

# HEALTHSPAN

FALL 2012

Stemtech International, Inc.

Total Life Enhancement



## Living *the Dream*

**Chairman's Club**

p 5



**Power of THREE**

p 3



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# co-founder messages

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## A Year Of Records And Achievements

2012 has been a year of smashing records here at Stemtech. The third quarter continued this exciting pattern, as we broke both sales and recruiting records around the world. At the

same time, we hosted amazing Regional Conventions in North America, Europe, Southeast Asia and Mexico, where we were excited to reveal more "What Ifs" than ever before. We have heard from many Distributors that the building tools unveiled this year are "just what we wanted." Since our October 1 "go live" day for the "Power of 3" and other new "What Ifs," the numbers are showing just how much you are benefiting from our 2012 reveals. Let the tools help you to finish the year strong.

There is so much going on at Stemtech this quarter that we have had to expand *HealthSpan* to 24 pages! Around the world, Stemtech's top performers are driving exploding markets. Our congratulations to the newest member of our Chairman's Club, Sebastien Kpago (Top Potential) of Ghana and to our twenty new Triple Diamonds. (See stories on pages 5 and 10-12.) Many of these new Leaders achieved their ranks after only a month or two with us. Amazing!

We are pleased to announce that Dr. Allan Somersall will be our advocate for stem cell nutrition around North America and the world, as he makes public appearances in both local and national media. (See page 2.) Dr. Somersall's appearances, as well as our exposure at high-profile events like this year's Emmy Awards (See page 13) are all components of our public relations strategy to make Stemtech a "household name."

The global market for stem cell technology was at \$21 billion in 2010 and is projected to grow to \$64 billion by 2015 – only three years away! Driving this exponential growth is adult stem cell science and nutrition, which is the core of our business. These are exciting times! We look forward to sharing the future together, as we spread wellness and prosperity around the world.

Ray C. Carter, Jr.  
President & CEO

## Busy, Busy Times = Blessings

It would be hard to find a time when we have not been busy at Stemtech. Since our early days in 2005-2006, we have been on a non-stop course to bring a new paradigm of wellness to people all around the world. 2012 has been no different... It has been a year where Ray and I have spent many hours traveling at 35,000 feet, always fortified with our Stemtech nutritionals, of course, which help us withstand the taxing aspects of long overseas flights.

Our early summer trip took us to Seoul, where we enjoyed the excitement of a record-breaking opening in Korea; and so far the autumn has given us our Regional Conventions in Irvine, Athens and Bangkok – with the latter Convention beginning just days after we opened the Thailand market. Most recently, we celebrated Stemtech in Guadalajara at the Latin American Regional Convention. In the midst of other Stemtech events, I made a quick trip to Ecuador, where I enjoyed the warm hospitality of our Distributors there. Next up is my planned tour of the Philippines and parts of Europe. So you can see that the second half of 2012 just may end up being one of the busiest ever!

Is it all becoming too much? Never! I so enjoy being with people who make that extra effort to travel to our Conventions and other Stemtech events. It brings me such joy to see the enthusiasm of people as they recount how Stemtech has changed their lives. Being with you, our remarkable global Distributors, turns all our heavy traveling schedules into real blessings.

My thanks to every one of you for sharing the gift of health and prosperity with the people of the world. As you live the Stemtech dream, you are truly changing lives every day.



Christian Drapeau  
Chief Science Officer



# welcome

## Dr. Somersall!

**S**temtech is pleased to welcome Dr. Allan C. Somersall to our Scientific Advisory Board.

As Distributors in attendance at our Convention in Irvine learned first-hand, this esteemed Canadian family physician and scientist is also a powerfully effective speaker whose command of scientific material is equaled only by his motivational delivery. Many Distributors selected Dr. Somersall's presentation as a highlight of the Convention.

During more than 20 years practicing medicine, Dr. Somersall has pursued and studied forward-thinking approaches to natural health care as he also developed expertise in writing and lecturing. He says he was attracted to Stemtech because, "Stem cell science is on the cutting edge of health and medicine today, since adult stem cells have been shown to be the natural renewal process of the body. Once I learned that Stemtech's patented nutritional supplements have been proven to support the effectiveness of the body's adult stem cells, I knew I wanted to help get this important message out to people everywhere."

Ray Carter says, "Dr. Somersall will be a key advocate for stem cell nutrition, helping us spread the word regarding the importance of this new paradigm of wellness. Working closely with Christian Drapeau, Dr. Somersall and our Scientific Advisory Board will be keys to the next step in the company's evolution."

Dr. Somersall will be traveling throughout Canada and the United States, speaking on radio and television, and holding seminars for Stemtech Distributors and

members of the public about the importance of stem cell nutrition, which he calls "the state-of-the-art intervention for people to live long and live healthy." Christian says, "Allan combines a charismatic on-stage presence with a gift for making even complex material both memorable and enjoyable. People are in for a treat when he comes to town! I look forward to the contribution he and his fellow Scientific Advisory Board members will make as we work together to share Stemtech's message."

In addition to maintaining his medical practice and scheduling a somewhat daunting number of Stemtech seminars to meet the demand from the Field, Dr. Somersall is also currently at work on his eleventh book, a comprehensive volume on stem cell nutrition for the layman, due out in 2013. Is it all too much? "Not at all," Dr. Somersall says. "I have always embraced new opportunities. In the morning I face the sunrise, greeting each new day as an opportunity to imagine, dream and inspire. I truly believe that my whole career has been an evolution leading me to this opportunity, where I can be an advocate in the marketplace for stem cell science and nutrition. What Stemtech has discovered is real; and it is my honor to share this important message with people everywhere." ❧



Dr. Somersall's **FIVE POINTS** about Adult Stem Cells (It's all you need to say!)

1. Every body has stem cells.
2. Every body uses stem cells.
3. Every body uses stem cells everyday.
4. Stem cells work.
5. Stem cells work every time.

# power of three

Your Retail Sales are one of the foundations of your business.

Your Retail Sales are one of the foundations of your business. Now, with **The Power of 3**, your loyal Retail Customers on AutoShip are "**VIP Customers**," who receive a **25% discount** on their product order (wholesale pricing). These "VIP Customers" receive a significant benefit for their loyalty.

**The Power of 3** benefits YOU, too: Since you earn 34% commission on each AutoShip order made by your personally-enrolled Customers, **THREE "VIP CUSTOMER" ORDERS covers the cost\* of your own similar AutoShip for the next month** (34+34+34=102%). **This is The Power of 3!**

## The Power of 3 is a winwin for everyone! And that's not all.

The Power of 3 can help you to qualify for Stemtech's Car Program, too. Build your business with BOTH VIP Retail Customers and Business Builders, and you can soon be driving in style!

