing markets in the world – natural skin care that is appropriate for both men and women. Once you begin using and sharing DermaStem, you will quickly wrap your mind around reaching a whole new market for your business. Here's to DermaStem, and to skin rejuvenation the way Nature intended. And here's to the realization of your dreams of business success!



Chief Science Officer



derma stem[®]
renewal serum

unveil BRIGHTER, SMOOTHER
YOUNGER-LOOKING skin,
starting in just 7 days!

25% fewer wrinkles, 30% more moisture,
and 10% more elasticity in 28 days!



introducing DermaStem[™]

by Christian Drapeau, MSc
Chief Science Officer

Stemtech is called the Stem Cell Nutrition Company[™] and for a good reason. We discovered the natural role of stem cells in the body, described the Natural Renewal System, and introduced the first stem cell enhancer, StemEnhance[®].

Skin care is our latest frontier

From the moment we made our initial findings, we began working on development of other products that would support the natural role of stem cells in the body. One such product is a topical skin care serum aimed at supporting the natural role of skin stem cells and the very natural renewal process of the skin. It took many years to develop just the right product to meet Stemtech's high standards. But the resulting formula surpasses all expectations! DermaStem[™] Renewal Serum is undoubtedly the best rejuvenating skin care product on the market.

We searched the globe for ingredients

Our concept required searching for natural ingredients that would enhance the proliferation and differentiation of skin stem cells, and for other regenerative antioxidant ingredients too. But that was not the only challenge. We were then able to blend them into an ALL NATURAL skin care base. Our goal was a formula where every single ingredient would bring benefits to the skin.

An emulsification process unlike any other

In order to appreciate the difficulty of this challenge, it is important to understand the general process of producing skin care products. Essentially, all skin care products are oils blended with water and plant water extracts. Everyone knows that when a drop of oil is blended with water, we end up with oil floating on top of the water. To make oil and water blend together, an emulsifier must be used. To date, virtually all emulsifiers, used by almost all skin care companies, are chemical compounds that have been associated with skin irritation, because by their very nature emulsifiers have a drying effect on the skin. Once emulsified, the resulting blend must be stabilized, since natural oils and water extracts can constitute very good environment for bacterial growth. To accomplish this, nearly every skin care product uses compounds that have been associated with various risks – from benign skin irritation to cancer. For example, parabens, one of the most common preservatives used in skin care, has been found in many breast tumors.

Most skin care products that claim to be natural make such claim even though these claims do not apply to emulsifiers and preservatives. **Many manufacturers believe it is not possible to make truly ALL NATURAL skin care. We believed differently and we were right.** Yes, we faced an enormous challenge in developing ALL NATURAL DermaStem™, but we couldn't be prouder of the results.

Our formula is totally unique and so is the way we blend its elements

The oil base for DermaStem is a blend of pure virgin organic coconut oil, nilotica and organic cacao butters. The water phase used to extract all herbal components is a blend of organic or wild-crafted juices, including New Zealand black mamaku juice, aloe juice, maqui berry juice and a blend of 12 organic berry juices.

Oils and juices are emulsified through a proprietary cold process using as sole ingredients olive oil extract, organic quillaja and organic soy lecithin. The resulting blend is then stabilized using orange seed extract, flower extracts and a proprietary sound wave technology called SoniPure™ that uses specific sound waves to inactivate bacterial growth. DermaStem's pleasant scent has been developed using organic essential oils of orange, jasmine, ylang ylang and rose.

This blend of natural ingredients with well-known benefits for the skin is only the base into which we have embedded our proprietary Stem Cell Complex™, along with a series of regenerative and powerful antioxidant ingredients.

The Stem Cell Complex is a blend of cytokines and whole Aphanizomenon flos-aquae, Undaria pinnatifida extract, Centipeda Cunninghamii, aloe vera, maqui berry, cacao, vanilla and colostrum.

Along with Stem Cell Complex, the regenerative ingredients include sangre de drago, Indian gooseberry, moringa and rosa mosqueta. DermaStem also contains a glucosamine derivative that was shown to support the natural formation of moisture-retaining hyaluronic acid in the skin. DermaStem also contains strong antioxidants, including berries, amla, pomegranate and hydroxytyrosol. What's more, DermaStem also offers natural sun protection with samambaia, a fern from the Amazonian rainforest, genistein and green tea extracts.



DermaStem Renewal Serum is so innovative that it is patentpending

With DermaStem, we have created a formula that has an effect on the proliferation and differentiation of skin stem cells, supporting the actual restructuring of the skin that leads to increased moisture retention and greater elasticity. This, in turn, leads to a reduction in fine lines and wrinkles. To assess the effectiveness of DermaStem, a clinical trial was conducted by an independent laboratory of cosmetology. The results are simply beyond all expectations! (See article by Paola on page 5.)

A story worth repeating

On a recent flight to Mexico, days after receiving the results from DermaStem's clinical trial, I was serendipitously seated

This Stem Cell Complex was shown to increase the proliferation of skin stem cells by more than 200%

beside the Director of a well-known institute of cosmetology. I shared with her the concept behind DermaStem and the results of the clinical trial, saying, "These are the results right from the lab, not tweaked through statistical adjustment or embellished with some marketing verbiage. How do they

compare with other skin care product trials?" She looked at me for a few seconds, and then said, "Unheard of!" Start using DermaStem yourself and watch the mirror carefully! We think you're going to love the results. And demonstrate DermaStem with your customers, friends and family, so someone you know can look younger before this time next month! ✨

share the good news

by Heather Livingston

VP/Global Product Training & Sports Marketing

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ermaStem™ is HERE and it is already rejuvenating many faces around the country! With DermaStem Renewal Serum, we have the added opportunity to enhance our body's daily renewal from the outside in.

