

# HEALTHSPAN

AUGUST 2012

Stemtech Africa

## Then, Now & ALWAYS *Celebrating Stemtech*

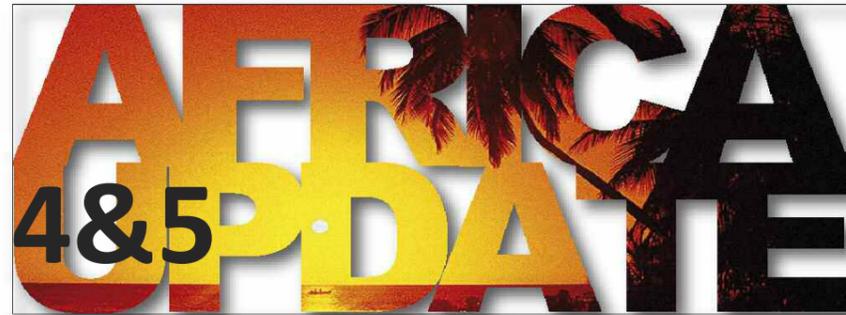
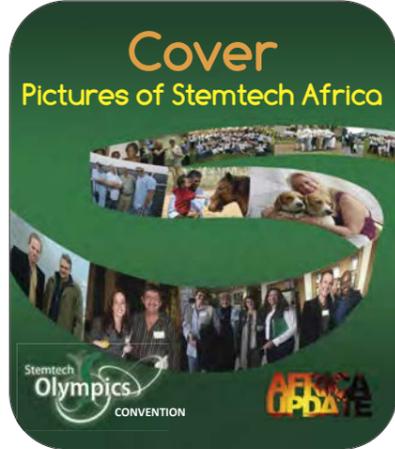


Stemtech  
**Olympics**  
CONVENTION  
pp 6&7

**AFRICA**  
**UPDATE**  
pp 4&5

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# co-founder messages



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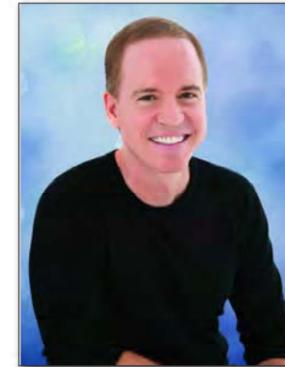
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**2012... One AMAZING Year**  
(and we're only halfway through!)

The second quarter of 2012 has been an exciting one. The TeamBuilder Pack and TeamBuilder Bonuses have helped drive new enrollments and higher weekly payouts in North America, so we are especially thrilled to make this program available to South Africa and Namibia now and the wider African market soon. In addition, the Stemtech Olympics contest is helping active Business Builders earn points toward a free Convention in Greece in late September. Our Global Family will be celebrating Stemtech's growth, too, at Regional Conventions in California, Thailand and Mexico this year.

Africa's current superstar, Ghana, officially launches in November, after an extremely successful pre-launch year. The market in that small nation has set sales and enrollment records consistently, challenging the performance of markets in much larger nations. Kudos to Ghana!

We officially opened our market in South Korea on June 21, packing the Seoul Convention Centre with more than 1,200 new Distributors eager to start their business with us. South Korea offers one of the world's top network marketing venues, so we expect exponential growth there. Next up is Thailand, as we work to open additional markets by year-end, including Tanzania, Nigeria, India, Indonesia, Brazil and Russia. I urge you to look at developing Virtual Enrollments in these markets now, so your teams there are ready on opening days.

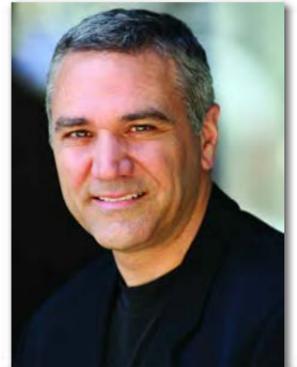
Our global leadership continues to drive growth in all our markets. Congratulations to the new Triple Diamond Directors from Africa (p. 4) and from four other continents (stories featured in the Global News of this HealthSpan). Make sure to read about these Leaders and learn from their success.

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

I look forward to seeing you at the Europe-Africa Convention in Greece in September.

