



Corporate Offices  
1011 Calle Amanecer  
San Clemente, CA 92673

**STEMTECH HOTLINE 732-463-6316 STEMTECH HOTLINE**

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[www.teamstemtech.com](http://www.teamstemtech.com) STEMTech's Distributor Site



Our multi-lingual CEO Ray Carter has traveled the world, speaking to STEMTech Distributors and their guests in each language of the region. So it is only fitting, therefore, that he sends wishes for the New Year to people around the world, in the languages of countries where STEMTech is already making a difference.



Make your plans **NOW** to join us for the **SPRING DIRECTOR LEADERSHIP CONFERENCE** held at the beautiful Coeur d'Alene Golf & Spa Resort\* Coeur d'Alene, Idaho **April 23-25, 2010**

*\* A quick 33-mile ride from the Spokane Airport in the Resort's Shuttle. This location is easy to get to for US and Canadian Distributors alike!*

In our center spread, you can see how much FUN people have at the Director Leadership Conference AND what a great LEARNING EXPERIENCE it is...

A weekend to remember that will SPRING your business to SUCCESS! For Directors (and above) ONLY! Register NOW with your whole Team... Make 2010 the year that all of you will achieve growth beyond your imagination. **STEMTech's Spring Director Leadership Conference BE THERE!**



**¡Feliz Año Nuevo!** Bonne Année! Voorspoedige Nuwe Jaar!  
**Selamat Tahun Baru!** Happy Neujahr an Sie alle! 新年快乐  
새해 복 많이 받으세요! Happy New Year!

**STEMTech's Fourth Annual Convention**  
Anaheim Marriott, Anaheim CA  
July 30-August 1, 2010

**Get in the Race to Convention TODAY!**  
Check out [www.stemtechamazingrace.com](http://www.stemtechamazingrace.com)

Winter 2009/2010

STEMTech HealthSciences

# healthSPAN

TOTAL LIFE ENHANCEMENT

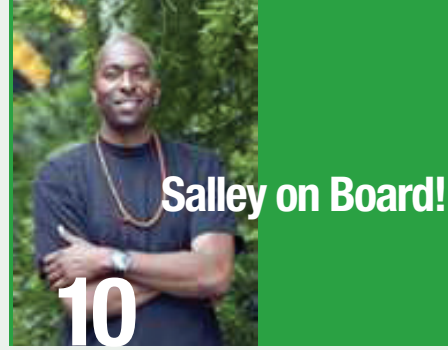
Volume 4, Number 3

## STEMTech's AMAZING RACE



**New Brochure A HIT!**

**GRAND PRIZE \$10,000**



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**Writer and Editor**  
Bonnie Goldfein  
**Graphic Design**  
Vlad Sonkin

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STEMTech HealthSciences, Inc.  
Corporate Offices  
1011 Calle Amanecer  
San Clemente, CA 92673  
Phone (949) 542-8600  
Fax (949) 542-8617  
Web: [www.stemtechbiz.com](http://www.stemtechbiz.com)



**We're just back from the 2009  
Diamond Dream GetAway,  
and we have just one  
question...**



**WON'T YOU JOIN US FOR THE  
2010 GETAWAY?**

If you make qualifying for the 2010 Diamond Dream GetAway part of your business plan for 2010 (as we did for 2009), we can ALL enjoy a luxury trip of a lifetime... courtesy of STEMTech! The date and location for the 2010 GetAway are still TOP SECRET, but we plan to be there (wherever it is).  
**Come with us!**



**Write it down TODAY:  
2010 GOAL - Qualify for the  
Diamond Dream GetAway!**



**Langsee Sengsavang**

Illinois

Langsee remembers swimming across the Mekong River with his family in 1981 to escape the Communist regime in their native Laos. "We did it in March, when the river isn't as wide as in the rainy season," he says, "but it was still frightening." From a refugee camp in Thailand, the family relocated to the United States. When he was grown, Langsee became an industrial engineer which, he says, "is a very stressful job." Luckily, Langsee's wife Pone worked at the same Minnesota mall as a cheery makeup artist named Rosy Meyers, and Rosy introduced Pone to StemEnhance. "We liked and trusted Rosy," Langsee says, "so we enrolled FastStart and started taking StemEnhance® and StemFLO®."

When the products appeared to help him with his stress right away, Langsee set out to share the news and build a business. "It occurred to me right then that STEMTech would be paying me to stay healthy," he says, "and I needed to get going." He explains, "As George Antarr said at the DLC, 'Don't wait until you learn everything. Go out and share your enthusiasm with people'... so that's what I do." Langsee likes to give people the new Opportunity brochure first, and finds that many people enjoy watching the "STEMTech Biz" DVD. "People like to see the product science and testimonials," he says.

Happy to be learning the business "from the best," Langsee is grateful for all the three-way calls with "Murf" Murphy and for the Chicago training meeting put on for his group by Rosy and Kathy Hansen. "Before that first meeting, I had no idea how to approach a cold market," Langsee says. "After it, my business has escalated!"



**Vicki Walker**

Minnesota

Even though the hours are long and the work very demanding, Vicki Walker says she truly enjoys her job working with the veterans she cares for in a local nursing home. But having an ankle that starts each shift with discomfort and worsens throughout the day can make any job a lot tougher. This is the situation Vicki Walker faced daily prior to mid-July this year, when Mavis Onstad called to say she had become a STEMTech distributor and she wanted to tell Vicki about StemEnhance.

"The science made sense to me," Vicki says, "so I hoped the product could help me." She signed on as a Business Builder and began taking StemEnhance. "For days I felt a weird sensation in my ankle," she says... "like someone was in there pulling and doing things. And before I knew it, I could walk all over the nursing home through the day without a problem!"

At the Minnesota Director Leadership Conference, Vicki says she learned a lot about the business, "and the exercises really got me out of my comfort zone. I'm a lot more confident in business now." Hoping to return soon to live near family in North Dakota, Vicki has been juggling her job and her STEMTech business which, she says, is "very part-time at this point, but I look forward to seeing it grow." She and one of her key distributors, Al Grohs, plan to share the hosting duties at regular home meetings throughout the winter, which is the slow season for Al, who works in the agriculture equipment business. And next summer? "I'll be at the Convention," Vicki says. "I won't miss it!"



## IT'S 2010... GET READY FOR AN AMAZING YEAR!

While 2009 was a challenging year for everyone, it was also another remarkable year for STEMTech, as we added six new countries to our global opportunity. This brings our total to fourteen countries open on six continents in four short years! Now that the recession is behind us, we are poised for even greater things in 2010 in the United States and around the world.

Some of the countries on our radar for this year are Indonesia, Spain, Ivory Coast, Ecuador, Thailand and Trinidad & Tobago... and the Virtual Sign-Up program continues to show us other potential markets worldwide. Whether your business plan includes global expansion or whether it focuses on building a strong organization locally and nationally, our business is the same: It is all about talking to people and sharing our story with enthusiasm. You communicate our story to people face-to-face, on the phone, and through email, social media or the [www.stemtechbiz.com](http://www.stemtechbiz.com) website. In 2010, your effective communication will not only build your business, but it will also help you to qualify for the STEMTech Amazing Race prizes, which are tied to our 4th Annual Convention coming up in July.

