HEALTHSPAT

Stemtech South Africa



Introducing dermasstem*





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co-founder messages



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AFRICA IS AMAZING!

It was a great pleasure to spend time with our impressive African leaders at the very first Annual Convention for the African region. Distributors joined us from around the continent, some traveling very long distances to be in attendance. Our three days at the beautiful Birchwood Resort

gave all of us many wonderful opportunities to meet and get to know each other. For me, this is always the best part of any Regional event!

The program for the First Africa Regional Convention was spectacular. Convention delegates from South Africa, our first and onlyofficially "launched" country, wholeheartedly welcomed the addition of DermaStem™ Renewal Serum to the product line, while Regional attendees from other countries were able to sample the product. Reactions during the sampling showed the same enthusiasm for DermaStem that we are seeing in North America since the product launch in August.

Also introduced at the Birchwood was the new "Stemtech Changes Lives" introductory DVD, which is now available in all African countries. Each attendee at the Regional Convention took home a free copy of this extraordinary business tool.

Another high point of the Convention was our unveiling of the brand new BMW incentive program for South Africa, which will begin shortly after the New Year. I wonder just who will take delivery of the first Stemtech-leased BMW outside of North America...

If these exciting announcements were not enough, the Regional Convention also saw the introduction of a new Stemtech branded paycard, Stempay. This innovative paycard will soon lead to highlyeffective commission payments in South Africa, as it also provides Distributors with a Visa debit card that earns incentive points for all Stemtech product purchases made with the card or with our online e-wallet. Stempay is just one more way we at Stemtech are using high-technology to support your business.

Now it is up to you... We're eagerly anticipating the positive effects from the exciting announcements at the Birchwood. We know the excitement you took home from the Regional Convention will translate into action, as you change more lives throughout the African continent and around the world.

Ray C. Carter, Jr. President & CEO

TAKE NOTE, WORLD!

We knew the world would catch on to our idea sooner or later... The work that we have done over the years to network with the scientific community, providing sound and solid scientific information about stem cell nutrition, has begun to bear fruit. As you know, Stemtech was the



first entity to develop and then promote the concept that bone marrow stem cells constitute the natural renewal system of the body and, furthermore, that simply increasing the number of circulating stem cells can assist the body to maintain optimal health. And as you also know, it has taken years for us to successfully challenge the old paradigm that healthcare means treating disease and illness, and to introduce the new paradigm: that healthcare means achieving and maintaining wellness.

I am happy to report that this concept is gaining increasing recognition. Earlier this year, I gave the keynote address and then chaired the sessions on stem cell research at a meeting with key scientists in the field of stem cell research in India. There I had the opportunity to share the data pertaining to StemEnhance[™] that we have accumulated over the years. This information from our studies generated a lot of interest, and it opened the door to further clinical research on StemEnhance, which has led to the development of SE2™, the second generation of our amazing stem cell product. If you watched the live global broadcast from Sydney, Australia, on November 18-19, you saw what the future holds. As Errol handles the very long process of registration of SE2 for South Africa, I encourage you all to continue sharing the news about adult stem cell science and our signature product, StemEnhance, with people everywhere. As you do so, all of us will continue to demonstrate to the world that the Stem Cell Nutrition Company is in the vanguard of the wellness revolution. And, you know, that is a very wonderful place for us all to be!

Christian Drapeau

Christian Drapeau
Chief Science Officer

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introducing Stem

by Christian Drapeau, MSc Chief Science Officer



temtech is called the Stem Cell Nutrition Company™ and for a good reason.

We discovered the natural role of adult stem cells in the body, described the Natural Renewal System, and introduced the first stem cell enhancer, StemEnhance™.

Skincare is our latest frontier

From the moment we made our initial findings, we began working on development of other products that would support the natural role of adult stem cells in the body. One such product is a topical skin care serum aimed at supporting the natural role of skin stem cells and the very natural renewal process of the skin. It took many years to develop just the right product to meet Stemtech's high standards. But the resulting formula surpasses all expectations! DermaStem Renewal Serum is undoubtedly the best rejuvenating skin care product on the market.

We searched the globe for ingredients

Our concept required searching for natural ingredients that would enhance the proliferation and differentiation of skin stem cells, and for other regenerative antioxidant ingredients, too. But that was not the only challenge. We were then able to blend them into an ALL NATURAL skin care base. Our goal was a formula where every single ingredient would bring benefits to the skin.

