

HEALTHSPAN

WINTER 2012

Stemtech HealthSciences, Inc.

The Story Behind the **Discovery**

9,223 MI.

A **Marathon**
With a Message

Life
Before & After
DermaStem™

**GROWING
UP** Stemtech



contents

co-founder messages

From the Cover

- 2-3
Discovering SE2™
- 8-9
Marathon of Health
- 10-11
DermaStem™
- 16-17
Growing up Stemtech



- 1** **co-founder messages**
- 2-3** **according to the scientist**
- 4** **share the good news**
- 5** **it's all about more**
- 6** **breaking news**
- 7** **improve your lifestyle**
- 8-9** **across finish line**
- 10-11** **changing the faces of Stemtech**
- 12-14** **global news**
- 15** **global leaders**
- 16-17** **spotlight: optimal wellness & opportunity**

EDITOR

Bonnie Goldfein

ART DIRECTION & DESIGN

Skott McKinney

DESIGN & LAYOUT

Kate Dedeaux

151 Calle Iglesia
San Clemente, California 92672

HealthSpan is a copyrighted publication of Stemtech HealthSciences, Inc., distributed free of charge to all active Distributors in the United States. Stemtech Independent Distributors may contact the Editor at editor@stemtechmail.com for permission to reprint articles from this magazine.

The earnings and financial rewards included in HealthSpan are those of individuals working the business and are not to be interpreted as indicating average or typical earnings by Distributors.

SE2™, StemEnhance®, StemFlo®, ST-5™ with MigraStem, StemSport™, DermaStem™ Renewal Serum, StemPets® and StemEquine® are not intended to diagnose, treat, cure or prevent any disease or physical condition. The descriptive entries contained in this publication have not been evaluated by the Food and Drug Administration.



visit us on facebook and tell us what you think of this issue of HealthSpan!



Ray C. Carter, Jr.

Like you, we are filled with eager anticipation of what the New Year holds for Stemtech in North America and around the world. With so many wonderful things planned for 2012 – including our next Americas' Annual Convention in

September – get out your calendars now and start entering **"Save the Date."**

As we look back to accomplishments in 2011, let me congratulate Dr. Ed Chicoine and his family for successfully finishing the Marathon of Health on November 30. Throughout their phenomenal adventure, they were "Powered by Adult Stem Cells" and Stemtech (see pages 8-9). Watch for a prestigious feature in *Runner's World* magazine as they spotlight the Marathon of Health in an upcoming edition.

Congratulations also to our newest Triple Diamond Directors from three separate Regions of Stemtech's global family (Page 12). As the achievements of Uju, Claudia and the van der Merwes show, our international growth throughout 2011 has been amazing.

Our greatest advance in adult stem cell science to date, SE2™, has already been embraced with major enthusiasm in the US, Canada, Australia and New Zealand. Our Regional Vice Presidents are working hard to launch SE2 in all of our global markets during 2012.

Our 2011 breakthrough launches of DermaStem™ Renewal Serum and SE2 have put us solidly in the forefront of adult stem cell science, as we provide both Inner Wellness & Outer Vibrance. As we welcome 2012, Stemtech stands out and shines like no other company in our field. With our outstanding product line and a business opportunity that no one can challenge, every Stemtech Distributor can grow a business most people only dream about.

Thank you for helping us to spread wellness and prosperity to people everywhere. Now it's up to you... Make 2012 the year that **YOUR** dreams come true!

President & CEO



Christian Drapeau

In November I had the privilege to take part in an international conference about adult stem cell science, held at the Vatican in Rome. At this historic event – attended by a limited number of invited scientists, clinicians, ethicists, priests, philosophers and even politicians – Pope Benedict XVI expressed the full support of the Catholic Church to research using adult stem cells.

The Church's previous opposition to stem cell research obviously targeted the use of embryonic stem cells. Unfortunately, it was misinterpreted by many as an opposition to "stem cell research" in general, so the Church's message put a "cloud" over adult stem cell research, too. Now, the message from this historic Vatican conference takes the cloud away and affirms the Church's support for adult stem cell research, effectively clarifying and lifting the negative bias against all stem cell research in the minds of many people.

This year's announcement by the Vatican demonstrates that there is an ethical way of doing stem cell research. This message can open people's minds to the reality that adult stem cell research is a positive benefit to humankind. What's even more important is that its benefit is being seen in practical applications now.

No longer do we have to think that the real benefits of stem cell research will take another decade before seeing the light of day. Today there exist adult stem cell therapies for many degenerative conditions and maladies. **Adult stem cell therapy is not a concept of the future, but a choice for today!**

Because you are part of Stemtech, The Stem Cell Nutrition Company™, this means one thing: You are in the right place, with the right products, at the right time. Let's work together to make the world a healthier, happier place!

Chief Science Officer



according to the **scientist**

by Christian Drapeau, MSc
Chief Science Officer

before the development of StemEnhance®, many people who were consuming *Aphanizomenon flos-aquae* (AFA) were reporting a wide variety of benefits that touched virtually every aspect of human physiology.

Hearing of these reported benefits, we asked ourselves, “How can one single plant (technically, a cyanobacteria) lead to such a variety of health benefits?” The answer was a mystery until we discovered in early 2000 the natural role of adult stem cells in the body. This discovery led to our realization that adult stem cells from the bone marrow constitute the natural renewal system of the body.

We hypothesized then that AFA might be providing the benefits people reported because it supports the natural release of more adult stem cells from the bone marrow into blood circulation. Therefore, AFA might help to make more adult stem cells available to migrate into the various organs and tissues of the body. To check our hypothesis, we went in the lab and studied AFA, discovering that this support for release and migration is exactly what it does! We identified the active compounds in AFA and then concentrated them into a product that we named StemEnhance. But our scientific development did not end there.