\*We call this "free-ish," as the commissions you earn from enrolling "VIP Customers" cover the cost of your similar AutoShip order the following month. Taxes and shipping charges still apply.



Triple Diamond Marijke Long presents Stemtech products to potential VIP Customer Geneva Green, owner of Geneva's Gardens.

### But the power does not end there...

- Your VIP Customers receive up to **\$10 credit** toward their next purchase every time they refer a new "VIP Customer".
- With each of these referrals, you – their upline Distributor – receive \$6.30.
- Your VIP Customers receive a **\$5 credit** for each non-AutoShip order they make.
- You – their upline Distributor – receive an **\$7 credit** with each of their non-AutoShip orders. ❧



### AND DON'T FORGET...

The Power of 3 is a GREAT WAY to MAKE REAL MONEY with Stemtech!

You earn **34% commissions** on every AutoShip purchase your "VIP Customers" make. How many "VIP Customers" can you enroll?

**HOW MUCH MONEY DO YOU WANT TO MAKE?**



# Drive your dream car

Now more easily than ever before, YOU can drive a car that promotes your Stemtech business... and Stemtech will pay for it!

**announcing... Stemtech's Enhanced Car Program!**  
A new Entry-Level Tier with easier qualifications comes with a \$300 a month payment from Stemtech. Build your business with both VIP Customers and Distributors on AutoShip, then choose WHATEVER CAR OR TRUCK you like (brand-new or pre-owned, up to two years old\*). Promote your business with your Stemtech vehicle wrap that attracts interest wherever you go!

Maintain your rank as a fully-qualified Director (or above) for three consecutive months as you fulfill these Qualifications, and in MONTH #4, Stemtech will begin paying you \$300 a month toward your vehicle.

As your business grows, you may want to qualify for Tier 2 (\$600), Tier 3 (\$900) or Tier 4 (\$1,200) monthly. Stemtech will be pleased to pay for every vehicle you earn! X

## Entry-Level Tier Qualifications

### Step 1

10+ personally-enrolled AutoShip Distributors and/or VIP Customers on your 1st level

### Step 2

25+ AutoShip Distributors and/or VIP Customers on your 2nd level

### Step 3

75+ AutoShip Distributors and/or VIP Customers on your 3rd level

10,000 total APV (AutoShip volume) required from your 3rd level Distributors

Let The Power of 3 put you in the driver's seat! Your VIP Customers can speed you to Qualification!



What's it like to drive a Stemtech vehicle? Caroline Lohmeyer says, "Wherever I go, my car generates calls. I am a mobile advertisement for the Stemtech opportunity!" Now, what will YOU say when you are driving your Stemtech car?



\*Pre-owned vehicles must have Stemtech approval. See the details for Stemtech's Car Program in your Back Office.

# Congratulations

## SEBASTIEN KPAGO Chairman's Club

Sebastien's rise in rank has been so rapid that we can hardly keep up! We had to bypass President's Club Congratulations here when he made Chairman's Club a month later. Amazing!

Sebastien has his friend Kpakpo Akue-Bitchi to thank for introducing him to StemEnhance® in spring of last year. Not only is he grateful that the product had an "immediate effect" on his wife's serious health issues, but once Sebastien began telling people about the product, he soon found that Stemtech offered him a wonderful business opportunity, as well. He founded Top Potential, "a company whose name says it all," and before he knew it, Sebastien's organization was growing into the thousands. He achieved Triple Diamond in only six months.

Because Stemtech is not yet open in Togo, where the Kpago family lives, Sebastien has had to build his business in neighboring Ghana. That meant the couple has had to live apart much of the time, as Sebastien manages the Ghana operation and handles prospecting there, while Solange Désirée supports the virtual operation in Togo. For months, Sebastien worked seven days a week, sometimes sleeping in his office to maximize his time management. Getting a little

more sleep these days, he uses his marketing and personal development expertise to "think big," holding events for as many as 200-500 people, pointing out, "Large events give my downline the best chance to enroll Distributors and advance quickly, as I have."

Sebastien says that the income he is earning from Stemtech has allowed him to grow Top Potential, which is providing development in Togo and Ghana, as well as opportunity for many of the two countries' young people. He sees himself as a "Pygmalion," showing all sorts of people – doctors, students, workers, homemakers and the unemployed – how to use their time wisely to build a business. "We have presentations every day at Top Potential, and we encourage people to bring their prospects," he says. "Whether we meet with 1-2 people or make a presentation before hundreds, it is our mission to maximize the effect of each conference, because I truly believe there is no real happiness without good health. The way I see it, Stemtech is the key to both health and prosperity!" X



Did you Know?

Stemtech's Global Family saw TWENTY Leaders promoted to Triple Diamond in one quarter! See Triple Diamond Stories on pages 10-12. What exciting Top Performer promotions will the next quarter see for our Global Family?



# Living the Dream

NORTH AMERICA  
REGIONAL CONVENTION

For the lucky Distributors gathered in Irvine the weekend after Labor Day, it was a Convention so jam-packed with new “things” that it was almost mind-boggling.

**S**temGems sailing on John Wayne’s yacht, more “What If’s” than any other year, RECOGNITION throughout the weekend, and that feeling... You know the one -- That you are WHERE IT IS HAPPENING!

#### HIGHLIGHTS OF THE CONVENTION

- Exciting What-If’s from Ray and Christian
- Inspiration and motivation from Dr. Allan Somersall (See page 2)
- On-stage recognition for so many: Award-winners, Top Performers, StemGem Advances, First-time

Conventioneers... Wow!

- Powerful message from Olympic Gold Medalist Kaitlin Sandeno (winner of four Olympic Medals in swimming, 2000 & 2004)
- Motivating stories, great times with old and new friends, scrumptious dining, fun-filled activities... lots of special memories.
- A fun-filled Olympic Village where everyone enjoyed visiting booths to “walk up and learn,” playing games for product and prizes and tasting snacks from around the world. 🍷

## STEMTECH’S BAKER’S DOZEN OF ANSWERS TO RAY & CHRISTIAN’S “WHAT IF’S”

### BUSINESS

The Power of 3: Power up your retail business! (See page 3.)

Enhanced Car Program: Broader scope, easier entry-level Tier (See page 4.)

StemPay: Simplicity & Rewards with your Commissions

### PRODUCTS

New SE2®-enhanced formulas: StemSport® Advanced Formula (with new berry/tropical taste!), StemPets® Advanced Formula & StemEquine® Advanced Formula

Sample size DermaStem with \$10 off coupon (See “Shake & Make-Over” Party, page 19.)

