

North America

# HEALTHSPAN

SECOND QUARTER 2014

Stemtech International, Inc.

Total Life Enhancement



Your Story  
**On Fire**

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What is **"Health,"**  
Anyway?

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# Leadership Explosion!

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Beginning with this edition, HealthSpan North America will be published for all Independent Business Partners on the North American Continent.

## We're Social!



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Blog

<http://www.stemtechscoop.com>



Flickr

<http://www.stemtechevents.com/gallery>

# co-founder

## messages



### Spring Update

The year seems to be flying by... Perhaps because of the many exciting things going on all around us. By now, nearly everyone has heard that Stemtech's World Headquarters is relocating from California to Pembroke Pines, Florida on May 27th. This move is the result of more than a year of study to find the best location that makes the most business sense as the much

larger, beautiful facility can also maximize the support we provide for our expanding global business.

The 2014 North American Convention will also be held in the Miami/Fort Lauderdale area this fall, only a short ride away from the new offices. This proximity will give all those attending the Convention an opportunity to join us at the new facility for a Grand Opening celebration. This year's Convention will also include some very mind-blowing announcements, "Convention-only" Specials and brand-new activities that you do not want to miss. See the back cover of this HealthSpan for dates and venues, so you can plan now to join us at Convention.

As you can see in this HealthSpan, the number of Independent Business Partners around the world who are achieving our highest ranks continues to escalate. We congratulate everyone who has achieved a new rank, especially all of our new President's Club and Triple Diamond Directors. With so many exceptional Leaders in our Global Family, is it any wonder that Stemtech is growing in all the corners of the world?

Many of these global Leaders are the Champions who have earned the luxurious Mediterranean cruise in our Champion's Challenge contest. If you did not qualify for this year's reward trip, work now to achieve Diamond or above so you can be in the running for next year's reward trip. I look forward to sharing this once-in-a-lifetime event with our Global Family's top achievers each year. Plan to be with us next year!

On the personal front, excitement is at an all-time high at home, as Kasey and I welcomed the birth of our second daughter, Faith Eastyn, in February. We are truly blessed (and sleep-deprived) as Faith and her big sister Grace keep us quite busy day and night! Our family thanks each of you who sent along your best wishes.



I trust you are making 2014 a special year in your Stemtech business as you reach for your dreams. Thank you for your vision and dedication as, together, we spread wellness and prosperity around the world.

Ray C. Carter, Jr.  
President & CEO

### A Bit of Reflection

I hope this finds you well.

As I was traveling to Europe at the beginning of the year to further develop relationships with research centers and colleague scientists, as well as confer with our European Union legal team, I had the opportunity to travel to Germany, Bulgaria and London to give lectures and visit our European Union offices. It was obviously a great pleasure to see many known faces, but it was also an immense pleasure to see so many new people with great stories. What truly struck me the most was the degree of commitment and dedication of these new Business Partners.

Then, soon after my return were the Business Academies. Although I did not witness it first-hand, the echoes speak of renewed energy and commitment from both new and veteran Business Partners alike. Echoes from the Antilles' Business Academy speak of the further deepening of an already solidly growing team of Independent Business Partners. More recently, there was the official opening of Russia and the soft opening in Indonesia... both again leaving echoes of great enthusiasm with new fully committed Business Partners supported by leaders worldwide.

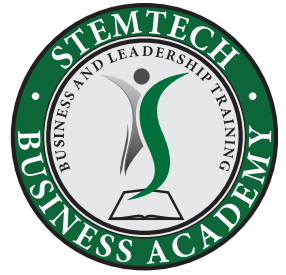
Truly, Stemtech appears poised to experience some solid growth, which you all deserve. All of this to say THANK YOU for your commitment and your perseverance, and for making this journey such a great experience.

Christian Drapeau  
Chief Science Officer





# YOUR STORY ON FIRE

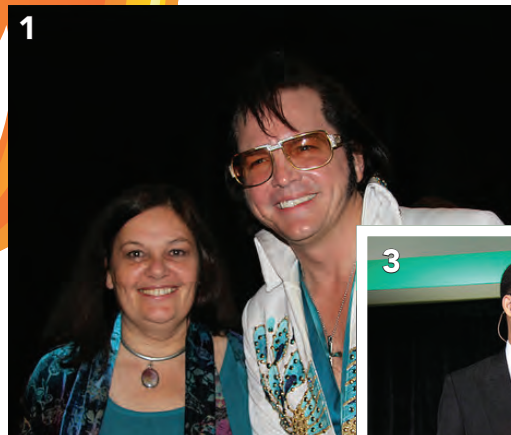


## Business Academy 2014

Stemtech's worldwide schedule of Business Academies got off to a flying start in February in Las Vegas. A weekend of recognition, training, "participants-only specials," camaraderie and fun left participants from the United States and Canada breathless. Speaking from the stage were Dr. Allan Somersall, top Stemtech Executives and the company's outstanding Field Leaders (from North America and from Asia!) – and each presenter provided a significant piece of the valuable "whole cloth" that was the Business Academy.

Following the North American event, Business Academies have been roaring successes all around the world, as Stemtech Global Business Partners devour every morsel of the top training and network opportunities the Academies provide.

Put a note on your 2015 calendar now: "Don't miss the next Business Academy!" 



