

# HEALTHSPAN

SUMMER 2012

Stemtech HealthSciences, Inc.

Total Life Enhancement

## Then, Now & ALWAYS Celebrating Stemtech



Stemtech  
**Olympics**  
2012  
**CONVENTION** pp 6-9

*Sailing* to  
Paradise  
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# co-founder

## messages



### Convention 2012 – Don't miss it!

The second quarter of 2012 has been an exciting one. The Fab-5 FastStart TeamBuilder Pack and TeamBuilder Bonuses have helped drive new enrollments and higher weekly payouts. In addition,

the Stemtech Olympics contest is helping active Business Builders earn points toward a free Convention in Irvine, California, in September. Our Global Family will be celebrating Stemtech's growth, too, at Regional Conventions in Greece, Thailand and Mexico following the North America event.

We officially opened our market in South Korea on June 21, packing the Seoul convention center with over 1,200 new Distributors eager to start their business with us. South Korea offers one of the world's top network marketing venues, so we expect exponential growth there. Ghana also officially launches in August, after an extremely successful pre-launch year. The market in that small nation has set sales and enrollment records consistently, challenging the performance of markets in much larger nations. Kudos to Ghana!

Next up is Thailand, as we work to open additional markets by year-end, including India, Tanzania, Indonesia, Nigeria, Brazil and Russia. I urge you to look at developing Virtual Enrollments in these markets now, so your teams there are ready on opening days.

Our global leadership continues to drive growth in all our markets. Congratulations to the new Triple Diamond Directors from the U.S. and four other continents, who are featured in this edition of *HealthSpan*. Make sure to read their stories and learn from their success.

The Stemtech opportunity is like no other: We have fun while we change lives around the world! Nevertheless, there is a serious side to what we do. We all have a duty to share our message with as many people as possible, and I thank all of you who make it your daily mission to spread Stemtech's good news to people everywhere.

Ray C. Carter, Jr.  
President & CEO

### "First they ignore you, then they laugh at you..."

Last March, Stemtech achieved another important milestone with the publication in the textbook *Tissue Regeneration*, of an article describing the natural role of stem cells in the body and the potential health benefits of increasing the number of circulating adult stem cells. While this textbook publication may provide an "Ah ha!" moment for some, there is nothing new here for any of you. Nevertheless, this publication is an important step in the acceptance by academia – where scientists and health care professionals of tomorrow are learning their craft -- that our own stem cells constitute the body's natural renewal and repair system. We are pleased that this information is now part of the scientific literature, in a thoroughly documented format supported by 200 scientific references.

Looking back to when we started nearly 12 years ago, I can almost hear the Mahatma Gandhi's voice in one of his famous quotes: **"First they ignore you, then they laugh at you, then they fight you, then you win."** As we have been in the vanguard of stem cell science since the earliest days, it feels great to bring this contribution to the scientific literature and see this emerging acceptance of our concept by academia and the world. We clearly intend to remain ahead of the gathering nutritional MLM pack -- with five studies currently in preparation or in progress and more in-depth articles in preparation for publication in prestigious journals.

Our longtime commitment to solid science will never change. I know that you, too, share this important commitment, always ensuring that you state the facts and let the science behind our products speak for itself. Every single product we have developed has been formulated with a strong scientific basis, always supported by studies performed on the products themselves. At Stemtech, we set our goals above the "borrowed research" and "shadow science" used by others, and this makes us a very unique company indeed.

Christian Drapeau  
Chief Science Officer

# *sailing to* **paradise**



*When the M.V. Splendor set sail for the Mexican Riviera on April 22, on board were more than 50 Stemtech Global Leaders and a full complement of Stemtech Executives, whose job was to ensure that Stemtech's top performers had the trip of a lifetime on the high seas and on shore.*

**g**lobal Leaders and their spouses/guests from the United States, Canada and ten international markets enjoyed getting to know one another and having fun during recognition events, creative teambuilding activities and wonderful dining experiences on board. Free time on shore provided lots of opportunities to take pleasure in all that **Cabo San Lucas** and **Puerto Vallarta** have to offer, while more of the "crazy" group activities on the beach kept everyone laughing.

No doubt this was a trip to remember always, with so many highlights. Here's what some of our North American Leaders remember as their favorite moments:

"For me, there were three highlights: **Marge Berger**, Australian **Linda Hoggard** and I took a sightseeing bus into the local area of Puerto Vallarta, where we had a great day together. It was also a treat to get to know my

French roommate, **Marie-Christine Lhermitte**, who lapsed into French whenever we were sharing our excitement about the trip. Only the puzzled look on my face let her realize that I was clueless! And everyday the planned activities made me climb out of my comfort zone. Wonderful!"

- **Caroline Lohmeyer**  
President's Club, MN

"I have been on every Stemtech Champion/Diamond Dream trip and this one topped them all. The Cruise was a true reflection of the Global Company we are. I LOVED spending a whole week with people from every corner of the world, and a special treat was sharing the experience with my son Alexander, who appreciated the multicultural experience and learned a lot while having fun. What more can a mother ask for!"

- **Marijke Long**  
Stem Cell Enhance International, Inc.,  
Triple Diamond, NC

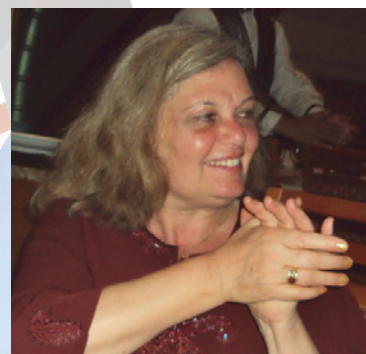


When I walked on board the ship, **John Meyer** came up to greet me and called me by my name. I didn't know that he even knew me, so that made me feel really special right away. Through the cruise, people often gathered around me, asking how I have grown my organization so fast, and people wanted to have their pictures taken with me. I felt special every day! That cruise was a highlight of my life.