To document the effect of StemEnhance on adult stem cell release, we utilized laboratory methods that are well known

in the scientific community, but we used them in a novel way: focusing on the quantification of quick and relatively small release, compared to what was traditionally being done in this field. Using this method we asked a very important question, based on our previous experience with AFA: What other plants or natural ingredients have been known throughout history to be associated with a broad variety of health benefits?

Detective work in the laboratory

After studying many plants, herbs and other natural botanicals from around the world, we found a handful that actually support the migration of adult stem cells from the blood to the tissues. In fact, it is from some of these compounds that we developed the MigraStem™ that is currently in ST-5. As our work in the laboratory continued, we discovered and documented two additional compounds that support the natural release of adult stem cells from the bone marrow. These two natural botanicals were a major discovery!

The first botanical we discovered is fucoidan from one specific seaweed, *Undaria pinnatifida*. Fucoidan is a class of very large sulfated fucose-based polysaccharides present in many species of brown seaweed. While each fucoidan derived from various seaweeds has its own unique effect on the body, only the fucoidan extracted from *Undaria pinnatifida* has been documented to support the release of adult stem cells from the bone marrow.

In 2007, a group of scientists published an article describing how fucoidan from *Undaria pinnatifida* was able to slowly increase the number of circulating adult stem cells over a period of 12 days. When we tested *Undaria* fucoidan, we discovered that, similarly to StemEnhance, *Undaria* fucoidan triggers a release of adult stem cells from the bone marrow that begins within one hour after consumption; however, while the increase in the number of circulating stem cells is slower than with StemEnhance, the release lasts much longer.

“This means that our formula provides even more support for the body’s natural process of tissue renewal and repair”

The second botanical is *foti* – *Polygonum multiflorum* – a well-known plant in Traditional Chinese Medicine (TCM). The discovery of the effect of *foti* on adult stem cells is a fascinating story. Virtually everyone has heard about the Chi, an energy that circulates in the body and whose balance in the body is linked to the body’s health. The Jing is another form of energy that is subtler, more primordial. In modern TCM, the Jing is commonly translated as “essence,” but in ancient texts predating today’s “canon” of TCM, the Jing was described differently. There were two Jing: A primordial Jing that is present on the day of conception and supports the development of the fetus, and another Jing present after birth that supports the process of tissue repair and health maintenance. This understanding of the two Jings led key experts in TCM to conclude that in ancient texts of Chinese Medicine, the Jing was actually referring to embryonic and adult stem cells. From this, it was concluded that StemEnhance was a novel botanical able to support the Jing present after birth. On the basis of that data, we ask this question: Are plants traditionally known to stimulate the Jing actually supporting the natural release of adult stem cells from the bone marrow? In the lab we discovered that one of them, *foti*, was acting in a manner comparable to StemEnhance, leading to a rapid release of adult stem cells from the bone marrow.

Finding just the right formula

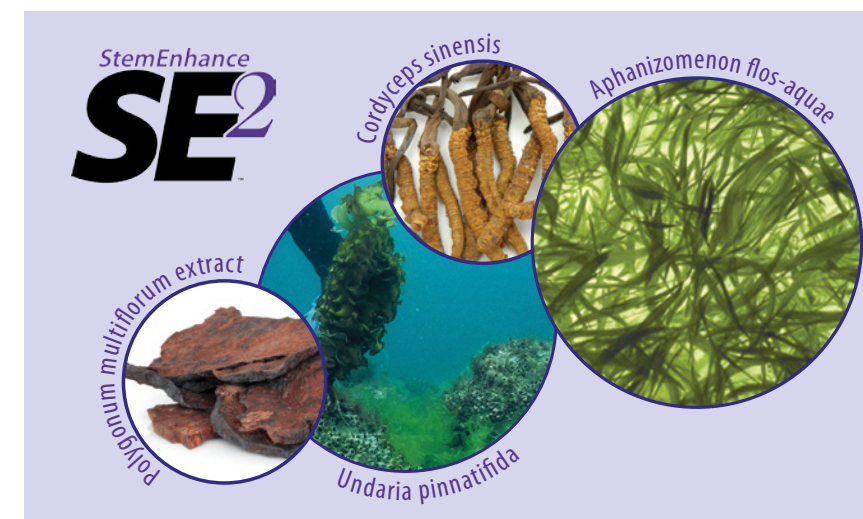
Next we began to blend together StemEnhance, fucoidan from *Undaria pinnatifida* and *foti* in various proportions. After many combinations, we discovered that one specific blend gave us very exciting results: a rapid increase in the number of circulating adult stem cells comparable to StemEnhance, but with the longer-lasting effect seen with Fucoidan.

But our work was not yet complete. In one of the blends we serendipitously incorporated cordyceps, known for centuries for its ability to provide energy and support for the immune system. When cordyceps was part of our formula, we could document a unique synergy that produced an even greater increase in the number of circulating adult stem cells. This means that our formula provides even more support for the body’s natural process of tissue renewal and repair. We knew we had it now! This blend became SE2™ Advanced Adult Stem Cell Support, which is literally the next generation of stem cell enhancers.