Ray C. Carter, Jr.  
President & CEO

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



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

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

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

Christian Drapeau  
Chief Science Officer

# sailing to paradise



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

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

No doubt this was a trip to remember always, with so many highlights. Here's what our own South African Cruisers and some North American Cruisers remember as their favourite moments:

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



to know my French roommate, **Marie-Christine Lhermitte**, who lapsed into French whenever we were sharing our excitement about the trip. Only the puzzled look on my face let her realize that I was clueless! And everyday the planned activities made me climb out of my comfort zone. Wonderful! **Caroline Lohmeyer**, *President's Club USA* (pictured enjoying a joke with *Triple Diamond Denny Kluver*)

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

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



“The Stemtech 2012 Champions Cruise was a FUN event where we felt the heartbeat of the owners and the leaders from around the world, for the business. The entire weeks lifestyle events encouraged us and created memories, filling us with irreplaceable experiences to share with our team across the world, who made it possible for us to be there, and one day to share with our great grandchildren. **Christa & Wimpie van der Merwe**, *Triple Diamonds, South Africa*”



Clockwise from top: Real teamwork was needed in this "crazy" beach activity, with **Christa Drapeau** capturing every bit of it; **Gifty Boateng** of Ghana celebrated a beach win; **Dina & Johan Pienaar** competed as an "egg-sra special" team; **Wimpie van der Merwe** was an intrepid videographer throughout the trip; **Ray, Christian and Errol** presenting the Cruise commemorative folder to **Dr Emma Amechi, Double Diamond in Nigeria**; **Christa van der Merwe** enjoyed getting "up close and personal" with a friendly dolphin.



“Not until we were surrounded by so many beautiful people from other countries did it dawn on us how international our company really is. Yes, we have people in nearly every country that we are officially licensed to do business in, but this Cruise really opened our eyes. Meeting so many wonderful people from other lands who are so dedicated to our company gave us a new element of pride for being associated with Stemtech.” **Dina & Johan Pienaar**, *Triple Diamonds, South Africa*

## LOOKING AHEAD

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

Did you Know?



## 2012 ChampionSHIP Cruisers:

- South Africa:** Dina Johanna & Johannes Pienaar, Christa & Wimpie van der Merwe.
- United States:** Phillip & Ira Adidjaja, Marge Berger, Teresa Curtis, Merlie & Dennis Kluver, Caroline Lohmeyer, Marijke & Alexander Long, Natasha Neece & Tony Crane, Jacki Smith & Edgar Killingsworth, David Weible.
- Canada:** Maggie Fortin (S.A.N.I. Inc.).
- Australia:** Linda Hoggard.
- Colombia:** Yolanda Montes.
- Ecuador:** Armando Constante Paredes & Liliam Brown Munoz, Roberto Farfan, Ruben Herreria.
- France:** Dominique Boulay, Isabella Lefevre, Marie-Christine Chevallier Lhermitte.

- Ghana:** Juliana Amechi, Gifty Boateng.
- Indonesia:** (Virtual): Haryaman Sunggono Ciaputra.
- Malaysia:** Fam Chii Min, Foo Yit Yar (Stem Aegle & Partners), IZlene Binti Izzauddin, Rajamani S. Ramasamy, Revinthranath V Balakrishnana, See Ngai Peng (Fusion Creations Sdn Bhd), Siu Tjin Tjhin, Wai Ling Liao (ML5 Sdn Bhd), Wan Yewn Sang & Ong Poh Chun (Great Life Enterprises).
- Mexico:** Trinidad Carranza Tovar & Erandy Carranza Garcia, Maria Del Pilar Coronado Rojano & Enrique Bringas Sanchez, Arcelia Diaz Gonzalez, Manuel Macazaga Navarro & Maria Goretti Castrejon Gonzalez, Claudia Vargas Zamudio.
- Nigeria (Virtual):** Emma Anichukwugoziri Amechi.

# AFRICA UPDATE



**By Errol Lester, VP**  
*African Markets*

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

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



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



**By Debra Pretorius,**  
*General Manager/Stemtech South Africa*

South Africa's superstars, Christa & Wimpie van der Merwe and Johan & Dina Pienaar set their goals early to earn the Mexican Riviera cruise in the ChampionSHIP contest, and THEY DID IT! The two well-deserving couples, who are great role-models for Distributors, joined Ray, Christian and other top performers from around the world and dedicated Stemtech Executives for the trip of a lifetime. Now we are all eagerly anticipating our Regional Convention in Greece. With people working hard to earn free room nights and airfare through the Olympics contest, we look forward to seeing many of our fellow Africans on the beautiful beach in Greece. Hope to see YOU there!