- **David Weible**, Triple Diamond, MT



Clockwise from top: One of the "crazy" beach activities (Christian Drapeau, videographer), Marijke Long applauding at recognition dinner, Denny Kluver and Caroline Lohmeyer enjoying a joke, Maggie Fortin receiving a commemorative folder from Ray, David Weible and John Meyer share a joyful moment.



The best part of the cruise was certainly sharing memorable moments with Distributors from all over the world. We had such a great time playing on the beach like kids with the 'Stemtech Crew!' I've made new friends that I will be delighted to see again in Greece in September.

- President's Pick **Maggie Fortin**, S.A.N.I. Inc., Double Diamond, Quebec

## LOOKING AHEAD

Stemtech Executives are already putting their heads together to come up with an unforgettable Reward Trip for our Global Leaders in 2013. Will YOU be traveling with Ray and Christian next year? **Build NOW. Enjoy the Trip of a Lifetime in 2013!**

Did you Know?



### 2012 **ChampionSHIP** Cruisers:

**United States:** Phillip & Ira Adidjaja, Marge Berger, Teresa Curtis, Merlie & Dennis Kluver, Caroline Lohmeyer, Marijke & Alexander Long, Natasha Neece & Tony Crane, Jacki Smith & Edgar Killingsworth, David Weible. **Canada:** Maggie Fortin (S.A.N.I. Inc.). **Australia:** Linda Hoggard. **Colombia:** Yolanda Montes. **Ecuador:** Armando Constante Paredes & Liliam Brown Munoz, Roberto Farfan, Ruben Herreria. **France:** Dominique Boulay, Isabella Lefevre, Marie-Christine Chevallier Lhermitte. **Ghana:** Juliana Amechi, Gifty Boateng. **Indonesia (Virtual):** Haryaman Sunggono Ciaputra. **Malaysia:** Fam Chii Min, Foo Yit Yar (Stem Aegle &

Partners), Izlene Binti Izzauddin, Rajamani S. Ramasamy, Revinthranath V Balakrishnana, See Ngai Peng (Fusion Creations Sdn Bhd), Siu Tjin Tjhin, Wai Ling Liao (ML5 Sdn Bhd), Wan Yewn Sang & Ong Poh Chun (Great Life Enterprises). **Mexico:** Trinidad Carranza Tovar & Erandy Carranza Garcia, Maria Del Pilar Coronado Rojano & Enrique Bringas Sanchez, Arcelia Diaz Gonzalez, Manuel Macazaga Navarro & Maria Goretti Castrejon Gonzalez, Claudia Vargas Zamudio. **Nigeria (Virtual):** Emma Anichukwugoziri Amechi. **South Africa:** Dina Johanna & Johannes Pienaar, Cornelia & Wimpie van der Merwe.

# global leaders

New Global Triple Diamonds



**Natasha Neece**  
*United States*

*After her mother died of cancer when she was young, Natasha began a lifelong search for new and alternative solutions to support optimal health. She studied massage, yoga, meditation and prayer to relieve stress and Hakomi therapy for the subconscious before beginning to explore how wild foods and herbs could work to sustain a healthy body.*

In 2005, Natasha says her study of natural foods led her to Christian Drapeau, who sent her "a bag of mysterious green capsules to try." When what turned out to be a StemEnhance® prototype seemed, as she says, "to make me come alive," single mom Natasha moved with her sons to Oregon, where, she says, "I felt that I was experiencing what was truly important and I could live life to the fullest."

Shortly, she met Ray Carter and joined the new company, Stemtech, as one of the first Distributors. Natasha says, "It was a beautiful journey, seeing the company come together – when it was all just an ideal!" Right away, she brought old friend Marijke Long into the company, and soon her organization included power-hitters Mark Parsekian, Ian Davies, Teresa Curtis, Phyl Franklin and many others. Now with a huge organization that spans the globe, Natasha shares Stemtech with her life partner, Tony Crane, who accompanied her on Stemtech's ChampionSHIP Cruise in April, about which she says, "We are deeply thankful for the Cruise experience, because it has inspired Tony and me to work together as a team, benefiting from what is definitely a spiritual thread running through the consciousness of our top Distributors. I am proud to be one of them!"



**Kossi Sebastien K Kpago**  
*Ghana*

*When his friend Kpakpo Akue-Bitchi introduced him to StemEnhance in spring of last year, Sebastien's primary interest was for his wife, who was facing serious health issues. "When the effects on my wife's health were almost immediate," Sebastien says, "I began looking for people to tell about the product and the Stemtech business opportunity." Before he knew it, Sebastien's organization was growing, and he achieved Triple Diamond in only six months.*

But achieving his success was not without sacrifices for both Sebastien and his wife. Building his "Network of Champions" in Ghana meant leaving his wife behind in Togo (still a fertile Virtual market!) where she manages their local organization. Often work demands meant he actually had to sleep in his Accra office, as he worked seven days a week. But now, using his marketing and personal development expertise, Sebastien "thinks 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."





## Dominique Boulay - France

A former farm worker whose health issues forced him into work in warehouses, Dominique was intrigued sometime ago by a newspaper advertisement promising "Unlimited Earnings!" He says, "It seemed perfect for someone like me – with no degree and no experience." But, he says, "I eventually realized that the business did not have a good product, so all my hard work was for nothing!" When Dominique found Stemtech in 2010, he says, "I knew immediately that I can create something long-term with Stemtech and its amazing products."

In just over a year, he has built a global organization, while still working daily at the warehouse. He credits StemEnhance® and StemFlo® for his increased energy, fewer aches after a hard day's work, and "eyesight like I had when I was 20." Eager for the next chapter in his life, Dominique says, "I am only just beginning, and already my life is changing!"