Eureka

With all this data on the new SE2, we were obviously expecting to see benefits quite superior to what we had seen with StemEnhance, but as they say, “The proof is in the pudding.” So we produced a few hundred bottles of the first prototype and distributed them to volunteer “testers.” In the several months since, the results we are collecting are actually exceeding our expectations. As with StemEnhance, while we targeted the effect on adult stem cells, the new ingredients in SE2 also carry other benefits in the body. For example, fucoidan from *Undaria* was documented in peer-review studies to help maintain a healthy inflammation process and to support the immune system. It became very popular during episodes of flu virus that swept the globe a few years ago. And cordyceps is well known to support a feeling of energy and stamina. In combination with phenylethylamine (PEA; “the molecule of love”) already present in StemEnhance, the cordyceps in SE2 may just be what is prompting reports from our “testers” of the enhanced feeling of energy they get with SE2.

You can see that the development of SE2 has been a long process of discovery involving searching the world for just the right natural botanicals, then trying many combinations of ingredients, until we could finally settle on just the right formula for SE2. I invite you to take SE2 just as you have been taking StemEnhance, and let us hear about your experience with this next generation of stem cell enhancers! ☘



it's all about more

by Paola Mazzoni
VP/Product Training & Development

i

n the process of developing StemEnhance® years ago, we developed protocols and methods to quantify adult stem cells and assess the effect of natural compounds on them.

With StemEnhance, we saw a significant increase in the number of circulating adult stem cells, peaking at 60 minutes after ingestion and then slowly going back to baseline levels. We always talked about the maximum number of stem cells at 60 minutes, but in fact a better way to quantify the effect of StemEnhance was to calculate the area under the curve, which gives a measure of the total number of adult stem cells that have been released.


During our development of SE2™, we were looking to enhance the effect of our original adult stem cell enhancer. When we tested Undaria pinnatifida, we saw a slower increase in the number of circulating adult stem cells, but the effect lasted much longer.

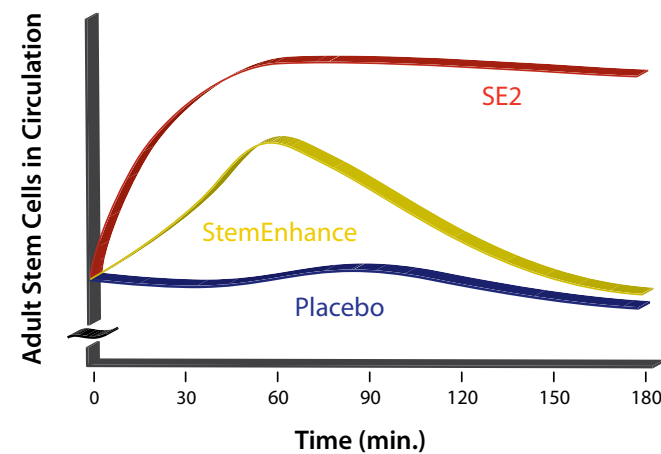
The maximum peak number of circulating stem cells was comparable to the peak with StemEnhance, but because of the longer-lasting effect, the total number of adult stem

cells released was increased (by about 50% compared to StemEnhance alone). We saw that Polygonum multiflorum alone had an effect comparable to StemEnhance, with a significant increase peaking around 60 minutes.



But here is the exciting part: **When we blended Undaria pinnatifida, Polygonum multiflorum and StemEnhance together, we obtained a significantly stronger effect that also lasted much longer than with StemEnhance alone!** As you can see in the diagram below – which is definitely worth a thousand words! The effect of SE2 peaks at 60 minutes, but after 3 hours, the number of circulating stem cell remains significantly above baseline levels. And a bonus: We discovered that adding Cordyceps sinensis

also further enhanced the effect of this blend, resulting in the powerful product you now enjoy, SE2, the Next Generation in Adult Stem Cell Science! 



“Think of the graph like a measuring cup. It’s important to look at the volume UNDER the line, which shows that there are many more total stem cells circulating with SE2 over a longer time, for a greatly increased benefit.”



Come hear **Paola** speak at the *Stemtech on Tour* along with **Don Karn**, VP/North American Markets! Visit teamstemtech.com for more information.

share the good news

by Heather Livingston
VP/Global Product Training & Sports Marketing

S

temtech did it six years ago – creating the first product to assist the natural release of adult stem cells, StemEnhance®. Stemtech’s signature product was truly a revolution in the field of nutrition, providing support for the body’s daily renewal process.

Now, Stemtech has done it again with SE2™, a product with all the benefits of StemEnhance and more: A more advanced formula with all the benefits of AFA, and three additional natural ingredients that release more adult stem cells over a longer time!




Now it is your turn to make more with SE2... Attract more customers, add more Distributors to your team and make more money! Stemtech is here to help, too. The valuable new SE2 tools available now will support your team’s transition to SE2 and

help when you introduce SE2 to more new people.

The SE2 Brochures are a resource you will want to have with you all the time, everywhere you go. Hand out SE2 brochures liberally to generate interest in the Next Generation of Stem Cell Enhancers.

For local contacts or those far away, the informative webpages on stemtech.com are just what you need to spread the word about SE2.

And do not forget the articles about SE2 in *HealthLink* and *HealthSpan* (including this edition, of course!)

With all of these resources, you are set to do MORE: Share the news about SE2 with more people, build more business and make more money! 



StemEnhance SE2

“I’ve found 2011 to be a very taxing year, both physically and emotionally. However, at 74, I am experiencing even more energy and stamina with SE2 than I did with StemEnhance. I feel happier and my memory has improved as well. I am a huge fan of the new SE2 product!”

-Yvonne F., Florida

BREAKING NEWS

as Stemtech continues its astounding expansion and growth around the world, we announce the promotions of four members of our Executive and Management Team who will have key roles in Stemtech's continuing global expansion.



ANDY GOODWIN

Andy has been promoted to Senior Vice President of Global Sales & Marketing. Working from World Headquarters, Andy will enhance and support our global sales efforts, ensuring that the sales and marketing activities for all our open countries are cohesive, synergistic and balanced.