Start your new year off right by mapping out your own personal goals and plan of action, and one for your team...and make sure to write everything down! Then begin to implement your plans immediately and consistently throughout this new year, during which we will continue to support your business growth with the sort of "surprises" that STEMTech has been known for. One these surprises, introduced in a draft form at the Minnesota DLC, is our first infomercial, which we will begin to test-market soon. We have designed this media event to create more awareness about STEMTech and its new category of Stem Cell Nutrition products. (Stay tuned for updates on this exciting venture!)

We thank all of you for being a part of our team as we continue to spread wellness and prosperity around the world and while we support the mission of our charitable trust, the STEMTech Global Foundation. Together, we are making a real difference in the world.

Best Wishes for the Happiest of New Years,



Ray C. Carter, Jr.  
President & CEO



## SCIENTIFIC PUBLICATIONS AND QUALITY TIME

Solid science is not a fast process, but our commitment to strong science remains one of STEMTech's core values. As we end 2009, one article describing the positive effect of StemEnhance® on muscle tissue repair has been accepted by a peer-review journal and should be published within the next few months. Another article has just been submitted describing the effect of StemEnhance on hair graying or hair re-pigmentation. Finally, two additional studies that demonstrate the safety of StemEnhance have just been completed. These studies are being prepared for publication in the peer-reviewed scientific literature.

In 2009, our international expansion left me with limited time to travel within North America. But I am glad that in 2010 some openings will be made in my schedule so I may go and visit key areas of the United States and Canada. I look forward to traveling to many of your regions.

Now our very busy year is ending... and what better way to applaud the success of our top Distributors than with a spectacular cruise aboard the *Freedom of the Seas*. Just like last year in beautiful Cancun, this year's Diamond Dream GetAway was a week of unique, luxury experiences in one of the most beautiful areas of the world. As we spent quality time with key leaders from the field, all of us knew we were making memories to last a lifetime. With the busy lives we all lead, it is rare that we have the time and the opportunity to spend time just relaxing with field leaders. That is why the DDG is such a wonderful event for all of us, and one we look forward to throughout a busy year. We hope to see many new faces at next year's Diamond Dream GetAway.

Happy New Year to each of you. I look forward to meeting you "on the road" as we change more lives together in 2010.

Very best to all,



Christian Drapeau  
Chief Science Officer

## NEW TRIPLE DIAMOND Karen Beetge

South Africa



When she began her STEMTECH business part-time, Karin had no idea that her success would bring her to Triple Diamond Director in just a year. "It's a great privilege and it is

very exciting to be the first Triple Diamond Director in Africa," she says, adding, "It is also a responsibility to be in this leader's position." She explains that she has taken ownership of her STEMTECH business and her responsibility to model successful business practices for people in her organization, as well as for all distributors in STEMTECH Africa. "I feel I have paved the way for many to follow," she says.

Karin was very impressed by STEMTECH's South Africa Launch in late July. "The Event was done in a very professional way," she says, "and it was well organized and motivating. My downline left with such excitement... as was demonstrated in our organization's significant growth since the Launch." She plans to make the journey to California next summer for STEMTECH's Fourth Annual Convention, traveling with her husband George and a number of her Directors. "George and I look forward to sharing this very special opportunity for learning, motivation and growth with our group," she says.

Karin says she is "very focused" and she loves to give people hope that they can make positive changes in their lives. Working hand-in-hand with George, who is equally excited about the business, Karin is striving to develop Directors on her team. "During the next two years," she says, "I aim to help my first-level people to achieve Director, as I work with my current Directors toward their goal of Triple Diamond. While I help each member of my team to succeed and grow, I am moving closer to my own goal, as well: President's Club!"

### Marijke Long

Stem Cell Enhance International, Inc.  
Triple Diamond Director  
North Carolina



We first introduced you to Marijke in the Inaugural Edition of *HealthSpan...* way back in 2006, when this native Dutch architect explained that she originally chose to do

network marketing mostly for family reasons. Marijke explains, "A home-based business could allow me to be home with my young son and twin daughters, and it could give me the income to provide private school education for them." By the time she learned about the STEMTECH opportunity in 2005, her children were nearly grown, and Marijke had accumulated a lot of experience in network marketing. She had also been following Christian Drapeau's work with AFA - which she had been using to supplement her diet for years - so she was eager to try Christian's new, patented 5:1 concentration of AFA, StemEnhance®. When the new product exceeded her expectations right from the start, Marijke was convinced. She enrolled as a STEMTECH distributor in late 2005, achieved Double Diamond in her first month and Triple Diamond not long afterward.

Since then, she has worked tirelessly to build her own organization and to provide dedicated leadership for the whole STEMTECH family, often arriving at events in her luxurious BMW convertible (paid for by STEMTECH). In the last couple of years, Marijke has logged lots of air miles, too, traveling to Pre-Launches and Launches around the world to build a global organization. "What works best for me," Marijke says, "is to actually be there [at global events], connecting with the people and learning about their cultures." She explains that people around the world may have different approaches to building a business, "but all of them want time freedom, financial benefits and a product they can believe in." She says, "I just love to see people's faces when they first 'get it'... that STEMTECH can be the architect of their bright future. All over the world, STEMTECH gives people what they want!"

### Dave Erickson

DE Enterprises  
Sapphire Director  
Minnesota



When Sharon Soyka told Dave Erickson about StemEnhance in mid-2007, he was making a decent living as a precious metals dealer, and

gold was selling at about \$700 an ounce. "I was interested only in the product," he says, "since people had been telling me that I'd soon have to give up having a couple of beers after work, and I'd have to start limiting what I ate... all because my body was starting to show some bad signs. I agreed to try StemEnhance to see if I could keep most of my lifestyle and stay pretty healthy at the same time." After less than three months on StemEnhance, Dave was feeling so much better that he knew he was onto something. "I purchased the Director Pack and started telling people about StemEnhance."

In the two years since then, Dave's good health and his developing STEMTECH business have risen right along with the price of gold. "Gold is selling at over \$1150 an ounce these days," he says, "but I think our products are every bit as valuable as gold, or even more so. They have changed my life and the lives of so many others. I totally believe in our products!"

Dave says, "I've taken vitamins and supplements before, but nothing worked so well for my body as these products." While he noticed an immediate improvement in his energy levels with StemEnhance, it was the addition of StemFLO® to his daily regimen that "kicked everything into high gear. These two products together have helped me to maintain a balance in my life between the lifestyle I enjoy and the good health I want."

Dave is very aware that timing is very important to any business venture, and feels that he is growing with STEMTECH at the right moment: "This company is on the brink of momentum," he says. "It will grow with or without any one of us... So I encourage everyone to tell everybody they know about this amazing company, our even more amazing products, and our income opportunity. Don't miss out on this chance of a lifetime!"