1. Marijke Long and "Elvis", 2. Frank Condon & Mark Parsekian, 3. Dr. Somersall on stage, 4. Caroline Lohmeyer and the group enjoying a moment, 5. Izzy Matos interviews international Field Leaders.

## New Stemtech Family Member At The Business Academy

Janett Villalba



Brand-new to the Stemtech Family, Janett Villalba looked to the Business Academy to provide training on how to inspire others and develop a business – critical training that would build upon her own home-study of Stemtech’s products and stem cell science. As a single mother of five children (ages 3 – 21) working full-time as a cook at the famed Bellagio Casino-Hotel, Janett says, “I have no degree or diploma, but for my family I am the architect helping them build good lives, the psychologist counseling them, the manager figuring out the best way to stretch our money, the doctor caring for them and fixing their ‘hurts,’ the teacher showing them how to learn and always, the police officer keeping them on the straight and narrow. And now I am a business owner who is showing my family, friends and others how to improve all of our lives together. I feel like I have graduated with honors!”

At the Business Academy, Janett took advantage of every opportunity to learn the best ways to do our business. “I listened to everyone... to the presenters, of course, but also to people sharing their ideas and stories on breaks and during meals. I was inspired by it all!” Now working with her Foundation Team and with help from Izzy Matos, Janett sees a bright future for her family and herself: “We will have a house of our own, a car, and more time to spend together. This is what I know Stemtech will bring to us.” And the next Business Academy? “I’ll be there,” Janett says.

*Thanks to Izzy for help with Janett’s interview.*



A special part of the North American Business Academy was the opportunity to celebrate a milestone birthday with Washington’s Triple Diamond Denny Kluver. We don’t know how many candles were on the cake; but there is no doubt that – at 80 years young – Denny is *definitely a Stemtech Story on Fire!*

## Business Academy-ONLY Contests

Another benefit from the Las Vegas Academy... Contests that extended all the way back home for participants!

### LUCKY LEPRECHAUN WINNERS

Enrolled 4 TeamBuilders by March 17th and won a RCMP Pack, 4 half-price Convention tickets, 40 DermaStem Samples and \$40.

• Janett Villalba • Audrey Boily • Susan Strandberg • Sharon Castoldi • Phillip & Ira Adidjaja • Marijke Long

### BLACKJACK DOUBLE-DOWN WINNERS

Enrolled 3 new TeamBuilders in only 21 days and earned DOUBLE both the TeamBuilder and Matching Bonuses.

• Janett Villalba • Marijke Long • Susan Strandberg • Audrey Boily • Phillip & Ira Adidjaja

### DEUCES WILD WINNERS

Enrolled TWO new TeamBuilders in ONE WEEK and earned TeamBuilder Bonuses PLUS two free Early-Bird Tickets to the 2014 Convention.

• Caroline Lohmeyer • Bonnie Seltzer • Barry Bevier • Janett Villalba • Els Custers • Boen Sim

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# 3 M's: Mission, Message, Method

by Allan C. Somersall, PhD, MD

**At the Stemtech Business Academy, it was my pleasure to speak to the group about a subject that is near and dear to my heart: How every Stemtech Independent Business Partner can make a difference in the lives of others.** For those of you who did not make it to the Las Vegas event, allow me to highlight some of the points I shared with the wonderful people in attendance:

## Create a Mission Statement

All people in business need to articulate the WHY that motivates them. I suggested a good start is this: **"To make a positive difference in as many lives as I can in as many ways as I can."** You must, of course, make a plan that outlines just how you can make this difference. With your Stemtech business, this is easy:

- Improve health with our products
- Increase wealth with our Opportunity
- Inspire happiness with the Stemtech lifestyle

Your **Plan of Action** to accomplish these three differences in people's lives is as simple as 1-2-3:

- Invite people to join you
- Invest in their training and growth
- Multiply your group

## How?

- Build a "family tree" of successful IBP's
- Lead by example, using effective Duplication
- Leave a legacy of happiness and success as you change people's lives.

## Think about the Market

One mistake made by some people in business is to limit the market they perceive. With Stemtech, there should be only three "limitations" on your prospect list. Choose your prospects based on ONLY these criteria:

- Their concern for health
- Their desire for wealth
- Their willingness to TRY.

Keep in mind that Stemtech has **NO COMPETITION**. We are the **only** Stem Cell nutrition Company (and we have the trademark to prove it.) This makes the market wide-open for you!

## Share the Message

You have heard me say this many times, and there is a reason for this: Our message is simple, needs little embellishment and is just plain compelling. Here it is:



- Everybody has stem cells.
- Everybody uses stem cells.
- Everybody uses stem cells every day.
- Stem cells work.
- They work every time!

When people understand these five points, the only other part of your message is to say, **"Look after your stem cells and your stem cells will look after you!"** With Stemtech's products, everyone has a natural, spontaneous, biological process as stem cells are **released** and **circulated** in the blood to **migrate** into tissues, where they **diversify** for daily renewal.

## Use the Stemtech Method

Many Stemtech IBPs have developed their own preferred, individualized ways for sharing products and the opportunity. Nevertheless, I believe that few would disagree that these are the basics of the "Stemtech Method":

- Talk to people.
- Lead with stem cell nutrition.
- Use a variety of communication methods: in-person & phone conversation, referrals from spheres of influence, social media, internet, etc.
- Always FOLLOW UP and follow through with your team.