Like nothing else on the market

In order to appreciate the difficulty of this challenge, it is important to understand the general process of producing skin care products. Essentially, all skin care products are oils blended with water and plant water extracts. Everyone knows that when a drop of oil is blended with water, we end up with oil floating on top of the water. To make oil and water blend together, an emulsifier must be used. To date, virtually all emulsifiers, used by almost all skincare companies, are chemical compounds that have been associated with skin irritation, because by their very nature emulsifiers have a drying effect on the skin. Once emulsified, the resulting blend must be stabilized, since natural oils and water extracts can constitute a very good environment for bacterial growth. To accomplish this, nearly every skin care product uses compounds that have been associated with various risks from benign skin irritation to cancer. For example, parabens, one of the most common preservatives used in skin care, has been found in many breast tumors. Most skin care products that claim to be natural make such claim even though these claims do not apply to emulsifiers and preservatives. Many manufacturers believe it is not possible to make truly ALL NATURAL skin care. We believed differently and we were right. Yes, we faced an enormous challenge in developing ALL NATURAL DermaStem™ but we couldn't be prouder of the

Our ingredients are totally unique and so is the way we process them

The oil base for DermaStem is a blend of pure virgin organic coconut oil, nilotica and organic cacao butters. The water phase used to extract all herbal components is a blend of organic or wild-crafted juices, including New Zealand black mamaku juice, aloe juice, maqui berry juice and a blend of 12 organic berry juices.

Oils and juices are emulsified through a proprietary cold process using as sole ingredients olive oil extract, organic quillaja and organic soy lecithin. The resulting blend is then stabilized using orange seed extract, flower extracts and a proprietary sound wave technology called **SoniPure™** that uses specific sound waves to inactivate bacterial growth. DermaStem's pleasant scent has been developed using organic essential oils of orange, jasmine, ylang ylang and rose.

This blend of natural ingredients with well-known benefits for the skin is only the base into which we have embedded our proprietary Stem Cell Complex™, along with a series of regenerative and powerful antioxidant ingredients. The Stem Cell Complex is a blend of cytokines and whole Aphanizomenon flos-aquae, Undaria pinnatifida extract, Centipeda Cunninghamii, aloe vera, maqui berry, cacao, vanilla and colostrum.

Along with Stem Cell Complex, the regenerative ingredients include sangre de drago, Indian gooseberry, moringa and rosa

mosqueta. DermaStem also contains a glucosamine derivative that was shown to support the natural formation of moisture-retaining hyaluronic acid in the skin. DermaStem also contains strong antioxidants, including berries, amla, pomegranate, and hydroxytyrosol. What's more, DermaStem also offers natural sun protection with samambaia, a fern from the Amazonian rainforest, genistein and green tea extracts.



DermaStem Renewal Serum is so novel and revolutionary that it is patent pending

With DermaStem, we have created a formula that has an effect on the proliferation and differentiation of skin stem cells, supporting the actual restructuration of the skin that leads to increased moisture retention and greater elasticity. This, in turn, leads to a reduction in fine lines and wrinkles. To assess the effectiveness of DermaStem, a clinical trial was conducted by an independent laboratory of cosmetology. The results are simply beyond all expectations!

A story worth repeating

On a recent flight to Mexico, days after receiving the results from DermaStem's clinical trial, I was serendipitously seated beside the Director of a well-known institute of cosmetology.

This extraordinary Complex was shown to increase the proliferation of skin stem cells remarkably

I shared with her the concept behind DermaStem and the results of the clinical trial, saying, "These are the results right from the lab, not tweaked through statistical adjustment or embellished with some marketing verbiage. How do they

compare with other skin care product trials?" She looked at me for a few seconds, and then said, "Unheard of!"

Start using DermaStem yourself and watch the mirror carefully! We think you're going to love the results. And demonstrate DermaStem with your customers, friends and family, so someone you know can look lots younger before this time next month!



increase business

by Colleen Edwards Canada Sales & Marketing Director



Adding DermaStem™ Renewal Serum to the Stemtech product line gives you the opportunity to speak to additional groups of people about all our products. You can approach people whose interest is in skin care and then introduce them to our nutritional supplements, or start with nutrition and then introduce DermaStem. With Stemtech's nutritionals and DermaStem together, you offer people the benefits of stem cell nutrition for both their inner wellness and outer vibrance.

New people are everywhere... Don't miss any opportunity!

With a DermaStem bottle in your pocket or purse, you are always prepared to introduce DermaStem and let people sample this wonderful product. Imagine standing in a line at the grocery store, at a coffee stand or bank or sitting in the waiting room at your dentist's office, and you start talking to those around you. You can easily say, "I've been using a serum on my skin and I can't believe the results in just 28 days." When they ask what's creating those results (and they almost always will), offer to demonstrate DermaStem. Just ask, "May I offer you a sample on the back of your hand?" If you get the OK, place a one-two pump sample on the back of the person's hand, ask them to gently pat it into their skin and observe the instantaneous tightening effect. Hand out your business card or brochure (with your contact info on it) and ask if they'd like to get together for coffee in the next few days so you can tell them more. If someone refuses the demo sampling, you can hand that person a brochure and tell him or her that you would be happy to answer any questions, noting that DermaStem is all natural and 100% chemical-free, and it is truly a ground-breaking skin care product that employs the body's adult stem cells to rejuvenate the skin.

Help your Distributors grow their businesses with DermaStem!

