

**HAPPY  
BIRTHDAY,  
STEMTECH!**

**Four Years of  
GROWTH, and  
now it's time for  
MOMENTUM!**



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**HealthLink**

Writer & Editor  
Bonnie Goldfein

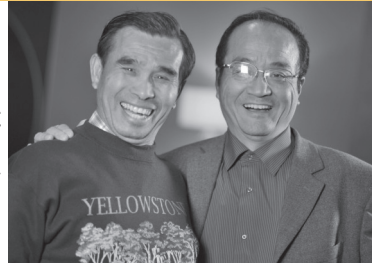
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## Networking Through the Holidays

by George Antarr, VP/North American Markets

If you have been with STEMTech for awhile, you may remember a 2008 *HealthSpan* article about the amazing business building results from a Holiday party co-hosted by Triple Diamond ChiTung Tsai and T c "Jay" Yeh. To celebrate the Season *and* the achievement of Triple Diamond by their downline distributor Chih Hsu, ChiTung and Jay invited everyone they knew to gather at their friend Ling Tang Lin's beautiful lakefront home. The party was the perfect networking opportunity... happy people enjoying a wonderful evening at the beginning of the Holiday Season.

ChiTung and Jay found just the right moment to talk about gifts... the gift of



ChiTung Tsai and T c "Jay" Yeh

health with StemEnhance and the gift of an income opportunity with STEM-Tech. The party guests listened with rapt attention. Many were especially interested in the unique income opportunity offered by STEMTech's one-of-a-kind, patented products. And several partygoers who were already STEMTech distributors seemed to really *hear* about the opportunity as never before. The result? One month later ChiTung Tsai had

**SEVEN NEW TRIPLE DIAMONDS** in his organization... and every one of them had attended his Holiday party! Now, that's Networking through the Holidays at its finest!

You, too, can take great advantage of the Holiday Season for networking to grow your business. Here are reasons that November-December is the ideal time to network:

- This is the time of year when people catch up with each others' lives.
- It's a fact: People gather together more around the Holidays.
- The Holiday Season is a reason to see or call people you may not have seen since you joined

*Continued on page 8*

**Want to keep up-to-date with EVERYTHING going on at STEMTech? Of course you do! All you have to do is OPT IN for STEMTech's**

## Free Weekly Online Newsletter!

**Opting in for this FREE weekly update is as easy as 1-2-3. Here's how:**

1. Log in to your Back Office. (Don't know how? Ask your Upline or call Distributor Services.)
2. Click on the Email Opt-In link (top center of the Back Office Home Page).
3. Follow the easy instructions (entering required information) and **THAT'S IT!** You'll begin receiving your Online Newsletters with the next week's issue.

## A Busy & Exhilarating Time



Ray C. Carter, Jr.  
President & CEO

*“There seems to be a correlation between the Top Enrollers charts and the Top Ten Volume areas in the months that follow.”*

As our STEMTech family celebrates its 4<sup>th</sup> birthday, we look forward with great anticipation to 2010, as our momentum keeps on building. Our global vision continues to expand, too, as we are now operating in fourteen countries on six continents, with our most recent openings in the Philippines, New Zealand, Australia and Namibia.

The Director Leadership Conference recently held in Minnesota was a major success, with half the group in attendance being first-time attendees. Congratulations to all the new Directors and above who were there, along with their upline leadership on site to support them. There is no better way to cement a mutually beneficial team than to share the personal growth provided by our Director Leadership Conferences. If you have yet to join us for this experience, make plans

now to be with us in Coeur d'Alene, Idaho next April. I look forward to seeing you there!

The official Mexico Launch was also filled with energy and excitement, as StemFLO™ is now available in this major market. At the Launch, we were happy to introduce Paola Mazzoni, a new bi-lingual product trainer for the US and Latin American Hispanic markets. Paola will enhance the already effective training programs that have helped our Hispanic markets develop.

