



January 2014 - North America **15**

volume 2 - issue 1

Making the Comp Plan Work Wonders for You : : :  
**PG.6** : : :



NEW YEAR'S  
RESOLUTIONS

*Become a  
Director*

*Develop  
Directors*

*Build with  
AutoShip*

: : : **Ray's Message**  
: : : page 2

: : : **Freedom<sup>2</sup>**  
: : : page 8

: : : **Stemtech Global Foundation**  
: : : page 3

# Ray's Message



RAY C. CARTER, JR.

The time to build your prosperity has arrived, as the four major Compensation Plan announcements are now in effect! Whatever your present level in the Stemtech Global Family, it is easier than ever before to move up in the rankings, expanding your organization and increasing your monthly

income significantly. This month's cover art shows how simple the process is: Become a Director, Develop Directors, Build with AutoShip. After you complete these first three simple, basic steps, the sky's the limit for your earnings with Stemtech!

So many Independent Business Partners worldwide have taken advantage of our November-December promotions designed to prepare them for this month's Compensation Plan kickoff. We had an amazing rise in the number of rank advancements in the U.S. as we closed out 2014, including our newest Triple Diamond Director from Florida, Paul Liau. Congratulations! Let's keep this North American momentum going!



Make sure you are participating in all the webinars and conference calls to fully understand the advantages of the Plan and what you need to do to increase your income to record levels in the new year. There is no time to waste... Work now, so you take full advantage of the benefits under the Compensation Plan with your volume in January; then you are off to a fabulous start for 2015.

Stay tuned as we continue to plan exciting things throughout 2015 to assist all our IBPs in growing their businesses to new heights, including new products, new business tools and new country openings! Thank you again for helping Stemtech to accomplish our mission of spreading wellness and prosperity around the world. Here's to a Happy and Prosperous New Year for each of you!

# Update from the Stemtech Global Foundation

BY CHRISTIAN DRAPEAU, MSC, CHIEF SCIENCE OFFICER

After the last *HealthLink*, I received many emails from IBPs expressing how they were delighted to hear about the activities of the Stemtech Global Foundation, and they wanted to know how they could contribute. It is very simple: There is an "Auto-Donate" option in the Back Office, which allows you to make monthly automatic donations of any contribution amount. As little as \$5-10 per month can make a huge difference, so there is no amount that is too small when it comes to helping.

In December I once again had the opportunity of visiting Baan Unrak, a Children's Home in Thailand, near the Myanmar border, where I witnessed the impact of the contributions that have been made by the Stemtech Global Foundation, as well as by a number of individual IBPs. It is truly inspiring to see the heart and generosity of so many.

Among other acts of generosity -- this one through connections with virtual IBPs in India -- mattresses were provided for every child at Baan Unrak. Beforehand, all children had been sleeping on simple wooden planks. Although Thailand is notoriously hot, nights can be quite cold during the winter in the mountainous region where Baan Unrak is located. Recently, a local Thai IBP was able to get a donation of additional mattresses, bed sheets and blankets from a hotel in Phuket that is undergoing a full renovation. Everything was put on a truck, shipped at the hotel's cost, and delivered while we were at Baan Unrak.

But the main emphasis and current focus for helping Baan Unrak is to remedy the problem that nearly 60 of its children are stateless, without papers and identification; therefore, they do not exist under Thai law. It has been a battle for the past 3 years to find a solution that will get these children proper identification so that they're permitted to travel to school in Bangkok when they reach college age. This process requires significant funding, but it just so happens that a local Thai IBP was able to put Baan Unrak in contact with key government personnel, so there is now a path of assistance moving forward. Such good news!

This progress has all been heart-warming and significant. Nevertheless, behind all these projects remains the daily need to educate, feed, clothe and provide healthcare to nearly 150 children. This challenge, along with the hunger relief effort to

Burmese refugees still living in the jungle along the Thai border, is still before us. So if you want to be part of this beautiful, worthwhile adventure -- giving smiles and a brighter future to so many children -- just visit your Back Office and click on "Auto-Donate" to contribute your support. And stay tuned to hear more on the work of the Stemtech Global Foundation with other organizations and projects in the Philippines, Mexico and Madagascar.