Who should you talk to? What should you say after sharing your own testimonial? How should you use the DermaStem sales tools? How will you follow-up? This is what your Distributors want to know how to do, too. Meet with your Distributors and talk about how you plan to build your DermaStem business. Show your Distributors just how you share this new product. Call all your customers (and three-way call some of their customers, too). Stemtech customers already love our products, so they will probably be eager to try our latest discovery! Here again, offer to get together so you can give them a free demo and get the product to them as soon as possible. Get people on AutoShip, if they aren't already on it, or adjust AutoShip orders to include DermaStem. We all know that AutoShip is the most cost-effective way to get Stemtech products. Your DermStem intro get-together is a great time to discuss the business opportunity, as well. Start by showing people how they can get their products for FREE just by sharing Stemtech with a few friends!

amazing results with DermaStem

by Paola Mazzoni VP/Product Training & Development

In 28 days... REDUCE WRINKLES BY 25% INCREASE MOISTURE RETENTION BY 30% INCREASE SKIN ELASTICITY BY 10%

DermaStem is the only skin care product that taps into the potential of skin stem cells to revitalize the skin at the

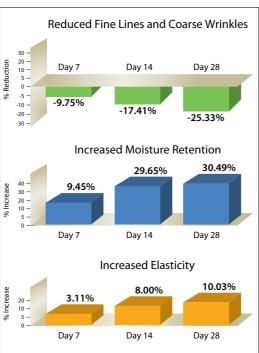
cellular level. This support for the restructuring and rebuilding of the skin from within has led to the impressive clinical results with DermaStem.

The results of our first clinical study is **REAL NEWS.** Conducted by one of the most respected independent Cosmetology Laboratories in North America, the trial studied a population of 50% females and 50% males who were in generally good health and whose skin showed no visible sun damage. They used DermaStem as



directed twice daily. Using a very sophisticated technology to analyze and photograph the surface of their living skin, and completing computerized analysis of the three key parameters (wrinkles, moisture, elasticity), the lab monitored subjects' skin four times... at Day 0, 7, 14 and 28. (See charts). The percentages you see here are actual, not adjusted in any way. And yes, the results exceeded even OUR expectations!

Incorporate DermaStem into your daily skin care routine and watch the difference in your skin as early as Day 7. You will be



amazed by Day
28 and – most
important –
you will continue to see
youthful and
healthier skin
in the weeks
and months
ahead, because
DermaStem
really works!

See dramatic results on your skin in only a few days!



by Leigh-Ann Schenkl South Africa Marketing & Promotions Manager



On 1 September 2011, spring was definitely in the air at the Stemtech offices in Johannesburg! As Distributors walked into the Stemtech reception area, they

were greeted with friendly smiles, flowers and colourful balloons set up to celebrate the first day of spring!

We were excited to be able to extend our office hours until 7pm that evening and have delicious snacks and juice available for those Distributors who took advantage of our open day. It was a time for networking, meeting the Stemtech South Africa team and dressing up (as you can see in the photo of Christine and Neels Bakker).

The Stemtech Spring Day was a memorable and fun day which we hope will become an annual event here in South Africa!

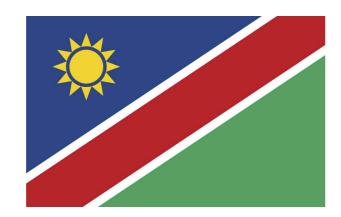
Captions:

- 1. Sapphire Director Dale Rich
- 2. Distributors enjoying a Photo Shoot
- 3. Senior Director Christine Bakker with husband Neels
- 4. Neels Bakker having fun
- 5. Senior Director Ingrid Wessel receiving her prize



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News from Namibia





"We are building a secure future for Stemtech business builders all across our country"

by Sonja Pienaar, General Manager

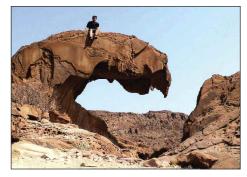
It is summer in Namibia and summertime means money, business, sunshine and positive thinking. After a very cold winter and with the addition of two new staff members, I am very excited that we are in the position to do marketing and training in the Northern Region of Namibia. We are looking forward to making our unique business opportunity and products available to potential Distributors all over Namibia, and we expect great growth to come out of our Road Trips. With the help of our new staffers, Elsie and Sofie, we are building a secure future for Stemtech business builders all across our country.

We are discovering that the more our Distributors learn, the more they are impressed by Stemtech's products and the business opportunity. At the meetings we hold at Rosahoff on Saturdays, Distributors take time to interact with their peers and leaders, and they love to share their enthusiasm for the products. They also point out that they are

enjoying the benefits of Stemtech's generous Compensation Plan. And we want our Distributors to see the Compensation Plan at work. For this reason, we are encouraging all our Distributors to use their Back Office consistently, to monitor, manage and maintain their business activity.

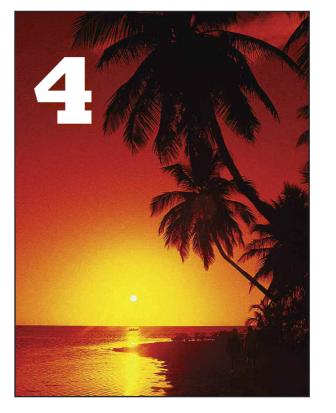
We are also innovating with our marketing strategy. In November, we ran advertisements on the Local Wambo radio station to share the news about Stemtech. We were happy to see that this marketing strategy is leading to a significant rise in our enrollment numbers!