## Wai Ling - Malaysia

A financial planner for twenty years, Wai Ling is keenly aware of the importance of people's financial security, but she says, "Many of our friends and clients are wealthy but not healthy." This realization brought Wai Ling to Stemtech, after Siu Tjin "Lanny" Tjhin explained the science of stem cell nutrition to her in 2009. At first signing on with the FastStart Pack -- "I needed at least six bottles of AFA Extract™ [StemEnhance in Malaysia] to see proper results" -- Wai Ling soon purchased the Director Pack, "so I could share Stemtech's science breakthrough with friends and clients."

Wai Ling's business has grown quickly with support from Lanny, who travels from Indonesia monthly to work with Wai Ling's group.

Wai Ling says, "Lanny and local Triple Diamond Michael Wan are committed to us." Wai Ling tells her team, "Begin with the end in mind. Think what you want to achieve, have faith, and tell others your goals. Then surely your dream will come to pass."



## Darshan Singh S/O Surjit Singh - Malaysia

When Dr. Singh first learned about AFA Extract in spring of 2009, he asked: "Is this product for real?" "Does it perform safely?" "What impact does it have on the body?" With a lack of information on adult stem cell science in current medical books, Dr. Singh spent 2009 and early 2010 researching adult stem cells in research journals, ultimately discovering that... Yes, AFA Extract is for real, it is safe, and its effect on the body is almost mind-boggling!

Well experienced in multilevel marketing and now aiming for the Chairman's Club – as he also maintains his medical practice -- Dr. Singh says he lives by a simple three-point formula for success: 1. Build with your heart, with your knowledge and with a sincere desire to help others. 2. Have a vision for your life and pursue that vision. 3. Guide your Leaders and show them the way to success. If you follow this formula, Dr. Singh says, "All good things will follow."



## Linda Hoggard - Australia

Since 2007, when she first heard about StemEnhance, naturopath Linda has known that the product and Stemtech would be a significant part of her life. Even before Australia's pre-launch in 2009, Linda had traveled to her first Stemtech Convention in California – to learn about Stemtech's plans for global expansion. She notes, "From the beginning, StemEnhance took care of the trouble I had with my thumbs and wrists from a lot of strong massage work. I wanted to share Stemtech's products and build a business Down Under."

With energy drawn from Ray Carter's Bali Convention speech about Australia's importance in Stemtech's global strategy, Linda's business took off, and she works with Carol Ford and Tracy Hamilton to achieve growth. Also, responding to Senior VP Andy Goodwin's request, Linda has done seminars on Stemtech's health and financial benefits throughout Australia. She says, "These seminars have helped me achieve personal growth by taking on challenges that make me a better leader for my team."



# 6th Annual convention

**S**eptember is the time and Irvine, California, is the place where YOU need to be this year to take your Stemtech business to the "Top Performance" level. Nowhere else can you enjoy all of these amazing benefits in one weekend...



- Learning the Business from Top Field Leaders
- Recognition, Recognition, Recognition! (Yes, there will be Recognition events on EACH of the three days!)
- Olympics Ceremonies highlighting achievements of Individuals and Teams
- Lots of opportunities to "hobnob" with Stemtech Executives and Field Leaders
- Special "Invitation-only" Events. YOUR Summer Performance in the Olympics can earn you a spot!
- Those exciting Announcements from Ray and Christian – and Special Deals for Convention Attendees ONLY!
- Luxurious surroundings, top hotel amenities and GREAT FOOD.

With the Stemtech Olympics offering you plenty of opportunities to earn free or discounted registration, a free hotel stay and reimbursed airfare, this year you can get all the benefits of this terrific Convention for FREE!

Take a look at the faces of people we caught on camera at some of Stemtech's earlier Conventions. They had FUN while they learned oh so much! Will we be publishing a picture of YOU from this year's Convention?

There is simply nowhere else but the Irvine Marriott for YOU to be September 7-9, 2012. You'll just kick yourself if you miss Stemtech's Sixth Annual Convention! 🦄





2006



2007



2009



2010



2008



2008



2009



2011

Stemtech  
**Olympics**  
2012

Did you  
Know?

There's a possibility that more than 50% of the people at this year's North American Convention will be enjoying a FREE weekend, thanks to the Stemtech Olympics Contest. WOW! (Are you one of them?)

Ian Davies, top bidder for 2008's handmade African basket; ChiTung Tsai gathered his group at the piano in 2009; Sharon Castoldi celebrating Stemtech; the enthusiastic 2008 audience applauded one of their own; MaryAnne Robertson received the Spirit of Service Award; Kathy Hansen urged the photographer to come on camera with her group in 2009; Bruce Higgins with the first BMW in Stemtech's Car Program; Roy, Christian and Phyl Franklin in the early days.



# *learning from* **the Olympics**

by Don Karn  
VP/North American Markets

*As Stemtech Distributors around the world embrace Stemtech's Olympics Contest to spur their business growth, there are also lessons we can learn from the Modern Olympic Games, which will soon draw people from all over the world to celebrate the spirit of competition in London.*

**W**hile the number and variety of events have changed and grown over the years, one feature of the Modern Olympics has stayed consistent: Each of the Games has been framed around a **slogan** that both drives the competitors and signals to the world the exact nature

of a healthy competition that does its best to set aside international political divisions and strife. These Olympics slogans apply just as readily to your Stemtech business and your efforts to drive toward your goals. Let's take a look at the seven most recent Olympics slogans...

## **1988 - SEOUL**

### **Harmony & Progress**

Isn't this what we at Stemtech are all about? As we develop the harmony of inner and outer wellness with our breakthrough products, our Stemtech opportunity promotes progress, both in worldwide health and in the achievement of individual wealth.