CHRISTIAN DRAPEAU



## Tops in Sales

### USA - NOVEMBER

- California (1)
- Florida (2)
- Texas (6)
- New York (4)
- Washington (7)
- Illinois (5)
- Minnesota (-)
- Georgia (3)
- Arizona (-)
- Missouri (-)

### CAN - NOVEMBER

- Quebec (1)
- British Columbia (4)
- Ontario (3)
- Alberta (-)
- Manitoba (5)

## Top Enrollers of Business Builders

### USA - NOVEMBER

- Alejandro Medin, Health & Light Institute
- Paul Liau
- (tie); Phillip Adidjaja, Philadi Enterprise, Inc.;
- Rica Victoria Chuachingco;
- Charles Powell
- (tie) Hannah Moon;
- Shahriar Vaziritabar, SVT Healing Touch
- (tie) Betty Cheng Ahing;
- Magalli Arita;
- Patricia Leonard;
- Francis Serrano, Lotus Pong Marketing, Inc.

## Tops in Enrollment

### USA - NOVEMBER

- California (1)
- Florida (2)
- New York (4)
- Georgia (8)
- Texas (3)
- Washington (5)
- Illinois (7)
- New Jersey (-)
- Missouri (-)
- Minnesota (6)

### CAN - NOVEMBER

- Quebec (1)
- Alberta (4)
- (tie) British Columbia (2),
- Ontario (5)
- Saskatchewan (-)

# Stemtech Global Family Rank Advancements

NOVEMBER 2014

## 01 NEW & ADVANCING STEMGEMS

### TRIPLE DIAMOND

Paul Liao **US**

### DOUBLE DIAMONDS

Enoch Laia **AU**  
Mauricio Hoyos **CO**  
Georgina Guadalupe Garcia Mendez **MX**  
Yen-Chun Chou **TW**

### DIAMOND DIRECTORS

Edward Patiño Gomez & Yaneth Castaneda **CO**  
Maria Delfina Ponce Intriago & Erika Elizabeth Gonzalez **EC**  
용학백 **KR**  
오희권 **KR**  
명자이 **KR**  
정임김 **KR**  
Zenon Vazquez Bautista **MX**  
Surjit & Melbert B. De Chavez **PH**  
Daisy Hoarau **RE**

### RUBY DIRECTORS

Raymond Faye **FR**  
용학백 **KR**  
Marie Annick Galbois **RE**

### SAPPHIRE DIRECTORS

Patricia Elizabeth Alarcon Torres & Peter Alvarez **EC**  
Maria Del Rosario Felix Varelas **MX**  
Elidia Trejo Munoz **MX**  
Annick Vacelet **RE**  
Циеш Кодзоева **RU**  
Chiao-Mei Wu Chu **TW**  
Hsiu Ming Saunders **US**

## 02 EXECUTIVE DIRECTORS

Marion Mitchell **AU**  
Kirisitiani Lotu **AU**  
Nevenka Petkova **BG**  
Jimmy Boulay **FR**  
Susilowati Moeryanto **IN**  
경자신 **KR**  
도원신 **KR**  
Dominique Ramphort **MQ**  
Celerino Cuetlach Toxtle **MX**

**MX** Elizabeth Gutierrez Aparicio  
**MX** Armando Soria Quinones  
Yunuet Hernandez Flores & Valeria Naylu Gonzalez Hernandez  
**MX** Cherokey Mena Covarrubias  
**PH** Anunciacion Manalo  
**RE** Sabine Legros  
**RE** Jack Fontaine  
**TW** 林惠美  
**TW** 林心美  
**TW** 王素俠  
**US** Hwaja Yi  
**US** Myung Sook Kim

## 03 SENIOR DIRECTORS

Shirley Cislowski **AU**  
Darryl Smith **AU**  
Joshua Khairul Wahab & Ludy Khairul **AU**  
Dorothy Longfield **AU**  
Hristo Lolev **BG**  
Sebastien Plante **CA**  
José Reinerio Suarez Gallego **CO**  
Edgar Diaz Ariza **CO**  
Otilia Noemi Sarasti Bucheli **EC**  
Mado Jourdan **FR**  
성희업 **KR**  
지현박 **KR**  
경애이 **KR**  
미유 **KR**  
나윤이 **KR**  
혜연고 **KR**  
인숙김 **KR**  
증순김 **KR**  
점숙임 **KR**  
구연김 **KR**  
재신양 **KR**  
옥연이 **KR**  
순희공 **KR**  
신정김 **KR**

