

HEALTHSPAN

WINTER 2013

Stemtech International, Inc.

Total Life Enhancement

Limited
Time!!

3

Different
TeamBuilder
Packs!! p 10



HEART **Health**
in the **New Year**

Power of
THREE



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WRITER/EDITOR

Bonnie Goldfein

ART DIRECTION & DESIGN

Skott McKinney

DESIGN & LAYOUT

Kate Dedeaux

151 Calle Iglesia
San Clemente, California 92672

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co-founder

messages



Welcome, 2013

Happy New Year to all!
As we open a brand-new year, we know that 2013 is filled with great promise for Stemtech around the globe. Currently open world markets continue to advance with more product offerings, bonuses and business tools,

while plans are progressing for major new market openings on several continents.

Our company is continuing our investment in clinical research. We have plans to publish several studies this year, further distinguishing us from potential competition and confirming our identity as THE Stem Cell Nutrition Company. Also during this year, the Stemtech Global Foundation will continue to identify and add more worthy charities to our umbrella of global giving. We encourage each of you to support the Foundation directly with us. For information, go to www.stemtechglobalfoundation.org.

2012 saw a dramatic increase in the members of our Diamond Team and even an addition to our Chairman's Club – all indicating the development of global leadership that can take our company to a growth cycle unlike any we have previously seen. As corporate leaders, Christian, our Executive Team and I will further our dedication to collaboration and teamwork with you, our Distributors around the world, with a long-term business plan geared to ensure the success of both Stemtech and your business. Our future is very bright! We thank you for the important role you play in sharing our mission -- a mission that is bringing wellness and prosperity to the world.

To your health and happiness,

Ray C. Carter, Jr.
President & CEO



Thoughts For The New Year

The beginning of a new year is a good time to make resolutions and to set goals. If we end the year where we started it, we have missed the opportunities brought by 2013. As Goethe wrote, "He who moves not forward, goes backward." Do you know that despite a four-year recession, many people and companies in North America have prospered; since 2008, the United States alone has created more than one million new millionaires! These people succeeded not by focusing on problems but rather by grabbing onto opportunities. Unfortunately, although everyone knows about the "Seize the day" concept, people often fall short of adopting the proper mindset that allows them to seize an opportunity.

2013 will see the world continue to move toward economic recovery, as people become more open to investing time and energy into opportunities for more income and improved health and quality of life. Stemtech is, therefore, an exceptional opportunity for them! Commit NOW to ending 2013 stronger than you started. Share Stemtech products and our opportunity each day. Join us in our commitment to make 2013 the best year ever!

Christian Drapeau
Chief Science Officer



Heart Health & Stemtech

by Christian Drapeau, MSc
Chief Science Officer

*With Valentine's Day
coming, let's talk about
the heart!*

**Your heart beats about
100,000 times each day,
about 35 million times in
a year.**

During an average lifetime, the human heart will beat more than 2.5 billion times and pump over 45 million gallons of blood... enough to fill 70 Olympic swimming pools!

How much work is this? Give a tennis ball a good squeeze and you are using about the same force that the heart uses to pump blood throughout the body... all the time, even at rest. As a result of this action, the 6 quarts of blood contained in your body's blood vessels circulates through your whole body three times a minute.

That's roughly 2,000 gallons traveling many times through 60,000 miles of branching blood vessels every day! And all of this pumping is done by a 10-ounce muscle the size of your fist. So feel free to express your gratitude to your heart!

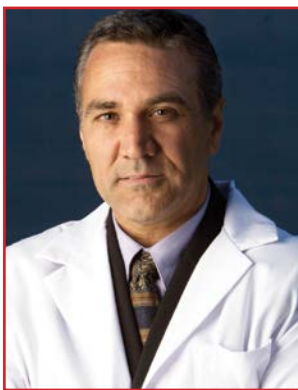
A number of studies clearly demonstrate that the heart muscle is in a constant process of regeneration and that circulating adult stem cells play an important role in the process of cardiac tissue renewal. For example, one study's analysis of cells undergoing cellular division in the human heart revealed that proliferating heart cells can account for about 14 cells per million in the normal heart, for a total of an estimated 80,000 cells

“SE2 significantly increases the number of circulating stem cells within one hour after consumption, tilting the balance toward tissue renewal.”

undergoing cellular division at any given moment. On the other hand, there is an estimated progressive loss of approximately 7 million heart cells per year. So the balance between cellular loss and tissue renewal is crucial for a healthy heart.