### TOOLS

Comp Plan Animation (Download in your Back Office)

Business Builders Guidebook: Simple as 1-2-3 in print & on CD (See page 18.)

TeamBuilder Pack: slick packaging & display

NEW Information Hotline: Sizzle Call (Product & Business)

Back-Office Tools: Snapshots of your organization and MORE

Stemtech’s Mobile App: Prospect, enroll & track business in the palm of your hand

Website Enhancements: “My Stemtech,” testimonials, 90-second intro videos

New Brochures: Testimonials, charts & talking points

GO TO YOUR BACK OFFICE TO LEARN MORE ABOUT STEMTECH’S ANSWERS TO RAY AND CHRISTIAN’S “WHAT IF’S.” EVERY ONE OF THEM WILL HELP POWER YOUR BUSINESS TO NEW HEIGHTS!



Stemtech Leaders gathered on stage, little Grace Carter upstages Mom Kasey and Dad Ray, Distributors get into the “Olympics style” with laurel wreaths, Dr. Enrique Martinez in the Parade of Nations opened the Convention, Andy Goodwin on stage, Ambassador and Mrs. Ray Flynn with their “host” on The Wild Goose, Stemtech Distributors in their stylish hairnets for a tour of VitaTech.

Distributors enjoyed on-stage recognition by Ray and Christian; Olympic Gold Medalist Kaitlin Sandeno was a “photo op” for many, including Canadians Connie Jameson, Lisah Fraser and their guest; Dr. Allan Somersall inspired everyone in his message; there was plenty to smile about all weekend, even when wearing a hairnet; Triple Diamond Denny Kluver and many others got lots of great pictures; Ray and Christian greeted the Opening Ceremonies parade on Friday; Stephen “Murph” Murphy entertained everyone with some great tunes on the harmonica.





Medalists (Most New Directors) David Weible, May Chen and JM Roy; an excited Len Root with his certificate from Roy and Christian; Olympic Medalists, Kihong Lee, JM Roy with John Cowden, Medalists (Top Organizational Volume) Caroline Lohmeyer, Teresa Curtis and Phillip Adidjaja

## CONGRATULATIONS TO OUR 2012 MEDAL WINNERS!

### STEMTECH OLYMPICS



**GOLD MEDAL**  
JM ROY, CA

**SILVER MEDAL**  
KIHONG LEE, US

**BRONZE MEDAL**  
JOHN COWDEN, US

**Top Organizational Volume**  
**Gold**, Caroline Lohmeyer  
**Silver**, Teresa Curtis  
**Bronze**, Phillip Adidjaja

**Most New Directors**  
**Gold**, David Weible  
**Silver**, May Chen  
**Bronze**, JM Roy

**Top Enrollers**  
**Gold**, JM Roy  
**Silver**, Marge Berger  
**Bronze**, Phyl Franklin

**Most Personally-Enrolled at Convention**  
**Gold**, Merlie Kluver  
**Silver**, Caroline Lohmeyer  
**Bronze**, Renee Delisle

**Top Earners of TeamBuilder Bonuses**  
**Gold**, Kihong Lee  
**Silver**, Mark Parsekian  
**Bronze**, John Cowden

**Top Earners of 50% Matching Bonuses**  
**Gold**, Marijke Long  
**Silver**, James Justice  
**Bronze**, Seung Lee

**Fastest Rank Advancement**  
Triple Diamond, David Weible  
Double Diamond, Kihong Lee  
Diamond, Len Root

# Seoul Opening spectacular

The place to be on June 21 was Seoul's dazzling KOEX Hall, where over 1,800 entrepreneurs gathered to welcome Stemtech to South Korea.

**i**n a country with the world's second-largest market for direct sales, Stemtech's pre-launch drew this huge crowd because our company offers something unique – a new paradigm of wellness based on stem cell nutrition.

In his welcome speech spoken entirely in Korean, Ray Carter thrilled the large audience when he said, "Our products are so innovative that they will change the existing framework for the welfare of humanity." Stemtech Korea's General Manager KJ Ka drew applause when he shared his vision, promising "to make Stemtech the most respected company, working in partnership with you who have chosen to join our company."

A large percentage of the people in the audience were celebrating their transition from "virtual" to actual Distributor status, with many of them going "live" with significant ranks, thanks in part to U.S. Triple Diamond Wang Kyun Shin and Canadian Double

Diamond Keun Pyo "Kevin" Lee, who had worked with dedication for months to develop Korean Distributors. (See pages 8-9 for stories about Wang Kyun and some of the other Korean Distributors who achieved Triple Diamond in only one month!) The new Stemtech Distributors at the pre-launch were eager to hear from Christian Drapeau, VP Jonathan Lim, Senior VP Andy Goodwin and VP Heather Livingston, as well. Heather stayed on in Korea after the pre-launch, traveling to South Korea's five largest cities, where she and KJ delivered Stemtech product and business training to enthusiastic, packed houses.

Since Stemtech has come to South Korea, every month is seeing record numbers of new enrollments and record sales. There is no doubt that the "new kid on the block" in Korea's direct sales industry is going to show the industry just how it's done! ✂



General Manager Mr. KJ Ka speaking to the large audience (seen at right), VP Jonathan Lim, Christian Drapeau, Mr. KJ Ka, Ray Carter, Andy Goodwin and Triple Diamond Mr. Wang K Shin at the formal ribbon cutting to open the Seoul office. Mr. Wang K Shin and Korean Leaders meeting with Ray Carter at the Seoul office.



# global leaders

## New Global Triple Diamonds



### Wang Kyun Shin - Massachusetts, USA

A former Captain in the South Korean Army, now a U.S. citizen, Mr. Wang K Shin is a renowned global leader and former president of the Eastern U.S. Korean community who was most instrumental in assisting Stemtech to open the South Korea market. The first of his countrymen to reach Triple Diamond, Mr. Wang K Shin developed seven Korean Triple Diamonds while building over a million dollars in volume in a month. He says, "It was Stemtech's paradigm-shifting products using stem cell science that fascinated me," adding that, even with the thousands of nutritionals available, "Stemtech's products are incomparable in the international marketplace." Working with Canadian Double Diamond Keun Pyo "Kevin" Lee, Mr. Wang K Shin is developing a huge organization in his native South Korea, where he is well-known for his vision, impeccable integrity and leadership.