**Kpakpo "Johnny" Akue-Bitchi**  
*Ghana*

Introduced to Stemtech by his naturopath friend, Dr. Emmanuel Dakey, Togo resident Johnny Akue-Bitchi was first attracted by the personal health benefits he needed from StemEnhance™. Soon, however, Johnny saw the bigger picture – that Stemtech's product and opportunity could benefit thousands of his fellow Africans – so he set up business in Accra, Ghana, where he began holding meetings for big groups twice weekly with fellow Leader Sebastien Kpago, with even larger meetings in luxurious hotel auditoriums monthly. These meetings have



resulted in many enrollments for Johnny's entire team, and he explains why: "I have a very structured, dynamic team with a rigorous work ethic, who all strive to meet their lofty goals."

But Johnny does not depend solely on meetings. He says, "I live Stemtech. Wherever I am, I have my portable computer, the Stemtech DVDs, my business cards and invitations, so I do not miss any opportunity to interest a prospective new Distributor or Customer." Although he has been a University Educator and Business Director, Johnny Akue-Bitchi says this background has been less important to building his Stemtech business than "enthusiasm, perseverance and hard work, with a specific goal clearly in sight." This new Triple Diamond's next goal? "To achieve Chairman's Club by year-end!"



**Kossi Sebastien K Kpago**  
*Top Potential*  
*Ghana*

When his friend Kpakpo "Johnny" Akue-Bitchi introduced him to StemEnhance in spring of last year, Sebastien's primary interest was for his wife, who had been facing some serious health issues. "When the effects of the product on my wife's health were almost immediate," Sebastien says, "I began looking for people to tell about both the product and the Stemtech business opportunity." His wife's results and Sebastien's excitement were powerful



attractions for the people he contacted, and in only six months Sebastien achieved Triple Diamond.

But achieving his success within the company was not without sacrifices for both Sebastien and his wife. Building his "Network of Champions" in Ghana meant that he had to leave his wife behind in Togo, (a fertile Virtual market!), where Sebastien also has a large organization managed by his wife. Often work demands meant that he had to sleep in his Accra office, as he worked seven days a week. Using his background in marketing and personal development, Sebastien is able to "think big," planning large Stemtech opportunity events held in fine hotels, where as many as 200-500 people attend. Sebastien explains, "I want these large events to give people in my downline the best chance to enroll Distributors, so they can advance quickly in Stemtech, as I have."

# learning from the Olympics

by Don Karn,  
VP/North American Markets

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



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

## 1988 - Seoul Harmony & Progress

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

## 1992 - Barcelona Friends Forever

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

## 1996 - Atlanta The Celebration of the Century

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

## 2000 - Sydney Share the Spirit

This is an easy one... Everyday Distributors in countries around the globe are sharing our spirit - the spirit of wellness, the spirit of helping others to achieve their dreams, the spirit of changing people's lives with Stemtech. It is our spirit that drives us to get up each day, to make those calls, to get people to meetings, to share the good news about Stemtech's products and opportunity with absolutely everyone we meet!

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



## 2004 - Athens Welcome Home

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

## 2008 - Beijing One World, One Dream

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

## 2012 - London Inspire a Generation

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



## Did You Know?

With the Rabobank cycling team (the Dutch National Team) winning the Tour of California, they qualified to participate in the Tour de France throughout three weeks in July. While in Southern California, Team members learned about Stemtech's Stem Cell Nutrition, so the team decided to take StemEnhance™ as part of their daily nutrition regimen during the Tour de France and future races. We expect that their rapid recovery from the grueling daily rides through France has helped them to compete well. Bon chance, Rabobank, now and in the future!

# the stemtech convention is for YOU

September is the time and the beach near Athens, Greece, is the place where YOU need to be this year to take your Stemtech business to the "Top Performance" level. Nowhere else can you enjoy all of these amazing benefits in one weekend...