**MX** Etelvina Pilar Rojo D'Lasse  
**MX** Jorge David Fajardo de la Cruz  
**MX** Gregorio Lopez Matias  
**MX** Virginia Andrea Gonzalez Partida  
Maria De Jesus Rodriguez & Elsyse Roselia Tello Rodriguez  
**MX** Zenon Christopher Vazquez Eugenio  
**MX** Alfonso Porfirio Tessada y Alvarado  
**NZ** Ricky & Kellie Achterstraat  
**PH** Arlene dela Cruz  
**PH** Vivina Anaud  
**RE** Jacqueline Mussard  
**RE** Karine Zitte  
**RU** Елена Охотникова & Галина Голова  
**SG** Ng Yeo Nam  
**TW** 吳秋玉  
**TW** 黃煒庭  
**TW** 唐代英  
**TW** 林美溶  
**TW** 陳啟明  
**TW** 陳徐美娟  
**UK** Marlene Laerke Olesen  
**US** Arnold Desonia  
**US** HongYuh Shih  
**US** Phil Bagley  
**US** Betty Cheng Ahing  
**US** Sunny Van

Chuah Gek Lye & Yvon ne Ng Siew Eng **MY**  
Yolène Rufin **MQ**  
Tony Hayot **MQ**  
Socorro Maria De Lourdes Navarro **MX**  
Luz Elena Sanchez Ramirez **MX**  
Leonel Silvas Soto **MX**  
Leonides Fermin Sibaja & Ingrid Heidi Fermin Ortega **MX**

# Canadian Update

BY CHARLES "CHUCK" RACETTE, BUSINESS DEVELOPMENT MANAGER



CHUCK RACETTE

Now that the better-than-ever Compensation Plan benefits are available, IBPs and corporate staff are working hard at getting the word out about what these enhancements offer every individual business owner and -- more importantly -- how you can position yourself to benefit from each and every one of them.

I B P s like Double Diamond Paul Savard and others are working with their downlines, leveraging the tools, promotions and resources of our corporate offices and team.

During a recent four-city tour of business and product training events, Paul and I partnered at our Canadian head office for an open house/training presentation. One guest there commented, "It's great to gain a better understanding of our products and the science behind them, but also to learn how to talk to people about them and the business opportunity they represent, especially with the enhancements now with the Compensation Plan."



## 04 NEW NORTH AMERICAN DIRECTORS

IN A GROUP OF 90 NEW GLOBAL DIRECTORS IN AUGUST

Germaine Picotin **CA** **US** Yue Miao Fang  
Abdiel Ponce **US** **US** SheueMeei Lin  
Joan Notti **US** **US** Syjye Her  
Ella Bagley **US** **US** Joe Wang  
Xiu-ShiZhong **US** **US** Kui Young Chen  
James P. Ngok **US** **US** Henny Reichman  
Sue R. Shin **US** **US** Charles Powell  
Angel Au **US** **US** Ling Liao  
Hui C. Zhou & **US** **US** Belinda Liao  
Alice H. Wu **US** **US** Okhui Kim  
Paul A. Saunders **US** **US** Jung Oh Yoon  
Annie Tsai **US** **US** Hannah Moon

## Here's a suggested start for your "To Do List" to achieve business success in 2015:

- Work with your downline to position all your IBPs and their organizations to take full advantage of the Comp Plan. Doing so will pay significant dividends for all of you in the weeks, months and years to come.
- Share the calls and webinars, make the presentations and hold the meetings with and for your downline. You and your entire organization will be glad you did!
- Stay tuned for a schedule of events and dates broadcast from our conference center and locations around the country. We could be coming to a city near you!

Want us to work with your group to promote an event in our Quebec conference center or in your area? Contact me (cracette@stemtech.com) and let's make it happen!





# Making the COMP PLAN Work Wonders for You

BY DON KARN, VP/NORTH AMERICAN MARKETS

We know that sometimes the compensation plan of a network marketing company can be so complex that the company's distributors end up ignoring it and

focus on selling product to make money. While this approach might bring in some money each month, it is a very short-sighted business plan, because limiting your business to product sales is not the way to make a living through network marketing.

At Stemtech, we realize that a complicated compensation plan does no one any good, so we provide a Plan that is both understandable and usable by EVERYONE. A brand-new Independent Business Partner can maximize the success of this Plan just as a long-time veteran IBP can... by focusing on **THREE** simple steps:

1. First, **BECOME A DIRECTOR**. You do this by **building 5000 points in Direct Group Personal Volume (DGPV)** over a 1-2 month period. Once you achieve Director, you are paid at the Director level by maintaining 100 PPV and 1000 DGPV each month. **SIMPLE... NOT COMPLICATED... ACHIEVABLE!**
2. **Help to make your IBPs into Directors**. It's all about duplication. What did you do to become a Director? **TEACH OTHERS TO DO THE SAME!**
3. **Enroll IBPs on AutoShip**. There is no disputing the fact that AutoShip is the key to building a successful business. **AUTOSHIP BUILDS RETENTION, LOYALTY AND CONTINUING INCOME.**

As Washington Triple Diamond Denny Kluver has said for a long time, "The Stemtech Compensation Plan is superb. It is simple: Concentrate on becoming a Director and making other Directors, get people on AutoShip, then start watching your bank account grow!"