The truth is, however, that regardless of specific marketing methods, the opportunity to share this wonderful Stemtech business is all around us. Keep your ears open... if you listen carefully, you will soon find out that all people need Stemtech's products and opportunity!

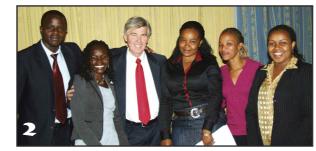
















Captions

- **1.** Ray, Christian and new Distributors enjoyed photo ops.
- ${\bf 2.}\ {\bf Lots}\ {\bf of}\ {\bf smiles}\ {\bf from}\ {\bf Errol}\ {\bf and}\ {\bf new}\ {\bf Distributors},\ {\bf too}.$
- 3. A full room of Kenyans listened attentively.
- 4. Everyone enjoyed a delicious buffet.



is Pre-Launched!

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, Canada General Manager Jono Lester (along with myself, a native of Africa) and our brand-new and very talented General Manager for Stemtech East Africa, Mbogua Njoroge.

Following the festivities on November 5, it was time to get down to the business of building the Kenyan market. The Nairobi staff is fully trained, and has been officially "in business" as of November 15th. I will be back in our



Kenya office for a week in mid-December to make sure all is well and that we have the company functioning smoothly. In late January, Heather Livingston and I will be doing meetings in Kenya to keep Distributors informed about our signature product, StemEnhanceTM, the compensation plan and how to build a solid and successful business.

What's next in Africa? In response to a huge outpouring from Virtual Distributors in Nigeria, we will soon have company and product registration finalized in that country. You may remember that a number of eager Nigerians traveled to our Pre-Launch in neighbouring Ghana early this year to urge Stemtech to open in Nigeria. I am happy to be able to say that we are getting closer and closer to opening a market in Nigeria. I encourage Stemtech Distributors in Africa and around the world to employ Virtual Enrollment in Nigeria and elsewhere, so that you are ready with an organization in place as we open new markets. It is simply a smart way to do business!

Africa Regional Convention





Beginning with a lavish dinner on Thursday evening for Directors and above, our First Regional Convention was a time to remember. We were touched when Ray Carter shared his joy as a new father to baby Grace, and we were excited with his global update that revealed so many emerging markets on tap for 2012.

On Friday, Christian joined the festivities just in time to wow us with the launch for South Africa of DermaStem™ Renewal Serum, Stemtech's newest product that has already taken hold of the huge skin care market. Enthusiastic Convention attendees enjoyed both their sampling of DermaStem and the special Convention-only Launch price... as the product flew off the shelves of our Sales Room! When Heather Livingston led a valuable step-by-step DermaStem training session on Saturday, people in the audience were stunned by both her presentation and her beautiful DermaStem-enhanced complexion. People are still talking about it!

Other highlights of our extraordinary three days at the luxurious Birchwood Hotel & OR Tambo Conference Centre:

- "Stemtech Changes Lives" DVD The best introductory DVD ever! And every Convention attendee received one to take home.
 - Stemtech's ChampionSHIP Cruise Contest What excitement! (See back cover for more.)
- Stemtech's eWallet & Paycard Available only for South



African Distributors at first, this high-tech money management system for product purchases earns rewards. (Details available early 2012 in your Back Office.)

- BMW Bonus Programme Want to drive a BMW with the lease paid for by Stemtech? This programme for South Africa (at first) is how to do it! (Details available early 2012 in your Back Office.)
- A simple and duplicable Compensation Plan? Yes!
 Jonathan Lester showed us just how easy it is.
 (See associated article on page 16.)
- And if "social networks" are not your cup of tea, Saffron Baggallay's presentation on The Communication Connection would change your mind in a nano-second. Showing that these sites are where everyone is talking, selling and trading, Saffron had everyone in attendance on the edge of their seats, as they saw the future of their business!

When Errol took the stage, he astounded everyone with a look at Stemtech's growth in Africa and our plans for expanding business on our continent. Every person in the audience could see this exciting business opportunity right "in our own backyard." There is no doubt that Errol's presentation made us all feel that we are part of a truly BIG future for Stemtech and us as we change people's lives throughout 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!





Optimal Wellness & Opportunity

Stories of Stemtech Distributors doing the business and changing lives



Stephen Adn AsareSapphire Director Ghana

The founder of Green Olives Ministries, Stephen is an ordained pastor who traveled from his home all the way to Johannesburg to

participate in the First Africa Regional Convention, and he is glad he did. He says, "My perception and philosophy about network marketing have been shaped positively, especially when I had the privilege to meet Ray and Christian and to get to know Africa's top Distributors who shared their experiences with us so generously."

Using primarily one-on-one meetings to build his business, Stephen says he likes to afford his prospects the opportunity to engage in discussion about what he knows is "a breakthrough in the wellness industry." Never pre-judging, he says, "I see every person I meet as a potential and strategic partner in my Stemtech business." Yet to "go global," Stephen spends an average of 5 hours a day on his Stemtech business. "My community has a lot of commercial and sporting facilities," he says, noting that one of his goals for the next few months is to share StemEnhance™ with clinics and kick fit clubs nearby.