JONATHAN LESTER

Promoted to Senior Vice President of International Business Development is Jonathan "Jono" Lester, who has distinguished himself as Canada's General Manager since 2009, and has a wealth of experience on the global stage. In his new role, also working from the World Headquarters, Jonathan will oversee the planning and operational aspects of our continuing international expansion.



BRIANNE ROGERS



A dedicated and talented member of our management team since Stemtech's earliest days, Brianne Rogers has been promoted to Director Global Business Services. In her new role, Brianne will oversee all Stemtech Distributor support systems and processes, from Distributor Services, to order fulfillment, to websites and Back Office tools, ensuring that all systems function to create the best Distributor experience.

SABRINA PERRYMAN

Promoted to Director of Global Human Resources is Sabrina Perryman, who will ensure that Stemtech continues to attract and train employees around the world who provide the highest level of support for our Global Family of Distributors.



New to our management team are these two outstanding individuals, who bring a wealth of talent and network marketing experience to our company: Lara Bolton, new General Manager in Canada (See page 9) and Ben Liffen, Sales Manager for the UK.

Please join Stemtech in congratulating Andy, Jono, Brianne and Sabrina on their promotions, and give a warm welcome to Lara and Ben. We are delighted to have the contributions of these exceptional professionals as Stemtech grows and expands around the world in 2012 and beyond.

improve your lifestyle

by Don Karn
VP/North American Markets

Optimal Wellness AND Increased Income!
If you're like me, you find yourself in conversations with friends and strangers about two subjects:

People aren't feeling as healthy as they'd like, and they believe the healthcare system cannot help. They worry about the economy, the lack of jobs and the struggle to keep the family afloat during tough times.

Stemtech to the rescue!

For those who want more control over their health (and isn't that everyone?), what better way to start than by making SE2™ Advanced Adult Stem Cell Support as part of their daily health regimen? Science tells us that our health depends largely on maintaining a steady flow of adult stem cells into the tissues and organs of our body. People are seeing this extraordinary science as an answer to so many of our health challenges. Products from Stemtech deliver optimal wellness!



Help them on their prosperity journey, too!

At the same time that you, a Stemtech Distributor, help people to attain and maintain optimal wellness, you also help them build a steady, dependable stream of income. It's a simple "win-win." And my advice is to keep it simple, but spend some time each day on your Stemtech business. Use the product, share your optimal health story with everyone, encourage them to use AutoShip for their orders, and consider starting a Stemtech business.

Lifestyle Questionnaire

Help people to start thinking and reexamining their lives with the Questionnaire on this page (which is also downloadable from your Back Office). Those answers can be really illuminating and just may spark positive change for them. And isn't that what Stemtech is all about?

Lifestyle Questionnaire

Do you have enough quality time to spend with your family?	yes	no
Do you have a network of people who share your goals and values and can help you achieve your dreams?	yes	no
Do you genuinely enjoy what you do for a living and get paid fairly for it?	yes	no
Do you have the opportunity to steadily increase your net worth?	yes	no
Is your health all it can be? (Are you feeling as good as you did 5 years ago?)	yes	no
Do you have time to "play" and participate in pastimes you enjoy?	yes	no
Are you growing personally, learning and expanding in satisfying ways?	yes	no
Do you have access to business training to help you succeed?	yes	no
Are you helping others and doing good for the world?	yes	no
Do you laugh everyday?	yes	no

What do your answers mean?

If you circled Yes more times than No, congratulations! Those areas of your life are working! If you said No to one or more questions, perhaps it's time to make some changes. Stemtech is an open door to better health, financial security, a new network of friends, a sense of doing good in the world and a whole lot of fun.

Its not too late to live your dream lifestyle.

To learn more about the Stemtech business opportunity and Stemtech products, talk to the person who introduced you to Stemtech or check our website: stemtech.com. X

across the finish line

W

ith his wife Gaye and family of six grown children, Dr. Ed Chicoine set off from a Pacific beach near Vancouver, Canada last May on a Marathon of Health, whose goal was to spread the message of wellness across North America.




Like "Rocky Balboa" (Rocky, 1976), the Chicoines ran up Philadelphia's Art Museum steps.

A Quebec chiropractor and Stemtech Executive Director, Ed and his family are all aficionados of a healthy diet and active lifestyle to ward off the diseases and disabilities associated with obesity and sedentary living.

Throughout their **9,223** mile run, the family wore attire telling the world that they are "Powered by Adult Stem Cells." What's more, the Stemtech logo was on the shirts they wore in their many media appearances throughout the seven months of the Marathon. From Vancouver to Boston to Los Angeles, in TV appearances on network shows and meetings with school kids and other groups, the Chicoines happily explained the motivation for their grand adventure: "Our mission is to create a Wellness Revolution and to stop needless suffering," Ed Chicoine says. "We want people to know about the little changes they can make in their everyday lives that can prevent diseases that come from inactivity and obesity – heart disease, diabetes and cancer."

Fittingly, the family finished their Marathon of Health with a party at Stemtech's World Headquarters in San Clemente, CA. After jumping into the Pacific Ocean at nearby Doheny Beach – officially completing their "Pacific to Atlantic to Pacific" run – the Chicoines celebrated their amazing accomplishment surrounded by Stemtech staffers, curious onlookers and local media. What a moment!

Stemtech and the Marathon of Health share the same message of Wellness. There is no doubt that the Chicoines' Marathon of Health was – and is – a perfect "conversation starter" for every Stemtech Distributor. Go to marathonofhealth.com to learn more about the Marathon, to find links to media appearances, and to sign the Marathon's Wellness Petition.