## Joining President's Club members Bill & Caroline Lohmeyer and Ian & Melony Davies are 349 StemGem Leaders!

- 74 Triple Diamonds
- 41 Double Diamonds
- 33 Diamond Directors
- 62 Ruby Directors
- 139 Sapphire Directors



Ian & Melony Davies and their sons near their new home in Australia



Bill & Carolyn Lohmeyer enjoy a STEMTECH banquet

### Double Diamonds

Alpha Enterprise, Malaysia  
Marius & Hettie Sprong, South Africa  
Siu Tjin Tjhin, Malaysia

### Diamond Directors

Kamrina Bte Abdullah, Malaysia  
Alpha Enterprise, Malaysia  
Becky Lin, Taiwan  
Marita Mason, Australia  
Johannes Pienaar, South Africa

### Ruby Directors

Jin Lan Guan, Taiwan  
John Kennedy, New Zealand  
Jason Sze Mun Kit, Malaysia  
Electa & Willem Roux, South Africa  
Wan Yewn Sang, Malaysia  
Ting Tick Ching, Malaysia

### Sapphire Directors

Johnny A. Beytel, South Africa  
Richard Bystrzynski, Australia  
Wong Chin Hoe, Malaysia  
Teresa Frank, United States  
Ruth Franz, Germany  
Ngee Geok Choo, Malaysia  
Manuel Gonzalez, United States  
Noorashid Bin Haji Musa, Malaysia  
Foo Juk Chin, Malaysia  
Khiew Khai Seng, Malaysia  
Hendriette Lutegan, South Africa  
Angel Rey Martin, Great Britain  
Michelle Meyer, United States  
Gary Murphy, Network Pty, Ltd., Australia  
Ray & Jeanne Oostdyk, United States  
Yogeswari Sabapathipillai, Malaysia  
Carolyn Jo Snow, United States  
Thes-Mari Swart, South Africa  
Feng Han Wang, Taiwan  
Alexius Loo Yew Ann  
& Kok Ling Ling, Malaysia  
Elyn Yiin, Malaysia

\* August-November, 2009

CONGRATULATIONS!  
New Global StemGem Team Members & StemGem Team Advances\*



# The Discovery of StemEnhance

by Christian Drapeau, MSc

People new to STEMTech often ask how we discovered StemEnhance® and its effect on stem cells, and this is a story worth the retelling. The development of StemEnhance follows the classical path of many scientific discoveries. It all started in the late 1970s when the cyanophyta *Aphanizomenon flos-aquae*, usually abbreviated as AFA, was discovered by schoolteacher who was looking for a source of exceptional nutrition to improve the academic performance of children.

He began testing AFA, and as this natural blue-green algae plant was shared with a growing number of people, many began reporting testimonials and stories of how the consumption of this seemingly benign plant had transformed people's health and life.

When the Dietary Supplement Health and Education Act (DSHEA) was passed in 1994, the Act required companies to do more to substantiate a scientific basis for any claim made about a dietary supplement. I was hired to investigate the mechanisms of action behind the health benefits experienced by hundreds of thousands of consumers of AFA. The starting point for our research was to review the health benefits reported by consumers, with the intention of bringing the thousands of testimonials down to a list of body systems that might be affected by consuming AFA. In other words, we wanted to try to reduce all the reported benefits to just a few



aspects of human physiology, and then design scientific protocols to study the effect of AFA on these physiological processes. When our review was completed, the evidence on AFA's effects pointed to benefits for the body's inflammatory function, as well as for the nervous and immune systems.

Over the course of the next five years, through numerous studies, we did identify three compounds produced by AFA that specifically affect these aspects of human health. Specifically, we described in AFA the presence of phycocyanin, a compound well known for its positive effect on the inflammatory function. We also discovered that AFA was an exceptional source of the biogenic amine, Phenylethylamine (PEA), a compound well known for its effect on mood, mental clarity and the sense of mental energy. Finally, we discovered a polysaccharide that supports various aspects of the immune function.

But while we were identifying these compounds in AFA and their effects on health were being described in various

studies, a small number of people were also reporting benefits that could not be explained by the presence of these compounds. The most challenging part of this whole scientific venture was actually the wide variety of the reported benefits. People were reporting benefits touching virtually every system of the body! How could one single plant affect so many aspects of human health? This mystery persisted for a number of years. Then one day a colleague gave me an article entitled "Turning Blood into Brain" (published in *Science Daily*, December, 2000). This article discussed how stem cells originating from the bone marrow could naturally migrate to the brain and become brain cells. Soon after, other scientific articles were published describing the ability of bone marrow stem cells to become heart cells and liver cells. We then began thinking that if stem cells can become cells of the brain, liver and heart, then why not other types of cells? And more importantly, if this process was truly taking place in the body, then it had to be with a purpose: it had to be the natural renewal system of the body. We were especially interested in this renewal concept because it occurred to us that if a substance were to support stem cell function in the body, then a wide variety of health benefits would be seen, because stem cells travel to different tissues in different people. Maybe we were onto something!

**So our goal for this new research was to answer two questions:**

1. What if stem cells constituted the natural renewal system of the body?
2. What if AFA supported the release of stem cells from the bone marrow?

Our in-depth review of the scientific literature published over the past few years clearly revealed that, indeed, bone marrow stem cells constitute the natural renewal system of the body. Then we went into the lab and studied the effect of AFA on stem cells and were able to show that AFA supports the release of stem cells from the bone marrow. The problem was that a person would have to take large quantities of AFA in order to get a noticeable effect. Since ingesting huge quantities of AFA was simply impractical, we worked to develop a 5:1 concentrate of AFA that would, therefore, concentrate the compound responsible for the effect of AFA on stem cells. This concentrate came out of the laboratory, received a patent, and was introduced to the marketplace as StemEnhance® in 2005. Scientific studies since 2005 have confirmed that StemEnhance® supports the natural renewal system of the body by increasing the number and activity of circulating stem cells.

So there you have it. From a schoolteacher's innovative approach to improving student performance, through many years of laboratory experiments and scientific studies, to the development of a brand-new approach to wellness... the development of StemEnhance is a classic story of scientific discovery!

# STEMTech AMAZING RACE

## Ready... Set... GO!

STEMTech's Amazing Race to Convention is underway... Don't be left behind in this exciting RACE for the Grand Prize, valued at \$10,000 (including USD \$5,000 CASH), and lots of really great other prizes!

How do you get into the Race? It's simple! Here's what to do...