I am also happy to mention that the December issue of **American Executive** magazine will publish an article on me as President & CEO of STEMTech. The publication is featuring consumer health products companies who have not only survived but prospered during the global recession. Being inter-

viewed for such a prestigious publication has been both humbling and gratifying for me, as once again our company's positive recognition in the media is an affirmation of our vision for the STEM-Tech family.

Congratulations go out to the Top 5 markets and our Top Enrollers, who are leading our growth locally. On the September Top Enrollers list, I notice Saskatchewan enrollers fill three of the five spots, in their first appearance on the list! And there seems to be a correlation between the Top Enrollers charts and the Top Ten Volume areas in the months that follow. Hmmm.....

As we enter into the holiday season, sharing the gift of wellness and prosperity couldn't be more timely. I wish everyone a safe and joyous time with friends and family.

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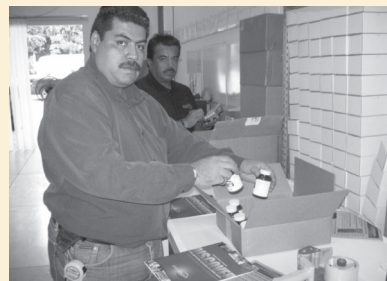
**What will YOU be doing the second week in December?**

A happy group of Diamonds (and above) will be enjoying the **Diamond Dream GetAway** with STEMTech Executives aboard the *Freedom of the Seas* as winners of this year's Contest.

Watch for the **2010 Contest** (beginning Jan. 1), and **QUALIFY TO COME ALONG NEXT YEAR!**

## Felicitaciones, Mexico!

The **OFFICIAL LAUNCH** of **STEMTech Mexico** on **October 24, 2009** was another spectacular **STEMTech Global Event!**



*Guadalajara staff members packed materials for transfer to the hotel for the Launch event. There was LOTS of packing to do!*

In the Winter **HealthSpan** (coming soon), we will have highlights and photos of this exciting Launch.

# Your Bulletin Board

## CONFERENCE CALLS

**218-486-1400, pin 8324#**

**TUESDAYS 6pm PDT Opportunity Call**  
*(Step 3 of the 4-Step System, with testimonials)*

**TUESDAYS 7pm PDT Product Training**  
*(Dr. Donna Antarr & Heather Livingston)*

**WEDNESDAYS 6pm PDT Business Training**  
*(Corporate & Field Leaders)*

## STAY CONNECTED

Go to [teamstemtech.com](http://teamstemtech.com)!

**732-463-6316**

**24-Hour TeleCenter**

**Business Overview** (ext. 100)  
**Recent Opportunity Call** (ext. 300)  
**Opportunity Overview Fax** (ext. 400)  
**Dr. Donna interviews Christian** (ext. 500)  
**Christian & Stem Cell Science** (ext. 600)

**THIRD TUESDAYS!**  
11/17, 12/15...

**Canadian Update**

6:30 pm (Pacific)

**(218) 486-1400**  
**PIN 8324#**



**2-for-1 Tickets to STEMTech's Fourth Annual Convention in Anaheim, CA**

Tell your newly enrolling Distributors about their **\$259 voucher** to attend the **2010 Convention** with a spouse, friend or guest. It comes **FREE** with the **FastStart** or **Leadership Pack!**

# Ask Christian

## Why is StemFLO™ more than just a good antioxidant?

When we pointed out the fact that StemFLO is also an exceptional antioxidant, in a roundabout way this aspect seems to have overshadowed the primary effect or purpose of StemFLO. Yes, StemFLO is an exceptional antioxidant, made with some of the strongest natural antioxidants available, such as mangosteen, grape and grape seed extracts, berry extracts, cat's claw, and curcumin. **But the primary effect of StemFLO is its effect on blood circulation.**

The main ingredient of StemFLO is Fibrinerase™, a blend of plant-based enzymes with a specific ability to digest fibrin. Fibrin is a protein naturally formed by the transformation of fibrinogen into fibrin. This process is a normal step in the overall process of



blood coagulation, but it can be triggered by the presence of oxidative stress in the blood. When fibrin is being randomly produced in the blood (outside of the process of blood coagulation,... just the formation of fibrin itself), fibrin mesh can form that can block or hinder blood circulation in small vessels. Since these small vessels constitute the very site where stem cells can migrate into tissues, it is important to have the best circulation possible in

small vessels to give access for stem cells to every part of the body. Fibrinase was designed to specifically digest fibrin in the blood, thereby assisting the body in maintaining optimal blood circulation.