The Chicoines may now be back home in Quebec, but for them and for Stemtech, the Wellness Revolution is just beginning. Be a part of it! 

Our mission is to create a Wellness Revolution and to stop needless suffering
Ed Chicoine



clockwise from top: Marathon of Health at Stemtech Headquarters, Marathon of Health with students of Beacon High School, Marathon of Health with North East High School, Marathon of Health with San Clemente High School Soccer team, Marathon of Health in Ottawa.



One goal, one family, one GREAT accomplishment

The MOH runners have done what no other family has. Their 9,233 mile running stretch across Canada and the US has garnered media frenzy. They stopped at schools, social events and meetings with political luminaries giving health presentations on wellness principles. They encouraged everyone to make a personal "Wellness Revolution." As Dr. Ed says, "It costs nothing to sign our petition, but the cost of doing nothing is immense. Together we can create one strong voice and demand change from the food, fitness and health industries, as well as, our House of Commons and the US House of Congress."

The Chicoines endured close quarters in their traveling home (a remodeled motor home to accommodate eight), vehicle breakdowns, inclement conditions (ranging from rain, sleet, snow, hail, wind to weather between 26 and 100 degrees). All of this while running an average of 100 marathons each!

Together this dynamic family endeavors to promote a spirit of cohesiveness, and with renewed enthusiasm rekindle the need for wellness worldwide. Join the Chicoines and take a stand in their "Wellness Revolution" at their website, marathonofhealth.com.

changing the faces of Stemtech

dermaStem™ Renewal Serum has been on the market for just five months and is already making its mark in the skin care market. Each week we hear from more and more men and women who are reclaiming their youthful appearance with only a twice-daily application of our unique product, which uses adult stem cell science to bring new life into the body's largest organ, the skin.

Here is what some people are saying about DermaStem...

Marjorie Lanning Sons Sapphire Director

"With DermaStem, I have to say my skin is clear, the fine lines are minimized and my skin feels tighter but is not pulled in a ghastly way, as you see with some bad facelifts. I use the same makeup as before – natural organic from the health food store.

We know the saying, "We are what we eat." By the same token, our skin absorbs what we put on it. I use DermaStem on newly cleaned, damp, scrubbed skin while pores are receptive. I think I look better **NOW** than I did when I was a *HealthSpan* Rising Star at age 61 in 2006. I have had NO cosmetic surgery or Botox-like work done, since Stemtech's products are the answer. I eat a healthy diet with no grains, beef or dairy, and I sleep six hours a night (more often less). I thank Christian for the products, which are the answer to youth, purity and vitality. And my thanks to Ray for the business model, which is the foundation of this business that I love."



Sharon Castoldi Diamond Director

For years, when I was a cosmetologist and owner of three beauty salons, I used lots of creams and applications on my skin. Some of them were very expensive. Then last summer at the Convention, I heard about DermaStem, and I was really excited, because I know that Stemtech produces only very high-quality products. In addition, having a skin care product gives us a whole new way to attract people into our business.

Lately, I have been introducing DermaStem to a lot of people first, before Stemtech's nutritionals. People are signing up because they are impressed with DermaStem, which I remind them is kept refrigerated because the ingredients are fresh, living plants. Later, they move on to our other products, but DermaStem is their first attraction to our business."



Sir Kevin C. King

Director

"As a practicing physician, I am always concerned about the results that my patients experience from the medicines I prescribe or the products that I advise them to try. Searching for products that work has been a long-time pursuit for me, and I watch carefully for results.

I must say that I have never seen a skin care product be as effective as DermaStem™ in such a short period of time. I have used DermaStem in many applications for my patients, for the widest variety of skin problems, and the results I see are just what the marketing materials indicate: We are seeing improvement "within the first 7 days."

DermaStem is a magnificent product!"



Joyce Schneider Manager

"When I started using DermaStem, I put it only on the right side of my face. The reason I did that was because I felt it wouldn't work (as I had found with several products before), and I wanted to do a comparison. But what a surprise! The first thing I saw on the DermaStem side was that my skin became much firmer and it was not dry.

After 5 weeks, I could easily see the difference between the two sides of my face, and my husband took the photo. Needless to say, I am now using DermaStem on both sides of my face."



Louis "Loulou" Kneubuhler Manager

"On September the 8th, to my own surprise, I found myself in front of a mirror applying DermaStem. You have to understand that when you choose to make a living in the mountains, climbing or skiing, the more your face is chiseled by the wind, the cold and the sun, the more it seems that every wrinkle is a trophy from Nature. The deeper the wrinkles and the skin tanned like leather, the more you belong to the environment, and the more approval you get from the visiting public.

So there I was, facing the mirror, and promising myself to be a good student of the process I learned at the Stemtech Convention, but applying DermaStem to the right side of my face only. What did Heather say? Tap, tap, tap. There I was, getting closer to a mirror for a first time. Tap, tap, tap... Oops, wrong finger. Switch to the ring finger. Tap, tap, tap... Got it! I must avoid being the classic image of someone trying to force the precious serum through the pores... Now let's do it again. Tap, tap, tap... Smooth it gently.

Twice a day, each day. Then ten days later, take a photo. Whoa, it works!"



Verne Eaton Triple Diamond Director

"I have been using DermaStem for a little over four months now, and I have noticed that my crow's feet have practically disappeared. What's more, the wrinkles under my eyes have diminished by about 50% and my forehead has really smoothed out.

DermaStem is a great product! I highly recommend it to every prospect I talk to, as well as to the people in my organization. Stemtech's entrance into the multi-billion dollar skin care market is just one more way we are taking the world by storm with our adult stem cell science, our wonderful products, and our business opportunity!"