### Jong Wung An - South Korea

With his first network marketing venture, Mr. Jong Wung An says, "I thought, 'This is a piece of cake!'" Unfortunately, he was wrong, as he invested a lot over five years but saw little income. Looking for an innovative company, Mr. Jong Wung An found Stemtech and he knew at once, "This is the ideal company I envisioned: one with products that competitors cannot even dream of!" He says that Stemtech is "leading the trend" to a new paradigm of wellness. With goals of President's and Chairman's Club ahead, Mr. Jong Wung An sees himself as the future Top Leader for "the world's best company."



### Edward D'Almeida - Ghana

A Chartered Management Consultant with an MBA in Human Resources, Edward recently resigned an HR management position to build his Stemtech business fulltime. "Because my target is five FastStarts a week, I do three regional presentations weekly, also meeting with clients I've known from my previous positions, as well as bank officials, government officials, healthcare professionals, businessmen/women and church-people." As he speeds along a fast-track to Chairman's Club, Edward says he is most grateful to Stemtech for the vastly improved quality of life his wife now enjoys with StemEnhance®.

### Kodjotse Mensah Dakevi - Ghana

Like Sebastien Kpago, Mensah is a resident of Togo who has headquartered his Stemtech business in neighboring Ghana. This means he travels a lot, holding down a job in accounting in Togo and presenting at least five Stemtech meetings a week for Distributors and their prospects in Togo and Ghana, with one personal goal: "I want to build a nice house for my family." He is eager for Stemtech open the Togo market, because, he says, "Everyone in Togo is excited about StemEnhance and the generous compensation plan Stemtech offers."



### Ruth Franz - Germany

When her friend Marita Schauta and American Distributor Marjorie Sons first told her about StemEnhance three years ago, Ruth was more than hesitant, but agreed to try the product and share it with a sick friend. The remarkable results she and her friend experienced convinced Ruth that Stemtech was for real and she has been building ever since. She says, "I love people and want to help them. As people learn they must take responsibility for their own bodies, I show them that StemEnhance is a good way to 'start easy' on the road to optimal health."



### Edward & Irene Anang - Ghana

Edward says, "Since I am a marketer by profession, I have developed skills that help me to explain the business opportunity to people in the most attractive way." Drawn to Stemtech by the effectiveness of StemEnhance®, Edward has found it simple to explain the way StemEnhance works to support the body's natural renewal process. He is impressed with Stemtech's compensation plan that he says is "ahead of that of other network marketing companies." Self-described as "a spiritual man," Edward sees only good in his mission to help others achieve both optimal health and greater prosperity.



### Dr. David Constante & Lilliam Dolores Brown - Ecuador

A gastroenterologist and homeopath for 32 years, David has also worked successfully with Lilliam on several enterprises involving the marketing of natural products. He was attracted to Stemtech when he saw that StemEnhance® and adult stem cell science could greatly benefit his patients. Stemtech's internet-based tools and David and Lilliam's two weekly meetings for Distributors and guests have helped the couple build and train a strong network. David says, "We are developing Triple Diamonds in our network, with the goal of our achieving President's Club within a year."



### Augusto Gonzalez de Jesus & Xochitl Perez Hernandez - Mexico

Even though Augusto has no experience in network marketing, he and Xochitl have always been interested in natural products and alternative medicine that can help people improve their overall wellness, so Stemtech's products and stem cell science were very attractive to them. Augusto and Xochitl have found that flexibility is an asset when sharing the Stemtech opportunity: "When I visit people," Augusto says, "I adapt my approach to what suits that person best. Some people want the product only; others are attracted by the opportunity to make good money. We build with both kinds of people."



**Jum Do Hwang** - South Korea

Mrs. Jum Do Hwang says that she was surprised last March to learn that "there is a functional food that helps the body release stem cells," that the product is patented and – best of all – that it can be easily promoted by the layperson. "To me, subjects like adult stem cells belonged to the arena of scientists and experts, but this is not the case," Mrs. Jum Do Hwang, an experienced networker, says, explaining that her enthusiasm for StemEnhance® and her personal drive are all she needs to succeed, sharing what she calls "the gift that Nature has given to humanity."



**Sun Tae Hwang** - South Korea

The desire for time freedom brought Mr. Sun Tae Hwang to network marketing. Following 18 demanding years in a low-paying healthcare job and four financially rewarding but demanding years in the insurance industry, Mr. Sun Tae Hwang needed a change. After his first foray into network marketing gave him time freedom but limited income, Mr. Sun Tae Hwang was delighted to find Stemtech, a company with "unique products and a generous income potential." As he enjoys spending family time and making good money now, he says, "I want to awaken the potential sleeping in people by sharing the opportunity for them to realize their dreams."



**Seok Woo Jang** - South Korea

To Mr. Seok Woo Jang, timing is everything. Frustrated by the daily rejections he experienced trying to market video phones in a country still comfortable with older communication methods, Mr. Seok Woo Jang was searching for a company whose products would have an automatic appeal for the widest market. Then he met Mr. Wang K. Shin. When he learned about Stemtech's products and opportunity, Mr. Seok Woo Jang had his "Ah ha!" moment. He says, "Health is the mega-trend of the future both for the young and for health-conscious Baby Boomers who are retiring. This makes the Stemtech business opportunity as wide as the ocean!"



**Jerry Lindsey** - Texas, USA

One of the savvy people who said "Yes!" to the Stemtech opportunity even before the company's signature product was available, Jerry says the uniqueness of StemEnhance was what first drew his attention. What has kept him with the company for seven years is Stemtech's continuing development of products that promote wellness and a compensation plan that keeps getting better and better. Now supporting a team of caring Leaders in a huge global organization, Jerry says, "I just like to help people. When you help people get what they want, things just fall into place for you."

As we were going to press, we learned that Jerry has passed away. All of us at Stemtech are saddened by this news. We send our heartfelt condolences to his family.



**Manuel Macazaga Navarro & Maria Goretti Castrejon Gonzalez** - Macazaga, Inc. - Mexico

Both Manuel and Maria are highly educated, successful professionals in real estate (Manuel) and psychotherapy (Maria), as well as top performers for 25 years with the best-known international multilevel marketing companies. Why join Stemtech? Manuel ticks off reasons on his fingers: "Unique product, everyone needs it, it's consumable (repeat business), it works fast and effectively, you make money fast, bonuses add to your monthly income, and residuals mean financial freedom." Manuel and Maria especially enjoy receiving five checks a month, and they find that this feature of Stemtech's compensation plan is very attractive to their prospects!