With the Mission, the Market, the Message and the Method firmly in your mind and your actions, you will automatically create the **Momentum** that will translate into your goal: To make a "fiery" difference in your life and the lives of others. It is what we at Stemtech do every day!

# Introducing...

## Christopher H.Y. Simonian



*"The company's product can set the trend in the nutritional business, since it is truly a breakthrough product that has created a whole new paradigm in the wellness industry."*

**Stemtech's new Vice President of Global Marketing** Stemtech's new Vice President of Global Marketing comes to our company with a stellar background in corporate and field marketing development that he is eager to apply to Stemtech's future growth on the world stage. A long-time friend and former colleague of Ray Carter, Chris comes to us from Team Beachbody where, as President and Field Leader, he co-founded the network marketing arm, taking the group from start-up and \$0 in revenue to 100,000 distributors and \$300 million in revenue. Chris says that he agreed to join Stemtech because he saw three irresistible attractions in the company: leadership, product and a marketing opportunity. In his own words:

*"I look at the same things that Independent Business Partners do when choosing a company to represent. Leadership is important. In Ray, I see the tenacity, persistence and vision that successful companies require. In addition, Ray sees the gaps that need filling... and that's where I can contribute significantly."*

*"The company's product can set the trend in the nutritional business, since it is truly a break-through product that has created a whole new paradigm in the wellness industry. I want to help people appreciate the weight of the cutting-edge science we have in our hands, so more people can benefit from what has been our 'well-kept secret.'"*

*"The company's marketing can make Stemtech the name recognized around the world whenever the subject of stem cells comes up. I am eager to apply my marketing expertise to making this happen. When it does, Stemtech will become a billion-dollar company and everyone will benefit."*

Chris is looking forward to relocating with Stemtech to Florida with his wife Jeannine and their two sons, Michael (8) and Andrew (5). He will report directly to Andy Goodwin, Senior VP/Global Marketing, as he leads the company's efforts to develop brand awareness and brand cohesiveness in a global marketplace. He plans to develop improved messaging, expand Stemtech's presence in all media and target a wider audience that includes young, healthy adults. Chris sees a time in the not-too-distant future when Stemtech will be the "go-to" source for up-to-date information on stem cell science, saying, "When news channels go to that 'one expert' to explain anything related to stem cells, we want them to come to us!"

All of us at Stemtech welcome Chris to the team. We look forward to watching as he works to make Stemtech "a household word" everywhere!





# What is **HEALTH** Anyway?

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

***There is an enormous disconnect in medicine and health sciences:*** We try to understand health by studying diseases. The current science of “prevention” gives us the impression that we are supporting health, when – for the most part – we are merely trying to control risk factors that have been loosely associated with certain health problems.

An example? High cholesterol is not always a health problem. Many people with chronically high cholesterol live long lives, while many people with low cholesterol levels die young... yet people everywhere are worried about high cholesterol. This is just one example of many, where we get worried about our health when we begin to have symptoms or show signs that we have been told indicate developing diseases. Regardless, there remains one undeniable fact:

Before becoming sick, everyone is healthy!

This may sound like a silly statement, but it puts into perspective the fact that we really never do much to maintain health when we have it. We essentially try to mitigate some risk factors associated with health problems that may be down the road, but the maintenance of optimal health per se is rarely the aim when it comes to “health care.” All we seem to hope for is to avoid the problem we foresee.

So let me ask: What makes us “lose” health? How do we go from a state of health to a state characterized by cellular dysfunction?



If/When we understand how this occurs, we become empowered with the ability to maintain or even optimize health.

Over the past five years or so, the field of stem cell research has been completely changing the old paradigm of what is and what is not “health care.” While the natural reparative role of stem cells in the body has been well described in cases of injuries and overall tissue repair, stem cells are now also being linked more and more to the day-to-day process of tissue renewal. Science has shown that the number of circulating stem cells available to migrate into tissues is a key determinant in the process of tissue repair. More circulating stem cells support a greater ability to repair tissues; on the other hand, a regression in the number of circulating stem cells has now been linked to the gradual process of health decline associated with aging.

The truth is that we lose cells every day, of course. Health is maintained when there is a balance between cellular loss and tissue renewal. The problem as we age is that we have fewer and fewer stem cells available to participate in the process of tissue renewal; so as we age, we lose that healthy balance between cellular loss and tissue renewal. The result is the slow development of health problems.

This situation has been put into evidence by a growing number of studies that document the link between the declining number of circulating stem cells and the development of some unhealthy conditions. For example, when scientists counted the number of circulating stem cells in the blood of people with different levels of a pre-diabetic condition, they found a clear relationship between the level of the subject’s condition and the number of circulating stem cells in the subject’s blood. Subjects with impaired glucose tolerance (a pre-diabetic condition) showed a 22% reduction in the number of circulating stem cells when compared to the healthy subjects, and subjects with insulin-dependent diabetes showed a 41% reduction in stem cells circulating in their blood.


A similar relationship has been documented with erectile dysfunction. When the number of circulating stem cells was plotted against the International Index of Erectile Function in men complaining of poor erectile function, a clear relationship was



revealed: The lower the Index score, the lower were the number of circulating stem cells, clearly showing that men with fewer stem cells experienced a greater decline in erectile function.

In a similar way, a relationship has been documented with atherosclerosis (hardening of the arteries), with indications that vascular diseases like atherosclerosis may be caused by a decline in the ability of circulating stem cells to perform the day-to-day repair or maintenance of arteries. Other studies are showing results indicating that the decline in the number of circulating stem cells may be associated with the development of a number of degenerative problems. These studies are showing great promise for the future.