Share YOUR story with us on our Facebook page

global NEWS

W

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



Latin America

by Oscar Rosas, VP/Latin American Markets

Our top sponsors, Manuel and Goretti Macazaga, are sparking the new breed of leaders in **Mexico**. It was a pleasure for me to travel with them throughout the country on their Leadership Recognition Tour with our Sales and Marketing Manager, Jacob Orozco, and General Manager, Juan Carlos Saucedo. On tour, the Macazagas personally recognized leaders achieving top ranks and modeling leadership within their organizations. In front of over 200 people in Guadalajara, we also recognized the Corporate team for their effort and of Stemtech Mexico.

We welcome Juan Manuel Rico as Office Manager for **Colombia**, as we experience an upturn in recruiting, sales volume and the growth of field organizations, with renewed upline support. Under the direction of

Sales & Marketing Manager, Adriana Ricci, we can see that Colombia is poised to achieve its potential in this industry by attracting new top-notch industry leaders to Stemtech.

In **Puerto Rico**, Office Manager, Carlos Pineiro, applauds the recent move to a more accessible and modern office space, saying, "We could have not moved in a better time, as we welcome new and young groups with a thirst for championing business growth and touching the lives of thousands through Stemtech." To celebrate Stemtech Puerto Rico's First Anniversary on January 21, we are excited to be welcoming Ray and Christian.

We have just "soft-launched" **Ecuador**, the first country in Latin America where our flagship product, StemEnhance®, has been recognized as a unique adult stem cell enhancer by the INH (the Ecuadorian FDA). I would like to personally recognize Patricio Teran who has kept the

"flame" burning with his organization there for several months. After talking to many people on visits to cities throughout Ecuador, I am certain that Stemtech will be a success in Ecuador.

Next stop will be **Brazil** and possibly **Peru**. This is the right time to increase your Virtual Enrollments in both countries!

1. Manuel and Goretti Macazaga join Stemtech Executives in recognizing Field Leaders.

Europe and Down Under

by Andy Goodwin, SVP/Global Sales & Marketing

Following the spectacular First European Regional Convention in Portugal, Field Leaders from every country in Europe returned to their teams with renewed vigor and a dedication to put **Europe** on the map. With both **Spain** and **France** now officially pre-launched, the European market has really gone into overdrive, with over 700 FastStart Packs in France alone last month. Thanks to great guidance from Sales Manager, Gilles Roux, we are sure French business will explode in 2012.

Business in **Bulgaria** is booming, too... Sales have quadrupled in the last month under the leadership of Svetlana Nedkovska. Contact her if you have ANY contacts in Bulgaria. In the **United Kingdom**, the new Sales Manager is Ben Liffen (even better looking than Christian and with so much energy!), who surely will set the UK alight.

Gilles, Svetlana and Ben all speak PERFECT English. I encourage Stemtech Distributors worldwide to reach out to these experts and enjoy this amazing growth in this fertile building ground.

Downunder in **Australia** and **New Zealand**, the excitement is palpable. Right after your Regional Convention in Africa, Christian Drapeau visited Perth and Melbourne for a training meeting before our exciting official Launch of Stemtech Australia/New Zealand on November 19 in Sydney. As everyone worldwide now knows, this fabulous event included a worldwide LIVE broadcast that introduced SE2™, and we also added DermaStem™ to the product line. Many top leaders flew in to experience the fun, information and many surprises that Ray and Christian revealed for us. It was a super time!

We welcome, Gilles, Svetlana and Ben to our Stemtech family!

2. Svetlana Nedkovska **3.** Gilles Roux **4.** Ben Liffen

Africa

by Errol Lester, VP/African Markets

Now we are FOUR! With the exciting Pre-Launch in Nairobi, **Kenya**, on November 5, Stemtech's presence in Africa has expanded to a fourth nation, and our first in East Africa. Attended by 150 enthusiastic people who have been looking forward to this happy occasion, our Nairobi event was the realization of a years-long dream for many. I was pleased to share the stage with Ray Carter, Christian Drapeau, George Tashjian, Brianne Rogers, Jono Lester (along with me, a native of Africa) and our brand-new and very talented General Manager for Stemtech East Africa, Mbogua Njoroge.

Just a week later, we celebrated the **First Africa Regional Convention** at the beautiful Birchwood Inn in Johannesburg, South Africa. With Ray and Christian as our honored guests, this Convention was one for the Memory Books. Exciting announcements happened throughout the three days, introducing DermaStem™, the "Stemtech Changes Lives" DVD (a copy given to everyone), Stemtech's ChampionSHIP Cruise Contest, the eWallet and Paycard and the BMW Bonus Program, the latter two coming to South Africa in early 2012. What's more, I had the privilege of giving our assembled Distributors a peek at the exciting growth coming in Africa.

Stemtech's First Annual Africa Regional Convention was – in a word – spectacular. It was "A Time for Africa." It was – and is – a time for us to grab hold of the golden opportunity that is Stemtech as we build a bright future in Africa!

5. Stemtech Distributors celebrated "A Time for Africa" at the First Regional Convention.





(from Page 13)

Canada

by Jonathan Lester, SVP/International Business Development

Many new and exciting things happened in Canada in 2011: First we welcomed **Colleen Edwards** to the team as Director of Sales, and – as part of her many valuable contributions to our company – she took the reins for our first-ever Canadian National Conference, which was a blockbuster sold-out event. As I head off to new responsibilities for our Global Markets (See page 6), we welcome our new General Manager, **Lara Bolton**, a seasoned professional with the widest experience in network marketing, operations, logistics and customer service. We know that both Lara and Colleen are the right people to lead Canada to the next level.