# Stemtech goes to the EMMYS

When Carl Mathieu's name was drawn from the box at Stemtech's North American Regional Convention in Irvine, he won two tickets to the Emmy Awards, including travel from his home in Quebec and expenses for the all-star weekend. While his work schedule in Canada allowed Carl to attend the Emmy weekend activities but not the show itself, there was only one person he most wanted to enjoy

the lavish televised event... his mother, Triple Diamond Extraordinaire JM Roy!

JM joined Christian and Stephanie Drapeau, Lisa Hill, Don Karn, Paola Mazzoni and the host of celebrities who made their way over the red carpet into the beautiful NOKIA Theatre for the evening of Awards. "It was a glorious evening," JM said.

## GBK Gift Lounge

For Emmy nominees, award presenters and other invited celebrities, the weekend of the Emmy Awards can be a real windfall, courtesy of GBK Productions' Gift Suite, where celebrities roll large, stylish duffels from one sponsor's booth to the next, learning about their products and collecting gifts, the value of which can exceed \$50,000!

For the first time this year, Stemtech was invited to host a Gift Suite booth where VP Paola Mazzoni and Triple Diamond Director Lisa Hill shared information with celebrities about stem cell nutrition and Stemtech's products. With other booths nearby giving away lavish gifts such as precious jewels, trips to the Caribbean and opulent spa services, you might be surprised that many celebrities lingered at Stemtech's booth, eagerly asking questions about stem cell nutrition and our products, then happily taking away DermaStem®, SE2® and Christian's book, The Stem Cell Theory of Renewal.

See Paola and Lisa at Stemtech's booth in a filmed interview about Stemtech for the online newsletter Daily Motion. (Go to [http://www.dailymotion.com/video/xtuh9c\\_stemtech-at-the-2012-gbk-emmy-luxury-gift-lounge\\_shortfilms](http://www.dailymotion.com/video/xtuh9c_stemtech-at-the-2012-gbk-emmy-luxury-gift-lounge_shortfilms)).

With all the buzz Stemtech created Emmy weekend, OnPurpose Magazine, a well-known Hollywood publication, asked for an interview with Ray Carter. The magazine was interested in Ray's "diligence and fortitude in starting the very first Stem Cell Nutrition Company." To read the interview, go to [onpurposemagazine.com/.../ray-carter-ceo-of-stemtech-on-t](http://onpurposemagazine.com/.../ray-carter-ceo-of-stemtech-on-t).

Right: Bruno Tonioli of "Dancing with the Stars" with his Stemtech take-aways, Lisa Hill and Paola Mazzoni with Mayim Bialik of "The Big Bang Theory" and JM Roy, Sarah Burns of "Enlightened" and Carl Mathieu.



JM Roy looking beautiful on the Emmy staircase, Carl Mathieu and Emmy winner Jason Ritter at Stemtech's booth at the GBK Gift Suite





# global news

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



## North America United States

by Don Karn, VP/North American Markets

Distributors in the USA are grabbing hold of new tools introduced in Irvine, beginning to make great business strides with the TeamBuilder Bonus program, the new Power of 3 and the fun of Shake & Make-Over parties. Adding fun, too, are Stemtech's Contests and programs, where REAL CASH, CARS and FABULOUS VACATIONS are within the aspirations of all Stemtech Distributors.

I urge all of you to check out Stemtech's state-of-the-art website [www.stemtech.com](http://www.stemtech.com) often. We have added so many things to the site, lots in your Back Office. Have you seen the spectacular new Comp Plan Animation? It's an entertaining and informative way to show people just how great an income potential they have with Stemtech. It's only one new thing to see in your Back Office. Check them all out!

## Canada

by Lara Bolton, General Manager

All of us in Canada are SO proud of the accomplishments of our own **JM Roy** of Quebec, who earned the overall GOLD MEDAL at the North American Regional Convention. JM is showing

Stemtech Distributors everywhere just how it's done... as she builds an organization both wisely and well. JM's son, **Carl Mathieu**, achieved his own Olympic-style moment by winning the all-expenses-paid weekend at the Emmy Awards, a gift he happily shared with his mother (See page 13). Congratulations, JM and Carl!

Post-Convention, I have been traveling in Canada and the USA, leading Stemtech opportunity meetings and success training. Many of the Distributors and their guests at these meetings have said they now see that EVERYONE needs Stemtech's products and the opportunity is right for EVERYONE, too! (To plan a meeting, contact Stemtech at [events@stemtechhealth.com](mailto:events@stemtechhealth.com).)

After we hosted our native son, Christian Drapeau, in Quebec, recently for meetings that drew big crowds, we want him back! Canadians now are working hard to earn a return visit from Christian with our Enrollment Contest: The region with the most TeamBuilder Bonus enrollments between October 1 and November 30 will host Christian for a special meeting in the New Year. Exciting!

1. Carl Mathieu receives his Emmy tickets from Lisa Hill and Don Karn
2. JM Roy and her husband Pierre Lesieur welcomed Christian and GM Lara Bolton to their Quebec meeting

## Latin America

### Mexico

by Juan Carlos Saucedo, General Manager

We in Mexico are grateful to our talented Triple Diamond **Claudia Zamudio**, who has been training Field Leaders and their Distributors in "Elegirse" ("Chosen"), a duplication system combining business strategy, day-to-day operations and human development. This program is being very well received.

Since the TeamBuilder Bonus program has come to Mexico, we see many distributors of other network marketing companies taking a "second look" at Stemtech. Highly experienced networkers from the North to the South are joining Stemtech, since they see how easy it is to build a business and generate significant income with Stemtech.

In October we enjoyed welcoming Ray, Christian, Stemtech Executives and Field Leaders from Colombia, Ecuador, Puerto Rico, mainland USA and, of course, Mexico for our Convention at the beautiful Guadalajara Hilton located near Old Town and its wonderful Mariachi culture and festival atmosphere. As we knew it would be, ours was a Convention unlike any other. We know you are looking forward to our pictures, which will be in the Winter HealthSpan.

### Colombia and Ecuador

by Juan Manuel Rico, General Manager

In Colombia we are seeing a shift from a purely "product-focused" market to one where people are drawn to Stemtech by the generous compensation plan first and the excellent product second. Our Field Leaders are seeing growth and rank promotions coming as they are recruiting more Business Builders and all of them are creating a strong network of wellness and success as they enjoy the Stemtech lifestyle.

The wellness culture of Ecuador is based upon natural and organically-grown foods, so it is no surprise that Stemtech's stem cell nutrition has been warmly welcomed. The visit from Christian Drapeau in July that included his meetings with doctors and other professionals in healthcare gave everyone a boost. Now in Quito, Guayaquil, Portoviejo or anywhere you go, people are talking about Stemtech, so it is easy to find someone willing to hear about the Stemtech opportunity. Great growth is coming in the Ecuadorian market!