With the support of his upline Daniel Gyamfi and Ghana's General Manager Michael Boadi, Stephen has learned to make effective presentations. With a simple introduction about the role of adult stem cells in the renewal of the body, Stephen intrigues his prospects; and when he points out that StemEnhance offers both optimal health and an avenue to create income, his prospects are eager to say "yes." It is a simple method to build a business, to be sure, but it is what has taken this new Stemtech Distributor to the StemGem Team in only five months!



Pastor Theo & Pastor Rose Oluwaseeki Directors South Africa

If you ask Pastor Theo and Pastor Rose what physical benefits they have enjoyed from Stemtech's nutritional products, they point out that "there is not enough time to tell them all." Suffice it to say that the Oluwaseekis are no longer plagued with the physical discomforts they had before StemEnhance, and they both embrace "a feeling of vibrancy throughout each day."

It is a good thing, too, because Pastor Theo and Pastor Rose are two very busy people. As consultants and ministers of the Gospel, this couple does a lot of traveling, and they say that "much of our work is done on our travels, rather than at home." Currently, they have Distributors in South Africa, and Virtual Distributors in Swaziland and Nigeria. And Pastor Rose says, "We are ready to 'invade' Zambia, Namibia, the United Kingdom and the USA, too!" How do they do it? "We take advantage of every training opportunity," Theo says, explaining that "Saturday sessions at the Johannesburg office are always very helpful, and the recent Africa Regional Convention was a wellspring for our understanding of both the products and the business."

Noting that it is important to be flexible with your presentation methods with prospects, Pastor Rose says they like to do home meetings and one-on-ones. They appreciate the help from the Johannesburg office staff ("They are wonderful!"), and Pastor Rose and Pastor Theo have also used Stemtech's website very effectively, especially with prospects who live at a distance. "We have found that the website seems to anticipate questions we or our prospects have. It is such a valuable tool!"

global triple diamonds



Soogumar Krishnan - Malaysia

A professional massage therapist specializing in Ayurvedic and Taiwanese methods, Soogumar shares his enthusiasm about AFA Extract[™] (StemEnhance[™]) in his workplace on a daily basis. When Michael Wan introduced him to Stemtech, Soogumar was attracted by the possibility that AFA Extract might help his body fight several long-time physical problems that affected his quality of life. "When I began seeing much better and I could eat spicy foods again without discomfort, I knew AFA Extract deserved all the credit," Soogumar says. Now working with Michael's help, Soogumar says building a business with Stemtech is simple: "I just tell people, 'Try it for yourself. The product speaks for itself!'"



Graciela Aguilar Sendejas - Mexico

With experience in another MLM company, Graciela says, "Stemtech has what I was looking for over several years... a very reliable product, great company support and training and the best electronic and printed tools." Even after her brother-in-law reported extraordinary results with StemEnhance, Graciela says she thought she was dreaming when she experienced mental clarity, energy and discomfort reduction, all in a very short time. She immediately began building a business, basing her strategy on: enthusiasm, one-on-one presentations, service to others and a dedication to helping others win. It is a strategy that has taken her to Triple Diamond, and one which she expects will lead her to President's Club.



Tony & Careen Lim - Fusion Creations Sdn Bhd - Malaysia

Careen and Tony are former bankers and retail business owners who were "searching for the right business opportunity." When Annie Lau introduced them to Stemtech, the Lims checked to see if the opportunity offered their four "must-haves": A product that works and will drive the business, strong and aggressive company management that provides adequate Distributor compensation, road shows that provide a system of support for Distributors in the field, and ongoing leadership training. When Careen and Tony could tick all four boxes with Stemtech, they were off and running. "Stemtech is now our passion," Careen says, and she adds, "We enjoy helping people by doing something we love while we create a good stream of passive income, too."



Susan Strandberg - USA

You may recognize Susan (pictured with her Dad, Denny Kluver) from her appearance with her family in the new "Stemtech Changes Lives" DVD. With 25 years as a Registered Nurse with a Masters degree, Susan says what she likes most about sharing Stemtech with others is "telling people about the wellness paradigm that offers people hope. With Stemtech, people have a real opportunity to improve both their health and their finances." Susan enjoys working with her family at the Kluvers' Stem Cell Nutrition Centre in Spokane, Washington, supporting a growing team with weekly training meetings and lots of three-way calls. This new Triple Diamond's next business goal? "My sites are now set on earning a BMW. It won't be long now!"

"With Stemtech, people have a real opportunity to improve their health and their finances."

Susan Strandberg

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Stemtech around the

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...

















North America

by Don Karn, VP/North American Markets

As Distributors all over North America share their excitement about DermaStem™ Renewal Serum with their friends and prospects, we are seeing a resurgence in business growth. In Road Trips that I have been taking to growth centres throughout the USA, I have been so pleased for the opportunity to meet and spend time with our top Field Leaders and the people in their organizations. These meetings have featured product and science presentations by Paola Mazzoni, VP/Product Training & Development, who has also been warmly welcomed in the field.