### Rev Your Engine!

**NOW: Go to [stemtechamazingrace.com](http://stemtechamazingrace.com) and SIGN UP to Race.**  
*(You can't begin your Race until you have entered!)*

### Get to the Starting Line

**WHEN:** By January 31, 2010

**WHAT:** Qualify for a **PIT PASS**. **First 100 qualifiers, you'll get a head start of at least 2 mph just for doing this!**

*(Hint: You'll be glad you did this later!)*

**HOW: Personally enroll TWO OR MORE AutoShip Distributors**  
*(using any STEMTech enrollment option)*

### Race to the Convention

**WHEN:** Beginning February 1, 2010

**WHAT:** Earn MPH each week to move ahead in the Race

**HOW:** Complete Weekly Challenges in the 18 weeks of the Race

### Cross the Finish Line

**WHEN:** STEMTech's Fourth Annual Convention, July 30-August 1, 2010

**WHAT:** One Grand Prize of \$10,000 (\$5000 CASH & \$5000 in vouchers & amenities) to the Winner of the Race!

**WHAT ELSE:** Lots of other Great Prizes for Top Finishers in the Race!

### A few words about the Weekly Challenges...

Beginning Monday of each week, we'll issue a Weekly Challenge, always based on Individual Achievement. Some Challenges will be creative, "fun" things to do as a Distributor and some will be challenges relating to business building. Go to [stemtechamazingrace.com](http://stemtechamazingrace.com) every week to see how you're doing and how fast everyone else is going and to learn what the next week's Challenge will be. **Each new week offers a new Challenge!\* Leaders...**

This is your opportunity to **SHOW HOW IT'S DONE** to your group! When you complete Weekly Challenges, your progress in the Race will be tracked on [stemtechamazingrace.com](http://stemtechamazingrace.com) for everyone to see, cheer you on and - most important - follow your example!

What happens if you fail to complete one week's Challenge? Are you out of the Race? No! **"Catch Up Quick"** lets you complete your missed Challenge during the next week, while you complete that week's Challenge. (You may do this as often as you need to over the 18 weeks.)

### About that Pit Pass...

Use your Pit Pass as an exemption from one week's Challenge. With each Pit Pass that you qualify for, you can take a "pass" on a Challenge of your choice from the weeks eligible for Pit Pass redemption. So earn your first Pit Pass by January 31, and keep an eye out for other Pit Pass opportunities that just may pop up during the Race.

### Rookies

What if a Distributor enrolls after the Race Start-date of February 1? These "Rookies" are not eligible for the \$10,000 Grand Prize, but they may qualify for other Convention subsidies based on when they entered the Race - by completing Weekly Challenges beginning after their enrollment date.

### Turbo Weeks

In the tradition of great STEMTech Surprises, there may be one or more "Turbo Weeks," when additional MPH will be awarded for the Weekly Challenge. Take advantage of these Turbo Weeks to pull ahead!

### The Winners Circle

Top competitors in STEMTech's Amazing Race will be invited to COME TO ANAHEIM TWO DAYS EARLY to compete in the GRAND FINALE and WIN EXTRA MPH in a Race to the FINISH LINE!

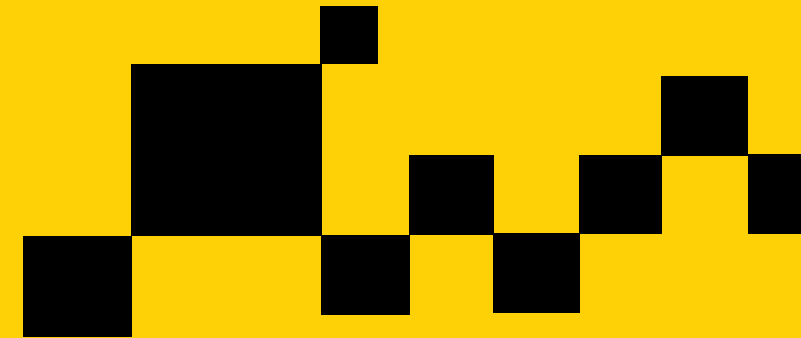
**The one who gets the checkered flag also takes home the \$10,000 Grand Prize!**

STEMTech's Amazing Race is happening NOW...

Go to [www.stemtechamazingrace.com](http://www.stemtechamazingrace.com) right away to learn all the Race details and

**START YOUR ENGINES!**

*\*Read about the Terms and Conditions for STEMTech's Amazing Race on the Race website. Have questions? Find answers at [stemtechamazingrace.com](http://stemtechamazingrace.com).*



**Have you ordered yours yet?**  
STEMTECH'S spectacular new **OPPORTUNITY BROCHURE** is taking all of North America by storm...

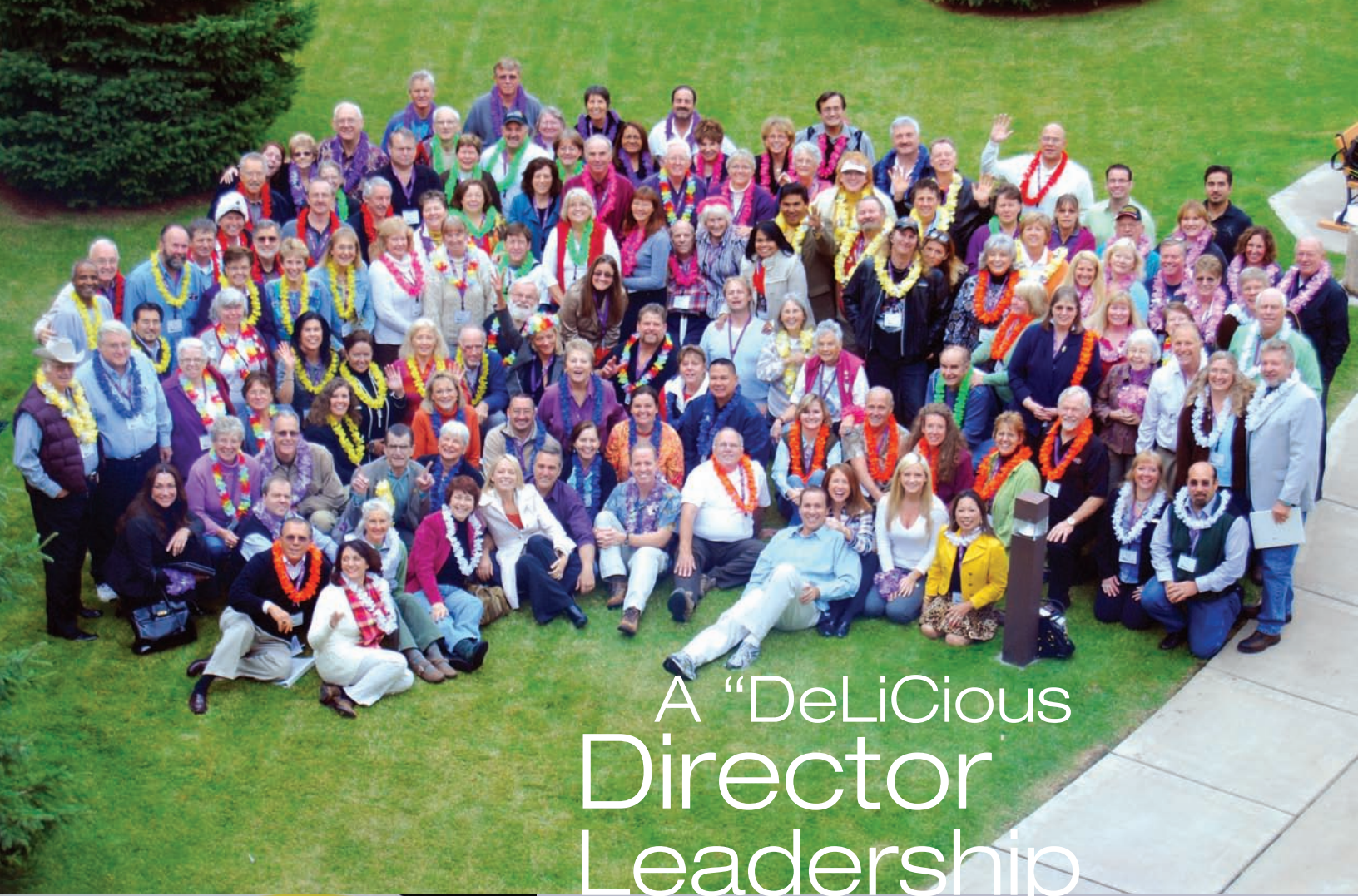
It's full-color and full of answers to just about every question your prospects may have about STEMTech and our one-of-a-kind, scientifically proven, patented products. What's more, it shows clearly just what a great income opportunity we offer! The "newsletter" format provides readers with **powerful testimonials** and clear, concise articles:

- Our products & the science behind them
- Our company & its vision
- Stem sell nutrition & its effect on world health
- Our generous income opportunity!

The four pages of the Opportunity Brochure give you a **BIG BANG FOR YOUR BUCK...** When you hand brochures to your prospects, you'll be able to see it in their eyes... **"Now I get it!"** Then all you have to do is follow up and be ready to enroll your new Distributors!

Order a plentiful supply of Opportunity Brochures TODAY, put your contact information on each one, and hand them out to people you meet. Make this a key part of your business plan for 2010: Hand out **2 BROCHURES A DAY** - every day - and **WATCH YOUR BUSINESS GROW IN THE NEW YEAR!**

**STEMTech Opportunity Brochure**  
Get a **50-PACK**  
for **ONLY \$10!**



# A "DeLiCious Director Leadership Conference in Minnesota..."

Webster defines "delicious" as "very enjoyable, delightful... very pleasing to the taste." When it comes to Minnesota's DeLiCious DLC, we might add "challenging fun," "better than ever," and "life-changing," because that's what we heard over and over...

There were many familiar faces at the Autumn 2009 Director Leadership Conference, and a lot of new ones, too. Brand-new directors mixed happily with STEMTech's top leaders and executives in a full weekend of hands-on activities designed with something for everyone. We heard it over and over... "This DLC just blew me away!"... "So much more than I expected!" ... "I learned so much and had so much fun!" ... "How can the company keep making these weekends better and better?!" If you were not one of the 130 lucky participants in these three days of challenge, camaraderie, team-building and fun, the pictures on these pages let you see some of what you missed. And here's a quick recap of a few of the weekend's highlights:



- Several all-new training segments making their debuts, with the "Dream-building" session an especially popular addition.
- A "sneak-peek" at the STEMTech infomercial, now in the final editing process before test-market airing begins.
- First-dibs at the new Opportunity Brochure. (DLC folks grabbed every last packet of brochures our staff brought to Bloomington!)
- A mobbed sales desk, where people who missed out on monthly prizes could snap up executive pens, flash drives (with the "STEMTech Biz" video) and retractable car sunshades... all with the STEMTech logo.
- Team competition that was both friendly and fierce - especially during the Compensation Plan Quiz and the all-new, creative Teamwork Games.
- Fabulous food, and lots of opportunities to network with Ray and Christian, top Field Leaders and STEMTech Executives.
- An opportunity to "stretch your legs" in the StemSPORT 5K run... It was a race for EVERYBODY, and just about every "racer" crossed the finish line (some sooner than others, of course!)
- And then there was Rock Star Night, a mainstay of the fun at the Director Leadership Conference. (And with the exception of the photos you see here, "What happened in Bloomington stayed in Bloomington!")



STEMTech Directors (and above)... You are invited to make the Spring Director Leadership Conference part of your Business Plan for 2010. We'll be gathering next at one of the Pacific Northwest's premier resorts, only a quick hop by Resort Shuttle from the Spokane Airport, and easily accessible for US and Canadian Distributors alike. As always, the DLC is first-come, first-served, and seating is limited. Make sure that you and all your Directors register early, so you won't be left out...

**COEUR D'ALENE GOLF & SPA RESORT**  
Coeur d'Alene, Idaho  
April 23-25, 2010



# STEMTech Around the Globe

Once again we have asked our Global Vice Presidents to share with you what has been happening in their corners of the world. There is no denying it... STEMTech is making a difference all over our planet!

## North America

by George Antarr, VP/North American Markets

### United States

**BIG NEWS!** (And I mean **BIG...**)



Ray Carter welcomes John Salley to the STEMTech family.

Ray Carter met in mid-December with John "Spider" Salley, the former star forward for the NBA, who is now an actor and popular media personality well known for his dedication to healthy nutrition. A proponent of the vegan lifestyle, Salley markets his own line of food products, and discovered

STEMTech's products in his search for products that best support optimum health.

Salley has signed on as a member of the STEMTech family, and will be in a perfect position to share the news about StemEnhance®, StemFLO® and the StemSPORT™ concept when he makes frequent appearances on the TV and radio circuit in 2010. We at STEMTech are very excited about Salley's association with our company, and we know that you are, too. Watch for John Salley's appearances on TV and radio in your area... and let everyone in on the news of this powerful endorsement of STEMTech products!

### Canada

by Jonathan Lester, General Manager



Izzy Matos makes training fun!

enrollments by Canadian Distributors, and our Distributors have risen to the challenge, as rising enrollment numbers show.

Recently, we were delighted to launch our new French language website, and to begin offering the spectacular new Opportunity Brochure in both English and French. 2010 will see us holding an increased number of corporate meetings, as well as a monthly Canadian leadership call on the second Thursday of each month with our friend and industry expert, Triple Diamond Izzy Matos. We are relishing the opportunities we will see in 2010 and look forward to working with you as we take our business to new heights.

The New Year is a very extraordinary time for us in Canada. 2010 sees the Olympic Games arriving in beautiful Vancouver, and the excitement about our country being on the world stage has been building for months. In celebration of this once-in-a-lifetime event, we have been running a "Go for Gold" contest that rewards new

## Asia

by Jonathan Lim, VP/Asian Markets

### TAIWAN

On December 1, we welcomed our new Assistant General Manager, David Wu, who brings to STEMTech the experience of many years working in network marketing with both local and International companies. We are confident that David will do what it takes to spur growth and take STEMTech Taiwan to the next level.

### PHILIPPINES

When Heather Livingston and Izzy came to Manila to train the new Philippines distributors, we expected about 90 Distributors, and 150 people showed up. We could feel the excitement in the room from the first moment... and the excitement spread to other Filipino cities on the "Heather and Izzy Tour," where turnouts always exceeded our expectations.

On Sunday, the time of the training coincided with the TV airing of the Las Vegas boxing match featuring our Filipino champion, Manny Pacquiao, so we were amazed when 110 people came to training! No one seemed to be in a hurry to get back to "the tube," either, as an especially lively Q&A session followed the main presentations. As a result, we had good sales and many new Distributors enrolled. My thanks



Heather, Izzy and Jonathan with the enthusiastic Manila staff

to Izzy and Heather for their effort to help the Philippines group!