3. Ecuadorian Leaders welcomed Christian to their enthusiastic gatherings.

## Europe

by Carmelo D'Anzi, Western Europe  
Managing Director

Following our very motivating Europe-Africa Regional Convention, our European Field Leaders have returned to their countries invigorated and eager for new business growth. Throughout Europe, we are supporting the efforts of our Distributors in the field by holding Super Saturdays and implementing training in effective duplication, as we eagerly anticipate the launch of our new FastStart Pack and the addition of new products and tools to our markets.

In France, new growth is spurred by our new Sales Manager, Christian Tricoche, who is highly experienced in network marketing and has natural talent for business strategy. Field Leaders, including our new Triple Diamond **Ruth Franz** in Germany and **Samuel Rodriguez** in Spain are growing organizations as never before, as is UK veterinarian **Paul**

**Boland**, who is accomplishing amazing growth in the horse community with StemEquine®.

4. Andy Goodwin and the Europe GMs "go Hollywood" with shades and "attitude" at the Athens Convention

## Africa

by Errol Lester, VP/African Markets

Stemtech Distributors in South Africa are fired up by the Enhanced Car Program, the Power of 3 and the availability of SE2®, which has been eagerly awaited. These programs have given a real boost to the already growing business throughout the country, led by Field Leaders like **Johan Pienaar** and **Wimpie van der Merwe** (who are just back from the Athens Convention, bringing new excitement to all).

In Kenya, General Manager Stevin Kavilu is working with inspired Field Leaders to develop the market around Stemtech's signature product, StemEnhance®. Excitement about stem cell nutrition and the Stemtech opportunity is spreading nationwide.

5. Johan Pienaar receives his certificate from Ray Carter in Athens
6. Kenya's General Manager Stevin Kavilu

## Asia & The Pacific Rim, Australia & New Zealand Markets

New General Manager in Malaysia, Nicholas Tan, is eagerly working with Field Leaders to support continued growth in the Malay market. To provide worthy recognition and country-wide communication of all things Stemtech in Malaysia, Nicholas is preparing to launch the first edition of *HealthSpan* Malaysia within the next several months.

Now that we have two "new kids on the block" in the Asia Region, - South Korea and Thailand - we are expecting exponential growth in this area of the world. Field Leaders in Taiwan, the Philippines, Malaysia and Japan are revving their organizations to meet the growth challenge from the new markets, in anticipation of the addition to the Stemtech Global Family of both India and Indonesia very soon. When it comes to growth in the Asian Region we say, "The more the merrier!" We encourage Distributors worldwide to take full advantage of Stemtech's Virtual Enrollment program for fertile markets like India and Indonesia and to expand into open markets in Asia, which offer billions of prospects!

Distributors in Australia and New Zealand enjoyed a "Bring a Friend" winter workshop in July, where Distributors and their guests learned about Stemtech, sampled ST-5 with MigraStem™ and DermaStem™ and were invited to participate in business training. Now we are all counting the days until the much-anticipated introduction of StemEquine® to these very horse-friendly nations. We know that StemEquine will be seen as a treat for both horse owners and all "Down Under" Distributors.

7. Malaysia's General Manager Nicholas Tan
8. Australia's Top Performers: Diamond Susan Rennie and Triple Diamonds Sandra Barnsley, Linda Hoggard and Marita Mason



# from **region** to region



## Europe-Africa Regional Convention

It would be hard to find a more beautiful spot for the First European-Africa Regional Convention than the Plaza Resort Hotel, on the beach near Athens, Greece. Stemtech Distributors from all over Europe and Africa gathered for three days of luxury, new and exciting announcements from Ray and Christian, and spectacular activities that turned strangers into friends in just days.

### Winning medals for top performance in Stemtech's Olympics were:

GOLD MEDAL Alice Bubu Kodolo *Ghana*  
SILVER MEDAL Mrs. Gifty Boateng *Ghana*  
BRONZE MEDAL Petar Serbezov *Bulgaria*

### CONVENTION HIGHLIGHTS

- Olympic Medals in the country where the Olympics was born... Medalists proudly wore their Medals all weekend!
- A festive atmosphere throughout, as excited Distributors applauded each "What If" and every exciting Award.
- A gala dinner on the beach under a star-filled sky... Beautifully attired Distributors danced until dawn, kissed by the gentle sea breezes.
- Ray handing out new DermaStem™ Samples to every lady Distributor!



Left: Johan & Diddie Pienaar and Wimpie van der Merwe traveled from South Africa for the Convention. Right: Marijke Long and her brand-new U.S. Distributors Joy Vivant and Yasuhiko Kimura in Athens.

## Asia-Pacific Rim Regional Convention

Stemtech's Global Traveling Show packed up in Athens and unpacked in Bangkok only two weeks later for the First Asia-Pacific Rim Regional Convention at the glorious Royal Orchid Sheraton on the bank of Thailand's "River of Kings." The timing of the opening of the market in Thailand was just perfect... Everyone at the Regional Convention was on hand to congratulate the Thai Leaders as they joined the Stemtech Family!

### Winners of the top Olympic Medals for this Region were:

GOLD MEDAL Hazmi Bin Hamizan *Malaysia*  
SILVER MEDAL Sandra Barnsley *Australia*  
BRONZE MEDAL Wong Chin Hoe, *Malaysia*

### CONVENTION HIGHLIGHTS

- An electric atmosphere all weekend, fueled by an Opening Reception aboard a luxury yacht cruising on the beautiful and historic Bangkok "River of Kings."
- A most memorable StemGem Dinner in an exquisite, intimate gourmet restaurant, where our StemGems enjoyed scrumptious food and beautiful Thai dancing.
- Country-specific and product-specific breakout sessions, which allowed for interactive training for Distributors. ✂



Above: Malaysia Triple Diamonds Wan Yewn Sang, Charmaine Ong Poh Chun with President's Club members Ian, Melonie Davies and their sons Shane, Christon of Australia. Below (left to right): Silver Medalist Sandra Barnsley, Gold Medalist Hazmi Bin Hamizan and Bronze Medalist Wong Chin Hoe.

Stemtech announces  
the first Mr. and Mrs.  
DermaStem Contest and  
YOU could be a winner!



## → Voting

Open to Stemtech Distributors only, voting will be held December 1 – December 31. You may cast ONE VOTE PER GENDER PER AGE CATEGORY (one male and one female in each of the five age categories, for a maximum of ten votes cast). Vote for the faces you believe show the MOST IMPROVEMENT from the "Before" photo to the "After" photo.