Since May, 2011, Stemtech Canada Distributor Dr. Ed Chicoine, his wife Gaye and his family of six grown children have been on an adventure never before attempted: They have run across Canada, then across the United States – a total of more than 12,500 miles in a Marathon of Health – all to bring attention to the critical necessity for people to wake up and live healthy, active lives. The Chicoines' message of wellness echoes the message we at Stemtech have been sharing, so it has been our honour to see that the Chicoines' attire and tracking vehicles note they are "Powered by Adult Stem Cells." On their many media appearances, the "Stemtech" on their shirts is highly visible, offering Distributors the perfect opening for a conversation about their Stemtech business. Congratulations,

Chicoine Family, on completing your Grand Adventure in the name of Wellness! (For information, go to www.-marathonofhealth.com)

1a At start of the Marathon of Health

1b In Philidelphia, Pennsylvania, the halfway point

Asia

by Jonathan Lim, VP/Asian Markets

We celebrated the official launch of **Malaysia**, a spectacular event attended by more than 1500 people in Kuala Lumpur September 17, and featuring inspirational appearances by Ray Carter and Christian Drapeau. Malaysian Distributors are excited about the addition of StemFlo™ to their product line and to the impending addition of DermaStem, too. How large can Malaysian salesvolume grow? The sky's the limit for this energetic group of Field Leaders and their teams!

Field Leaders in the **Philippines** are very enthusiastically conducting training sessions at the home office and around the country, in anticipation of the addition of StemFlo, ST-5[™] with MigraStem and DermaStem Renewal Serum to the product line, and in preparation for the official launch of the Philippines in mid-January, 2012.

In **Taiwan**, new Sales Manager Homer Lin brings to Stemtech extensive MLM experience in the Asian market, as we plan meetings for business development and training and work on registrations of additional products, including DermaStem™ and StemPets™, both of which will become hits in this market, supported by brochures and an updated website in Chinese.

We appreciate your patience as we continue to work diligently to open markets in Indonesia and Thailand, two markets with huge Virtual Enrollment numbers. Stay tuned for updates on stemtechbiz.com as we complete the lengthy registration processes in these two countries.

2. Jonathan demonstrates DermaStem for eager Distributors in Manila.

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**. So 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 work to support 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 exploit 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."

I am working diligently to open Ecuador, the first country in Latin America where our flagship product, StemEnhance™, has been recognized as a unique stem cell enhancer by the INH (the Ecuadorian FDA). After talking to many people on visits to cities throughout this country, I am certain that Stemtech will be a success in Ecuador. This is a fertile Virtual Enrollment market!

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

Europe and Down Under

by Andy Goodwin, VP/European Markets

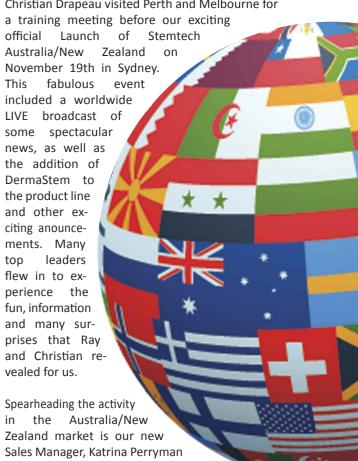
Following the spectacular First European Regional Convention in Portugal, Field Leaders from every country in **Europe** returned to their teams with renewed vigor and a dedication to put

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 (Groux@stemtechmail.com), 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 (snedkovska@stemtechmail.com). 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 (bliffen@stemtechmail.com).

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



(Kperryman@stemtechmail.com), a
20-year Network Marketing professional
with a strong background in growing regions through
strong communication, mentoring and leadership skills.

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

Celebrate South Africa?

by Debra Pretorius, General Manager

↑ s 2011 draws to a close, there is much to He celebrated in South Africa. This has been a year of many successful FIRSTS!

• March - We went on our FIRST Road Show with Heather Livingston, venturing to 5 cities in 5 days... and having fun all along the way.

• July - We held our FIRST Leadership Conference led by our very own VP/African Markets, Errol Lester.

• November - The year's highlight: our FIRST Africa Regional Convention capped off this spectacular year in style!

There is no doubt that our First Africa Regional Convention was truly something to "write home about." We were honoured to share time with Stemtech Co-Founders, Ray Carter and Christian Drapeau, and with Heather Livingston VP/Global Product Training & Sports Marketing and Jonathan Lester, who has recently taken on added responsibilities as VP/International Business Development. Along with Errol Lester our own VP/African Markets, the Stemtech VP's and Distributors who traveled from all over Africa for our big weekend made our time at the Birchwood all the more special. Our Convention was a consolidation of "Everything Stemtech," ultimately bringing the Stemtech Africa countries together for a celebration



of HEALTH, WEALTH and WISDOM.

Throughout our time together, spirits were high... as were the temperatures on this HOT summer weekend!

After a year of innovation, Stemtech has never been in a better position for growth than we are right now. The introduction of DermaStem™ Renewal Serum into our product line truly emphasizes that South African Distributors can stay ahead of the pack. Adding Outer Vibrance to what we offer for Inner Wellness - StemEnhance™, StemFlo™, StemPets™ and StemEquine™ offers

Distributors a complete wellness package, inside and out!