DermaStem also taps into a multi-billion-dollar skin care opportunity that is continuing to grow... despite the weak economy. Whether the Stock Market is up or down, people want to feel and look good, so they are willing to pay for proven products. DermaStem is just that – a proven product with independent scientific trials that show dramatic results in 28 days or less. Stemtech has produced a full range of gorgeous DermaStem support materials that will help you as you **USE** the product, **SHARE** the product and **TEACH OTHERS** to do the same.

- Use the Postcard to notify everyone of this truly all-natural skin care product that supports daily renewal. **(1)**
- Use the Brochures to show the “before” and “after” photos, the study findings and the natural ingredients. **(2)**
 - Use the website www.dermastemserum.com – full of valuable information – to share scientific information, the ingredients’ FAQs and testimonials. **(3)**
 - Use “Getting Started with DermaStem” training guide (included) to see how to integrate DermaStem into your Stemtech business. “Getting Started” walks you through using and sharing the products to grow and expand your Stemtech paycheck. **(4)**
- Carry a bottle of DermaStem with you, be ready for that impromptu demo that can intrigue a prospect! **(5)**

When introducing people to DermaStem, always use the term “outer vibrance”. This terminology will provide



a natural lead-in to “inner wellness,” through which you can introduce StemEnhance®, StemFlo®, ST-5™ with MigraStem, StemSport™, StemPets® and StemEquine® – the outstanding nutrition products that make Stemtech The Stem Cell Nutrition Company™. Stemtech is THE best business opportunity people will find anywhere. ALWAYS offer the opportunity to everyone you meet! ✨



NEW! Alternating AutoShip Package

Stemtech makes it easy and cost-effective for Distributors on AutoShip to maintain their inner wellness while they also have a bottle of DermaStem handy for personal use and for those impromptu demos. The Inner Wellness & Outer Vibrance Package allows you to alternate deliveries of DermaStem and StemEnhance® monthly.

- One month your AutoShip will include a bottle of DermaStem (2-month supply), and
 - The next month your AutoShip will bring two bottles of StemEnhance (2-month supply).
- Call Distributor Services to arrange this special DermaStem introductory AutoShip option.

increase business growth

by Colleen Edwards
Director of Sales - Canada



Adding DermaStem™ Renewal Serum to the Stemtech product line gives you the opportunity to speak to additional groups of people about all our products. You can approach people whose interest is in skin care and then introduce them to our nutritional supplements, or start with nutrition and then introduce DermaStem. With Stemtech's nutritionals and Dermastem together, you offer people the

benefits of stem cell nutrition for both their inner wellness and outer vibrance.

Help your Distributors grow their businesses with DermaStem

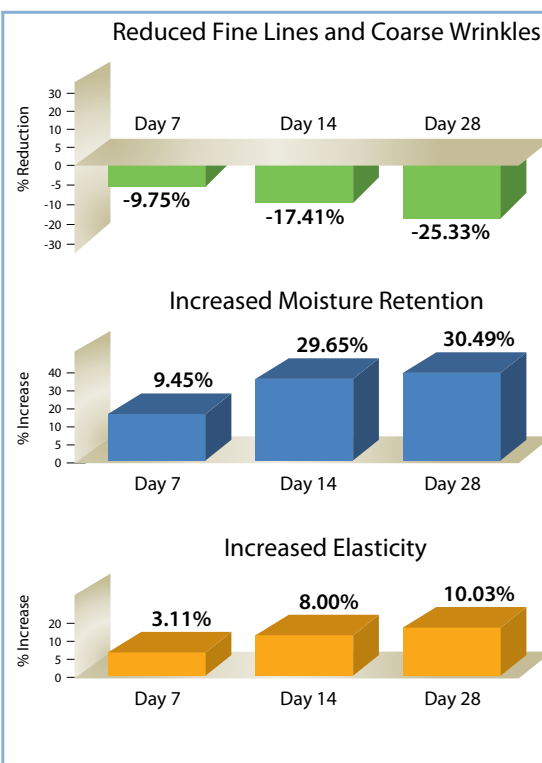
- Meet with your Distributors and talk about how you plan to build your DermaStem business.
- Show your Distributors just how you share this new product. (The DermaStem Training Folder provides step-by-step advice.)
- Call all your customers (and three-way call some of their customers, too). Stemtech customers already love our nutritional products, so they will probably be eager to try our latest discovery!
- Get people on AutoShip, or adjust AutoShip orders to include DermaStem. We all know that AutoShip is the most cost-effective way to get all Stemtech products.
- Your DermStem intro get-together is a great time to discuss the business opportunity, as well. Show people how they can get their products for FREE just by sharing Stemtech with a few friends. ✂

amazing results with DermaStem

by Paola Mazzoni
VP/Product Training & Development

DermaStem is the only skin care product that taps into the potential of skin stem cells to revitalize the skin at the cellular level. This support for the restructuring and rebuilding of the skin from within has led to the impressive clinical results with DermaStem.