### MALAYSIA



A standing-room-only crowd heard Christian Drapeau in Kuala Lumpur, Malaysia.

When Christian came to Malaysia to train in five cities over six days, he was greeted by "standing room only" crowds in every location. In Kuala Lumpur, General Manager Benjamin Yap had to relocate everyone from a large meeting room to the hotel's Grand Ballroom when 635 people arrived! Total attendance in the five cities of Christian's tour was over 1250, including many guests who came to hear about stem cell science and AFA Extract™ (StemEnhance™). There is no doubt that Christian's appearances spurred business: Last month, sales in Malaysia broke another sales volume record, and Malaysia recorded the most recruited new Distributors. Thank you, Christian!

## Latin America Africa

by Oscar Rosas, VP/Latin American Markets



Happy Distributors of Dr. Enrique Martinez and Awilda Rubio with Paola at the Puerto Rico meeting

After the Mexico Launch, Christian and I were in Colombia for meetings and media interviews in Medellin, Cartagena and Bogota. Meanwhile, our General Manager Monica Zamorano has been investigating new communication tools such as teleconferences, SMS messaging and an easier order payment method for our Distributors. I continue to work diligently on pre-registration procedures in Brazil and Ecuador, and I am keeping an eye on other countries with growing Virtual SignUp numbers.

Our Jamaica office will be offering support to Pending Distributors elsewhere in the Caribbean, including Trinidad & Tobago, Barbados, St. Lucia, and other English-speaking islands that are showing Virtual growth. Recently, I had the pleasure to do a Product and Business training in San Juan, Puerto Rico, where Paola Mazzoni (See p. 12 box) and I had a wonderful meeting with Dr. Enrique Martinez and Awilda Rubio and their group.

Paola and I have also started holding Showcase meetings in the US for Spanish-speaking Distributors and their guests, beginning in Houston, TX. In the New Year, we look forward to sharing these Spanish showcases to support business development in other Hispanic communities "North of the Border."

by Errol Lester, VP/African Markets



Leigh Schenk talks about the new HealthSpan Africa with a Distributor.

Since the official launch in South Africa, we have seen steady growth in the number of new Distributors signing up, and in the monthly sales figures. It has also been very encouraging to see enthusiastic Distributors climbing the ladder and reaching Triple Diamond.

Our plans for the New Year are to continue growth by training, recognizing and motivating our valuable Distributors, and making our way into the sectors of the South African population where the Direct Selling Association (DSA) is reporting the strongest growth over the past year.

With Namibia up and running in January, we look to making good progress in Ivory Coast, Ghana, Nigeria, and Kenya in the coming months. Christian and I will be visiting Ivory Coast early in 2010, as our progress in company and product registration there continues. Then we will meet with Pending Distributors in Ghana and Nigeria who have expressed a real interest in our product and business opportunity. We are looking at the product and company registration requirements in these countries and are also working on Kenya, where there is a good potential market.



Johannesburg staff

## Europe & "Down Under"

by Andy Goodwin, VP/European Markets

### EUROPE

Distributors in Germany are looking forward to meetings in January with Izzy Matos and Heather Livingston, with yours truly as Host. In Great Britain we are experiencing exciting times, as our new Sales Manager Ian Parker watches good results coming in from the "TEXT TO GET" promotion and from Super Saturdays. Recruitment in the "Mother Country" is on the increase! And many more Virtual Distributors from the European Union are coming onboard everyday, with Austria and Spain showing good growth. EU residents in unopened markets can buy product at wholesale and have a website... so make contacts in the EU, and set yourself on a course for a VERY lucrative future!

### DOWN UNDER

In only eight weeks since our opening in New Zealand, the office in Auckland is almost buckling under the onslaught of product orders and new enrollments from across New Zealand and Australia. We have over 800 Distributors now and sales are increasing everyday! As we hire on more people to cope with the growth, we embrace this happy "challenge," pleased that Distributors are praising our customer service. In February we will be holding meetings all over Australia and New Zealand.

It is certainly a wild ride here and most exciting, so we invite you to rev up your recruiting Down Under... for a healthy addition to your paycheck Up Top!

### CURRENT TOP VIRTUAL MARKETS

(in alphabetical order)

- Austria
- Brazil
- Indonesia
- Ghana
- France
- Ivory Coast
- Nigeria
- Singapore
- Spain
- Trinidad and Tobago

Remember... YOU are completely in control of these Virtual SignUp locations and numbers of Pending Distributors. Use the Virtual SignUp program to grow your business worldwide!



# Mexico Launch!

by Oscar Rosas, VP/Latin American Markets



STEMTech's official Launch of Mexico on October 25 was a festive all-day event that was well advertised in advance by Christian's interviews with the local media. It was a day filled with activities that maintained the excitement for hundreds of Distributors and their guests from morning until late in the evening. We began early with an opportunity meeting at breakfast, where several experienced Mexican networkers joined Ray Carter, Christian Drapeau and Izzy Matos on stage. Ray's speech in Spanish wowed the audience, who pronounced his Mexican accent "near-perfect!" Christian and Izzy presented the opportunity segment to an eager audience; then Christian and Paola Mazzoni launched StemFLO™ and the StemSPORT™ concept in a Hollywood-style "show" with lots of noise and confetti, and where I filled the "Vanna White" role, unveiling our new StemEnhance™ bottle. If the wild applause throughout is any indication, the audience loved it all!

Distributors who have been with us since our Pre-Launch were best able to appreciate how far STEMTech Mexico has come in the last two years, and everybody was moved to hear of the great work we have done in Mexico and around the world with STEMTech's Global Foundation.

We treated a group of over 100 Distributors to an early dinner in an exotic restaurant in the hills overlooking Guadalajara, where everyone enjoyed the breathtaking view as they dined on delicious gourmet foods. Following dinner, Mexico's General Manager Juan Carlos Saucedo and I introduced the new StemEnhance 12-capsule blisterpacks and the Blister Mini Kit and presented FastStart Training for the happy group. Then Adriana Ricci introduced the Business Development Training, newly translated into Spanish and beautifully designed, and the crowd was on their feet!

Thanks to Juan Carlos, Distributor Services Lead Rosy Gonzalez and the rest of the STEMTech Mexico staff for organizing this spectacular event, and to Adriana for those long days and nights putting together the BDT.

Paola and Juan Carlos spent the week following our Launch traveling to Colima, Monterrey and Mexico City, showcasing the new products and promoting the FastStart/Multiplicate tools. STEMTech is now officially open and ready to position itself as one of the fastest growing companies in Mexico.

## Viva Mexico!

We have welcomed two new additions to our Latin American region, each of whom will be working with our country managers and me to help our Distributors take greater advantage of what STEMTech has to offer, thereby helping to change the lives of thousands of people. Multi-lingual Paola Mazzoni, trained in pharmacology, biochemistry and nutrition, is happy that STEMTech is giving her the opportunity to return to doing what she loves... field training and education. She will be traveling throughout all the open Latin American countries, presenting seminars and hands-on training for Distributors. In Colombia, we welcome our new Sales & Marketing Manager, Adriana Ricci, who has wide experience in business building strategies gained when she held top positions in several Latin American and North America direct sales companies. Adriana will share the benefits of her expertise in Colombia and throughout Latin American markets, as well.