Winners will be the FACES receiving the most votes in their category. In the case of ties, final decision will be made by a Judging Panel headed by Ray Carter.

are you **MR. OR MRS.**  
**derma stem?**  
Renewal Serum!

Contestants may be Stemtech Distributors, their Customers OR anyone. Submit "Before DermaStem" and "After DermaStem" facial photos that demonstrate the improvement DermaStem has made in the contestant's overall appearance: wrinkle reduction, moisture retention, elasticity and more youthful look. Since online voting will begin December 1 and go through midnight on December 31, submitting an "After" photo early in December will give time for more votes to come in. Submitting an "After" photo later will give more time for your transformation. Hmmm... a dilemma! Choose wisely, because...

**TEN WINNERS SHARE  
\$20,000 IN CASH PRIZES!**

**One Male and One Female winner will win \$2000 in each of five age categories:**

18-30 years    31-45 years    46-60 years    61-75 years    76+ years

### Three Ways to Enter

- Stemtech Distributors only – Enter in your Back Office. Click on "DermaStem competition" link and follow instructions to upload your "Before" picture.
- All competitors – Email your entry. Send your photo as an attachment (1MB-4MB jpg or png) to [DermaStemContest@stemtechhealth.com](mailto:DermaStemContest@stemtechhealth.com) with Subject line: DermaStem Competition. In email include the pictured person's name, ID number (if a Distributor), address, age as of October 1, 2012, age category entered, date of photograph. If you are not a Stemtech Distributor, also include the name and ID number of the Distributor who told you of the Contest.
- All competitors – Mail your entry photo. Tape a note to the back of your photo that includes the pictured person's name, ID number (if a Distributor), address, age as of October 1, 2012, age category entered, date of photograph. If you are not a Stemtech Distributor, also include the name and ID number of the Distributor who told you of the Contest. Mail the photo to: Sales & Marketing DermaStem Competition, Stemtech International, Inc., 151 Calle Iglesia, San Clemente, CA 92672.

Your "After" photo should be taken from the same distance and in the same lighting as your "Before" photo for best comparison. Submit your "After" photo in any one of the three ways mentioned above. ✂



# use share teach

A unique guide using simple steps for full organizational growth.

## Business Building made simple

Your Business Builders Guidebook (BBG) takes the new Distributor through the actions of a THREE-STEP process that outlines what to do in:

- The First Day**
- The First Week**
- The First Month**

Using the BBG's three-step action plan, a new Distributor working either with an upline or alone can do what it takes to share Stemtech products and opportunity with friends and acquaintances, sign people up, sell products and begin seeing income coming in.

Designed with a print booklet for the Three Steps, the BBG also includes a very helpful Reference

**The Business Builders Guidebook is a global training manual, easily adaptable for Distributors in all our markets, bringing consistency to new Distributor training worldwide.**

Section on CD that is full of answers to many new Distributors' questions. Have a question about successful recruiting, setting goals, the comp plan, effective closing? The answer's on the reference CD. Want to write a compelling email to a prospect or learn how best to handle that first phone call? It's on the CD, too.

In fact, the entire Business Builders Guidebook – Three Steps and all twelve reference sections – is at your fingertips with the handy CD. Tuck it in your pocket or purse and you are ready to show your prospect just how easy it is to get started with Stemtech!

The BBG comes to each new Distributors with the Welcome Pack. If you would like to have your own Business Builders Guidebook, order one in Your Back Office. ✂

You saw them everywhere at the Convention in Irvine – people wearing green buttons that say:

**Empower your Stem Cells  
Ask Me How**

These eye-catching buttons are recruitment magnets!

*Order yours today!*

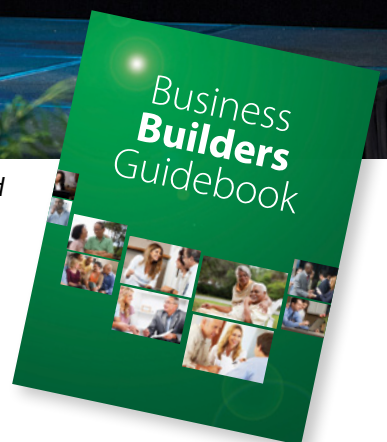
Wear them whenever you go out, and people will come to YOU to learn about Stemtech!

5 buttons for \$4

**EMPOWER YOUR  
STEM CELLS  
ASK ME HOW!**



Heather Livingston, Lisa Hill and Lara Bolton presented the BBG that they developed with Bonnie Goldfein ("The Four Ladies in Maine") over the summer.



## A Shake and Make-Over Party

is a great way to share THREE of Stemtech's most popular products – SE2®, ST-5 with MigraStem™ and DermaStem™ Renewal Serum – as you provide a perfect FUN way to introduce Stemtech's full product line and our opportunity.

**"The party was so interactive and the message simple. My guests loved experiencing the facelift technique and everyone loved feeling so good after the shakes."**

– Yvonne Ford

In Florida recently, Triple Diamond Lisa Hill and Double Diamond Marge Berger got together a few friends to try out the "Shake & Make-Over" party idea. With Lisa's guidance and using the Shake & Make-Over Kit, Marge says, "Our party was easy and so much fun! Everybody loved trying the chocolate ST-5 smoothies. And who doesn't like making your face feel and look better? Everybody had a good time. This is a great way to introduce Stemtech to new people!" ✂



Left: Marge Berger prepares her ST-5 smoothies for her first Shake & Make-Over party. Right: Delpha Hanke and Myra Yeager try DermaStem at their party.



Did you Know?

### Learn from the Pro!

Would you like Lisa Hill to visit your area and co-host a Shake & Make-Over Party for your Distributors and their guests? Get on Lisa's Tour Schedule! Send your request in an email to [events@stemtechmail.com](mailto:events@stemtechmail.com)



# party for a living

## THROW A PARTY!!

- 1** Order your Shake & Make-Over Kit.
- 2** Invite your guests to a Shake & Make-Over Party. (No details... That's part of the fun.)
- 3** Party day: Set out your blenders and ingredients for smoothies and your table, chairs and mirrors for DermaStem trials. Display Stemtech products, brochures, "Before" and "After" photos and ST-5 smoothie recipes. (If you will be gifting your guests with DermaStem samples and the accompanying \$10 discount coupon, keep them hidden until the end of the party. Have Distributor Applications and Retail Order forms handy.)
- 4** At the party: Inspire and Have fun! Welcome everyone, show your favorite Stemtech DVD, share some testimonials, enjoy smoothies and DermaStem make-overs.
- 5** Help your guests imagine how Stemtech's products can enhance their lives and what fun they can have as Stemtech Distributors. Share your "why" with them. Invite them to join your team as Distributors or VIP Customers.
- 6** Sign up your new Distributors and VIP Customers. For the undecided, make arrangements to meet again soon. Send everyone off with a "goodie bag" of brochures, ST-5 recipes and a DermaStem sample & its \$10 off coupon.