And since fibrin is being formed in the first place by oxidative stress in the blood, the antioxidant ingredients were added to StemFLO in order to prevent (as much as possible) the unhealthy formation of fibrin. So yes, StemFLO is a great antioxidant. But as demonstrated in a clinical trial, its primary effect is to support optimal blood circulation for optimal delivery of stem cells to all tissues of the body.



## Q & A

by  
**Christian Drapeau, MSc**  
**Chief Science Officer**

## ★ AUGUST TOP ENROLLERS ★

First Place (tie)	<b>Suzanne Jones</b> , <i>I-Stemcell, Inc.</i> Alberta
	<b>Thelma Potter</b> , <i>1303454 Alberta Ltd.</i> , Alberta
Third Place	<b>Bonnie Atkinson</b> , British Columbia
Fourth Place	<b>Cor Hoff</b> , Ontario
Fifth Place	<b>Ed Chicoine</b> , <i>Chicoine Entreprises</i> , Quebec

## ★ SEPTEMBER TOP ENROLLERS ★

First Place (tie)	<b>Bernice &amp; Robert Hibbs</b> , Ontario
	<b>Constance Young</b> , Saskatchewan
Third Place	<b>Dianne Ecklund</b> , Saskatchewan
Fourth Place	<b>Dolores Young</b> , Saskatchewan
Fifth Place	<b>Joel Pelletier</b> , Quebec

### AUGUST TOP FIVE PROVINCES

	SALES VOLUME	ENROLLMENTS
First Place	<b>Alberta (1)</b>	<b>Alberta (-)</b>
Second Place	<b>Ontario (2)</b>	<b>British Columbia (2)</b>
Third Place	<b>British Columbia (3)</b>	<b>Manitoba (5) tie</b> <b>Quebec (3) tie</b>
Fourth Place	<b>Manitoba (5)</b>	
Fifth Place	<b>Quebec (4)</b>	<b>Ontario (1)</b>

### SEPTEMBER TOP FIVE PROVINCES

	SALES VOLUME	ENROLLMENTS
First Place	<b>Alberta (1)</b>	<b>Saskatchewan (-)</b>
Second Place	<b>Ontario (2)</b>	<b>Ontario (5)</b>
Third Place	<b>British Columbia (3)</b>	<b>British Columbia (3)</b>
Fourth Place	<b>Manitoba (4)</b>	<b>Alberta (1)</b>
Fifth Place	<b>Quebec (5)</b>	<b>Quebec (3)</b>

Previous month's rank shown in parentheses

## Canada Update by Jonathan Lester, General Manager

*The times... they are a-changin'!* For us in Canada, truer words were never spoken... As is the case with our global business everywhere, there is palpable momentum building here in Canada. Enrollments are up and sales are strong. Our new multi-lingual "Everything STEM-Tech" DVD, which includes a new "Basic StemEnhance Training" track by Christian Drapeau, has been warmly welcomed by our Field Leaders and is proving very effective. Go

to your Back Office to order this powerful training tool.

I am just back from the Director Leadership Conference in Minnesota, and what an event it was! We had the biggest group of Canadian leaders ever at a DLC, and I enjoyed getting you know everyone and seeing the wonderful team-building that resulted from the weekend's training activities. I am sure the groups of everyone who attended have already begun to benefit from what

these Leaders brought home from the DLC. We are already looking forward to the next DLC in Idaho in the spring, and hope to have an outstanding Canadian presence again.