## STEMTech's Global Foundation

Making a Difference in the World

by Stephanie Drapeau, MSW, Foundation Administrator



As you may know, the STEMTech Global Foundation (STGF) was created by Christian Drapeau and Ray Carter, who have long envisioned that STEMTech would serve as a conduit to create positive changes in the world. The STEMTech Global Foundation provides us all with an instrument through which we may be of service to others. To date, the Foundation has made donations to more than twenty nonprofit organizations located in countries where we do business. These charities serve orphaned and disabled children, mistreated and abandoned animals, and support programs rescuing environmentally degraded areas.

In 2009 alone, the STGF gave product and financial contributions to sixteen global charities, including: Farm Sanctuary, Covenant House, Best Friends Animal Society, Latino Health Access and Vocational Visions (all in the United States), Friends of the Earth (United Kingdom), The David Sheldrick Wildlife Trust, Cotlands, and Seeds of Light South Africa (Africa), CIRIAC (Mexico), Asociacion de las Voluntarias del Instituto Nacional de Cancerologia (Colombia), Canuck Place Children's Hospice (Canada), Peyatim Orphanage (Malaysia), Jonah House (Taiwan), Mustard Seed (Jamaica) and the Philippines Scholarship Program (Philippines). We thank our Founding Benefactors and STGF Auto-Donate members for making a significant impact on so many lives around the world through their financial support of the STEMTech Global Foundation.

Our newest STGF partnership is with the Alouette Foundation of the Philippines, Inc. Alouette currently assists over 400 children residing in the most impoverished neighborhoods of Manila, focusing mainly on education to empower these children, in turn assisting with the rehabilitation of Filipino communities as a whole. In September, Ray Carter and Jonathan Lim visited Alouette during the STEMTech Philippines Pre-Launch, and learned that Alouette's innovative and dedicated founder, Bernard Pierquin, asks each of Alouette's program graduates to donate 10% of their later earned income to the Foundation, so that Alouette can help more and more children. This dedication to "paying forward," as well as help from the STEMTech Global Foundation, is increasing the number of Filipino children who can be empowered by Alouette.

Would you like to support the work of Alouette and other charities in the STEMTech Global Foundation? STEMTech offers several options for Distributors wishing to make donations, and provides an incentive program for donors, as well: For every \$10/month you contribute to the STGF auto-donate program (for at least 3 consecutive months), we will discount 5% from the price of your next STEMTech event (up to a maximum of a 25% discount).

Visit your Back Office to join the STEMTech Global Foundation auto-donate program or visit [www.stemtechglobalfoundation.org](http://www.stemtechglobalfoundation.org) anytime you would like to make a single donation.



# STEMTech stories



## Dr. Rosario Austria

Philippines

A resident of Manila, Dr. Austria travels extensively throughout Southeast Asia, practicing alternative and integrative medicine. The president of Manila's respected College for the Advancement of Medicine, Dr. Austria learned about StemEnhance® at the Philippines Pre-Launch, where she met Triple Diamond Eugene Banez. Dr. Austria says, "I was very interested in the science of StemEnhance, because individuals can support the ability of their own stem cells to renew tissues in their body's organs naturally and inexpensively." Following the Pre-Launch, Dr. Austria began introducing StemEnhance to her fellow doctors, patients and health enthusiasts in the Philippines and other Asian countries where STEMTech is open. In addition, as her travels take her throughout other countries, she uses the Virtual SignUp program to share the news about our breakthrough product on the horizon for them.

Dr. Austria says her colleagues and patients are eager to share their stories and those of their "best friends." For example, Dr. Austria relates, "The 17-year-old dog of a patient's friend was no longer able to stand on his own, due to age-related infirmities. Only a week after his mistress began adding StemEnhance to his food, he began to stand comfortably, and two months later, he is back to 'his old self.' His mistress is thrilled and tells everyone about StemEnhance."

Dr. Austria explains that StemEnhance fits right into her personal philosophy about the critical role of nutraceuticals in health. She says, "StemEnhance supports the natural renewal process in my patients' organs, effectively working against the natural diminishing of function that usually comes with age. This is an exciting product!"



## Terry Cagle

Texas

Many people can attest to the benefits of going to church, but Terry Cagle's story is a little different: "My friend Curtis Ashley asked me why I wasn't kneeling in church anymore," Terry says. "It wasn't a loss of faith, I told him, but because I couldn't bear to put my weight on my knees anymore." Hearing this, Curtis invited Terry to Peggy Zumbaum's next STEMTech meeting, and, Terry says, "Everything changed." He enrolled as a Business Builder and began taking StemEnhance.

"In ten days, I was walking up stairs easily (and soon kneeling in church again)," Terry says, "so I started telling people about this product." A successful businessman since 1970, Terry once owned three huge businesses in the auto/RV industry that made him a very rich man, but he lost millions in the recession. It was about then that Curtis had approached him in church, and as they say, "The rest is history." Terry hopes to be fulltime with STEMTech soon, and since he has a reputation for integrity and has always helped others, people are eager to come to meetings at his home. "Our living room is 1000 square feet," he explains, "so we can easily have 25 people over. I just sit in my swivel rocker, talk a little about my results, then turn on the "Product & Opportunity Presentation" track of "STEMTech Biz," and most sign up right then." Winner of a spot on STEMTech's Top Enrollers list and proud owner of a STEMTech lighted keychain and car sunshade from monthly contests, Terry says, "This is only the beginning... I know lots of people who need help with StemEnhance and the STEMTech opportunity, and I'm happy to tell them about it!"



## Frank "Speedy" Condon

California

He's 67 years old this year, but Frank Condon is not slowing down a bit. In fact, thanks to his StemSPORT regimen and dedication to consistent, hard training, Frank is a better runner now than he was years ago. He competes regularly in the national and international Masters track meets - open to athletes ages 35 and older - and has held National and World records for his age group (now 65-69) for many years. For the last two years, he has been ranked Number 1 in the world in the 800 meter indoor and outdoor events. "My best time is 2:17:02," he says, noting that he is heading to the World Masters in Canada next March, where he hopes to smash the current World Record in the indoor 800. "The record's 2:16:06," he says, "so I just need to shave off half a second!"

Frank enjoys sharing the StemSPORT™ concept with fellow athletes, and says, "I'm having a lot of fun marketing it." He started a group called "Track Stars and StemEnhance®," but then realized he was leaving out too many people. "So now the group is called "Track Stars and StemEnhance and Other Stars," he says, explaining, "Everybody is a star at something, so everybody needs StemEnhance and the StemSPORT concept."

In running, Frank has a simple strategy: "Go out really hard and stay in front... Then you don't get involved in the bang-ups as others jockey for position in the pack." Come to think of it, that's not a bad business philosophy, he notes: "STEMTech started fast and has stayed in front of the pack. We're winning this race for good health everyday!"