Keep in mind that **TRAINING IS ESSENTIAL** as you approach every level of your business growth. All of our most successful Stemtech Leaders stress the importance of being "plugged in" to the Stemtech training opportunities that provide the foundation, support and motivation to move you along the path to success. We provide weekly opportunities from World Headquarters:

- **Conference Calls** three Mondays & four Tuesdays monthly
- **President's Call** on the fourth Monday each month
- **Webinars** each Wednesday

Two other sources of training are the print publications we provide for you, of course. **HealthLink** comes to you with your orders eight months a year and **HealthSpan** reaches you by mail quarterly, arriving during the other four months. Both of these publications are good resources to use in your training, as is the Stemtech **website** (available 24/7 anywhere in the world!).

Keep a lookout also for **Conference Calls held by your upline or other Stemtech Leaders**, where you and the members of your organization can gain additional valuable information on product knowledge and business building. **All of the corporate-sponsored and Field Leader-led training is**

**FREE.** Take advantage of every opportunity to learn and grow!

A favorite training opportunity for many IBPs is, of course, the face-to-face **meeting**. Gathering IBPs together for a training seminar is a great way to build camaraderie and enhance everyone's knowledge. We encourage you to hold regularly-scheduled training meetings for your local organizations. In addition, we at the corporate headquarters want to support the training of IBPs in your region with our Road Trip 2015, where we will travel to your area to lead meetings to build knowledge, retention and growth in your organizations. **This service is FREE to you!** All you need to do is the footwork:

- Contact us at **training@stemtech.com** to get "penciled in" on our schedule.
- Pre-book your venue.
- Gather commitments from 50 or more people (IBPs & guests) to attend.
- Confirm the arrangements with us at corporate.
- Prepare for your successful meeting. (Have plenty of IBP Applications handy!)

Make 2015 your most successful year ever, as you take advantage of training opportunities and the **SIMPLICITY** of Stemtech's Compensation Plan to achieve the business success and lifestyle of your dreams. **You can do it!**

# What Can ENERGY Do for You?

BY HEATHER LIVINGSTON, M.SC, VICE PRESIDENT/GLOBAL TRAINING & SPORTS MARKETING



2015 is now off and running! Momentum is running fast and wild, so you'll need to keep up as Stemtech takes off on another successful year, where we will undoubtedly see more records broken, more top Leaders emerge and more growth for our global company.

All this running with momentum will take ENERGY. So let's remember that we will need to keep our bodies in a state of high energy to sustain and support the demands of this exciting daily life. How can we ensure that both our bodies and our minds will have what it takes to support the busy days, weeks and months ahead? The obvious answer: A daily regimen built around Stemtech products!

Using SE2® and StemFlo® two to three times a day helps us support our daily renewal needs, as these products work together to release and circulate adult stem cells into tissues and organs. A number of clinical studies have shown that our bodies enjoy benefits from more working stem cells, which are the key component of our bodies' daily renewal and repair. This natural process is supported by taking SE2 and StemFlo each day.

To this dynamic duo of stem cell support we wisely add the third part of this renewal support, ST-5 with Migrastem™. The Migrastem in our ST-5 product is the component that assists the circulating adult stem cells to migrate into the tissues that need assistance, renewal and recovery. Just as a three-legged stool provides much better support than a two-legged one would, the third nutritional "leg" provided by ST-5 with MigraStem gives your stem cell renewal process its best support. What's more, an ST-5 shake provides 14 grams of plant-based protein, soluble fiber, your daily intake of essential nutrients, and slow-acting carbohydrates – all vital components that help keep your body energized!

All of this means that with SE2, StemFlo, and ST-5 with Migrastem, Stemtech's products support internal wellness as we assist in the release, circulation and migration of our body's stem cells. The result? We feel better!

Now we add in external nutrition -- which we call vibrance -- with DermaStem® Renewal Serum. DermaStem supports the proliferation of adult stem cells for the body's largest organ, the skin, for daily renewal that supports increased moisture retention and elasticity and decreased wrinkles and fine lines. The result? We look better!

The daily regimen with Stemtech products truly supports our body's renewal process, assisting in repair and recovery. Use the dynamic foursome every day for release, circulation, migration, and proliferation of stem cells so you feel and look just great!