The STEMTech opportunity is unique. Daily, we are touched by the life-changing stories we hear from the field. And this is only the beginning for us... Keep dreaming, keep sharing, and always keep having fun!



# STEMTech's Global Family Advancements

## August & September, 2009

### NEW STEMGEMS

Triple Diamonds  
Karin Beetge *ZA*

### Diamond Directors

Alpha Enterprise *MY*  
Marla Hartmann  
Twice 'S Nice *US*

### Ruby Directors

Kamrina Bte Abdullah &  
Hazleenawati Jalalludin\* *MY*  
Ting Tick Ching *MY*  
Jason Sze Mun Kit\* *MY*  
Electa & Willem Roux *ZA*

### Sapphire Directors

Ngee Geok Choo *MY*  
Walter Gregory *US*  
Foo Juk Chin *MY*  
Khiew Khai Seng *MY*  
Soogumar A/L Krishnan *MY*  
Becky Lin *TW*  
Michelle Meyer *US*  
Jason Sze Mun Kit \* *MY*  
Yogeswari Sabapathipillai *MY*  
Jessie Yim Suk Fui *MY*  
Siu Tjin Tjhin *MY*

\* Two advancements within 60 days!

### New Executive Directors

Kamrina Bte Abdullah &  
Hazleenawati Jalalludin\* *MY*  
Monica Bakker *ZA*  
Geraldine & James Bell *US*  
Johnny A. Beytel *ZA*  
Edward & Angela Budreika *US*  
Cash Cropper, Inc. *US*  
Wong Chin Hoe *MY*  
Ruth Franz *DE*  
Jin Lan Guan\* *TW*  
Li Huei Jian *TW*  
Khiew Khai Seng *MY*  
Chia Lee Seng *MY*  
Leong Lin Chong *MY*  
Alexius Loo Yew Ann &  
Kok Ling Ling *MY*  
Aida Mendoza *US*  
Eugenija Paulauskiene\* *US*  
Lee Ping Han  
Healthcare Network Marketing *MY*  
Laetitia Steenkamp *ZA*  
Loren Stockman *US*  
Dong Sheng Wang *TW*

US United States, CN Canada, CO Colombia, DE Germany, MY Malaysia, MX Mexico, TW Taiwan, GB Great Britain, ZA South Africa, ES Spain (virtual)

### New Senior Directors

Abidatul S Binti Abd Hamid *MY*  
Doris Wong Ah Kiau *MY*  
Michael Beattie  
The Grainery Natural Foods *US*  
Felicidad Blanco *ES*  
Khoo Chee Meng *MY*  
Hor Ching Chong *MY*  
Lee Chooi Ping & Ng Jin Koon *MY*  
Chan Choon Ann *MY*  
Mary Chu *MY*  
Esteban J. Class Gonzalez &  
Kasey M. Campos Miranda *US*  
Patrick Dalton *US*  
Carolyn Karen Davies *MY*  
Rosemarie Desch *DE*  
Dennis Soon Eng Teck *MY*  
Hein Espach *ZA*  
Rosa Espinell *US*  
Mohd Fadzillah Mah *MY*  
Maya Danielle Fleischer *ZA*  
Karen Forbes *GB*  
Daniel Gilge *DE*  
Mouis A. Gilula, M.D. *US*  
Jin Lan Guan\* *TW*  
Lee Har Young *MY*  
Don Harms *US*  
Raimonda Heard *US*  
Harold Heisler *CN*  
Dora Song Hie Hee *MY*  
Liong Hwa Onn *MY*  
Impact Health Solutions *ZA*  
Betty Jennings-Krepcik *US*  
Barry L. Jones *US*  
Minet Joubert *ZA*  
Tan Kok Chien *MY*  
Carsten Köpke *DE*  
Ngam Lai Kee *MY*  
Low Kim King *MY*  
Anoosuya A/P A. Krishnan *MY*  
Hendriette Lategan *ZA*  
Annie Lau & Lee Choon Seng *MY*  
Marie-Christine Lhermitte *GB*  
Tan Liang Gek *MY*  
Ng Mang Kuan *MY*  
Maureen Maher *US*