But, again, the problem today is that we continue to study disease, not health. While our studies show that diseases are often linked to lower levels of circulating stem cells, we may be missing the point: The fact is that health is slowly lost – often over long periods of time – because our ability to renew tissues and compensate for daily cellular loss diminishes as we age. It is clear that supporting the natural role of stem cells in our bodies on a daily basis is one of the best strategies to maintain health.

The time to support the work of our stem cells is now... before the decline in their numbers “gets away from us.” Make the maintenance of an optimal number of circulating stem cells your own personal “daily health care regimen.” Your body will thank you for it! 

***Within our borders and beyond the seas*** that embrace us on two sides, Stemtech continues to grow, developing markets around the globe.



## Russia is Open!

People from all over Russia and from many other countries made up the audience of nearly 1,000 who were at the Sokolniki Center in Moscow on March 29th to welcome Stemtech's 29th country to our Global Family. Bulgarian General Manager Svetlana Nedkovska and her talented team coordinated this excellent event, which featured appearances by Ray Carter (speaking Russian, of course), Senior VPs Andy Goodwin and Jonathan Lester, and Dr. Allan Somersall, as well as on-stage recognition for dozens of Russia's Field Leaders and some purely Russian entertainment. In one day, over \$50,000<sup>USD</sup> in product was sold!

There is no doubt... Russia is an immensely fertile market for

Stemtech's products and opportunity. Who do YOU know with ties to Russia, which is geographically the largest nation in the world? There are nearly 150 million Russians who need to know about Stemtech. Reach out to Russia today!

1. Dr. Somersall with Russian Field Leaders
2. The packed Sokolniki Center
3. Ray and Andy congratulate Triple Diamond Gulnara Bilyalova.
4. Stemtech Russia's logo
5. Entertainment by traditional dancers
6. On-stage recognition for Field Leaders





## Indonesia Update

It is the fourth largest country in the world by population, so it is no surprise that Stemtech Independent Business Partners from around the world have been very eager to see Indonesia open for Stemtech's products and opportunity. Earlier this year, Field Leaders from nearby Malaysia and other open countries joined Asia VP Jonathan Lim in Jakarta for a "soft opening" of the country, a prelude to a Pre-Launch. IBPs can now build actual organizations, upgrading their many Virtual Distributors, and product can be sold.

Watch for more news about Indonesia, which is on track to become Stemtech's 30th open nation. Reach out to some of the 250 million Indonesians today and build your global organization on this populous island nation.

## South African Visit

Following our safari in the southern part of Africa in March, my husband Tex and I stopped in to see General Manager Royston Knowles and the Stemtech South Africa team at their beautiful Johannesburg headquarters. What a warm welcome we received! We enjoyed our "photo op" and the time to chat with members of this extraordinary group of people, who obviously enjoy working together. Stemtech is lucky to have them!

Bonnie Goldfein, HealthSpan Writer-Editor



**Front:** Hilda Lee and Shazial Razack. **Middle:** Faizal Razack, Zola Mpala, Prisca Dube, Leigh Schenkl, Lisa Strydom, Ntombi Janus. **Back:** Royston Knowles and Ryan Muller

## Global Support From Florida

The much larger, impressive facility in Pembroke Pines, Florida, housing Stemtech's business offices and warehouse, will open for business May 27th. Located in the Greater Miami area, our new workplace will benefit from the business-friendly environment of Florida while it positions us well to provide the best support to our growing global organization. Plan to visit us when you are in Florida for the 2014 Convention!





# Leadership Explosion!

## Global President's Club

Two more members have joined the President's Club this quarter, taking their place alongside Caroline Lohmeyer, Ian & Melony Davies, Izzy Matos, Mme. Foo Yit Yan (Stem Aegle & Partners) and Claudia Ivette Zamudio Vargas. As the numbers of Leaders in this, the penultimate rung on Stemtech's Ladder of Success, continue to grow, every Stemtech Independent Business Partner can see that reaching the summit of success truly is an attainable goal for everyone. We look forward to congratulating more and more Global Leaders who have demonstrated the talent, dedication, perseverance and hard work that makes their goal of President's Club a reality.



**Caroline  
Lohmeyer**



**Ian & Melony  
Davies**



**Izzy  
Matos**



**Mme.  
Foo**



**Claudia Ivette  
Zamudio Vargas**

**We welcome our NEW President's Club Members...**



## Ahn Jong Ung

### Korea

With more than twelve years' experience in network marketing, Ahn Jong Ung says that he brings significant sales and team-building expertise to his Stemtech business. He points out, however, that "the biggest difference between my previous companies and Stemtech is the power of the products." He says that it is relatively easy to explain to people that our products not only sustain health but also work to restore and enhance a healthy life.

Mr. Ahn says that most other companies marketing nutritional supplements are "similar in their product concepts and efficacy. But the products of Stemtech have incomparable excellence and efficacy when compared to others." He demonstrates to prospective customers just how our products work in the human body to enhance health and help to postpone or diminish syndromes usually associated with the aging process. Once customers see excellent results for others and themselves, they are eager to pursue the business opportunity.