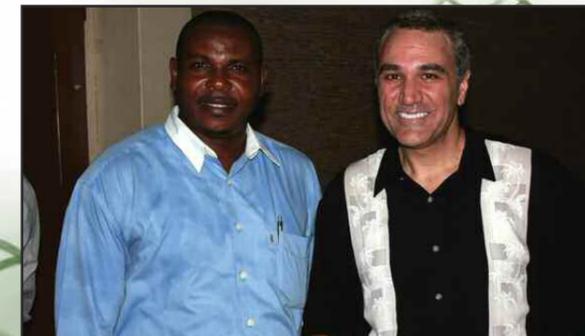


- Learning the Business from top Industry Professionals with international experience
- Recognition, Recognition, Recognition! (Yes, there will be Recognition events on EACH of the days!)
- Olympic Ceremonies highlighting achievements of Individuals and Teams
- Meet Ray and Christian! Lots of opportunities to "hobnob" with Stemtech Executives and Field Leaders from Europe and Africa
- Special "Invitation-only" Events and Activities. YOUR Summer Performance in the Olympics could earn you a spot!
- Those exciting Announcements from Ray and Christian – and Special Deals for Convention Attendees ONLY!
- CASH PRIZES in categories where everyone can be a competitor!
- Luxurious surroundings right on the beach, top boutique hotel amenities and GREAT FOOD.

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

There is simply nowhere else but the spectacular **Plaza Resort Hotel** outside Athens for YOU to be **September 21-23, 2012**. This Convention is a "business expense" that will pay for itself over and over!

**Register TODAY!**



# global news

**h**ere at home and worldwide, Stemtech is changing lives, offering international business opportunities to Distributors everywhere.



## NORTH AMERICA USA

from **Don Karn**, VP/North American Markets  
Planes, ships and automobiles... The spring here in the USA has been really busy, as we hosted our Global Leaders for the ChampionSHIP Cruise (a real WOW!), and I have been on some very great road trips to meet our Field Leaders and their Teams... all while working hard on preparations for the 6th Annual Stemtech Convention. Now, everyone knows that Ray and Christian always plan to reveal some great new things at our Convention, so the pressure is on! Once the folks in Irvine, California, see and hear it all, it will be your turn... at the wonderful Conventions in Athens. Exciting times!  
Congratulations to our new Triple Diamond, **Natasha Neece**, who came to Stemtech early when Christian Drapeau sent her "a bag of mysterious green capsules to try." When that turned out to be a StemEnhance™ prototype and it made her "come alive," Natasha joined Stemtech, since building a huge global organization. Very thankful for being part of the ChampionSHIP Cruise, Natasha says, "The Cruise inspired me to benefit from the spiritual thread running through the consciousness of our top Distributors. I am proud to be one of them!"

1 **Natasha**

## CANADA

from **Lara Bolton**, General Manager  
In jam-packed meetings in Kamloops and Vancouver, BC, and Montreal, QC, over the last month, Distributors have shown their many guests the unmatched benefits that Stemtech can offer them... leading to an upsurge in enrollments and the emergence of a significant number of new Field Leaders. As I have shared the podium at these meetings with Fabien Turcot, VP Don Karn (Vancouver) and the always-fabulous Christian Drapeau (Montreal), I know more than ever before that Stemtech is exactly what every Canadian needs!

2 **Canada meeting**

Now Canadians from British Columbia to Nova Scotia have been working hard to accumulate points in the Stemtech Olympics that will get them to the North American Convention for free. It's going to be one great party!

## EUROPE

Introducing **Carmelo D'Anzi**, new Managing Director for Stemtech Western Europe, a former professional soccer player, multi-lingual business professional with a Business & Marketing degree who was founder and CEO of three European Telecom companies and has solid experience in the Direct Selling industry.

3 **Carmelo D'Anzi**

from **Carmelo D'Anzi**:

In Europe, Stemtech has become one of the strongest companies in the Wellness industry, thanks to our amazing Distributors who have demonstrated that they know how to get the job done. We look forward to providing business training that will give everyone an equal opportunity to succeed. **Germany**, the **United Kingdom** and **Spain** are really on the move, with increased sales and enrollments. GM Svetlana Nedlovska reports that Bulgaria's first DLC was a complete success, as 35 Leaders enjoyed training in the beautiful hot-springs resort in Velingrad.

In **France**, we are seeing a huge emerging market as we applaud our first French Triple Diamond, **Dominique Boulay**. A former farm worker whose health issues forced him into work in warehouses, Dominique was intrigued sometime ago by a newspaper advertisement promising "Unlimited Earnings!" But he says, "I eventually realized that the business did not have a good product, so all my hard work was for nothing!" When Dominique found Stemtech in 2010, he says, "I knew immediately that I can create something long-term with Stemtech and its amazing products." Eager for the next chapter in his life, Dominique says, "I am only just beginning, and already my life is changing!"