### New Senior Directors

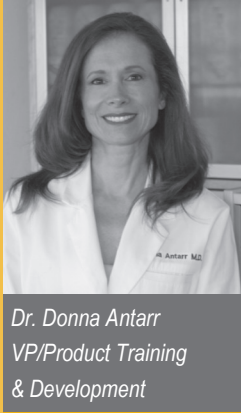
Juan Pablo Martinez Becerra *MX*  
Bradley Miller *US*  
Kathy Minatra *US*  
Frederic Motz *ZA*  
Heidi Müller *DE*  
Curtis Nelson *US*  
Mavis Onstad *US*  
Piet & Donna Oosthuizen *ZA*  
Eliana Osorio *CO*  
Randal Ouverson *US*  
Eugenija Paulauskiene\* *US*  
Marie Pavier *ZA*  
Roni Peterka *US*  
Lee Ping Chuen *MY*  
Lauren Rennie *ZA*  
Gary Resch *US*  
Frank Ricci *US*  
David Rivera *US*  
Lee Saiu Eng *MY*  
Daniel Santos *US*  
Tong Seck Luen *MY*  
Tan See Thin *MY*  
Shu Ling Shyu *TW*  
Jing Rong Shyu *TW*  
Chi Shian Dai *TW*  
Emily Pak Siu Leng *MY*  
Chew Soo Chen *MY*  
Ruta Staniukyniene *US*  
H.M. Taljaard *ZA*  
Tan Teow Khoon *MY*  
Thavamany A/P Thandarayan *MY*  
Vasudavan Thandarayan *MY*  
Joseph Ting King Sung *MY*  
Cheah Tong Loo *MY*  
Joel Torres *US*  
Hsu Tsing Siew &  
Kelvin Ting Yik Yew *MY*  
Tan Ah Tua *MY*  
Cherryl Kennedy Kobus  
& JL van Rooyen *ZA*  
Rachel Maria Visagie *ZA*  
Richard Winter *US*  
Bernadette Yen Yen Wan *MY*  
Constance Young *CN*  
Ricardo Zozaya Ramirez *MX*

### New Directors in Canada (CN) & the United States

Paulus Adidjaja  
Cheryl & John Anderson  
Su Jen Chiang  
Deanna Chin  
Dianne Ecklund *CN*  
Dianne Fehr *CN*  
Ian Gilula  
Brenda Green  
Allen Griep  
Elizabeth C. Harbour  
Carol Harms  
Brent Harshman, Brebin, Inc.  
Brian Hartmann  
Anna Hoffman  
Judy Hultgren  
Michael R. Jones  
Vivienne ML McClain

Amy Pink & Fred Litzky  
Joshua Liva  
Laurie Morse  
Adrienne Ouverson  
Paulius Paulauskas  
& Lina Zelenkaite  
Wallace Petzold  
Elizabeth Quintal  
Elba Ramos  
Trin Rymparsurat  
Ray Santos  
Douglas Scholla  
Joel Torres  
Stephen Tosheff  
Oscar Trevino  
Vicki Walker  
Lawrence B. Winter

# The Gift of Health at the Holidays



Dr. Donna Antarr  
VP/Product Training  
& Development

When people feel healthy, vital and strong, they can enjoy a high quality of life. The holiday season brings with it unique opportunities for you to spread the gift of abundant health to everyone around you... your family, friends, acquaintances, and even people you have yet to meet.

As George points out in this month's cover story, the Holidays are a great time to connect with people. But don't just socialize with your established friends and family. Use this festive season to take the opportunity to meet new friends, and you just may live longer!

Research studies report that people who get out and meet new friends not only live longer but have a higher quality of life. In fact, there was a study done at the Harvard School of Health Sciences that looked at 7,000 people aged 35 to 65 over a period of nine years. The study concluded that people who lack social and community ties are almost **three times** more likely to die of medical illness than those who have more extensive contacts.