## **1992 - BARCELONA**

### **Friends Forever**

For a lot of Stemtech Distributors, the friendships they build through their Stemtech business are perhaps the very best aspect of the business! While phone calls to "catch up" are essential for building business relationships that become friendships, getting together with your team at Stemtech regional events and Conventions is always the best way to make friends that last a lifetime.

## **1996 - ATLANTA**

### **The Celebration of the Century**

There was a lot to celebrate at the 1996 Modern Olympics, whose slogan reflected the fact that the Modern Games had been held every four years since 1896 (except in three war years: 1916, 1940 and 1944). Now, while Stemtech isn't quite ready to celebrate 100 years (yet!), we love to celebrate our growth each year. And this year, we have four Regional celebrations. We hope to see you at one or more of them!

## **2000 - SYDNEY**

### **Share the Spirit**

This is an easy one... Everyday Distributors in countries around the globe are sharing our spirit -- the spirit of wellness, the spirit of helping others to achieve their dreams,

*(Continued on page 9)*



Build your business and accumulate POINTS that can get you to our Stemtech Convention (and Stemtech's Olympics celebration) for FREE!

**Earn:**

**2 points** for each new AutoShip Distributor enrolled with the New Distributor Kit or BDT

**10 points** for each AutoShip Distributor enrolling with the Fab-5 or FastStart Pack (or higher).

**40 points** for each new Distributor you personally enrolled since April 1, 2012, who **achieves Director** on or before July 31, 2012.

**It takes only:**

**20 points** for **one free night's lodging** (Irvine Marriott Convention weekend)

**40 points** for **two free nights' lodging** (Convention weekend)

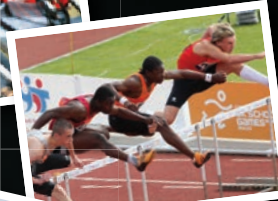
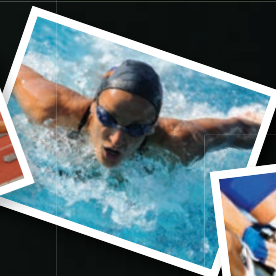
**80 points** for **three free nights' lodging** (Convention weekend)

**200 points** for **three nights' lodging** (Convention weekend) **AND one reimbursed R/T airfare** (to \$500)

**300 points** for **three nights' lodging** (Convention weekend) **AND two reimbursed R/T airfares** (to \$1000)

Let Stemtech's Olympics earn you a FREE Convention.

SEE YOU IN IRVINE!



(from on page 8)

the spirit of changing people's lives with Stemtech. It is our spirit that drives us to get up each day, to make those calls, to get people to meetings, to share the good news about Stemtech's products and opportunity with absolutely everyone we meet!

## 2004 - ATHENS

### Welcome Home

We applaud Stemtech's exponential growth around the world, but let's keep in mind that the foundation of any network marketing success always begins at home, with our family, friends and close associates. Never forget that the guy you meet at the hardware store or the woman you are kibitzing with in the line at the bank are there, right in front of you... prospects! Your business success begins at home where you are. Who do you know in your neighborhood who still needs to hear about Stemtech from you?

## 2008 - BEIJING

### One World, One Dream

Again, this one is almost TOO easy... Our products are creating wellness for people on every continent except Antarctica (and we hear that Christian is working on StemPets® for penguins...). What's more, people around the world are seeing their dreams come true everyday because of the Stemtech opportunity. What are YOUR dreams for the rest of this Olympics year? For your life four years from now? Work hard to build your business now, and those dreams can come true!

## 2012 - LONDON

### Inspire a Generation

Just recently announced is the slogan for this year's Games, and it is a call to action for every Stemtech Distributor worldwide. Yes, we can and must inspire a generation to embrace the new paradigm of wellness, to cast off the things that divide us from our global neighbors and embrace our sincere dedication to change the lives of people everywhere. It is, after all, by first inspiring others to achieve their dreams that we are inspired to achieve our own.

# global news

**h**ere at home and worldwide, Stemtech is changing lives; offering international business opportunities to Distributors everywhere. Open markets and virtual markets alike, offer you the potential to build a global organization that can bring optimal health to people all over as it builds wealth for you. As you read about what's going on in the global Stemtech family, ask yourself: "Where would I like to expand my organization and change people's lives?"



1



2



3



4



5



6



7



8

## Europe

Introducing **Carmelo D'Anzi**, new Managing Director for Stemtech Western Europe, a multi-lingual business professional with a Business & Marketing degree, who was founder and CEO of three European Telecom companies in the 1990's and has solid experience in the Direct Selling industry. A former professional soccer player, Carmelo was inducted into the New England Soccer Hall of Fame in 2006. "I love to help people change their lives," he says.

### by Carmelo D'Anzi

In Europe, Stemtech has become one of the strongest companies in the Wellness industry, thanks to our amazing Distributors who have demonstrated that they know how to get the job done. We look forward to providing business training that will give everyone an equal opportunity to succeed.

In **France**, we are seeing a huge emerging market as we applaud our first French Triple Diamond, **Dominique Boulay**. (See page 5.) Since **Germany** has traditionally been Number 1 in network marketing in Europe, we know that our strong German field leaders are keen to keep this winning tradition. In the **United**

**Kingdom**, our Sales Manager **Ben Liffen** works with his talented team to provide high-level service to Distributors while building a strategy that will take the UK market to the next level. And important new and experienced Distributors who have recently joined the company in **Spain** are certain to make an impact on that exciting market.