4 **Dominique Boulay**



10



11



12

5 **Bulgarian Leaders** enjoyed everything about their first DLC!

## ASIA

from **Jono Lester**, Senior VP/International Business Development

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

**KJ Ka**, welcomed Ray Carter, Christian Drapeau and Stemtech Executives to Stemtech's newest and most exciting market in a Pre-Launch of epic proportions. What a party!

6 **General Manager KJ Ka**

from **Jeffery Bean**, Stemtech Japan General Manager

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

from **Jonathan Lim**, VP/Asian Markets

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

7 **Getting to know one another during a break at a Taiwan training seminar.**

In **Malaysia**, we celebrate our two new Triple Diamonds. Financial planner **Wai Ling** has seen her business grow quickly with support from Siu Tjin "Lanny" Tjhin, who travels from Indonesia monthly to work with Wai Ling's group, along with Malaysian Triple Diamond Michael Wan. Wai Ling tells her team, "Begin with the end in mind. Think what you want to achieve, have faith and tell others your goals. Then surely your dream will come to pass."

New Triple Diamond **Dr. Darshan Singh** shares his 3-point formula for success, as he heads for Chairman's Club: 1. Build with your heart, knowledge and desire to help others. 2. Pursue your vision. 3. Guide your Leaders to success. Then, Dr. Singh says, "All good things will follow."

8 **Wai Ling and husband**

9 **Dr. Singh**

## AUSTRALIA & NEW ZEALAND

from **Leigh Mace**, General Manager

Our new Triple Diamond, **Linda Hoggard**, is an inspiration to us all! A talented naturopath who was inspired by Ray Carter's speech at the Bali Convention, Linda says, "From the beginning, I wanted to share Stemtech's products and build a business DownUnder." Working with Carol Ford and Tracy Hamilton, Linda is building growth and sharing her expertise in seminars. And cruising... She enjoyed the ChampionSHIP Cruise to Mexico while Double Diamond **John Kennedy** and I did our best to continue the momentum her March seminars had started. But the big enthusiasm these days centres on the **2012 Asia Pacific Convention** in October. Distributors all over our two countries have been building their businesses to earn freebies in the Stemtech Olympics contest. We want to see record numbers of Aussies and Kiwis at the Convention, reflecting record sales and enrollments DownUnder!

10 **Linda Hoggard**

## LATIN AMERICA

from **Jacob Orozco**, Stemtech Mexico Sales Manager

Following our very successful first Latin American DLC early this year, our Field Leaders in **Mexico** have developed "The Leader System," an ambitious program to drive home the importance of duplication as the key to growth. Now we all are honoured to have been selected to host the first Latin American Regional Convention in Guadalupe October 19-21. Our extraordinary General Manager, **Juan-Carlos Saucedo**, assures us that this Convention will be a celebration in the very best tradition of Latin America. We invite YOU to join us for what will be an unforgettable event!

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

from **Manuel Rico**, Stemtech Ecuador General Manager  
Charismatic Field Leaders in Guayaquil are driving growth throughout the market in **Ecuador**. In **Colombia**, our training is focusing on making the most of Stemtech's business opportunity, with the goal of creating more Field Leaders who enjoy the financial rewards of Stemtech's generous compensation plan.

12 **"Charisma" is the keyword for Field Leaders in Guayaquil**



# heather

in South Africa

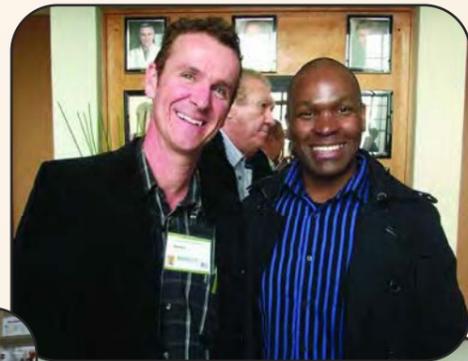


**Heather Livingston**  
VP/Product Training  
and Sports Marketing

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

### Foundation Points

- Sharing products correctly (avoiding setting unrealistic expectations that lead to returns & cancelled AutoShips)
- Keeping it simple (Product one-liners)
- Getting YOUR story right
- Following up (always!)
- Saying "I don't know about that, but..." when asked about another company's product or opportunity
- Keeping to a Daily Method of Operations: Use, Share, Teach
- Recognizing the Three Kinds of People (and adapting your approach)



Distributors, Guests and Staff pictured here enjoying the training and socialising during Heather's Meeting.