The results of our first clinical study is **REAL NEWS**. Conducted by one of the most respected independent Cosmetology Laboratories in North America, the trial studied a population of 50% females and 50% males who were in generally good health and whose skin showed no visible sun damage. They used DermaStem as directed twice daily. Using a very sophisticated technology to analyze and photograph the surface of their living skin, and completing computerized analysis of the three key parameters (wrinkles, moisture, elasticity), the lab monitored subjects' skin four times... at Day 0, 7, 14 and 28. (See charts.) The percentages you see here are actual, not adjusted in any way. And yes, the results exceeded even OUR expectations!!



Incorporate DermaStem into your daily skin care routine and watch the difference in your skin as early as Day 7. You will be amazed by Day 28 and – most important – you will continue to see youthful and healthier skins in the weeks and months ahead, **because DermaStem really works.**

See dramatic results on your skin in
only a few days! ✂

5th anniversary celebration

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he atmosphere was electric from the moment people began arriving in Irvine.

And the electricity amped up throughout the weekend, as one exciting activity and announcement after another sent delighted shock waves through the lucky North American Distributors who experienced it all “live”. Don Karn took Stemtech’s Fifth Anniversary Celebration from one thrilling moment to the next, leaving everyone almost breathless. Kicking off the first General Session – beamed by streaming video around the world – was Ray Carter’s traditional “What Ifs.” While each “What If” generated huge applause from the audience, these three shook the rafters a bit.



What if.

- **Stemtech had a Hollywood movie company produce a new Stemtech DVD? Presenting...**

“Stemtech Changes Lives,” a 9-minute DVD that covers our company history, stem cell science, our products and opportunity, with powerful testimonials too. Available now in your Back Office.

- **Stemtech offered a Global Payment Solution (GPS)? Introducing...**

Stemtech’s GPS: VISA Debit card and eWallet! With Stemtech’s GPS you can track earnings, swipe your card for instant payouts and earn StemBucks when using the GPS for product purchases. Available globally before the end of 2011. Watch eBlasts for updates.

- **Stemtech offered HOPE in a country where it is especially needed? Announcing...**

A “soft-launch” on December 1 in Japan, the #2 country worldwide in volume from Direct Sales opportunities, but a country still recovering from the ravages of the tsunami. Japan’s market development is under the capable direction of our new bi-lingual Director of New Business Development, Japan MLM expert Jeffery Bean.

- **But the “What If” that raised the roof... Stemtech developed a completely ALL-NATURAL product that uses stem cell science to rejuvenate the skin the way Nature intended? Introducing... DERMASTEM™ RENEWAL SERUM!**

Chief Science Officer, Christian Drapeau, and Shakhan Kukulcan, a pioneer in the development of organic, chemical-free natural skin care formulas, presented the revolutionary results of their collaboration, Stemtech’s first skin care product, DermaStem... and the audience



2011 5th Anniversary Celebration

Reaching New Heights



went wild! Then the “Pump Squad” dispensed a sample of DermaStem to each audience member, and everyone could see at once... Stemtech had just taken the \$80 billion skin care market by storm! ✂



The “What Ifs” were just PART of the 5th Anniversary Celebration. The weekend was jam-packed with many more exhilarating, inspiring and fun-filled experiences, including...

- “Ask the Executives” – A panel of Stemtech Executives informed and delighted everyone with answers to questions submitted by Distributors in the audience.
- Business Success Seminars – Triple Diamonds Dennis Kluver, Don Miller, Mark Parsekian, Marijke Long and Field Leader Michael Obadja led three powerful seminars on business building.
- Inspiring Speakers included special guest Ambassador Ray Flynn and Field Leader Lisa Hill, both speaking from the heart.
- StemGem “Royal Treatment” – Thursday evening, StemGems were treated to a peek at Stemtech’s brand-new World Headquarters on the way to a spectacular gourmet dinner at the Bella Collina Towne & Gold Club. This first-ever “off-campus” treat was a blockbuster hit!
- Lots of Recognition brought people on stage throughout the weekend, highlighted by the Spirit of Service Awards
- to Phillip & Ira Adidjaja (US) Viola Toews (Canada) and Antonio Velasco (Latin America).
- Great Food – Breakfasts and lunches by the pool, and a gourmet gala banquet.
- Convention-only Specials offered extraordinary discounts on products and classy new sales aids.
- Tours of VitaTech were enjoyed by more than 100 Distributors, all festooned with stylish white net hats!
- New Product Training by VPs Heather Livingston and Paula Mazzoni was both valuable and enjoyable.
- **S.T.A.R. Grand Prize – Following a hilarious Final Challenge emceed by Andy Goodwin that pitted Greet Willems against Viola Toews, Greet took home the \$5,000 Grand Prize.**
- Health & Prosperity Fair – An entertaining and informative Saturday afternoon. (See page 8.)