1. Carmelo D'Anzi

## Bulgaria

by Svetlana Nedkovska, General Manager

Thirty-five Bulgarian Directors and Directors-to-be gathered in the beautiful mountain town of Velingrad for **Bulgaria's** very first Director Leadership Conference, where participants took part in Leadership and Management sessions that were scheduled around free time for basking in the famous mineral springs and enjoying swimming and other sports. DLC participants applauded the training sessions that gave plenty of opportunities to practice what they learned, to become comfortable with the tools that can build their businesses. On the way home from Velingrad, we saw an extraordinary sight – two white swallows... a very fortuitous sign! It made us all realize that the best is yet to come for Stemtech Bulgaria.

2. Bulgarian Leaders enjoyed everything about their first DLC.



## Africa

### by Errol Lester, VP/African Markets

Things are running at a fever-pitch in our African markets, with exciting things happening all over the continent. In **Ghana**, General Manager **Michael Boadi** is preparing for quite a party to celebrate that market's stupendous first year at their official Launch on August 4. We expect a huge crowd to turn out to see and hear from **Ray Carter** and **Christian Drapeau**, as we recognize the talented Ghanaian Leaders who have driven the exponential growth of that market: Triple Diamonds **Adjei Appiah**, **Kossi Sebastien Kpago** and **Kpakpo A. Koffi Akue-Bitchi**. Congratulations on their achievement and many thanks for their dedication and hard work!

In **Kenya**, we welcome our new General Manager, **Stevin Kavilu**, a multi-level marketing professional with good management experience. Stevin has also worked in Tanzania, so his experience there will be invaluable to us as we register the company and the product in preparation for opening that market.

#### 3. Stevin Kavilu

Mark your calendars: The Pre-Launch of Nigeria is scheduled for August 1. If you have not gathered your Virtual Distributors in that fertile market, time is short!

## South Africa

### by Debra Pretorius, General Manager

South Africa's superstars, **Christa & Wimpie van der Merwe** and **Johan & Dina Pienaar** set their goals early to earn the Mexican Riviera cruise in the ChampionSHIP contest, and THEY DID IT! The two well-deserving couples, who are great role-models for Distributors, joined Ray, Christian and other top performers from around the world and dedicated Stemtech Executives for the trip of a lifetime.

In June **Heather Livingston** brought us some awesome teaching in a powerful presentation entitled "Changing Science into Action" in a tour of **South Africa** and **Namibia**, drawing large crowds of enthusiastic participants. The first of the two-day sessions was for Distributors only and focused on presenting the products correctly and following up to gain retention. Day 2 was an opportunity meeting focusing on guests, who sometimes outnumbered the Distributors significantly! In one Namibia meeting the guest list included many business people and some members of Parliament, who all applauded Heather and Stemtech for bringing this opportunity to their people.

#### 4. Heather Livingston's presentation enchanted everyone on her seminar tour.

Now we are all eagerly anticipating our Regional Convention in Greece. With people working hard to earn free room nights and airfare through the Olympics contest, we look forward to seeing many of our fellow Africans in Athens in September. Hope to see YOU there!

## Asia

### by Jono Lester, Senior VP/International Business Development

Stemtech came to South Korea on June 21 in a lavish Pre-Launch held in the magnificent CoEx Convention Center, where more than 1,200 eager Koreans packed the huge auditorium to get in on the ground floor of their country's newest – and best – MLM opportunity. South Korea is one of the largest Direct Sales markets in the world, producing annual sales in excess of \$13 billion (and that's before Stemtech!) Stemtech South

Korea's highly experienced and talented General Manager, **KJ Ka**, welcomed **Ray Carter**, **Christian Drapeau**, **Andy Goodwin**, **Brianne Rogers**, **George Tashijan** and myself to his country and to Stemtech's newest and most exciting market in a Pre-Launch of epic proportions. What a party!

#### 5. Pre-Launch venue

#### 6. KJ Ka

Stemtech's South Korea offices are located in downtown Seoul on "MLM Row," where we occupy an entire upper floor in a beautiful, modern high-rise building. Many Stemtech Distributors in the U.S. and Canada have already reached out to the Korean market, but there remains a huge opportunity for you to join in what we know will be major growth during South Korea's Pre-Launch year. Grab hold of the opportunity!

## Japan

### by Jeffery Bean, General Manager

Recently, I traveled around Japan on a "solo tour" to conduct Basic Training Certification seminars for Distributors and small-group meetings to introduce Stemtech products and opportunity to guests. In meetings in Tokyo, Osaka, Sapporo, Miyakonojo, Fukuoka and Kagoshima, many eager guests joined Distributors, as the word has been spreading quickly that Stemtech is an opportunity not to be missed in this "Land of the Rising Sun." Now with our neighbor and fellow MLM powerhouse, **South Korea**, open, we can see some healthy competition in sales and enrollments on the horizon. The game is on!

#### 7. Japanese Field Leaders

### by Jonathan Lim, VP/Asian Markets

In **Taiwan** sales have increased nearly 70% since the introduction of **DermaStem™** and enrollments are also up, due in a large part to our Distributors' dedication and Sales Manager **Homer Lin**'s aggressive marketing and product training, as well as the growing appreciation throughout the country of the superiority of Stemtech's products. The impending addition of **StemFlo®** and **SE2™** to the product line is much anticipated by everyone.

#### 8. Getting to know one another during a break at a Taiwan training seminar.

In May, I had the privilege of interviewing blind Malaysian Triple Diamond **Soogumar Krishnan** in the Philippines, where a very appreciative audience was motivated by his powerful story. In Malaysia, Distributors everywhere are happily congratulating the large group of their countrymen who sailed on the ChampionSHIP trip to the Mexican Riviera in April. (See pages 2-3.) Senior VP **Andy Goodwin**'s recent meetings attracted 170 Distributors who participated enthusiastically in training. Many Malaysian Distributors are working hard on the Olympics contest to earn a free trip to the Regional Convention in Bangkok. Will YOU be there to meet them?