# stemtech stories

**S**temtech's patented and one-of-a-kind products generate stories from people everywhere. Here are three from South Africa that demonstrate just how effective our products are...



“Who would have thought that I could compete in the Two Oceans Ultra Marathon (56 km) and only two months later, the 89 km Comrades Marathon! The very thought would have been laughable only a short while ago. You see, I suffered from a severe lack of mobility in my hips which was getting progressively worse. My homeopathic practitioner suggested that an all-natural product called StemSport™ might help me, so I began taking the product. The results were amazing! As I saw my mobility returning, I began sharing my testimonial with people and making presentations about Stemtech and our products, along with my wife Lindi. Now, with the help from our upline, Karin Beetge, we are building a business – part-time now, but Lindi has her eye on a Triple Diamond pin. And me? Well, I have found a passion for long-distance running. And it would never have been possible without StemSport!”

**Michael Biyela**, Supervisor, South Africa

“In late 2008, I was advised that my immediate future would include hip replacement surgery. I was living in daily misery and was unable to walk up and down stairs or get in and out of the car without help. Most of the time, I used crutches. Then a friend suggested StemEnhance™, which I began taking immediately. In two weeks my physical discomfort was 75% less; within a year, I felt great, my mobility had returned and there would be no surgery needed. I now use StemFlo™, too, and my dogs and cat are on StemPets™. We are all happily fighting our natural aging problems successfully with the help of Stemtech.

“Then, early in 2010, what turned out to be a bite from a Violin Spider caused a large, ugly wound on my leg. Immediately, I increased my usual number of StemEnhance and StemFlo capsules, taking them every four hours. I also took antibiotics and followed the bandaging regimen directed by my doctor, who warned me that Violin Spider bites can take up to six months to heal, often leave ugly scars that require plastic surgery and – in some cases – lead to amputation. Imagine his surprise when my leg healed, leaving only a small mark (which I can live with) in only six weeks!

Thanks to StemEnhance and StemFlo, I enjoyed this quick – and very atypical – recovery!”

**Maria J. van Waasbergen**, Executive Director, South Africa



Before



After



“Since I was born, my parents have called me their ‘Miracle Child,’ because I faced so many physical challenges that many doctors actually gave up on me. Nevertheless, I was able to get along, while lagging behind my peers in age-based milestones until 2005, when I was 27. Then my health began deteriorating and I was bedridden for three years. Even when my health rebounded sufficiently to allow me to work as a full time counselor at the Nissai Institute for Women's Development in Lenasia, I had not achieved a state of wellness. This was demonstrated when my lifelong dream trip to Makkah in 2011 led to extreme exhaustion worsened by a collapsed left lung. Doctors planned the removal of the lung, but only if my health rebounded enough for surgery.

“At about this time, Maria van Waasbergen suggested I try Stemtech's products, but I was not ready to listen. Months later, I was in even worse condition: I weighed only 33 kg, had no muscle tone, no appetite and I was consistently short of breath and vomiting frequently. The planned surgery was cancelled and things looked very grim.

“Fortunately, I had become aware that many of my Nissai Institute colleagues had experienced excellent results with Stemtech's products, so I called Maria. That call has changed my life! I began taking a gradually increasing serving of StemEnhance, and within weeks my appetite was not only back, it was voracious! The vomiting and shortness of breath were gone. As my energy level increased, I was able to walk again and help with household chores. Since early 2012, I have gained 4.7 kg in weight and my body mass index has increased by 2.2. My ‘normal’ life is back! I am now adding StemFlo to my daily regimen, and I expect even greater benefits. Thank you, Maria, Christian Drapeau and Stemtech!”

**Aneesa Coovadia**, Associate, South Africa

# Allen got the spring back in his step....



StemEquine™ is an all-natural stem cell enhancer for horses. The supplement is a specially formulated equine equivalent of our patented stem cell enhancer (AFA Concentrator) for humans, documented to support natural release of adult stem cells from bone marrow

In 2008 I had to stop riding Allen and although he loved being ridden, he just couldn't anymore. Within 5 minutes of just walking he became lame and sore with the result that he became depressed and very jealous for my attention.