Proudly South African TDD

New enrollments in 2011 maintained constant momentum, with our team welcoming new Distributors and Business Builders from various cultures and diverse backgrounds. South Africa, our Rainbow Nation, is becoming more and more "Stemtech-wise," leading us into an even greater year, 2012. Masibambisani! (We all come together.) As always, our Field Leaders set the standard for business growth, and for two top leaders, 2011 brought well-deserved recognition: We applaud our

two 2011 Triple Diamonds, Johnny Beytel from Gauteng and our newest Triples, Christa & Wimpie van der Merwe, residing in our fair Cape (Story in next HealthSpan)

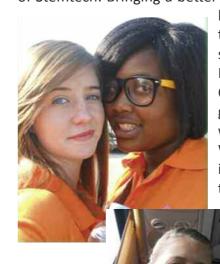




To enhance personal dignity and quality of life in all we reach globally, and give them an opportunity to know that people care through our acts of charity.

- Stemtech Global Foundation

2011 also saw the addition to the Stemtech Global Foundation with our "Reach out a Caring Hand" programme, where we support worthy local charitable organizations. Our first act of caring in this project was our contribution to the Ekurhuleni Children's Choir, a self-funded community development programme designed around the theme of "sharing through song." The programme encourages children to reach for their dreams, stay off the streets, build positive character for their future. At our Regional Convention, Solo Singer, Grace performed on stage, singing "My African Dream," a beautiful melody that brought tears to many in the audience. We all realized that this song reflects the true essence of Stemtech: Bringing a better future for all. It was



heartwarming to see the outpouring of support – and MONEY – that the Choir's performance generated for their wonderful programme. We thank our attending Distributors for their generosity.



Now to an even greater year of achievement and sharing!

Amazing Nutritionals

 $\overline{\mathsf{V}}$ • Innovative Skin Care

✓ New

■ Competitive Comp Plan
 ✓

● Self-Service Back Office ☑

• Full DSR Support

• Autoship = Passive Income 🗹

Leadership

✓ New, coming soon

• Launch of SE2 • BMW Programme

✓ New, coming soon

Champions Cruise

✓ New

• Convention 2012: 16 - 19 August

✓ New

 Personal Development Tools

✓ New, coming soon

Keep in contact!

You don't want to miss out on any of the 2012 announcements.

Update your e-mail address & cell number in your Back Office TODAY!



Great dreams begin with a dreamer. Always remember, you have within you the strength, the patience, and the passion to reach for the stars to change the world."

Harriet Tubman



enrollment a priority

by Don Karn VP/North American Markets

hile many people may be first attracted to Stemtech by our revolutionary product line, it is the business of Stemtech that builds residual income for your financial security.

This means that, if building residual income is your goal, enrollment of new Distributors has to be a priority for you. With each new Distributor you enroll in your organization, you take one step closer to realizing your dreams of financial independence.





I have prepared a "To Do List" of essentials for you to use as you integrate the critical element of Enrollment into your Stemtech business strategy. If you use this checklist consistently, you will see both your organization and your monthly Stemtech pay cheque reflect the growth that comes with added Enrollments.

Enrollment "To Do List"

- Share the complete Stemtech picture Why have "half a conversation" with people, one that focuses only on our product line and the wonderful wellness people experience? While people today are very concerned about their physical health, they are just as concerned about their financial health. Always talk about the Stemtech opportunity when you are in conversation with people.
- Share your business story Tell people why you are building a Stemtech business and why building with

Stemtech may be right for them. Be direct: Ask people if they might be interested in a business opportunity, and if they would like to hear more. Be prepared to do an impromptu presentation on the spot, if they are open to it, or suggest that you meet one-on-one or at an upcoming local Stemtech meeting (where you will serve as their personal host). Always have Distributor applications with you to enroll people when they are ready.

• Share the basics of the Compensation Plan – On page 17, you will see "Comp Plan Made Easy," which is a simple one-page explanation of the basics of Stemtech's generous Comp Plan. This overview lets your prospects see how enrolling as a Stemtech Distributor first can get them their product for free and later can build bigger and bigger pay cheques for their financial growth. Download "Compensation Plan Made Easy" from your Back Office, and always carry copies with you.

Offer interested prospects opportunities to learn more —
Stemtech has lots of ways people can learn more about our
company, the opportunity and our products. When you
suggest that people go to our website,
www.stemtechbiz.co.za, also suggest a couple of specific
links that might be most attractive to them, based on what
you learned in conversation. Share brochures and DVDs, and
other Stemtech print publications (like HealthSpan) to
generate greater interest in our company and its opportunity.

 Follow up! It may take two, three or more follow-up calls to get that enrollment. Many successful StemGems will tell you that the only way to ensure that you will not get an



enrollment is if YOU give up. Use a "tickler file" to keep track of when each follow-up call should be made, and always give people the opportunity to say "yes" to the opportunity when it is their time to enroll!