This study's parameters were completely independent of other risk factors for health, like smoking, obesity or lack of physical activity. It appears, then, that

social interaction alone can make a significant difference in a person's health and longevity!

How does this research result apply to your business as a STEMTech distributor? First, of course, your own health and longevity may be impacted as you go out and about, spreading the news about STEMTech's products and opportunity and creating new relationships.

Then as you bring on board new distributors, who will subsequently be developing their own larger network of relationships, you may be helping them to enjoy the results evidenced in the Harvard study, too. The "ripple effect" of improved quality of life can go on and on in an ever-widening circle of wellness, and it all started with you!

Particularly during the Holiday Season, you can make good health a part

of your gift-giving in specific ways. Consider giving the people you care about the gift of wellness with STEMTech's stem cell nutrition products. If you are a creative person, you could even put together a "longevity spa basket" or a "sports performance basket" for your loved ones with interests in spa treatments or sports. Or use those handy gift bags and tuck in STEMTech products along with other specially-chosen items.

Fill your baskets or gift bags with fun things — like lufas, luxury soaps and candles for your spa gift, and a terry headband, small towel, a StemSPORT™ water bottle and StemSPORT socks for your sports gift — and add the STEMTech products of your choice to each basket or bag. Finish your creations with a few healthy items, like their favorite fruits, nuts and tea or sports drink.

When you present these gifts at Holiday time, you'll be giving each of your lucky recipients the gift of abundant health! As they dig into your creative presents, every person will find support for their own adult stem cell physiology and the ultimate gift of renewal. You would be hard-pressed to find more lasting and welcome gifts!



Research studies report that people who get out and meet new friends not only live longer but have a higher quality of life.

# From the Field

by MaryAnne Robertson, Blue Greens, Executive Director

When I joined STEMTech in November 2005, I had been working at home as an artist for almost forty years. Right away, it became obvious to me that I needed to get a computer. I had never used a computer in my life, but I wanted to tell people about StemEnhance™ and felt the computer would help me to do my business more efficiently. So I went to the Library and got one of the “for Dummies” books about computers and learned all the basics very quickly. If you are “computer-free” as I was, don’t be afraid of the learning process. Computers are a lot more forgiving than most novices think they are!

It is very simple to go online and to use a website. Our new stemtechbiz.ca website is so easy to navigate that even people brand-new to computers can find what they want. The website is set up so it is easy for people to watch flash videos about our products and opportunity, to order online and enroll, too — and they can even see all the Package choices before making a commitment.

Our Back Office is another great business tool: It’s easy to keep track of all our bonuses and commissions. And the graphs and charts make it easy to see how our

business is growing. (Your upline can coach you step-by-step on how to use your Back Office.) I also like the WealthBuilders website, which has training videos to show you how to use it and a survey where prospects give information about their commitment level and the income they wish to earn. I can then teach them how they can achieve their dreams.

Using the computer has expanded my world. I am able to communicate with group members across the nation and in many countries by email. I can quickly notify my group of news and events. I get company e-Blasts with all the latest news. I can also meet new friends online and introduce them to StemEnhance and StemFLO™ and the STEM-Tech opportunity. I am so happy I overcame my computer anxiety! If you have been reluctant to jump into the Computer Age, I urge you to give it a try. You won’t be sorry!

While I love the part my computer plays in my business, it is definitely not the only tool I find useful. Regular attendance at the Corporate weekly training calls and the monthly Canadian Update is not only important to help learn the latest news, the whys and hows, but it is also my way of feeling part of

the whole picture, part of the STEMTech family. George, Dr. Donna, Bryan, Heather and Christian sure do their best for us. But it is important to work the business regularly — daily, if possible. All the training in the world will not do you any good unless you put it into action.

Speaking of training, I want to tell you about the Director Leadership Conference I just returned from... This was one of the best weekends I have ever experienced! Not only did we have lots of fun, but we learned valuable lessons on the best ways to share the product and opportunity and on the importance of working as a team. We also learned a lot about ourselves, each of us expanding our comfort zone.