After only six days of using the StemEquine product, I could see the difference in Allen. He made an amazing turnaround. His eyes were bright and his energy increased. He started playing in his paddock again, chasing the birds that dared to sit on his paddock poles. He started getting out of his depression and like I always knew him, with a smiling face. He was the "old Allen" again. After 6 weeks of treatment, I decided to get on him and just see if it really was any better.... WELL AFTER TWENTY MINUTES HE STILL WOULD NOT STOP GALLOPING AROUND THE MENAGE.

Allen is currently working again after 3 months of treatment and he has not had a recurrence of the problem he had before StemEquine. He is a happy boy again, picking up weight and building muscle.

This is my testimonial,  
René Leroux

You are welcome to watch the video on:  
<http://reneleroux.stemtechbiz.com/StemEquine>



**stemtech**  
The Stem Cell Nutrition Company®

# giving back

by Kasey Carter  
Foundation Executive Director

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

**t**o enhance personal dignity and quality of life in all whom we reach globally, and give them an opportunity to know that people care through our acts of charity. With donations of product and financial contributions, the Stemtech Global Foundation supports the work of more than a dozen charitable organizations serving the needs of children, animals and the environment around the world.

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



## Featured Charity BLUE STAR EQUI CULTURE

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

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

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

The Stemtech Global Foundation is pleased to support the work of Blue Star Equi Culture. We thank Pamela and Dr. Purdy for their dedication during the StemEqui study, and we are thrilled to learn of the dramatic results that Blue Star's horses are having with StemEquine. Learn more about The Stemtech Global Foundation and the very worthy charities we support around the world by visiting our website: [www.stemtechglobalfoundation.org](http://www.stemtechglobalfoundation.org).



# teambuilder bonuses are terrific

**h**ow can a company that is already known for its generous compensation plan structure ENHANCE the income opportunities for its Distributors? ANSWER: With some clever thinking and a desire for ALL who embrace this to earn MORE EVERY week with Stemtech!



## Introducing TeamBuilder Bonuses

If you have ever wished there were more ways for you to increase both the amount of your Stemtech income and the speed at which that income can grow, your wish has been granted. With the TeamBuilder Pack, Stemtech offers these enhanced bonus payouts:

- **R400 Enroller's Bonus** and
- **R640 TeamBuilder Bonuses** (TBB) for all your

With Stemtech's Comp Plan's **5 EARNINGS OPTIONS**, you can get paid **5 TIMES A MONTH!**

Earnings from:

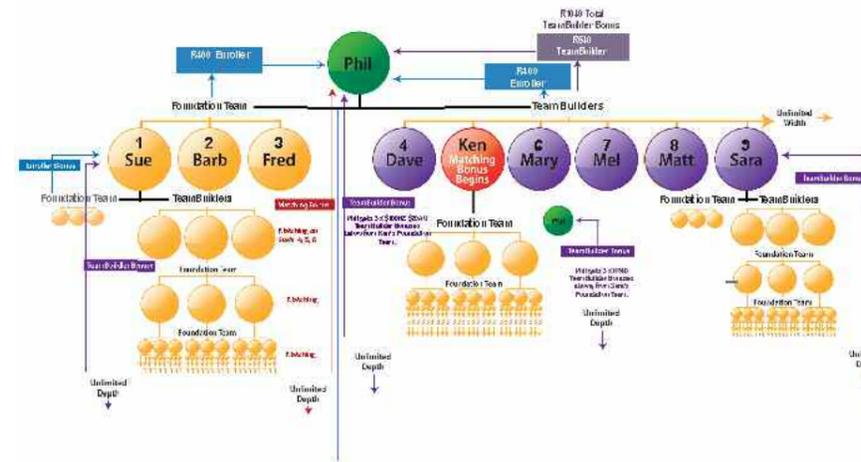
1. Retail Sales
2. FastStart Enrollments
3. **NEW!** TeamBuilder Sign-Ups & Bonuses
4. Non-AutoShip StepUp
5. Global Incentive Pools

Learn more in your Back Office.

See all the ways to MAKE MONEY WITH STEMTECH!

personal TBB enrollments (starting with your 4th personally enrolled TBB Distributor). Get FOUR, earn MORE!