We also welcomed Stemtech products to Canada: **DermaStem™** during the summer, **StemPets®** at our Canada Conference, and in November, **SE2™**, which is already a hit in provinces everywhere. Canadian Distributors can now offer the full line of Stemtech products, along with our unmatched opportunity, to people throughout the country.

And what can we say about our native sons, the Chicoine family and their **Marathon of Health**? They have been an inspiration to us all! (See pages 8-9.) Their message of health and prosperity echoes Stemtech's own mission. We congratulate them on their grand accomplishment, and we know that the Marathon's "Powered by Adult Stem Cells" slogan has highlighted Stemtech everywhere they ran.

6. Canada Conference

Asia

by Jonathan Lim, VP/Asian Markets

Typhoon season can do a lot to diminish attendance at meetings, but not for Stemtech Distributors! A happy group of hearty individuals turned out in a driving rainstorm in October to celebrate the Second Anniversary of Stemtech **Philippines**, encouraged by their intrepid Field Leader, Edgar la Chica. (See picture.)

In **Malaysia**, General Manager, James Von, and his team have been very dedicated to field support, doing monthly road shows to different cities. These successful road shows have led to a significant growth in Distributors outside the metropolitan area of Kuala Lumpur for the first time. We have recently added StemPets™ to the line in **Taiwan**, a country where people love their pets, so we expect big sales. In both Malaysia and Taiwan, I am working diligently on regulatory matters for the upcoming addition of StemFlo™, DermaStem™, and SE2™ to the product line in both countries, and Malaysian and Taiwanese Distributors are very excited about what's coming!

We are still working tirelessly on opening both **Indonesia** and **Thailand**, and I appreciate your patience as we deal with the delays caused by lengthy government processes for product approval and company registration. I sincerely hope to announce openings in both countries early next year.

7. Not even a typhoon could deter these Distributors from celebrating Stemtech Philippines' 2nd Anniversary in Manila. ✂



global leaders

New Global Triple Diamonds



Christa & Wimpie van der Merwe - South Africa

For Christa and Wimpie, their pursuit of health is holistic, pro-active and integrated. They say they do their best to apply common sense and wisdom principles when it comes to eating right and keeping active. Through their company, Impact Health Solutions, they offer different health services, but they say, "One product that is years ahead of its time is StemEnhance®, as well as StemEquine® and StemPets®, the adult stem cell products for humans and animals. We can personally testify to their efficacy in restorative health benefits. If only we'd had them 20 years ago!"

Wimpie says, "While we never had an intention to make a business from Stemtech's products, the company offers an affordable way to access adult stem cell technology and – having no competition in the marketplace – the business happens naturally and by public demand." Their business has recently expanded throughout Africa and into Europe, affecting thousands of people positively. "And," Christa notes, "It has offered us a growing residual income, which will outlive us!"

Claudia Ivette Zamudio Vargas - Mexico

Mother of two sons and a veteran in the network marketing industry, Claudia says that Stemtech is "the right company in the right place with the right person... me!" Working with a system that she learned from Manuel y Goreti Macazaga and which she teaches to her Distributors, Claudia provides daily online conferences and weekly trainings where every Distributor is urged to participate.

In her training, Claudia shares some advice. She says, "It is not important where you are now. Where you want to go is the only important thing." She urges people to make a decision, keep focus and take action day by day... no matter what. "If people in my organization do these three things," Claudia says, "they cannot help but succeed."

Claudia's goals for 2012 are challenging, but she is confident of her success: "I want to consolidate my organization, build Double Diamonds and Triple Diamonds in my group, build another personal group and increase my income by four times," she says, adding, "Hard work, yes, but just enough for 2012!"



Uju & Chigozie Tettey - United Kingdom

There is little doubt that 2011 was a very big year for Uju Tettey and her Stemtech business. Throughout the first half of the year, Uju worked tirelessly to pursue the weekly Challenges of Stemtech's Amazing Race. Whether it was building with FastStart Packs or sharing product in pictures or whatever the Race threw at her, Uju was right there, ready to grab some more miles per hour. And when the dust cleared at the First Europe Regional Convention, there she was on stage, accepting her part of the Grand Prize. The smile on her face in the picture taken at that moment says it all: This was a really big moment for Uju!

But the big moments didn't end with her Grand Prize win. Before the end of the year, Uju's diligence and hard work took her to Triple Diamond status. Now, with a New Year ahead, we can only imagine what Big Moments the year will bring to Uju, Chigozie and their Stemtech business. Stay tuned for more from this Stemtech Superstar!



spotlight

A FAMILY GROWING UP WITH STEMTECH
Ian & Melony Davies
President's Club

a *Welsh-born former carpenter living in Hawaii, Ian Davies came to Stemtech in the company's earliest days, distinguishing himself as one of the first seven Triple Diamonds.*

In the launch issue of HealthSpan (Summer, 2006), Ian pointed out that – even though his Stemtech team already numbered “over 4,600” – he was “just a regular guy” whose passion was to help people achieve their dreams with Stemtech.



2011 Family photo - Ian & Melony with Shane (now 11) and Christon (now 8)

Some things have changed since those early days: The boys are lots bigger, finding many new interests and the family has relocated to Australia to build the Davies' Stemtech organization from that country. But a lot about Ian is the same: He is still that “regular guy” and he is still helping people achieve their dreams... It's just that these days he is reaching out from Australia to Stemtech family members all over the world.