Invite guests to experience the Stemtech products *and* lifestyle from your very own living room to a conference room... or anywhere!



# spotlight

**George Gorostiza**  
Triple Diamond Director, Virginia and Thailand

One of Stemtech's founding Distributors, George Gorostiza was building a thriving organization in and around Virginia when he learned that Stemtech was expanding to the Philippines, where the Gorostizas had both family and a number of important friends.



George at the Bangkok Post 10 km, race with his handy SE2 bottle.

"It made perfect sense to fully embrace another great Stemtech opportunity," George says, so George and Cherry relocated to Manila. Within months, Gormen Associates had enrolled hundreds of new Filipino

Distributors on his team, including the renowned physician Dr. George Eufemio (now on Stemtech's Scientific Advisory Board), several powerful government officials and Olivia Bong G. Co, four-time World Champion bowler. In the years since, Gormen Associates has provided continuing training and support for Filipino Distributors and the rest of their global organization.

This year George saw the numbers of his virtual Distributors in Thailand explode, so – when Ray Carter told him at the Korea pre-launch of a planned "soft opening" in Thailand this year – George thought, "That is where we need to be!" Relocated to Thailand a month later, the Gorostizas prepared their Thai virtual Distributors – including Dr. Sriwattanakul Kampon, now a Stemtech's Scientific Advisory Board member – to "go live" in late September. Then they shared Bangkok's Asia-Pacific Rim Regional Convention with them and Thai Distributors from the USA who flew in for the celebration. Now the Gorostizas say, "We will be here in Thailand for as long as our Distributors need us."

But it's not "All work and no play" for George Gorostiza... While he definitely doesn't look it, George is 64, so he surprised even himself in mid-August when – with no real preparation – he ran in the Bangkok Post 10 km International Run and finished with a very respectable time, despite extreme heat and humidity. How did he manage it? George says, "I took two SE2® the night before and two SE2 right before the race. Thanks to SE2, I was able to keep up with the other much younger runners and make it to the finish line!"



**Cindy & Kevin Olsen - Sapphire Directors**  
Washington

New to Stemtech this year, Martial Arts Black-belts Cindy and Kevin set their sights on achieving StemGem status before the Convention in Irvine. "I had a crush on John Wayne when I was a little girl," Cindy confesses, "so it was really important to me to qualify for the StemGem cruise on his yacht, The Wild Goose. All summer I could see myself with the StemGems on that boat. So I talked to people, helped them get what they wanted from Stemtech's products and opportunity... and everything fell into place. The cruise was just perfect!"

Cindy says her experience in the advertising industry developed valuable skills – in organization, prospecting, talking to people easily and overcoming rejection – that serve her well with her Stemtech business. But this busy homemaker, Mom and certified personal trainer says anyone can succeed in this business. Cindy advises her fellow new Distributors, "Keep it simple and sincere. Listen and care. Follow a written plan toward your written goals, one step at a time. Review your progress, reward yourself (and others) and learn, so each day you can do better. Envision your 'Wild Goose' goal; then work to make it happen!"

**"Keep it simple and sincere. Listen and care. Follow a written plan toward your goals, one step at a time."**

– Cindy Olsen



**Don Miller - Triple Diamond Director**  
Oklahoma

If you have ever found yourself simply unable to pick up the phone to call a prospect, listen to Don Miller's story: "I was living on Social Security, just getting by, when I heard about Stemtech and its revolutionary product. I decided to call an old friend, the late Bill Lohmeyer, even though Bill had not been ready to hear about a new business opportunity from me before. **That one telephone call changed my life!** Bill and Caroline became my first Stemtech Distributors and – before Bill's death in 2010 – the Lohmeyers had become the top earners in Stemtech. And me? Today I

live on a 183-acre ranch, drive a luxury Lincoln (More about that later) and I am closing in on the second million I have earned in Stemtech commissions. Nearly 7 years

later, Stemtech still has no real competition. So what are you waiting for? Make that call. It can change your life!"

Now, while Don could probably just sit back and count his residuals these days, he says that Stemtech in 2012 has energized him "just like in those earliest days." He is particularly excited about the enhanced Car Program – so much so that he came home from the Irvine Convention, went to his Lincoln dealership and took the luxury MKS out for a test drive. "I love to drive Lincolns," he says, "and now that the scope of Stemtech's Car Program is widened, I can get that beautiful MKS on Stemtech." Because he believes that seeing a goal is very motivating, Don has pictures of the 2013 MKS tacked up all over, as he works to meet each of the Tier qualifications. "Whatever your goal is," he suggests, "find a picture and put it where you see it every day. Then work hard at your Stemtech business and you'll soon see that picture become a reality!"

**"I love to drive Lincolns and now that the scope of Stemtech's Car Program is widened, I can get that beautiful MKS on Stemtech."**

– Don Miller

As of October 15, 2012, Stemtech's **StemGem Team** includes: **two** Chairman's Club member, **two** President's Club members, **128** Triple Diamond Directors, **82** Double Diamond Directors, **80** Diamond Directors, **108** Ruby Directors and **213** Sapphire Directors. **There is a spot waiting for YOU on the StemGem Team!**

Did you Know?





CORPORATE OFFICES  
 151 Calle Iglesia  
 San Clemente, CA 92672

Presort Standard  
 U.S. Postage  
 PAID  
 Permit # 134  
 Anaheim CA.



Win an all-expenses-paid vacation with your fellow Top Global Performers at a luxury location – still a secret – **somewhere in the world**. Make sure your passport is up-to-date so you can join Ray, Christian, Stemtech Executives and the top-performing members of the Diamond Team in mid-2013 for a week of ultimate pampering, gourmet dining, fun-filled team activities and memories to last forever!

Your target threshold for this Contest is based upon the average of your OPV from April through August, 2012 (50% rule applied). To qualify for the **Champions Challenge**, see your Back Office for contest requirements or call Distributors Services at 949.542.8600, option 1

*If you are one of the TOP TEN performers in your Diamond Division, you can GET READY FOR THE TRIP OF A LIFETIME!*

**Get busy, because the Contest began October 1 and finishes February 28, 2013. See your Back Office for details.**