## WHEN YOU FEEL GREAT AND LOOK GREAT, YOU CAN'T HELP BUT FEEL ENERGIZED!

Now let's see how feeling energized can impact your Stemtech business. Here's how:

1. When you feel and look great, you will be energized to **MOVE**: to go out to talk to prospects, to pick up the phone or to reach out online to your next new IBP.
2. When you feel and look great, you'll **WANT** to see more people and tell them about Stemtech. Today is always a great day to add a new VIP Customer or IBP!
3. When your friends and family see you looking so great and notice that bounce in your step, they'll want to know your secret. Tell them!

Make 2015 the year when you achieve the best of yourself: **Feel** your best, **look** your best and **build** your business. This is what **ENERGY** can do for you!

You know what I just heard? Stemtech is holding a **BUSINESS ACADEMY** in April. As soon as they release the details, let's sign up. I don't want to miss it!



# Inner Wellness - Outer Vibrance



SE2®, StemFlo® and StemSport® Advanced Formula provide active support for the work of adult stem cells in the body, as more stem cells are released to circulate. Xtra Smooth ST-5 with MigraStem™ provides nutrition for all cells

in the human body as it supports the migration of stem cells into tissues. StemPets® Advanced Formula and StemEquine® Advanced Formula offer the benefits of specially-formulated SE2® for our animal friends. Our all-natural skin care product, DermaStem® Renewal Serum uses adult stem cell science, organic and wild-grown plants & oils to help cells proliferate to rejuvenate the body's largest organ, the skin.



Stemtech International, Inc.  
2010 NW 150th Avenue  
Pembroke Pines, FL 33028  
Phone: 954-715-6000  
Fax: 954-715-3333  
Retail Toll-Free:  
1 (888) STEMTECH  
1 (888) 783-6832

Writer & Editor: Bonnie Goldfein

**HealthLink** is a copyrighted publication of Stemtech International, Inc. For permission to reprint articles from this newsletter, Stemtech Independent Business Partners may contact the Editor at Stemtech World Headquarters, 2010 NW 150th Avenue, Pembroke Pines, FL 33028, or via email: editor@stemtechhealth.com.

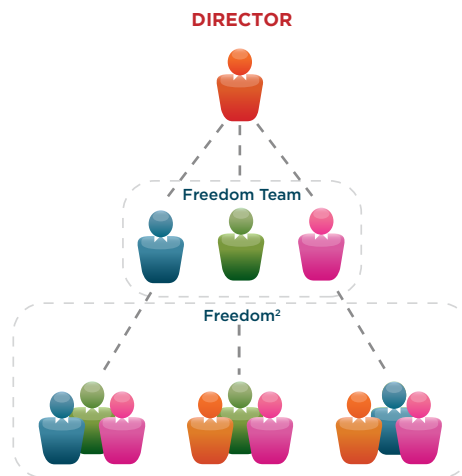
Statements in this newsletter have not been evaluated by the United States Food & Drug Administration. Stemtech products are not intended to diagnose, prevent, treat or cure any disease.

## IN 2015 FREEDOM<sup>2</sup> IS WITHIN YOUR GRASP!

We have extended our wildly popular December "Freedom Unit" promotion into the New Year, with a tweak or two: Your Foundation Team is now more appropriately called your **FREEDOM TEAM**, and this transforms your Freedom Unit to **FREEDOM<sup>2</sup> (Freedom Squared)**.

When you generate **THREE** new Directors and they each generate **THREE** Directors, your benefits are squared ( $3 \times 3 = 9$ ).

The simple math you learned in grade school is now at work to put **MORE MONEY** in your pocket in 2015. Build your Freedom Team quickly and you'll be cashing in before you know it!



### Your Freedom Team

## Wednesday Webinars

8:30–9:00 pm EDT / 7:30–8:00 pm CDT  
6:30–7:00 pm MDT / 5:30–6:00 pm PDT  
stemtechonline.com  
JOIN US! Log on and learn!



## Listen & Learn

North American - PRODUCT CALL  
Mondays, 8:30 EDT, 7:30 CDT  
6:30 MDT, 5:30 PDT  
North American OPPORTUNITY CALL  
Tuesdays, 9:00 EDT, 8:00 CDT  
7:00 MDT, 6:00 PDT  
760 569-7676 Code: 154191#

## We're Social!



Facebook  
<http://www.facebook.com/stemtech>



Twitter  
<http://www.twitter.com/stemtech>



Pinterest  
<http://www.pinterest.com/stemtechhealth>



Blog  
<http://www.stemtechscoop.com>



YouTube  
<http://www.youtube.com/stemtech>



Flickr  
<http://www.stemtechevents.com/gallery>