HEALTH & PROSPERITY FAIR 2011

FUN AT THE FAIR

Stemtech's first Health & Prosperity Fair was a real highlight of the 5th Anniversary Celebration for everyone. Carnival-style booths staffed by Stemtech employees in creative, colorful attire offered Distributors lots of fun-filled opportunities to play games for prizes, learn about Stemtech's products and business and chow down on some really delicious foods reminiscent of what we all have enjoyed at our hometown fairs. Raffles held throughout the Fair brought some very big prizes to people holding the lucky tickets, too. All in all, the Fair was a hit... one that just about everyone would love to experience again. ☺



One popular booth at the Fair was the Global foundation booth which had the baby charitable guessing game, staffed by Kasey Carter, who was 37 weeks pregnant with the Carters' first baby. For a \$10 donation to Stemtech's Global Foundation, now administered by Kasey (who volunteers her time), Fair-goers could guess the gender, birth date, weight and birth time of the Carters' firstborn. The closest guess would earn a great prize: a case of DermaStem™ Renewal Serum!

When 7 pound, 2 ounce Grace Lee Carter arrived on August 28 at 11:55 am, her first breaths won a case of DermaStem for Marge Berger, who was the lucky guesser out of the many Fair-goers who together donated nearly \$1000 to the Foundation. Thanks to everyone for your donations, and congratulations to prizewinner Marge and to Kasey and Ray, proud new parents!

from **region** to region

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temtech's Global Family has grown so large in the last two years that 2011 marks a Global Milestone: Our international convention has been transformed into FOUR Regional Conventions, giving Distributors in Regions outside the Americas the opportunity to host a Convention in their areas. Conventions in Europe, Asia and Africa are celebrating growth in these Regions this year, as our 5th Anniversary Celebration in Irvine also celebrates growth in the Americas.



Asia & Pacific Rim

The beautiful island of Bali was THE place to be on June 16-19, when Stemtech Distributors from all over Asia and the Pacific Rim gathered to celebrate the first Annual Convention for their region. The assembled group was especially thrilled to see and hear from Ray Carter and Christian Drapeau, who shared their vision and plans for upcoming global expansion – much of it in the Pacific Rim region. There were many opportunities to learn more about StemEnhance® and Stemtech business strategies, and Convention attendees enjoyed wonderful entertainment and magnificent food. All in all, the First Annual Pacific Rim Regional Convention was an event to remember for a lifetime!



Australian **Sandra Barnsley** took home her second Grand Prize in the Stemtech Amazing Race.

Europe

Europeans have flocked to Portugal's Algarve for generations, so this beautiful beach resort destination was the perfect setting for Stemtech's First Regional Convention in Europe, held June 1st and 2nd. Many of the delegates say they will chronicle their Stemtech business as "before Convention" and "after Convention," since what they learned and experienced at the Tivoli Marina Vilamoura will so enhance every aspect of their business that their future growth will be exponential. Everyone enjoyed the opportunity to get to know Ray Carter, Christian Drapeau and Heather Livingston, who shared their knowledge and vision, and emcee and VP Andy Goodwin kept everyone entertained with his wit and great humor, especially when he awarded the Grand Prize in the Stemtech Amazing Race to two winners: **Uju Tetey** and **Kristina Maciuliene**, both of the UK. Reflecting on the weekend, one delegate noted, "People from different countries, without previous collaboration, expressed our dreams with the same visual... a boat. It is the Boat of Good Hope, Stemtech. And we are sailing into the brightest of futures!" ✂



accolades & achievements

Stemtech's Newest Triple Diamond

spotlight on **StemGems** ←

Congratulations to these Stemtech Distributors who have joined or advanced within the Global StemGem Team since Spring, 2011...

Double Diamond Directors

Haziq Bin Hamizan MY, Darshan Singh MY, Uju Tettey UK, Thavamany Thandarayan MY, ML5 Sdn Bhd MY

Diamond Directors

Ayite Amavi GH, Francoise Berthoumieu FR, Izlene Binti Izzauddin & Hazmi Bin Hamizan MY, Dominique Boulay FR, J. Trinidad Carranza Tovar MX, Arcelia Diaz Gonzalez MX, Ruth Franz, Allzeit Gesund GmbH DE, Hilda Magda Macias Escobedo MX, Gregor Metz, GmbH & Co. KG DE, Frederick & Amoz Pushparatnam MY, Bibiana Tan Yoke Sim MY, One World Partners, LLC. US

Ruby Directors

Emma Amechi GH, Maria del Pilar Coronado Rojano & Enrique Bringas Sanchez MX, Joseph Michael Santhanasamy MY, 黃光臺 TW, 董仁昭 TW

Sapphire Directors

Leung Chang Hoe MY, Linus Eluba GH, Gopalakrishnan Govindasamy & Mahalak Shmi MY, Maria Luisa Gutierrez, Barrera MX, Daniel Gyamfi GH, Chan Kwong Hock MY, Kristina Maciuliene UK, Ong Poh Chun MK, Pedro Salinas Vieyra MX, Jean-Marie Schneider FR, Roumiana Stefanova, Alegria Com EOOD BG, Felicia Chinyere Uwaga GH, 葉琰孝 TW



Susan Strandberg

Washington

You may recognize Susan (pictured with her Dad, Denny Kluver) from her appearance with her family in the new Stemtech Changes Lives DVD. A Registered Nurse with a Masters degree in the Science of Nursing, Susan has been in the health care arena for 25 years, and says, "I am a patient advocate and I choose to promote health and wellness to make a positive difference in people's lives."