(Continued on page 12)



(From page 11)

Stay tuned for a firm date for the much-anticipated Pre-Launches in Thailand and Indonesia. These two huge Asian markets are Virtual Enrollment bonanzas, and I encourage you to build your Virtual organization there now, before time runs out!

## Australia and New Zealand

by Leigh Mace, General Manager

Naturopath and Triple Diamond Linda Hoggard completed a successful tour of Australia with me in March, expanding Distributors' knowledge of our new products, ST-5™ and DermaStem™. Then, while Linda was off enjoying the ChampionSHIP Cruise, I traveled through New Zealand with Double Diamond John Kennedy on a similar training tour, which led right into our TT10 promotion – where Distributors are challenged to talk to “6+ people a day.” This promotion has brought about a flood of new prospects and great enthusiasm in the field.

But the big enthusiasm these days centers on preparations for the 2012 Asia Pacific Convention coming in October. Distributors all over our two countries are reenergized, as they work hard to build their businesses and earn free hotel nights at Bangkok's beautiful Sheraton Royal Orchid and airfare reimbursement through the exciting Stemtech Olympics. Our goal is to see record numbers of Aussies and Kiwis at the Convention, reflecting record sales and enrollments Down Under!

**9.** Down Under's “Growth Trio”: Sandra Barnsley, Linda Hoggard and GM Leigh Mace

## Latin America

by Jacob Orozco, Mexico Sales Manager

Following our very successful first Latin American DLC early this year, our Field Leaders in Mexico have been rededicated to supporting and consolidating growth throughout our country. In partnership with the well-respected **Dr. Antonio Navarro**, our Diamond Team has developed “The Leader System,” an ambitious program to drive home the importance of duplication as the key to growth.

Everyone at Stemtech Mexico feels honored that we have been selected to host the first Latin American Regional Convention in Guadalajara October 19-21. Our extraordinary General Manager, **Juan-Carlos Saucedo**, assures us that this Convention will be a celebration in the very best tradition of Latin America. We invite YOU to join us for what will be an unforgettable event!

**10.** Mexican Field Leaders Luz Aquino, Estela Morales, Humberto Gomez, Dr. Rosario Mateos, Candido Isidoro & Trinidad Carranza.

**11.** Dr. Navarro

by Manuel Rico, Ecuador General Manager

Charismatic Field Leaders in Guayaquil are driving growth throughout the market in **Ecuador**. As they spread the message of wellness and opportunity, these Leaders understand that Stemtech offers them and their friends and family a unique opportunity to make a difference in people's lives. Using the Stemtech website and **Christian Drapeau's** book for reference, Ecuadorian Leaders are learning about stem cell science so they may share this knowledge with others.

**12.** “Charisma” is the keyword for Field Leaders in Guayaquil


In **Colombia**, our training is focusing on making the most of Stemtech's business opportunity, with the goal of creating more Field Leaders who enjoy the financial rewards of Stemtech's generous compensation plan. As this training has been so well received, we expect to see many more Directors and Diamond Team members emerging in Colombia in the next few months.

## Canada

by Lara Bolton, General Manager

If you in the Lower 48 hear a lot of rumbling coming from north of the border these days, fear not... It's just the echo of all the exciting activity we are seeing throughout Canada since the introduction of the Fab-5 TeamBuilder Bonus program. In jam-packed meetings in Kamloops and Vancouver, BC, and Montreal, QC, over the last month, Distributors have shown their many guests the unmatched benefits that Stemtech can offer them... leading to an upsurge in enrollments and the emergence of a significant number of new Field Leaders. As I have shared the podium at these meetings with **Fabien Turcot**, VP **Don Karn** (Vancouver) and the always-fabulous **Christian Drapeau** (Montreal), I know more than ever before that Stemtech is exactly what every Canadian needs!

**13.** At the Montreal event, Marius Delapeta photographed Constanta Ionescu, Dr. Marius Negrau, GM Lara Bolton, Maria Secoban (from Romania) and Radu Manta.

Now Canadians from British Columbia to Nova Scotia are working hard to accumulate points in the Stemtech Olympics that will get them to the North American Convention for free. How many Canadians can YOU expect to see in Irvine in September? You'll have to be there yourself to find out! 



# giving *back*

by Kasey Carter  
Foundation Executive Director

*Founded shortly after Stemtech HealthSciences, Inc., the Stemtech Global Foundation demonstrates our company's dedication to making the world a better place. The Vision of the Foundation is:*



***t*o enhance personal dignity and quality of life in all whom we reach globally, and give them an opportunity to know that people care through our acts of charity.**

With donations of product and financial contributions, the Stemtech Global Foundation supports the work of **more than a dozen charitable organizations** serving the needs of **children, animals** and the

**environment** around the world. Generous Stemtech Distributors have joined with the Stemtech corporation to provide ongoing support for the good work of these charities. We thank all contributors and give special recognition to these Founding Contributors, whose generosity made the inception of the Foundation possible: Sharon Applebee, Ian Davies, Troy Griffin, Bruce Higgins, Caroline & William Lohmeyer, Gene & Peggy Zumbaum, Mary Ruth Swope. X

## Featured Charity **BLUE STAR EQUI CULTURE**

Today we want to introduce you to Blue Star Equi Culture, a sanctuary for retired draught horses located in Massachusetts, whose vision embraces "helping horses, humans and Mother Earth" through rehabilitation programs, public education about horses, horse therapy and organic farming. Blue Star is a great match with the Stemtech Foundation, as their work focuses on the animals, organic farming and providing therapy for kids through their horse encounters and riding.