Remember... Their enrollment is just the beginning - Once they sign that Distributor application, the process begins. Get people off on the right foot with this New Distributor Checklist:

- **Get new Distributors taking Stemtech's products.** That's a sure fire way to inspire Distributors to start talking to others.
- **Get people on AutoShip**. It is the best way to ensure that they will stay with the products and build a business.
- Go through the Business Development System with them, pointing out specific sections that have helped you the most.
- Walk them through the website. Spend some quality time showing the new Distributor the many features of their Back Office and how to make best use of this valuable tool.
- Take new Distributors along when you make a presentation (or two), so they can learn from you. This is the heart of our business: duplication. Offer to accompany them when they make their first presentations – and offer to do three-way calls when they contact prospects by phone. The more you support a new Distributor in the first 30-60 days, the more likely it is that you will have a strong member of your organization for years to come!

It is said that "What you focus on is what you make come true." There is no "magic" about building a successful business with Stemtech. Simply focus on sharing the Stemtech opportunity with everyone you meet, using the "To Do List" on this page, and your enrollments will come rolling in. Soon you will enjoy the benefits of a large organization filled with happy, healthy folks who are building successful businesses by helping others achieve an optimal Quality of Life with Stemtech.

Stemtech COMP PLAN

Made Easy

Enroll new Distributors
Help your Distributors build businesses
of their own

It's as simple as that!

Earn retail profits

 Buy at wholesale and sell at retail. Earn profits of up to R160.00 per product.

StepUp Generation Program

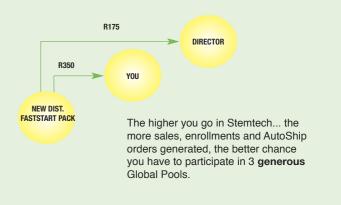
- Earn rebates up to 20% on all personal non-AutoShip wholesale orders
- Earn commissions up to 20% on non-AutoShip orders within your downline organization.

AutoShip Unilevel Program

- · Earn commissions month after month
- Earn 7% commission on the AutoShip orders that Distributors in your Organization generate... up to 7 levels deep (Think of levels like the generations of a family).

FastStart Bonus

- Earn a one-time FastStart Bonus of R350.00 when you enroll a new Distributor who purchases a FastStart Pack.
- Once you reach the level of Director, you can earn an additional R175.00 on each FastStart purchased within your organization.
- If you are a Director... and also the Enroller, you can earn R525.00





by Gary Emery





Are you a STEMTECH CHAMPION?

Champions will join us in April for our first ChampionSHIP Cruise from California to the Mexican Riviera

This is truly the TRIP OF A LIFETIME... April 22 – 29, 2012 - Carnival Splendor

EVERYONE IS ELIGIBLE!

Between October 1, 2011, and February 29, 2012, achieve one of three qualification categories: Diamond Director, Double Diamond Director, Triple Diamond Director. Then outdo others in your category with NEW FastStarts and NEW AutoShip PV.

If you are one of the seven (7) highest "over-achievers" with these two PVs, and you have MORE PV than your base measurement per month, you are halfway there. Then make sure you are paid at your highest rank for 2 or more months of the 5-month Contest and personally enroll 5 or more Business Builders during the Contest...

and you can START GATHERING SOME CRUISE ATTIRE!

Go to stemtechbiz.co.za for complete details of this exciting Contest.

BUILD TODAY...SAIL WITH US IN APRIL

How to be the Champion:

There will be a place on board, in your own private cabin, for the Top seven who over achieve the targets by the highest amount in each of the three categories:

- a) Diamond Directors
- b) Double Diamond Directors
- c) Triple Diamond Directors

The winners will have the highest combined total of NEW FastStart PV (Personal and Group FastStarts apply) and NEW OPV (Autoship PV) from 1 October 2011 to 29 February 2012.

ONLY New FastStart PV and New Autoship PV will be applicable FROM 1 October 2011 for the purposes of being the Champion and attending the cruise. Everyone starts from ZERO, are you ready?

An average of your Organisational PV will be taken from July and August 2011. This will form your base of measurement for growth from 1 October 2011 through 29 February 2012.

You will need to:

- a) Be one of the 7 (seven) highest over achievers of your combined PV target in your category
- b) Have MORE PV than your base measurement per month by the end of the competition period

- Be paid as your highest rank in any two of the five months of the competition period
- d) Personally enrol five Business Builders within the competition period

But wait... There's more!

Targets

- Diamond Directors 15,000 NEW Group and Personal FastStart and Autoship PV
- Double Diamond Directors 25,000 New Group and Personal FastStart and Autoship PV
- Triple Diamond Directors 40,000 New Group and Personal FastStart and Autoship PV
- Chairman's & President's Directors... Slightly different for these superstars, read on

Everybody starts at ZERO... So all is fair for all. Grow your business by the most and become the Champion, and cruise like the stars do! Minimum thresholds apply for Diamonds, Double Diamonds and Triple Diamonds! You knew that was coming...

For all your questions and queries, see Terms & Conditions, now loaded in your Back Office. Go now for the low down on all the detail, and contact email addresses for correspondence, there is not much to read, but it is TIME to get busy and be the Champion we know you are!

Best wishes from, Champions Cruise Captain and Crew!