Since joining Stemtech in spring, 2006, Susan has enjoyed personal health improvements and considerable extra income that has enhanced the quality of life for her family. "My Stemtech earnings let me help with my grandkids' sports and school expenses and provide money so we can all go on vacations together. "What she likes most about sharing Stemtech with others, Susan says, is "telling people about the wellness paradigm that offers people hope. With Stemtech, people have a real opportunity to improve both their health and their finances."

Susan points out that not everyone is ready to embrace the Stemtech opportunity when you introduce it, but she says, "Never give up on a prospect, because people will be watching you as you grow. When they see the excitement taking place around you, they will eventually want to be part of it all!" She enjoys working with her family at the Kluvers' Stem Cell Nutrition Center in Spokane, supporting a growing team with weekly training meetings and lots of three-way calls. This new Triple Diamond's next business goal? "My sights are now set on earning a BMW. It won't be long now!"

global leaders

New Global Triple Diamonds



Adjei Appiah - Ghana

Once he enrolled as a Stemtech Virtual Distributor in 2009, Adjei made a tough decision, but one that could change his family's lives. He moved from the village of Kumasi to Accra, where he knew he could build a business. "My wife has helped and supported me a lot through these first two years," Adjei says, noting that she stayed behind with their six children until Adjei's Stemtech earnings became substantial. "Before my Stemtech business, I was a struggling computer technician and we lived in low-cost housing," Adjei says. He breaks into a smile, saying, "Now we all live together in a very nice apartment in Accra, thanks to Stemtech, which is thriving here in Ghana. I consider Stemtech my fulltime, lifetime business!"

Soogumar Krishnan - Malaysia

A professional massage therapist specializing in Ayurvedic and Taiwanese methods, Soogumar shares his enthusiasm about AFA Extract™ (StemEnhance®) in his workplace on a daily basis. When Michael Wan introduced him to Stemtech, Soogumar was attracted by the possibility that AFA Extract might help his body fight several long-time physical problems that affected his quality of life. "When I began seeing much better and I could eat spicy foods again without discomfort, I knew AFA Extract deserved all the credit," Soogumar says. Now working with Michael's help, Soogumar says building a business with Stemtech is simple: "I just tell people, 'Try it for yourself. The product speaks for itself!"



Graciela Aguilar Sendejas - Mexico

With experience in another MLM company, Graciela says, "Stemtech has what I was looking for over several years... a very reliable product, great company support and training and the best electronic and printed tools." Even after her brother-in-law reported extraordinary results with StemEnhance, Graciela says she thought she was dreaming when she felt more alert and had more energy, while her discomfort reduced, all in a very short time. She immediately began building a business, basing her strategy on: enthusiasm, one-on-one presentations, service to others and a dedication to helping others win. It is a strategy that has taken her to Triple Diamond, and one which she expects will lead her to President's Club.

Peter Pandyan & Uma Magesvary - Malaysia

As a pastor, Peter had heard impressive testimonies from Stemtech Distributors who were enjoying the benefits of improved health and significant financial rewards from Stemtech. So he eagerly attended a Kuala Lumpur meeting in summer, 2009, to hear Heather Livingston speak. What he heard that day convinced him that both AFA Extract and the Stemtech business opportunity were right for him. "I enrolled the next day," Peter says. "I knew I had to tell everyone about how AFA Extract assists with the natural renewal system of the body." Soon, as the weakness in his limbs disappeared with AFA Extract, Peter became his own "walking advertisement" for Stemtech, and he and Uma began building Stemtech's financial rewards.



Tony & Careen Lim Fusion Creations Sdn Bhd - Malaysia

Careen and Tony are former bankers and retail business owners who were "searching for the right business opportunity." When Annie Lau introduced them to Stemtech, the Lims checked to see if the opportunity offered their four "must-haves": A product that works and will drive the business, strong and aggressive company management that provides adequate Distributor compensation, road shows that provide a system of support for Distributors in the field, and ongoing leadership training. When Careen and Tony could tick all four boxes with Stemtech, they were off and running. "Stemtech is now our passion," Careen says, and she adds, "We enjoy helping people by doing something we love while we create a good stream of passive income, too."



global news



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



Asia

by Jonathan Lim, VP/Asian Markets

We celebrate the official launch of **Malaysia**, a spectacular event attended by nearly 2000 people in Kuala Lumpur September 17, and featuring inspirational appearances by Ray Carter and Christian Drapeau. Malaysian Distributors are excited about the addition of StemFlo® to their product line and to the impending addition of DermaStem™, too. How large can Malaysian sales volume grow? The sky's the limit for this energetic group of Field Leaders and their teams!

The anticipated growth in the **Philippines** has led to our addition of Glenn Ortega as Sales & Marketing Director for the Filipino market. An MLM veteran, Glenn will create new markets and provide Distributor training programs, as we add StemFlo, ST-5™ with MigraStem and DermaStem Renewal Serum to the product line and

prepare for the official launch of the Philippines in mid-January, 2012.

1. Jonathan Lim and Glenn Ortega.

In Taiwan, new Sales Manager Homer Lin brings to Stemtech extensive MLM experience in the Asian market, as we work on registrations of additional products and plan meetings for business development and training.

We appreciate your patience as we continue to work diligently to open markets in Indonesia and Thailand, two markets with huge Virtual Enrollment numbers. Stay tuned for updates on stemtechbiz.com as we complete the lengthy registration processes in these two countries.