It is not easy to estimate the time that it takes for the human heart to renew itself. But some scientists have been very creative in trying to answer this question of renewal time. For example, the group headed by Dr. Jonas Frisén measured carbon-14 (radioactive carbon) in genomic DNA of human heart cells in people born before and after the beginning of nuclear bomb testing. Carbon-14 concentrations in the atmosphere remained relatively stable until the Cold War when above-ground nuclear bomb tests caused a sharp increase in atmospheric carbon-14. Then, after the Limited Nuclear Test Ban Treaty in 1963, carbon-14 concentrations dropped exponentially, not primarily because of radioactive decay (since carbon-14 has a half-life of 5730 years), but by diffusion from the atmosphere. Carbon-14 combines with oxygen and rapidly equalizes around the world as carbon14 dioxide. Then, since carbon14 dioxide is incorporated by plants through photosynthesis and humans eat plants and animals that live off plants, the carbon-14 concentration in the human body mirrors that in the atmosphere at any given time. Since carbon is incorporated in the DNA at the time of cellular division, the concentration of carbon-14 in DNA can be used retrospectively to date the birth of cells in humans. Using this approach, the group of scientists concluded that it takes roughly 25 years to renew about half the human heart.

Another approach consisted of counting the number of cells containing the Y-chromosome in the heart of women years after radiation therapy and bone marrow transplants from a male donor, for the treatment of leukemia. After such treatment, women find themselves with a body made up of their own cells that do not contain the Y-chromosome, while the stem cells in the bone marrow that came from the male donor do contain the Y-chromosome. By counting the number of heart cells containing the Y-chromosome at various times after bone marrow transplant, it is possible to estimate the rate with which new cells are incorporated into the heart. Using this approach, the scientists estimated that the heart replaces itself every 20-25 years.



Ultimately, whether the heart takes 20 or 50 years to renew itself is not relevant. What is important is to understand that **the heart is in a constant state of renewal**. In this process the single most important factor is the number of stem cells available to participate in the process of tissue renewal: more stem cells in circulation means that more stem cells are available to migrate into the heart. This is where SE2 ® becomes a unique tool to support optimal cardiac health. SE2 significantly increases the number of circulating stem cells within one hour after consumption, tilting the balance toward tissue renewal.

In addition to SE2, other “non-scientific” actions help support your heart’s important job in your body. For example, laughter is a sure way of elevating the heart, as is the “swelling of your heart” that you feel when seeing a loved one. Valentine’s Day is a great opportunity to show your loved ones how big your heart is! As we anticipate this annual “heart day” during Heart Health Month in the United States, let’s remember these things: Don’t

let little things stand in the way of a precious, “heart-warming” friendship. Never shy away from a good *heart-to-heart* exchange. Laugh whole-heartedly and let your heart-felt love grow.

As to why the heart is used to represent love, it’s hard to tell. The explanations go from trivial to deeply mystical; but suffice it to say this: Falling in love increases the heart rate and feeling love is good for the heart. Love and SE2... a perfect combination for your Heart Health! ✕

Did you
Know?

Just 15 minutes of
relaxation can alter
your heart rate.

Delicious TeamBuilder Packs for the New Year!

In 2013, the TeamBuilder Bonus opportunity is more tempting than ever. And to start our New Year right -- just the way you start a fine meal -- FOR A LIMITED TIME we have on the menu **three appetizing introductory mini packs** that can whet any prospect's appetite for a new Stemtech business opportunity...

Appetizers (three choices, each only \$159)

- 1. Mini TeamBuilder RC Pack** (*Release & Circulate*) 1 SE2 and 1 StemFlo (value \$655) + the Business Development Training System (including the Business Builders Guidebook), Distributor Business Suite (including personalized website), product/business marketing materials and a 2-for-1 Convention Voucher.
- 2. Mini TeamBuilder RM Pack** (*Release & Migrate*) 1 SE2 and 1 ST-5™ with MigraStem (value \$655) + Plus the Business Development Training System (including the Business Builders Guidebook), Distributor Business Suite (including personalized website), product/business marketing materials and a 2-for-1 Convention Voucher.
- 3. Mini TeamBuilder RP Pack** (*Release & Proliferate*) 1 SE2 and 1 DermaStem™ Renewal Serum (value \$725) + the Business Development Training System (including the Business Builders Guidebook), Distributor Business Suite (including personalized website), product/business marketing materials and a 2-for-1 Convention Voucher.

Intro Mini Packs Are Available For A Very Limited Time!