Too often "working" horses are "put down" after they can no longer haul heavy wagons or do other tough jobs they are bred for. Blue Star Equi Culture takes in these horses – many of whom have physical problems that have gone untreated – and provides a caring environment for them. Recently, Blue Star's driving force, **Pamela Rickenbach**, and veterinarian **Dr. Steven Purdy** worked with **Christian Drapeau** and the University of Massachusetts at Amherst on a study of four Blue Star horses with StemEquine,® and the results were astounding:

- Injury-plagued 9-year-old **Duke** (pictured), 3 ½-year old **Peg**, born with salmonella and prone to chronic leg infections, and **Hunter** who was both lame and suffering from ringbone – All three of these horses are now happy and healthy with StemEquine.
- The biggest transformation during the StemEquine study was in **Huey**, who was so badly crippled and in so much pain that he could not be touched. Now his feet are normal again, his coat is beautiful, he is healthy and he loves being around people. "He's not the same horse," Pamela says.

The Stemtech Global Foundation is pleased to support the work of Blue Star EquiCulture. We thank Pamela and Dr. Purdy for their dedication during the StemEquine study, and we are thrilled to learn of the dramatic results that Blue Star's horses are having with StemEquine.

Learn more about The Stemtech Global Foundation and the very worthy charities we support around the world by visiting our website:  
[www.stemtechglobalfoundation.org](http://www.stemtechglobalfoundation.org).

# spotlight

ROCKY MOUNTAIN HIGH ON STEMTECH!

Phyl Franklin

***i**f you were with the Stemtech family when we published our very first HealthSpan (Summer, 2006), you may recognize one of the pictures on this page from that magazine's feature on Stemtech's First Triple Diamonds.*



Top: Phyl & Roberta  
Bottom left to right: Phyl  
on vacation, ziplining, on  
a scuba trip, Phyl in first  
HealthSpan, 2006

Yes, Phyl Franklin was part of the first savvy group of Distributors who saw the potential of marketing a breakthrough nutritional product that used a natural botanical to enhance the work of the body's renewal system, adult stem cells. Phyl remembers that first Stemtech meeting he

attended at the suggestion of Sharon Applebee. "It was October 16," Phyl says, "and I'll never forget it, because that's the day my life changed." Sharon had piqued his interest by asking if he wanted to learn about a product that would help a lot of people and perhaps make him a fortune along the way. "It sounded right to me," Phyl says.

Enrolling ten people in his first two days with the company, Phyl was simply unstoppable in those heady early days, achieving Triple Diamond in only

two months. While he is disappointed that he has not been enrolling enough people over the last year or two, Phyl has been re-energized with the enhanced compensation plan. "This plan is easier and there's more money on the table now, so I am 'all Stemtech all the time' again," he says.

With an international organization that includes more than 40 Triple Diamonds he built mostly through phone calls, Phyl says his method is simple: "I love to talk to people on the phone and wherever I go. It's easy to make friends, and when people ask me what I do, the Stemtech door is wide open and I step through it. Now with SE2® – the best product yet – and the Fab-5 TeamBuilder Bonus plan, anyone who wants to can make money with this company. The sky's the limit!"

Phyl has this advice for Distributors who may be struggling to maintain their motivation: "Don't ever count anyone out because you think he's not going to do anything. Continue to keep contact and provide positive support, because that person could turn out to be your superstar. And keep your focus on your goals... Don't let anything or anyone get in your way, because Stemtech does make dreams come true!"





**Doug Rathke - Supervisor, Minnesota**

## **HOW MANY SHEEP CAN A SHEEP SHEARER SHEAR IF A SHEEP SHEARER CAN SHEAR SHEEP?**

Think of this scenario that faced competitive sheep shearer Doug Rathke in 2009: You are in Texas in July, temperatures range from 95 to 100 degrees and it's very humid, but you have committed to a 24-hour marathon sheep shearing competition that – with breaks every two hours – will last over 27 straight hours. Despite the fact that you have sheared sheep in contests all over the world and have built a reputation in the United States as a sought-after trainer in sheep shearing, the hours in this Texas competition will be one of your biggest challenges to date. "The owner of the feed lot where we were competing asked me, 'When shall I call the ambulance?'"

Doug remembers, noting that the normal amount of energy a sheep shearer expends in an hour equals that expended by a runner jogging 8 miles. How could he keep it up for 27 hours?

Thanks to his friend, Stemtech Double Diamond Sharon Soyka, "I have a secret weapon," Doug confesses, "StemSport!" When he is in training for shearing competitions – which is pretty much all the time these days – Doug depends upon StemSport™, adding extra chewable tablets to his daily regimen as he builds strength nearing the date of competition. "With StemSport, I notice that I'm not dragged down by the rigors of long competitions," Doug says. "I can keep going and going."

So how many sheep did Doug shear during that hot Texas marathon? 607! "And I lost 18 pounds in those 27 hours, too," Doug says, emphasizing that he was in trim shape when the marathon started, "so it wasn't flab I was losing." While international record-holders in shearing sometimes exceed 1,000 sheep in 24-hour marathons, Doug is looking to put the United States on the sheep-shearing "map" by creating a record this year, doing something that has never been done in the United States before: "I plan to shear 500 sheep in less than 10 hours in Avon, NY, this summer. I am already gearing up for the challenge with the help of StemSport, and I'll be wearing my new StemSport singlet. Wish me luck!"

**“With StemSport, I notice that I’m not dragged down by the rigors of long competitions, I can keep going.”**

**– Doug Rathke**



## **BON CHANCE!**

**Did you Know?**

The Rabobank cycling team (the Dutch National Team) won the Tour of California, qualifying them to participate in the Tour de France throughout three weeks in July. Since team members will be taking StemEnhance® as part of their daily nutrition regimen, we expect that their rapid recovery from the grueling daily rides will help them to compete well.