2. Jonathan demonstrates DermaStem for an eager Distributor in Manila.

Africa

by Errol Lester, VP/African Markets

As the market in newly pre-launched **Ghana** takes off, with huge growth seen month by month, we applaud the Field Leaders who are emerging in that country. Special congratulations go to Adjei Appiah (See page 2), Ghana's first Triple Diamond, and Ayite Amavi, new Diamond Director. In a country where abject poverty exists endemically, StemEnhance® and Stemtech's opportunity offer real hope for a better life for so many.

As I work on final procedures prior to our pre-launch in **Kenya**, planned for November 5, I am also working on product registration in **Nigeria**, where there is so much interest in our product that people actually travel to neighboring Ghana to purchase StemEnhance! There is little doubt that Stemtech will find a very fertile market in Nigeria, and I urge Stemtech Distributors to make good use of Virtual Enrollment now in that country.

Of course, the really big news in Africa as we move from the Southern Hemisphere's spring to summer is our **First Annual Africa Regional Convention** to be held at the luxurious Birchwood Hotel & OR Tambo Conference Centre in Johannesburg, South Africa, November 10-12. With the theme **"It's Time for Africa"**, this spectacular event will welcome Ray Carter and Christian Drapeau, as well as USA Triple Diamonds Mark Parsekian and Marijke Long, who have large downlines in Africa. We will welcome top Field Leaders from Ghana for this special event, too, and I invite all of you to join us. You'll love Africa!

3. *Errol visiting the David Sheldrick Wild Life Trust in Kenya, one of the charities supported by Stemtech's Global Foundation.*

Latin America

by Oscar Rosas, VP/Latin American Markets

Directors and above from all over **Mexico** traveled to Puerto Vallarta this summer for the first Latino Director Leadership Conference, where they heard from Ray Carter and Christian Drapeau – both speaking very passable Spanish! – and embraced a full weekend of business and product training. Stemtech Mexico has recently welcomed several powerful veteran network marketers, who are committed to taking the Mexican market to "Numero Uno." These top leaders traveled to the First Annual Americas Regional Convention in Irvine, where they report, "Our belief in this company is now complete!"

Our talented management team in **Colombia** has been reaching out to Field Leaders in all regions of the country, introducing Stemtech's new branding, marketing materials, website and Back Office to Distributors and their prospects... some of whom traveled hundreds of miles for meetings. Business in Colombia is growing toward momentum.

Veteran Distributors of all ranks working with brand-new Distributors have been heating up the market in **Puerto Rico**, where many creative activities have attracted lots of

eager prospects. Paso Fino competitions, exercise groups, marathons and meetings have paid dividends with increases in sales and the development of Field Leaders, which portend a bright future for Stemtech Puerto Rico.

4. *Frequent training meetings in San Juan support business development for new and veteran Distributors.*

Europe and Down Under

by Andy Goodwin, VP/European Markets

Following the spectacular First European Regional Convention in Portugal, Field Leaders from every country in Europe returned to their teams with renewed vigor and a dedication to put Europe on the map. We will hardly be able to catch our breath before we celebrate two important pre-launches... **Spain** on October 1 and **France** on October 2. We will open the Spanish market at the Hotel Nuevo in Madrid and the French market at the Hotel Hilton, located next to Orly Airport in Paris. You are cordially invited to join Ray Carter, Christian Drapeau and the rest of us for both fabulous events!

Distributors in Australia and New Zealand are looking forward to the Official Launch of Stemtech to be held at Rydges Hotel, North Sydney, on November 19th, where we launch ST-5™ with MigraStem and Dermastem™ and the Car program and other new incentives. We expect tickets to sell out well before the event.

Know anyone in India? Get busy with Virtual Recruitment! We are planning a soft launch on October 9 in India, where we have offices and the Management team already set in Dehli. Watch your eBlasts for updates on this very huge market.

5. *Aussies dressed to the nines for the gala. ʘ*



make **enrollment** *a priority*

by Don Karn, VP/North American Markets

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hile many people may be first attracted to Stemtech by our revolutionary product line, it is the business of Stemtech that builds residual income for your financial security. This means that, if building residual income is your goal, enrollment of new Distributors has to be a priority for you. With each new Distributor you enroll in your organization, you take one step closer to realizing your dreams of financial independence.



I have prepared a “To Do List” of essentials for you to use as you integrate the critical element of Enrollment into your Stemtech business strategy. If you use this checklist consistently, you will see both your organization and your monthly Stemtech paycheck reflect the growth that comes with added Enrollments.

Enrollment “To Do List”

- **Share the complete Stemtech picture** – Why have “half a conversation” with people, one that focuses only on our product line and the wonderful wellness people experience? While people today are very concerned about their physical health, they are just as concerned about their financial health. **Always talk about the Stemtech opportunity when you are in conversation with people.**
- **Share your business story** – Tell people why you are building a Stemtech business and why building with Stemtech may be right for them. Be direct: Ask people if they might be interested in a business opportunity, and if they would like to hear more. Be prepared to do an impromptu presentation on the spot, if they are open to it, or suggest that you meet one-on-one or at an upcoming local Stemtech meeting (where you will serve as their personal host). **Always have Distributor applications with you to enroll people when they are ready.**
- **Share the basics of the Compensation Plan** – On page 15, you will see “Comp Plan Made Easy,” which is a simple one-page explanation of the basics of Stemtech’s generous Comp Plan. This overview lets

your prospects see how enrolling as a Stemtech Distributor first can get them their product for free and later can build bigger and bigger paychecks for their financial growth. Download "Compensation Plan Made Easy" from your Back Office, and always carry copies with you.