Bonuses earned - Enroller -- \$20 TeamBuilder -- \$40 Matching -- \$20



The **TeamBuilder Pack** for Business Builders is selected by most people who want to build a business with Stemtech and make some serious Bonus money fast. It is...

The Main Course (Only \$299 complete)

1 SE2 & 1 StemFlo & 1 ST-5 with MigraStem & 1 DermaStem Renewal Serum (value \$850) + the Business Builders Guidebook, Business Development Training System, Distributor Business Suite (including personalized website), and product/business marketing materials

Bonuses earned - Enroller -- \$50 TeamBuilder -- \$80 Matching -- \$40



Business Leaders, just for you...

The Banquet (for Business Leaders, each \$800 complete) **NEW!**

TeamBuilder Manager Pack (RCMP: *Release, Circulate, Migrate & Proliferate*)

3 bottles of SE2 & 3 bottles of StemFlo & 3 bottles of ST-5 with MigraStem & 3 bottles of DermaStem (value \$1400)

+ the Business Development Training System (including the Business Builders Guidebook), Distributor Business Suite (including personalized website), individual product & opportunity brochures (10 each), 5 all-product brochures, Back Office set-up, monthly hosting (fee waived if on AutoShip), enrollment materials and a 2-for-1 registration for first Annual Convention.

Special in January: Free Shipping on the Managers Pack!

Bonuses earned - Enroller -- \$100 TeamBuilder -- \$200 Matching -- \$100

No matter what course your prospects choose when they come into the Stemtech opportunity, we wish them and you...

Bon Appetit!

¡Viva Guadalajara!

1atin American Leaders gathered in Guadalajara at the magnificent Hilton Hotel the weekend of October 19-21, 2012 for a first-ever Latin America Regional Convention, and IT WAS A REAL SPECTACULAR, with lots of Latin flavor!

Everyone applauded Ray and Christian's "What Ifs" that introduced The Power of 3, the new Car Bonus program, Back Office enhancements, the new Mobile App and the new Comp Plan video, to name just a few of the exciting announcements. The pictures on this page give you just a hint of what the weekend offered. We hope you enjoy them! ✂



Clockwise from top: StemGem Dinner: Ray joins the applause for some talented StemGem dancers. Convention entertainment included beautiful dancing and mariachi music. All aboard the Tequila Train! Conventioneers joined Ray and Christian for a trip to a tequila factory. Salude! VP Paola Mazzoni passes the Olympic torch to Ray and Christian. Gold Medalist Roberto Narvaez (Mexico), Silver Medalist Mario Luna (Mexico) and Bronze Medalist Dr. David Constante (Ecuador) on the Olympics podium with Ray and Christian. Stemtech Mexico's General Manager Juan Carlos Saucedo, Ray and Christian congratulate Luis Alberto Zepeda, México, Gold Medal winner for Javelin in the London Paralympics 2012. Medal-winners for PERSONAL ENROLLMENTS DURING THE OLYMPICS CONTEST congratulated by Ray and Christian are Arcelia Diaz (Gold), Roberto Narvaez (Silver) and Mario Luna (Bronze).

global notes



Canada

by Lara Bolton, General Manager

In 2013 we are setting new goals, dreaming big dreams and making plans for Distributors all across Canada to earn BIG with the TeamBuilder Bonus and the Power of 3 programs. We will be holding meetings in provinces and look forward again to hosting our own native son, Christian Drapeau, for a meeting that was “won” by our Quebec Distributors in our TBB Enrollment Contest. We know that the room -- no matter how large -- will be filled for this special event!

1. *Maggie Fortin will host Christian at the meeting “won” by Quebec*

Ghana

by Errol Lester, VP/African Markets

Kossi Sebastien Kpago happily welcomed Heather Livingston and me to his huge meeting in Ghana, where we introduced Sebastien's large organization to the Business Builders Guidebook and other new Stemtech tools for business building. It was a true honor for both Heather and me to spend time with Sebastien, Stemtech's newest member of the Chairman's Club. This young man has the dedication, drive and sincerity that is building hope for so many in Ghana and in his native Togo, whose market we are working tirelessly to open.

2. *Heather & Chairman's Club member Sebastien*

Australia & New Zealand

by Leigh Mace, General Manager

Triple Diamond Marita Mason, Executive Director Robert Boyd and Manager Ashley Nugent (pictured) are just three of the Leaders who are leading Australia-New Zealand in 2013. With record-breaking sales in 2012, Australia-New Zealand will increase the momentum, kicking off in February with the first of product tours around both countries and launching the Stemtech Academy to build strong, confident Business Builders. Monthly promotions will create excitement for all! Come join us!