**“Family and health care practitioners are amazed at her quick recovery. Everyone needs these products.”**

— Delpha Hanke

### **Delpha Hanke - Senior Manager, Florida**

“A few days after her 91st birthday, my mother Rosa Goduto fell and injured her pelvis. Because of her advanced age and some other age-related problems she has had, we were afraid that this injury would put her in a wheelchair for the rest of her life. But with a daily regimen of SE2™, StemFlo® and ST-5™ with MigraStem, along with just a week of light physical therapy, Mother is walking on her own again. Both the family and her health care practitioners are amazed at her quick recovery. Everyone needs to try these products!”

### **Faith Rose - Envision Success, Inc., Triple Diamond, Montana**

“We were in Yellowstone National Park one weekend recently on a very bright, beautiful, sunny day. At over 8000 feet in elevation, the sun really affects tender skin, and my lips were pretty raw and smarting badly by the end of the day. That night I put DermaStem™ on them, and they instantly felt better. After a couple of applications the next day, my lips were soft and supple again. Just amazing!”



### **Gabrielle Sutherland - Director, Australia**

“For thirteen years I have endured very limited mobility because of a syndrome that affects my skin, veins, arteries and joints. 99% of the time I have had to use an electric wheelchair to get around, and I wore custom-made splints for my hands, fingers and legs. Life was difficult. About 20 months ago, I began taking SE2 and StemFlo. After about six months, I started noticing fewer dislocations and I had less discomfort; and as the months passed, I was able to become less reliant on splints and my wheelchair. Today I can walk with ease, I no longer need splints, and I use the wheelchair only for traveling long distances... like 3 km to the store. (It's like my car now!) I hope my results will encourage others to use these wonderful products.”

### **Jamie Vasquez - Senior Manager, Washington**

“I love DermaStem! Because I'm a redhead, my skin has always had lots of pinkish undertones, but since I've been using DermaStem the skin on my face has a more even, softer tone. My friends and family keep telling me how great I look, and that is very nice to hear! What's more, on a recent trip to Peru, I burned the whole back of my hand with an iron. I put DermaStem on the burn for several days and was shocked to see that my hand healed without a scab or a scar. DermaStem is a real winner!”

**“Since I've been using DermaStem the skin on my face has a more even, softer tone”**

— Jamie Vasquez

*left to right: Gabrielle Sutherland, Jaime Vasquez, Delpha Hanke's mother, Rosa Goduto, and Faith Rose*





While they cannot tell us how Stemtech's products have improved their quality of life, our animal friends definitely benefit from StemEquine® and Stem Pets®. Have you expanded your business into the market for our products for animals? Here is an example of just what a fertile ground these markets can be...

# Horses & Dreams

by Heather Livingston  
VP/Global Product Training & Sports Marketing

**a**t a prestigious horse event held in Germany in April, horses from many nations gathered for their last opportunity to qualify for the equestrian events at this year's Olympic Games to be held in London. Stemtech Director Jürgen Ullrich, owner of Ullrich Equine International, was one of the event's major sponsors – which afforded him the opportunity to decorate the event's entrance, the fencing area and one of the jumps with StemEquine banners, to have a StemEquine advertisement on the rotating electronic sign in the dressage area and to set up a StemEquine exhibition booth in a most prominent position. The large StemEquine banner, attractive product displays and a booth staff attired in StemEquine shirts attracted so much interest that we sold many cases of StemEquine and sold out of our stock of 40 bottles of StemEnhance® on the first day, having to take orders for product delivery for the many other eager customers thereafter.



Jürgen and Heather

Jürgen was joined in the booth by his wife Christina and Stemtech Triple Diamond Ruth Franz, Scarlet Möller and me. Jürgen also handed out Grand Prizes in the dressage and jumping finals, where his introduction over the PA system noted that he represents Stemtech's product, StemEquine.

The owner of the event venue's stables and arenas is Ullrich Kasselmann, a major figure in the elite horse world who owns many of the top horses and whose photo with Jürgen, Ruth and me was featured prominently in the next evening's newspaper, where a half-page StemEquine advertisement featuring elite rider David Will also appeared.

"Horses & Dreams" was a highly successful event for Stemtech exposure and for the introduction of the StemEquine product to owners of some of the most valuable horses in the world. Jürgen anticipates that sales of StemEquine will increase vastly and that the opportunity for business expansion into many countries will result from this one weekend event. X



## StemEquine®

### Supports the Release of Adult Stem Cells



## Stemtech





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Stemtech's Global Family will be celebrating our growth at FOUR fabulous Conventions this year, each offering luxurious surroundings, wonderful amenities and comfortable, business-friendly accommodations.

## NORTH AMERICA



SEPTEMBER 7-9  
Irvine, CA  
The Irvine Marriott Hotel  
***You simply CANNOT miss this one!***

## EUROPEAN-AFRICA



SEPTEMBER 21-23  
Athens, Greece  
The Plaza Resort Hotel  
On the beach close to Athens but feels "a world away."

## ASIA-PACIFIC



OCTOBER 6-7  
Bangkok, Thailand  
The Royal Orchid Sheraton Hotel & Towers  
Enjoy panoramic views of the legendary "River of Kings."

## LATIN AMERICA



OCTOBER 19-21  
Guadalajara, Mexico  
The Hilton Guadalajara  
Center-city, a short distance away from the historic old city and its mariachi music scene.

Ray and Christian invite you to join them at these special Stemtech celebrations.

## REGISTER NOW!

Go to your Back Office for all the details about ALL FOUR exciting Regional Conventions.

~~June~~ July  
High Jump

New Distributors that enroll with the Fab-5/TeamBuilder Pack and join AutoShip will get an immediate **\$50 Discount!**  
After your 3<sup>rd</sup> month on AutoShip, Stemtech will add an additional **\$50** to your account for a total savings of **\$100!**

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Go to [www.stemtech.com](http://www.stemtech.com) for more details.

Extended to  
**July 31<sup>st</sup>**