- **Offer interested prospects opportunities to learn more** – Stemtech has lots of ways people can learn more about our company, the opportunity and our products. When you suggest that people go to our website, www.stemtechbiz.com, also suggest a couple of specific links that might be most attractive to them, based on what you learned in conversation. Share brochures and DVDs, and other Stemtech print publications (like *HealthSpan* and *HealthLink*) to generate greater interest in our company and its opportunity.
- **Follow up!** It may take two, three or more follow-up calls to get that enrollment. Many successful StemGems will tell you that the only way to ensure that you will not get an enrollment is if YOU give up. Use a "tickler file" to keep track of when each follow-up call should be made, and **always give people the opportunity to say "yes" to the opportunity when it is their time to enroll!**



Remember... Their enrollment is just the beginning
 -- Once they sign that Distributor application, the process begins. Get people off on the right foot with this **New Distributor Checklist:**

- **Get new Distributors started taking Stemtech's products.** That's a sure fire way to inspire Distributors to start talking to others.
- **Get people on AutoShip.** It is the best way to ensure that they will stay with the products and build a business.
- **Go through the Business Development Training System with them,** pointing out specific sections that have helped you the most.
- **Walk them through the website.** Spend some quality time showing the new Distributor the many features of their Back Office and how to make best use of this valuable tool.
- **Take new Distributors along when you make a presentation** (or two), so they can learn from you. **This is the heart of our business: duplication.** Offer to accompany them when they make their first presentations – and offer to do three-way calls when they contact prospects by phone. **The more you support a new Distributor in the first 30-60 days, the more likely it is that you will have a strong member of your organization for years to come!**

It is said that "What you focus on is what you make come true." There is no "magic" about building a successful business with Stemtech. Simply focus on sharing the

Stemtech opportunity with everyone you meet, using the "To Do List" on this page, and your enrollments will come rolling in. Soon you will enjoy the benefits of a large organization filled with happy, healthy people who are building successful businesses by helping others achieve an optimal Quality of Life with Stemtech. ✂

Stemtech COMPENSATION Plan Overview

Enroll new Distributors
Help your Distributors build businesses of their own
Sell products to customers

It's as simple as that!

Earn retail profits

- Buy at wholesale and sell at retail. Earn profits of up to \$35 per product.

StepUp Generation Program

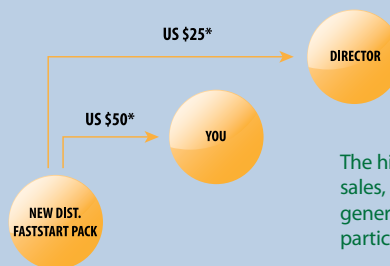
- Earn rebates up to 20% on all personal non-AutoShip wholesale orders.
- Earn commissions up to 20% on non-AutoShip orders within your downline organization.

AutoShip Unilevel Program

- Earn commissions month after month.
- Earn 7% commission on the AutoShip orders that Distributors in your organization generate... up to 7 levels deep (think of levels like the generations of a family).

FastStart Bonus

- Earn a one-time FastStart Bonus of \$50 when you enroll a new Distributor who purchases a FastStart Pack.
- Once you reach the level of Director, you can earn an additional \$25 on each FastStart Pack purchased within your organization.
- If you are a Director... and also the Enroller, you can earn \$75.



The higher you go in Stemtech...the more sales, enrollments and AutoShip orders generated, the better chance you have to participate in 3 **generous** Global Pools.

“own your own life”

optimal wellness & opportunity

S

temtech's nutritional supplements, StemEnhance®, StemFlo® and StemSport™ provide active support for the work of adult stem cells in the body, as more stem cells are released to circulate and migrate into tissues. XTra Smooth ST-5 with MigraStem™ provides additional nutrition for all cells in the human body. StemPets® and StemEquine® offer the benefits of specially-formulated StemEnhance for our animal friends. Our all-natural skin care product, DermaStem™ Renewal Serum uses adult stem cell science, organic and wild-grown plants & oils to help rejuvenate the body's largest organ, the skin.

Tean Wong, Massachusetts

A young woman from an entrepreneurial family who has worn many hats, Tean is a real estate agent, part-time model and online/TV host who also used to own both a fashion company and a restaurant. So she really did not have building another business on her mind when Mark Parsekian introduced her to Stemtech in 2009. "I first started using StemEnhance® to help my body address a health challenge and I had wonderful results," Tean says, adding that she shared her testimonial with friends and family, who were impressed with the science behind the product, as well as with their dramatic results. "When they all wanted to enroll as Distributors, I knew that Stemtech was a great business opportunity for all of us," Tean says.

The Fifth Anniversary Celebration – her first Stemtech convention – held many highlights for Tean. She says, "I was so impressed by the tour of VitaTech, where we saw all the quality control steps that ensure our products are pure and safe. And what a breakthrough DermaStem™ is! I have used serums that cost \$300, but they could do nothing close to what DermaStem does. After only three weeks I see noticeably healthier skin."