At the DLC, it was fun to get to know Jonathan Lester and to hear his plans for Canada. We thank him for the improvements he’s made so far. All of the Canadian distributors at the DLC discussed our groups and our dreams for building in Canada. We came home renewed and excited about what lies ahead for us. I hope that many of you will join us for the next DLC. It is a weekend that will be simply invaluable!



MaryAnne with Izzy Matos at the DLC’s Rock Star Night



**Using the computer has expanded my world.**



**DIRECTORS\*:** Ever been to beautiful Coeur d’Alene, Idaho? No? Well, here’s your opportunity!

## **STEMTech’s SPRING DIRECTOR LEADERSHIP CONFERENCE**

**Golf & Spa Resort, Coeur d’Alene April 23 - 25, 2010.**

Right on a lake off Interstate 90, only 30 quick miles from the Spokane WA airport, it’s **WHERE YOU NEED TO BE IN APRIL!**

*Don’t miss out on the personal development, team-building, business training & FUN with STEMTech Executives & Leaders.*

**PLAN NOW TO ATTEND THIS SPECIAL TRAINING WEEKEND WITH YOUR TEAM!**

*\* and above*

# November Contest!



Keep your business organized with a

## Pocket-size STEMTECH 2010 Planner/Pen Set

Get ready for 2010 with this handsome pocket-size weekly planner that has a classy stitched cover with the **STEMTech logo**, and comes with its own pen. In addition to weekly calendars, it contains holidays, maps of the US & Canada (with area codes and major highways), pages for contact information and more!

Earn one (or two) by enrolling Distributors in November:

- Enroll **THREE-FOUR** new Distributors and you'll qualify to receive **ONE STEMTech Day-Planner/Address Book**.
- Enroll **FIVE (or more)** new Distributors and you'll qualify to receive **TWO STEMTech Day-Planner/Address Books**.



## Holiday Networking Continued from page 1



George Antarr

STEMTech (as well as people you have seen but may not have approached yet). Consider hosting or co-hosting a Holiday party, cookie exchange or pot-luck get-together, and invite everybody!

• When you attend Holiday get-togethers hosted by others, you make the Holiday Season a great time to meet new people and expand your warm market.

- At Holiday gatherings, you can talk about New Year's resolutions that lead to improving health, earning more money and paying off holiday bills... all with STEMTech!

*It's November, so it's time to put your Holiday Networking procedures into action. Here's what to do:*

### Spread a Little Cheer

- Answer the phone with a Season-appropriate greeting like "Season's Greetings" or "Happy Holidays." This is a great way to get invited to holiday parties where you can meet new people!

- Beginning in November and continuing through the New Year, call as many of your close friends, contacts and prospects as you can to wish them Happy Holidays. Note: You are not calling to "pitch" them. Your goal is simply to spread a little warmth and update them on what you're doing. When these people wake up in January and start looking for better health or a home-based business, you will be the first person they think of!

- You can also mail out the biggest Holiday card mailing you've ever done and write a personal note on each card. Then call after the Holidays while you're fresh in their minds, to let them know what you're doing.

### Attend Parties

Make a goal of getting invited to and attending as many parties and events as you can during the Holidays. If you can pull it off, wear attention-grabbing Holiday attire at all parties ... It's a great conversation icebreaker! And of course, **be prepared to answer** when people ask you,

"What do you do for a living?" or "What are you doing now?" But be sure to **focus on the other person and what their dreams and needs are**, so you can follow up later with how the STEMTech products and opportunity can help them.

### Build Momentum for the New Year

All through December, follow up diligently with all your new distributors and prospects and your whole downline, generating excitement and planning for a January hotel/home meeting to kick off the New Year with a bang!

### Seize the Moment!

Others may lose their focus during the Holiday Season, leaving the door wide open for you to build your business with very little competition. So network through the Holidays – and lay the groundwork for making 2010 your best year ever. **HAPPY HOLIDAYS!**