In nearly two years since Stemtech opened in Korea, Mr. Ahn has seen the company overcome many difficulties and fierce competition in the nation's huge network marketing industry. He expresses great gratitude to the staff of Stemtech Korea who have "laid a strong foundation for growth." To new or relatively inexperienced team members, Mr. Ahn advises, "First, become a good customer of the product. Then deliver your story to others, sharing simply what you have felt. Do you feel younger? More energetic? Happier? Tell others and you will be successful!"



## Manuel Macazaga Navarro

### Mexico

A true professional in the network marketing industry, Manuel is proud to say that he has been in the business since 1985. He was attracted to Stemtech in 2010 when he saw a dramatic improvement in the health of his son, who had suffered the unfortunate symptoms of a chronic malady until he began using StemEnhance®. "StemEnhance gave me back my son Jorge," Manuel says simply.

Since those early days, Manuel has been like a man on fire... traveling throughout Mexico and into the United States to build a huge organization. He uses the phone for most first contacts, then sends people to his webpage where they can view videos. "In person or on the phone, I tell prospects that I want to share some important information with them. Then I let the videos on my website do the job for me," he explains. With new Independent Business Partners, he emphasizes the importance of duplication. "Just do what I do," he advises, adding, "But always be yourself and act with love, no matter what." It is a business philosophy that has supported Manuel's rapid rise in the Stemtech ranks and has made him one of the company's top global Leaders. "It is easy to do this business," Manuel says, "because Stemtech has a unique, consumable product that everybody needs and that works fast and effectively. In addition, people make money fast, and everybody can achieve financial freedom with residual income. This is all very attractive to prospects!"

# New Global Triple Diamonds

The Global Leadership Explosion is taking place in the ranks of Triple Diamond Directors, as well. In recent months, we have seen dozens of Independent Business Partners achieve this lofty position that is just one step away from President's Club. Who among these exceptional Leaders will be the first to advance next to Club rank? It could be any of them, or it could be YOU!

## Sharon Castoldi - Washington, USA

*What brought Sharon to Stemtech? Her Schnauzer! A friend suggested that she try a new product called StemEnhance® to help her ailing dog, who appeared near death. When the dog bounced back to health in days, Sharon knew that Opportunity was knocking on her door. A "snowbird" retired after a successful career as owner of four businesses, she began taking StemEnhance herself, then "I memorized all the information in the brochures" and set up a stand in a popular Arizona market that winter to share Stemtech's products and opportunity.*

*Nowadays, in both Washington and Arizona, Sharon shares packets of Stemtech's print materials and health articles she has put together, asking, "If I give you this, will you read it?" She introduces passersby to her webpage, Christian's book and "Before" and "After" DermaStem® pictures. People respond to her friendly manner, her sincerity and her passion for Stemtech's products and opportunity. But Sharon is humble about her success: "I just try to see the good in people," she says, "and I want to help them achieve a better life."*



## Ahn Chug Ho - Korea

*To Ahn Chug Ho, the new paradigm of science concerning adult stem cells is every bit as life-changing for the businessman as wireless technology, smart phones and the whole nutritional supplement industry... if not more so. People who have grasped opportunities like these – ahead of the pack – are the smart ones, he says, noting, "Since Stemtech is the leader in the field of stem cell nutrition, this business is bound to generate new rich people. Because I understand this, I have made the bold decision to join Stemtech."*

*Mr. Ahn has found that he must first educate prospects about stem cells, as most people have little or no understanding of this new science. "Once people understand what stem cells and our products do," he says, "their interest in the business opportunity comes naturally. They can see that Stemtech provides the pathway to success." Mr. Ahn does emphasize, however, that "Stemtech is not 'the golden goose.'" He tells his Independent Business Partners, "You must make your business part of your daily life, establish targets and goals and sustain the passion of the pioneer. Then success will be yours."*



## Gulnara Bilyalova - Germany

*Resettled in Germany years ago from Uzbekistan, where she had earned a Masters degree and taught high school physics, Gulnara has been enjoying the benefits of working in network marketing for more than twenty years. She had been looking for just the right opportunity when she heard of Stemtech. She says, "It is very difficult to find one company that has high-quality products, an effective compensation plan and professional management, as Stemtech has. All three are equally important to me."*

*While noting that "all my family and friends are using Stemtech's products and are very happy with them," Gulnara says she focuses her business-building on "the whole world via the internet and Skype." She says that headphones are her main tool, as she regularly contacts people in 50 countries. "My webinars attract a few hundred people for each session," she explains. Over the next six months, Gulnara plans to expand her business greatly in Russia and the rest of Europe, with a goal of reaching President's Club. She says, "My goal is to build a very solid, powerful and truly international business around the globe."*







### **Lola Cabeu & Clément Fontaine** - Réunion (France)

Residents of a beautiful tiny island in the Indian Ocean, Lola and Clément have successfully applied the skills each has developed in earlier careers to their new Stemtech business. Retired from math teaching and running an IT company, Clément handles the details of Back Office management, product presentations and follow-up with customers and team members. "I use my background in sales and creative, artistic pursuits for prospecting, making contacts and one-on-one presentations... any situation where social and relational skills are important," Lola says. "You can see," Clément points out, "that our backgrounds contribute to an efficient distribution of tasks for success."

Listening to people is of primary importance, Lola and Clément emphasize. "We are very aware of what people say about their own health and that of relatives," Lola says. "We can then inform them about Stemtech's products, telling just enough to have them wanting more." This strategy has "paved the way for extraordinary meetings," Clément says. The couple are energized by the recent opening of a Stemtech office on their island, which will aid in their plans for expansion to other countries around the Indian Ocean.