Ian says, “I have always had a vision to help people, but before finding Stemtech, I didn't know how to do it.” Once he heard about the groundbreaking discovery Christian Drapeau had made with adult stem cells and AFA, he knew that sharing StemEnhance® was the path he simply had to follow. “It was a dream come true,” Ian says, looking back. And he offers this advice: “Never miss an opportunity to change

someone's life. It's what we do with Stemtech everyday. When you offer others the full line of life-changing products and the unparalleled opportunity we have – always shared with loving kindness – good things happen. With Stemtech, the more you help others, the more money you make. And the more money each of us makes, the more great good we can all do in the world.”



2006 Family photo - Ian & Melony and Shane (5) and Christon (3) in 2006



Tune in and hear Ian share his passion for SE2™ Adult Stem Cell Support and his inspiring words about Stemtech on an upcoming Stemtech Conference Call or Webinar. Here is a small segment of what he shared recently

“People often ask, ‘What is an adult stem cell?’ For many years I worked as a carpenter, and I used to help repair and renew old houses. Say you had an old bathroom or an old kitchen. I could put a brand new kitchen or bath in there. Or if you had a hole in your roof, I could put on a new roof. That's similar to the way adult stem cells work in the body. When an adult stem cell goes to the brain, it becomes a brain cell. In the pancreas, heart, liver – any organ in the body – it becomes a cell of those organs.”

“The puffiness I had for years is gone, my rough looking skin now looks youthful, I can get around easily, and I feel like I'm thirty again” - David Weible



Chang Er “Flora” Lee - Executive Director, California

A math teacher and owner of a tutoring center, Flora happily shares her enthusiasm for Stemtech's products and opportunity with the many people she sees each day. First attracted to the company in 2007 by the science of adult stem cells and StemEnhance®, she now uses and shares Stemtech's full product line with excellent results. “When I had a problem on my skin, I first used StemFlo® along with StemEnhance, and saw such a dramatic difference,” Flora says. “Now I use all the products, and my little dog does, too. Her recovery after surgery was so fast, thanks to StemPets®!”

With consistent help and support from Vanessa Tu and Chi Tung Tsai, Flora is building a large organization in the United States and in Taiwan. She always has English and Mandarin-language Stemtech brochures on hand and on display in her office waiting room. “They are attractive, so people pick them up to read. My students' parents are intrigued by the business, the science of adult stem cells and the opportunity to make money,” Flora says, noting that many of these “casual introductions” have led to enrollments.

Flora tries not to miss a single opportunity to share Stemtech with others. She says, “I have found that exercise centers and places attracting healthy people are great spots to introduce Stemtech's products, because people there understand the importance of good health and activity.” But Flora puts no limits on herself. She says, “Stemtech's products and opportunity are right for everyone!”

David Weible - Double Diamond Director, Montana

Last winter, David was in a life-threatening situation: He had fallen in the snow and, because of his limited mobility, could not get up. For four hours he lay there, praying for help or death, before his sister rescued him. During his weeks of recovery, David experienced a number of unexplainable things, including remembering a phone number, which eventually led him to Denny Kluver. Denny had sent David Stemtech brochures weeks earlier, prompted by Delores Hutchinson, who had said, “If I could get David Weible in this business, he'd build the company. He's the world's best salesman!”

In his first phone conversation with David, Denny asked if he had read the Stemtech materials, and David's response stunned him: “I can't read or write,” David said. “Send me product.” Denny did just that, and within weeks, David was convinced. “The puffiness I had for years is gone, my rough-looking skin now looks youthful, I can get around easily, and I feel like I'm thirty again!” David says.

Since then, David has thrown his full effort into his business, driving all over to spread the word about Stemtech. Stressing that Distributors have to know the products, David trains his many team members, always keeping things simple, so everyone can achieve success.

People who have known David for years cannot believe the physical change in him. David says, “People have trust in me, because they see what Stemtech's products have done for me. When they ask, ‘Can Stemtech help me?’ I have a one-word answer: YES!”

Yvonne Ford - Senior Director, Florida

You have heard that “A dog is man's best friend,” and the Ford family's story puts truth to the saying. Two years ago, 13-year-old Savannah, a Cocker spaniel, went from an old canine who could hardly walk to a puppy-like animal running and jumping everywhere... all in only two weeks while taking “something new called StemPets®” that Marge Berger had suggested. Yvonne was amazed, and called Marge, asking, “Do they make this product for people?” That question began the Fords on their journey to optimal health and opportunity with Stemtech.

Yvonne did her due diligence, however, before jumping into “another network marketing business”: She listened in on conference calls led by Peggy Zumbaum, Garret Woning and Verne Eaton for three weeks to satisfy her mind that Stemtech's “products are unique, the company has integrity and there is solid leadership and support for the field.” When all her “must-haves” were satisfied, Yvonne and Jerry enrolled, and they have been building consistently since those first days.



(clockwise) David Weible, Chang Er “Flora” Lee Yvonne & Jerry Ford

MARCH MADNESS

Stemtech on Tour
Andy Goodwin, Senior VP/
Global Sales & Marketing,
is traveling far and wide,
accompanied by **Heather
Livingston**, VP/Global Product
Training & Sports Marketing,
Colleen Edwards, Canada
Sales & Marketing Director and
Lara Bolton, Canada General
Manager, to present valuable
training meetings in your neck of
the woods.

**These Road Trip meetings can boost
your enrollments and business growth!**
To get on one of the Road Trip schedules,
gather names of 50+ interested people and call
the Stemtech Home Office at 949.542.8600.

The TRIP of a LIFETIME

are you a Stemtech CHAMPION?

FREE ROUNDTRIP AIRFARE (Champion & Spouse)
ALL CRUISE EXPENSES PAID (Champion & Spouse)
BUILD TODAY... SAIL WITH US TOMORROW!
Contact Cruise Control at cruisecontrol@stemtechhealth.com