3. *Marita, Robert and Ashley*

Malaysia

by Nicholas Tan, General Manager

Following the introduction of DermaStem and the first distribution of the new Business Builders Guidebook in Malaysia, VP Heather Livingston conducted a full day of training for Malaysian Distributors, who posed with Heather to show their excitement about the new product and global training tool. We also published our Launch Edition of HealthSpan Malaysia, which has been eagerly welcomed by everyone.

4. *The happy training group in Malaysia*

thailand

is open

Bangkok was definitely the place to be in October...

***n*ot only was it the site of the First Annual Asia-Pacific Rim Convention, but it was where Stemtech opened its newest market, Thailand!**

In a very festive ribbon-cutting ceremony, General Manager Ott Thaosthien welcomed Ray Carter and Christian Drapeau, as well as Senior VPs Andy Goodwin and Jonathan Lester, VP/Asian Markets Jonathan Lim and Triple Diamonds Mr. Wang K. Shin (Korea), George Gorostiza (U.S. & The Philippines) and Tony & Careen Lim (Malaysia) for the opening of the new Bangkok office. Also in attendance for

the happy occasion were U. S. Executive Director Pashree "Super Pat" Sripipat and her husband Shane Silapee. (See Super Pat's story on page 17.)

As is his practice, Ray spoke entirely in Thai, the native language, at the opening ceremony, saying, "Thailand is such a warm and welcoming country, and we are thrilled to be officially open for business in this, the 5th largest market in Asia for direct selling."

We encourage YOU to reach out to this newest fertile market for growth in your Stemtech business. There are nearly 70 million Thai citizens who need Stemtech's products and opportunity! ✕



Clockwise from upper left: Balloons attached to the ceremonial ribbon nearly hide the Executives. Ribbon is cut and off they go! Smiles all around -- Thai Distributors and their visiting American uplines. Ott, Andy, Ray, Jonathan and Jonathan -- out from behind the balloons!



Being ACTIVE Can Help Your HEART

by Heather Livingston

VP/Global Product Training & Sports Marketing

***Your heart wants you
to GET MOVING!***

no matter how busy you are, there are many ways to include activity into your daily routine.

Getting up, moving around, being active – all these contribute to blood circulation, to your mobility, and toward activating your heart and entire body. A structured exercise program is beneficial, but so often I hear from people all over the world that they do

not have **time** to exercise, to go to the gym, to get sweaty and then cleaned up for the rest of their daily tasks. It makes good sense, therefore, to build in activity throughout the day. Doing so can still benefit your heart and help you maintain a level of muscle mass and bone density. Remember: All physical activity adds up. It's easy to incorporate the activity tips (following) at home, at work and at play to increase the amount of physical activity in your life.

Heart-Healthy Activity

1. Aerobic exercises done 30 minutes a day is excellent for increasing your heart rate. Climbing the stairs, taking a brisk walk, using an orbital exercise machine or treadmill or doing anything to get your heart rate up are all aerobic activities. The Wii has several fun games such as Wii Sports or Wii Fit Step Aerobics – and they feature great exercise that you can do with your kids. Make activity a family affair!
2. Any moderate-intensity exercise like swimming, jogging, Pilates and yoga is good. Exercising your heart muscle means exercising your body. You don't need a gym -- just a bit of motivation and a good pair of walking shoes.
3. If you "don't have time," to exercise, then schedule shorter but more frequent activity periods -- like 5-10 minutes several times throughout your day. Take the stairs, park your car farther away from the door, take a quick walk around the block at lunch or during a break; and definitely count in those house chores -- such as mowing the lawn and vacuuming -- when you are toting up your day's activity!
4. If you already do a vigorous aerobic routine or if you are enrolled in an exercise class, then three days a week for 20 minutes a day is good.
5. Attention, adults who are 65 or older and anyone with chronic conditions or limited mobility: You are not off the hook! You need the same amount of exercise as younger people. Yes, the activity can be less intense and you must use good judgment and follow your doctor's advice. But you, too, need to GET MOVING. *Refer to Tip #1 and plan to gradually increase activities.*
6. Strength training is a great complement to aerobic training and it helps to prevent age-related bone- and muscle-mass losses. Keep in mind that strength training doesn't increase your heart rate but it does increase stamina. Use it to target areas where muscle-tone is most needed; but don't forget to work on the other muscle groups, too.
7. As with any plan, start strength training slowly and build up to heavier weights and more repetitions, especially if you are new to strength training or out of shape. The old adage "No pain, no gain" is most often inappropriate. What's more, following this adage can be dangerous.