### **Hur Hee Kyoung** - Korea

An experienced specialist in yoga and meditation, Hee Hyung Her helped to enhance work performance for employees by strengthening both their bodies and their minds. Also always interested in nutrition, Ms. Hur was drawn to Stemtech because, as she says, "Nutrient imbalances in dietary habits of people are attributable to many health issues." She emphasizes to prospects that Stemtech's products are "substantially different from other supplements, as they herald a new era that facilitates the release of stem cells."

Preferring small meetings for sharing the Stemtech opportunity, Ms. Hur promotes "the high quality of our products and the vision of this company," following each enrollment with a "consulting service" that provides training, builds a personal relationship and offers support for new Independent Business Partners. She encourages persistence with an old saying, "Many drops make a shower." She says, "Like the drops of a shower, if you take many steps ahead steadily without giving up, you will find yourself enjoying a happy and affluent lifestyle one day!"



### **Valentino & Malou Macatangay** - Philippines

Valentino was a mechanical engineer and his wife Malou a bank manager when they seized upon the opportunity that network marketing provided fifteen years ago. They rose to the top echelons in two companies, learning strategies and an organization-building system that they brought with them to their Stemtech business. Why Stemtech? Valentino explains, "I had an amazing story to share, after my chronic back problem disappeared. And I am only one of so many people with amazing stories about results with Stemtech's products! Stemtech has documented stories to support every word we say."

Valentino and Malou are grateful for the monthly Guest Opportunity and General Assembly meetings held in Manila, which help them to grow their organization. In addition, Valentino says, "The Asia Pacific Convention in Malaysia triggered a tremendous impact on our sales volume." As they build their business toward a goal of "Chairman's Club this year," Valentino and Malou work with each new Independent Business Partner, advising, "To be successful, you need to develop your character, love people and show acts of gratitude every day."



### Choi Byung Ung & Jung Yi Sun - Korea

His twenty years in the insurance business taught Choi Byung Ung how to manage customers and get referrals from his clients – two business strategies that have helped him build his Stemtech business. He says, “I spend a great deal of time enhancing customers’ trust and satisfaction with our products.” To Mr. Choi, Stemtech’s strongest selling point is its “uniqueness. Unlike conventional health products,” he points out, “Stemtech’s products are able to enhance health by supporting the work of adult stem cells. There is nothing else like it.”

As he and his wife work toward a goal of President’s Club within a year, Mr. Choi is concentrating on supporting at least three of his Independent Business Partners to make Triple Diamond over the next months. He and his team take advantage of Stemtech Korea’s excellent training programs, including “One Night, Two Day” seminars, the Business Academy, Business Basic course and the Cell Meeting Program. He explains, “These events are very useful to me and my team, and they are all a big leverage for my business.”

### Fabrice & Madly Nardol - Martinique (France)

Fabrice and Madly have both held “day jobs” as they have also built up ten years’ experience in network marketing on their beautiful island. Throughout it all, they say, “We have learned to develop our being, to love and appreciate others and to listen and understand people’s expectations and needs. These are the required skills we use each day to develop our Stemtech business.”

They prefer to present Stemtech’s products and opportunity through big presentations where their enthusiasm is contagious. “There is so much that makes Stemtech an excellent marketing network,” Fabrice says, explaining, “The products are excellent and innovative, the AutoShip program is well thought out, convenient and flexible; the website and marketing materials are easy to use; and the company’s Leaders are visionary and dynamic.” As their organization grows and they work to develop “three to five Triple Diamonds” this year, both Fabrice and Madly encourage each new Independent Business Partner’s growth with some simple advice: “Trust, consume, share and aim first for Director, then for Diamond and above!”



### Mireya Cordova Perez - Mexico

After years working in management positions whose demands left her little time for her daughters, Mireya tried network marketing, but was disappointed when she accumulated only debts. “I have great respect for people, I love to communicate and socialize,” she says, “but another network marketing business was not anything I wanted.” Then she saw the phenomenal results her husband experienced with StemEnhance® and Mireya thought, “Maybe...” It was about this time, she says, that “Rosalba Macias and Claudia Zamudio, two great women with professionalism, insisted that I could not miss out on this opportunity. They made me a believer in myself.” Mireya now says, “I go forward each day following their example.”

Grateful for the support she and her team receive from Rosalba, Claudia and from leadership training and the Stemtech Mexico staff, Mireya is hard at work on a full plate of business and personal goals, including growing her organization at home and abroad, learning English and meditation and creating professional Leaders who have the human touch. Her goal: “I want to enjoy financial freedom as I leave my mark in this life.”