A native of Thailand, Tean looks toward expanding her Stemtech business into her home country, where she has a large group of Virtual Distributors ready to go "live." Tean eagerly embraces the success of a brand-new business model with Stemtech, saying, "If you only do things you know you can do, you will never do much in life."

Sophia Chen, New York

While she has been a Stemtech Distributor since late 2008, it has been only recently that Sophia has really thrown her full energies into building a business. With the help of her upline Triple Diamonds, Chi-Tung Tsai and Jay Yeh, Sophia is developing an organization here in the United States and in Taiwan, and she looks forward to the opening for Stemtech in mainland China, where she has a large group of Virtual Distributors.

"The adult stem cell business is the industry of tomorrow," Sophia says, emphasizing that "My Stemtech business will be the last and only network marketing business in my life." She says that she loves Stemtech's products, not only for the improvements she has seen in her quality of life, but for the bright financial future she sees from building a successful business. "I am planning to achieve Triple Diamond by the middle of 2012, and to invite at least five of my organization's top leaders to attend Stemtech's 6th Annual Convention with me," Sophia says, with the confidence of an accomplished person who is working toward realistic goals.

Eager to learn all she can about Stemtech, its products and business opportunity, Sophia is grateful for training that Chi-Tung and Jay have given her over the phone. She anticipates gathering a group of 50+ Distributors and prospects together, so she can schedule a meeting with Stemtech's executives. (If you would like to schedule a Road Trip meeting in your area, contact Pat Kohl at 949 542-8600, extension 1128, to learn about making arrangements.)

"I am planning to achieve Triple Diamond by the middle of 2012, and to invite at least five of my organization's top leaders to attend Stemtech's 6th Annual Convention with me" - Sophia Chen

“I gained so much confidence about speaking in front of people, and top Distributors shared their good ideas about presenting to prospects and helping my team grow.” - Allan & Leah Ahrens



Juanita & Alex Brett, California

A major highlight for Alex Brett during the Fifth Anniversary Celebration was his appearance on stage with Christian Drapeau, who shared a bit of Brett family history: Alex Brett’s grandfather was the research scientist who discovered hematopoietic stem cells (HSC), the foundation of research leading to the discovery that adult stem cells are the natural renewal system of the body (considered “nonsense” at the time). It seems almost perfect, then, that Allan and Juanita are building a business with The Stem Cell Nutrition Company™!

Alex has used a wheelchair to get around following a stroke; but he had been noticing greater strength in his legs since he has been taking StemEnhance®, StemFlo® and ST-5™ with MigraStem. The happy result? He and Juanita were able to dance together at the Friday night mixer! “It is my dearest memory of the weekend... a true Celebration for us,” Juanita says.

With over 20 years’ experience in network marketing, Juanita says, “We talk to everyone and invite them over. We have a 95% enrollment rate for all the people who respond to our invitations.” The Bretts counsel a “stay with it” attitude, saying, “When there is a confrontation between a river and rocks, the river will always win... not by strength but by perseverance. Building a business takes the same attitude!”

Allan & Leah Ahrens, Minnesota

On their way home from Stemtech’s Fifth Anniversary Celebration, the Ahrens realized that the weekend in Irvine had enhanced their already strong belief in the company. “It was Allan’s first convention,” Leah says, “and he came away knowing this company is everything he thought it was... and more.” Leah had experienced a similar feeling at the Director Leadership Conference in Orlando, where, she says, “I gained so much confidence about speaking in front of people, and top Distributors shared their good ideas about presenting to prospects and helping my team grow.” These Stemtech training opportunities have been invaluable to both Allan and Leah, as have the weekly meetings at Caroline Lohmeyers’ home, where they practiced giving meetings, presenting the compensation plan and explaining how to become a Director. “These opportunities to practice in a ‘safe’ setting have helped us so much!” Leah says, adding that they now routinely take new Distributors with them to Caroline Lohmeyer’s meetings for training and practice. “We are duplicating,” Leah says.

When working with their new Distributors, Allan and Leah stress the importance of setting goals. Allan suggests, “Write them down or cut out a picture of what you dream of and put your goals where you can see them every day. It’s motivational!” It is also important to be consistent, talking to at least one person every day about Stemtech’s business opportunity, to have fun and, Leah emphasizes, “Never give up! This is not a get-rich-quick scheme. It takes work and patience. Stick with it and the rewards will come!”

(clockwise) Sophia Chen, Allan and Leah Ahrens, Juanita & Alex Brett, Tean Wong





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Early Bird Registration
\$199



Sign up NOW
 Pay
 LATER

2012 Annual Convention - Location TBD
 contact Distributor Services at 949.542.8600
 to take advantage of this limited time offer.

We're going
ON THE ROAD

The next few months will see North American VP **Don Karn** traveling far and wide, accompanied by **Paola Mazzoni**, VP/Product Training & Development, to present valuable training meetings in your neck of the woods. VP/Global Product Training & Sports Marketing **Heather Livingston** and Canada Sales & Marketing Director **Colleen Edwards** will also be scheduling upcoming Road Trips.

These Road Trip meetings can boost your enrollments and business growth! To get on one of the Road Trip schedules, gather names of 50+ interested folks and call Pat Kohl (949.542.8600, extension 128) to discuss arrangements.