## Jyh Hang "Henry" Chen

California

When Henry's wife Monica heard about StemEnhance from Vanessa Tu in 2007, she was convinced that the new and unique product was a perfect business opportunity for the Chens. At Monica's urging, Henry enrolled as a Business Builder, upgrading to the Director Pack a day later. "I was nervous when the 81 bottles arrived," Henry confesses, "but in less than three months they were all sold to family and friends, and most of them enrolled as distributors, too!"

A retired aerospace engineer, Henry began building his STEMTech business in the Asian community before materials were offered in Mandarin, so he would use the English DVDs in gatherings, stopping the show frequently to translate. Now materials are available in Mandarin, of course, but Henry says, "Many Asian people in the U.S. feel more confident about the product when they see and hear credible people speaking about it in English, because they like American products." And he is always there to answer their specific questions in Mandarin, naturally. He uses both English and Mandarin materials when he shares StemEnhance with prospects, and likes to take copies of *HealthSpan* with him when he travels. "It's a beautiful, professional publication," he says.

On a recent trip back to their native Taiwan, friends of Henry and Monica were amazed at the change in the couple's appearance over the last two years. Henry explains, "They said to us, 'You look so young! What have you been doing?' So we told them 'StemEnhance,' and they all joined right away!"



## Robert Eveland

Idaho

As a long-haul trucker for many years, Robert knows from personal experience that trucking can take a harsh toll on the human body. "Truckers sit all day, don't get exercise, and eat fast-food so they can get back on the road," he says. "It's not a very healthy lifestyle." By the middle of 2007 when "Uncle Verne" Eaton sent an email about StemEnhance to Robert's wife Joanne, Robert's knees were in bad shape. He said, "I was going to have to give up trucking because I couldn't get up after sitting for long hours anymore." Still, Robert says he enrolled as a Business Builder mostly to help his mother-in-law. "She hadn't been able to feel her feet for years," he explains, "and Verne said StemEnhance might help her body's natural renewal process."

When his wife's mother soon began "complaining" about feeling drafts on her feet again, Robert was intrigued; and when he saw her walking easily, fixing things around the house, and displaying new-found energy, Robert's doubts about StemEnhance vanished. His own experience put the icing on the cake. "Eleven days after starting StemEnhance, I danced with my wife at my brother's wedding," he says. "Neither of us could believe that I could do it!"

Hoping to leave the trucking business behind him soon, Robert looks to STEMTech to fulfill his dreams for the future. As he builds his business with Verne's help, Robert says he's written down some very achievable goals: "Making a significant residual income, driving a STEMTech BMW, taking a cruise with my wife, and beginning my own business taking people on hunting trips. STEMTech can make it all happen!"



## Marty & Sema Farbstein

New York

Many people are a little embarrassed to discuss certain health-related details, even with their doctor. It turns out that some doctors are reluctant to disclose their own physical situation... and it is this circumstance that brought Marty and Sema to learn about StemEnhance. A respected local alternative healthcare practitioner had been noticing an increasing lack of feeling in his feet and hands. For ten years, he told no one. Then, with a “Why not?” attitude, he tried StemEnhance, and less than six months later he could tickle his toes and grip objects easily with his hands again. It was this doctor's story that convinced the Farbsteins to embrace StemEnhance and the STEMTech opportunity.

“I have always loved playing the piano,” Marty says, “but over the last few years my hands cramped up and playing wasn't much fun anymore.” What's more, he relates, “Holding onto the steering wheel was really uncomfortable, too. I used to love to drive, but not anymore.” Hearing the results experienced by the local doctor, Marty tried StemEnhance, and within a couple of months “I was back playing pop and jazz like I did 25 years ago, and I'm ready to drive Sema wherever she wants to go!”

Enthused about the product, the Farbsteins began building a business, with lots of help from their friend Izzy Matos. Although insurance is still Marty's primary income source, he says “My passion is to help people,” so the Farbsteins use frequent home/hotel meetings, conference calls and three-way calls to share STEMTech with others. Marty's business strategy is simple: “We use patience and persistence. That's what it takes!”



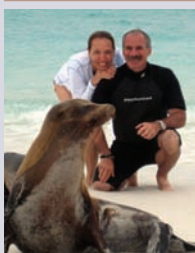
## Rosy Meyers

Arizona

In the Minnesota mall where she worked as an independent makeup artist and travel consultant, Rosy was a popular personality who could always put a smile on people's faces. No one would have guessed that she had trouble sleeping most nights and often “muddled through” on the job when her head was throbbing. In an organic food store one day, Rosy met Dave and Teresa Affeldt, who invited her to a STEMTech meeting hosted by Kathy Hansen and Ralph Weber. Rosy was impressed and began taking StemEnhance.

She saw results quickly: “I slept like a baby from the first night,” Rosy says, “so I wanted Tony to try it.” Rosy's husband Tony had been in a bad bike accident sometime ago, and was still having a difficult time. “Since he's been taking StemEnhance,” Rosy reports, “Tony's memory and focus are sharper again, and his sense of smell is returning, little by little.” Back at the mall, Rosy started telling everyone about STEMTech's products, focusing on the company's income opportunity. “It's always good to have a 'Plan B' in mind,” Rosy says. “I ask people, 'Do you like your job? Wouldn't you like to have a Plan B?’” Then she points out the reality: “Sometimes your Plan B ends up being Plan A. That's what's happened for me with STEMTech!”

It's a good thing that a “geographically transferrable” business like STEMTech came along when it did for Rosy, since Tony's recent job transfer required the couple's relocation to Arizona. Rosy is eager for the new opportunity. She says, “When STEMTech is in your blood, you can't stop talking about it, no matter where you are!”



## Amy Pink and Fred Lipsky

New York

The recent media attention to “living green” is nothing new to Amy and Fred. Amy says, “I have been living and growing organically for many years... even before most people knew anything about it.” She is a business owner, and as Certified Healing Food Specialist, she “helps people change how they think about food and what they eat.” Amy also helps her friends and team members achieve prosperity in work, health, friendships and wealth as their “spiritual cheerleader”.

Retired from the Suffolk County police force, Fred works as a personal trainer specializing in fitness for older adults, and is a Certified Nutritional Therapist. Both Amy and Fred believe that StemEnhance science makes perfect sense: “75-80% of the changes you can make to your body come from what you put into your mouth,” Fred says; and Amy adds, “From the beginning, I knew that a supplement that helps the way the body works naturally was right for us. StemEnhance represents the convergence of all the facets of our lives.”

Amy and Fred lead a very active lifestyle and have traveled all over the world, enjoying nature's bounty. A dedicated runner, Fred has run twenty-four marathons...at least one on every continent (including Antarctica). With a “wish board” full of pictures of world adventures they hope to experience, Amy and Fred say they enjoy a good life with a healthy balance of work and play, and they love sharing STEMTech's products and opportunities wherever they are. At the start of their weekly STEMTech meetings, Amy says they ask people to write down their dreams. “Then we show them that STEMTech can set them on a course to realize their dreams, just as it is doing for us!”