### **Edison Orlando Rivera Garcia** - Colombia

*It took Edison only six months to go from "sign on" to Triple Diamond Director. How did he do it? He actually had first heard about Stemtech while working in Houston, Texas, in 2012; but illness forced him to return to his native Colombia. "I saw on the internet that Stemtech had opened an office in Bogota," he says, "so I joined and began taking StemEnhance® daily. Within one month, my health had returned and I had simply amazing energy. I knew at once that I had to share my experience with others."*

*His powerful testimony led to many enrollments by his friends and church acquaintances, and their results – often even more pronounced and rapid than his own – led to almost exponential expansion of his network. He says, "Now the many Directors in my downline are happily working with Independent Business Partners all over Colombia." With unceasing motivation that was enhanced when he met Ray, Christian and other Leaders at the Latin American Convention, Edison lives by this motto: "Work every day with enthusiasm and happiness, and you will receive the rewards of your effort."*

### **Chien Gen International Company, Ltd.** - Taiwan

*With a number of years' extensive experience in network marketing, Chang Yi-Lung was attracted to Stemtech by three outstanding company traits: "The company is solid and professional, the products are unique and effective and the compensation plan is generous, offering great opportunity to achieve success." He was especially intrigued by the company's global reach, which offers the widest growth opportunity for every Independent Business Partner.*

*Because he believes it is important to understand a prospect's needs at the outset, Mr. Chang prefers to share the product and opportunity in person, with one-on-one or small group presentations. Once he enrolls a new Independent Business Partner, Mr. Chang emphasizes, "The concept of health improvement is very important to demonstrate. You must be confident that Stemtech has the greatest product and the best business opportunity, as you share both with others."*

*Within six months, Mr. Chang plans to join the ranks of top global Leaders in the President's Club. His prediction: "Next year, I will be a Chairman's Club member!"*



### **Yoon Seok Hwa** - Korea

*It was the "growth potential" of the company that brought a very experienced Yoon Seok Hwa to Stemtech, following a 20-year career in broadcast advertising and nearly fifteen years in network marketing. She says, "I believe I am a good leader for my Stemtech Independent Business Partners, because I make full use of my long-term business experience with my other companies." Mrs. Yoon has been very impressed by the passion and caring she sees in all the staff of Stemtech Korea. "This builds trust," she says, "and it makes me love the Stemtech business."*

*With a list of goals that includes "creating three Triple Diamonds as I develop two Directors each month and achieve all qualifications for company incentives," Mrs. Yoon believes that it is important to keep a realistic perspective. She advises her new team members, "The greatest advantage of this business is the possibility to generate an eternal source of income. You must not, however, expect early business outcomes. Have faith in the products and company, and move ahead, step by step, to seize the opportunity that is Stemtech."*



Let's get physical! (Fueling Your Body)

# Stemtech Products for Active Sporting People

by Heather Livingston, MSc

VP/Global Product Training & Sports Marketing



**We all are aware that our body requires nutrients** to provide fuel and essential components that keep all cells, organs, and tissues functioning. This is absolute – not optional. This is why we must eat. For many of us, eating is more about pleasing the taste-buds and filling the stomach, gathering around a table with family and friends... not so much about nutrition for fuel.

However, when we really get down to it, eating is for one purpose: to fuel the body to support life.

For most of us, our fuel intake can ebb and flow, as we skip a meal here and there, overeat today, under-eat tomorrow. For most people, this casual approach to regular fueling of the body works reasonably well, even though on some days we feel great, some days just ok and some days not so hot.

For the active sporting people, though, keeping their fuel tanks topped-off is not an option. It is a vital training component, one that is taken seriously. These people pay attention to what they consume, realizing that everything they put into their mouths needs to provide them with valuable components that feed and fuel them with sufficient energy for activity and that help reduce recovery time. For these athletes and seriously active people who thrive on challenging the body, pushing and exceeding expectations, Stemtech's products can be of tremendous benefit.

**WHY?** We all know what "recovery" feels like... We feel it peak a couple days after we have been unusually active. As our muscles and tissues try to recover from stress, we feel stiffness, pain and soreness, and may even notice a little swelling. While uncomfortable, the discomfort that we are feeling is a natural result of activity. Our body needs this. (Yes, believe it or not, we need this physical stress each and every day to assist in our body's maintenance!) There are many components that contribute to this recovery period, but a couple of major reasons are: Activity causes micro-lesions (tears) in the muscle fiber, so these have to be repaired. In addition, muscle glycogen (the fuel that supports the vast majority of our activity) is a fast-burning fuel that creates residue known as lactic acid, which pools within and around

the muscle fiber, causing further damage. This is why it is vital to stretch after exercise/activity and cool down, keeping the muscle fibers contracting to remove the lactic acid build-up, thus assisting to reduce the over-all muscle fiber damage.

How do Stemtech products assist active sporting people to feel great before, during and after strenuous exercise? With the StemSport protocol! Here is the simple but highly effective procedure:

**Pre-Exercise /Before Activity** (*recommended within 30 minutes of activity*)

- Consume 3 StemFlo® and 3 SE2®
- OR
- Consume 3 to 6 StemSport™ (If your activity is mild, then 3. If more strenuous, consume 6)

**Post-Exercise/After Activity** (*with in 30 minute exercise/activity has stopped*)

- Consume 3 StemFlo and 3 SE2 and ST-5 with Migrastem\*
- OR
- Consume 4 to 6 StemSport Chewables and ST-5™ with Migrastem

The combination of SE2 and StemFlo (or StemSport Chewables) with ST-5 with Migrastem will help the release, circulation and migration of additional adult stem cells into the tissues in need of renewal, while providing super antioxidants that have been shown to assist in reducing recovery time by helping the lactic acid uptake mechanism. With ST-5, active people obtain the high-quality protein so vital to assisting in renewal and repairing the damaged muscle cells.

Whether you are a committed athlete or intensely active person or not, commit to the StemSport way of using the Stemtech products when you are exercising and you will feel great before, during, and after you use your body. Our bodies are amazing organisms. When we feed them well, use them, and allow them to renew and repair thoroughly, they turn around rapidly and reward us with vigor, energy, vibrance, and an amazing outlook on life.