8. Practice balance exercises to help in preventing falls and injuries. Balance techniques are used frequently as exercises in yoga. Simpler forms of balancing exercises -- such as walking heel-to-toe, standing on one foot, or standing up and sitting down without using your hands -- are easy to work into your daily routine.
9. Stretching exercises done twice a week helps maintain flexibility, which is very important. Consider 10 minutes of stretching twice a week to improve your flexibility.

Source: <http://www.heart.com/10-heart-healthy-exercise-tips.html>

With any exercise program, it's good to start slowly by warming up, then increasing the pace. A good cool-down afterwards is equally important. Please remember: With any new exercise plan, check with your doctor first, especially if you are at risk or on medications; and always follow the advice of qualified professionals. ✕

Heart-Healthy Nutrition

Stemtech products are an essential part of your activity regimen. Use SE2® and StemFlo® – or StemSport™ Advanced Formula, which contains both -- before and after exercise, to assist in recovery time. (Add ST-5™ with MigraStem for complete support of your body's daily natural renewal system.) **Keep in mind:** The more quickly you recover after activity, the more energy you will feel and the more you will be inclined to embrace your active lifestyle. If you want to "stick with it" and experience life-long benefits from a heart-healthy body, take Stemtech products and **GET MOVING!**



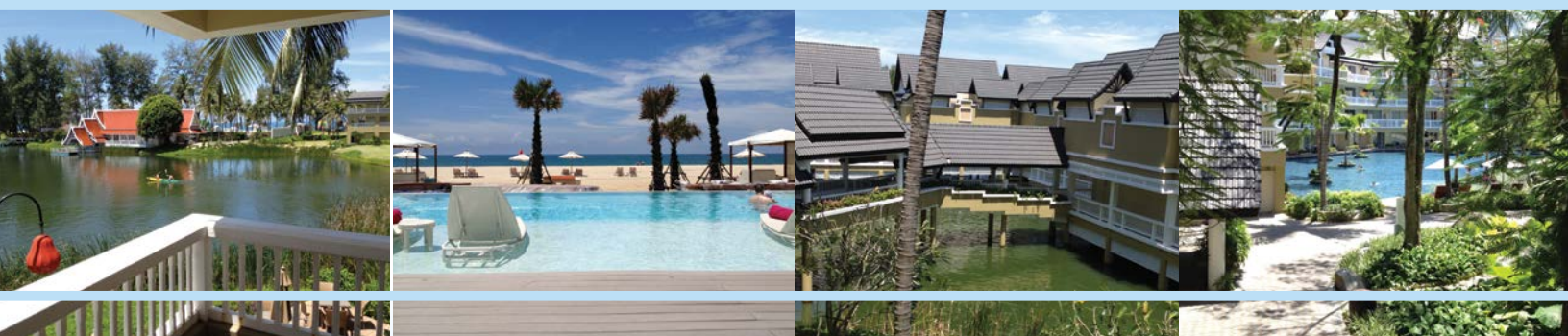
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By Popular Demand, CHAMPIONS CHALLENGE QUALIFICATION EXTENDED!

Due to unprecedented growth in our Diamond ranks we have extended the promotion through March and April with all efforts to date still counting for those working hard. Now you have more time to achieve this simply extraordinary experience, if you are a CHAMPION in your category, with 30+ coveted tickets for a Vacation in Paradise your goal. Diamonds, Double Diamonds and Triple Diamonds (and above) are jockeying for position on the leader board so keep focused and ensure you are recognised as the CHAMPION you can be.

WHO WILL BE ENJOYING A WEEK ON PHUKET ISLAND?

The TOP TEN qualifiers in each Diamond division can qualify for the Trip to Phuket Island. AND remember, our CEO/President **Ray has his eye on this Contest!** He just might invite a few hard-working, high-achieving Diamond or above Team members who are NOT in the Top Ten to join him, Christian, the Executive Team and the TOP qualifiers for this fabulous trip.

WORK HARD NOW & YOU COULD BE
ENJOYING ALL THAT **PHUKET ISLAND**
HAS TO OFFER!



You'll LOVE this **Valentine** special!

Buy a 20-pack of DermaStem® Renewal Serum Samples **NOW** for \$20
and get 20 coupons for **\$20 OFF!**

(Your Retail Customers can get DermaStem for only \$110. WOW!)

Special ends Valentine's Day. ORDER TODAY!