- **R320 Matching Bonuses** (50%) for the TeamBuilder Bonuses earned by your Foundation Team down ALL levels. You begin to earn Matching Bonuses once you have 5 personally-enrolled TBB Distributors. Get FIVE and THRIVE!



How much **MONEY** Do you want to **EARN?**  
The possibilities are endless!



HOW MANY LEVELS WILL YOU HAVE IN YOUR ORGANIZATION FIVE YEARS FROM NOW?

## Here is how you can earn

1. Purchase the TeamBuilder Pack for R3000, consisting of 5 Stemtech products: one StemEnhance™, one StemFlo™, one DermaStem™ and one StemPets™, plus the Business Development Training & Distributor Business Suite, which includes a Stemtech Website useable in EVERY country where Stemtech is open!
2. Personally enroll Distributors with the TeamBuilder Pack.
3. Select any three of your personally enrolled TBB Distributors to make up your **Foundation Team**. Choose them wisely!
4. With your fourth (4th) personally-enrolled TBB Distributor, you begin to earn the **TeamBuilder Bonus**. You get the **R400 Enroller Bonus** and

- **R640 Team Builder Bonus**, a total of R1040! Get FOUR, earn MORE!
- 5. With your fifth (5th) personally enrolled TBB Distributor, you begin to earn the **50% Matching Bonuses** on the **TeamBuilder Bonuses** earned by your **Foundation Team** through infinite levels. Get FIVE and THRIVE!

Once you have selected and locked in your **Foundation Team** – made up of your three top performing Distributors – your bonuses will take off... as the three TBB Distributors in your **Foundation Team** enroll their 4th-plus TBB Distributor, and they then select their **Foundation Team**, who select their **Foundation Teams**, and so on, through infinite levels deep.

## Your TeamBuilder Foundation Team and you drive your organization's growth!



"The TeamBuilder Bonus (TBB) is awesome! The first week I was able to make over \$6000. The key is to enroll 5 as fast as you can and duplicate the same. The TBB rewards the construction of the network like nobody in the industry. If you want to make money faster than ever and build a solid and generous residual income, the right place is Stemtech!"

Claudia Zamudio Vargas, Triple Diamond, Mexico

## EXTRA GOOD NEWS!

The magical number **3** now makes earning money with the **Step-Up Option EASIER** to achieve, too! Instead of requiring FOUR or more Active Director Legs, a new **Step-Up Option now requires only THREE Legs**, along with **new group volume requirements (OGV)**.

Learn all about the TeamBuilder FastStart Bonuses and the new Step-Up Option in your Back Office TODAY. Join the growing group of Distributors making MORE MONEY with Stemtech!



"The TeamBuilder Bonus Pack is the quickest way to create serious immediate weekly cashflow. Whether you're a brand-new Distributor or a seasoned veteran, the program is brilliant. Since its inception I

have made over a thousand dollars weekly in bonuses and have helped others on my team to do the same. TeamBuilder is a big hit because it works!"

Mark Parsekian, Triple Diamond, U.S.A.



"I was surprised and amazed when I received my first commission check for \$1505 into my bank account on March 14th and another big check the following week. I feel my work has been well rewarded and that this program really pays the Distributor for the hard work they put in. I recommend everyone to buy the TeamBuilder Bonus Pack. You will love it!"

Renée Delisle, Senior Director, Canada



# Where will YOU CELEBRATE Stemtech this year?

## North America



**September 7-9**

Irvine, CA  
The Irvine Marriott Hotel  
You simply CANNOT miss this one

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

## European-Africa



**September 19-21**

Athens, Greece  
The Plaza Resort Hotel  
On the beach close to Athens but feels "a world away"

## Asia-Pacific



**October 6-7**

Bankok, Thailand  
The Royal Orchid Sheraton Hotel & Towers  
Enjoy panoramic views of the legendary "River of Kings"

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

## Latin America



**October 19-21**

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

**REGISTER NOW**

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

## STEMTECH WINS GOLD!



The DermaStem™ packaging designed by Stemtech's talented Creative Services team, Skott McKinney and Kate Dedeaux, took home the only Gold Medal awarded at the Southern California ADDY Awards for 2012. Winning this Gold Medal automatically qualifies the Stemtech design for the regional competition for this prestigious annual Award, which draws over 50,000 entries annually from companies throughout the United States. For design, winning a national ADDY is akin to taking home an Oscar.