Treat your body well and use our Stemtech products the StemSport way to support your active lifestyle!

More information can be found on [stemsport.com](http://stemsport.com). If you have any questions, write to [info@stemsport.com](mailto:info@stemsport.com).

# Thoughts on Rank

by Don Karn, VP/North American Markets

**What is your Stemtech rank?** Throughout the network marketing industry, one indication of how well you are doing is the rank you have achieved. With each higher rank, you gain both privileges and responsibilities... to yourself, your family and your team.

But what if your published rank does not coincide with your "paid at" rank? Others who look to you for guidance may be misled if these two ranks differ significantly. If people think they are learning business strategies from a Stemtech Ruby Director, but you are only paid as a Manager, will they wonder if you are the best person to train them for success? What message are you sending them about their likely future?

Ask Triple Diamonds that have been with Stemtech since the very beginning and they will tell you that with all of the support available now, increasing the money you make and moving up in the ranks are both easier than ever before.

Network marketing is all about duplication... showing others how to make money and passing that knowledge on.

Isn't it time to do whatever it takes to ensure that your published and "paid at" ranks are one and the same? Then you will be the Leader people will look to for guidance!

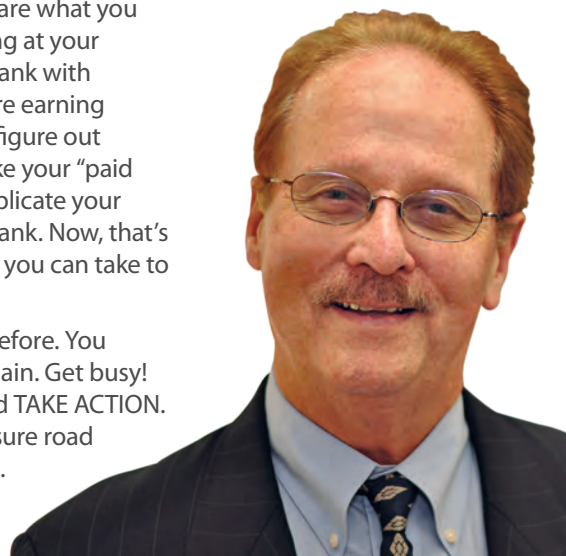
You proved that you had what it takes to make it to Ruby. Opening that pay envelope or checking your direct deposit balance each month was FUN! All of your hard work was worth it!

You felt then that you had really accomplished something, didn't you? Maybe you walked a little taller, smiled a lot more. You could spend a little more on your family, perhaps have a slightly better lifestyle. People looked at you a little differently. You were now one of Stemtech's Leaders, a person they could look up to.

You still are! You are a person with talent, dedication and drive. Look into yourself. Talk with your upline and ask for help to regain momentum.

Whatever your current rank, compare what you were earning at your published rank with what you are earning now. Then figure out how to make your "paid at" rank duplicate your published rank. Now, that's duplication you can take to the bank!

You did it before. You can do it again. Get busy! BELIEVE and TAKE ACTION. That is the sure road to SUCCESS.



## Opportunity Abounds for ST-5 with MigraStem™

While the United States has the fattest population in the world, it is not just in the U.S. where obesity is a problem. WHO (The World Health Organization) reported global obesity has doubled since 1980. 1 billion are overweight and 475 million are obese, according to the International Association for the Study of Obesity.

Nutraceuticals World (September 2013) reported, "Today 65% of the world's population lives in countries where being overweight and obese kills more people than being underweight [does]. Being overweight is the fifth leading cause of death globally, according the WHO."

Manage your weight with a healthy diet and ST-5 with MigraStem.



## ST-5 with MigraStem Perfect Functional Food

Functional foods are foods that fit into our on-the-go lifestyles. ST-5 fits the need -- a perfect "Fast Food" or -- better termed in the nutrition industry -- "Functional Foods."





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**"WORLD OF OPPORTUNITY!"**

Earn 100 Points Between April 1 and July 31, 2014

With So Many Ways to Earn, YOU'LL Be Packing YOUR Bags SOON!

**It's all about recruitment . . . For every Business Partner you personally enroll  
You're that much closer!**

- ❖ **TeamBuilder Pack\* or FastStart Pack\*, earn 3 points.**
- ❖ **Manager Pack\*, earn 4 points.**
- ❖ **ProRetailer Pack\*, earn 6 points.**
- ❖ **Director Pack\*, earn 7 points.**
- ❖ **Mini-TeamBuilder, or Mini-FastStart Pack, earn 1.5 points.**
- ❖ **And, for every VIP Customer, earn 1 point.**

**Hollywood, Florida  
Sept .11 - 14**



**Singapore  
Aug . 21 - 24**



**Mexico City  
Sept. 25 - 28**



**Casablanca  
Oct. 9 - 12**



**Something new for 2014!**

**Advance in Rank** during the contest period and **EARN BONUS POINTS!**

**Convention "freebies" begin with only 9 points earned. Earn  
a COMPLETELY FREE CONVENTION WEEKEND with 100 points.**

Earn **THOUSANDS IN CASH** by finishing in the **TOP THREE** 100+ point-earners globally!  
Contest ends July 31, 2014. **For complete Contest details, go to [www.stemtech.com](http://www.stemtech.com).**

