

THE POWERLINE

An illustration of two black electrical plugs colliding in the center, creating a bright yellow and orange burst of energy. The plugs are positioned as if they are about to connect or have just connected. The background is a blue sky above a green field.

**get
plugged in**

FAST Start Manual

*Everything you need
to know to get your
STEMTech Business
into high gear!*

“Get Plugged In” Fast Start Manual rev: 9

INDEX

LAUNCHING YOUR BUSINESS	2
PERSONAL INFORMATION	3
THE FIVE SUCCESS STEPS	4
YOUR FIRST 24-48-72 HOURS	6
YOUR PERSONAL “WHY” STATEMENT	7
FASTSTART DISTRIBUTORS WORKSHEET	8
DEVELOPING AND SORTING YOUR LIST	9
F.O.R.M.S. – WHAT WE REALLY CARE ABOUT	10
MEMORY JOGGER	11
TOOLS OF THE TRADE	12

**Launching Your
StemTech Health Sciences, Inc.
Business!**

Are You Ready to “Get Plugged In” to the POWERLine and the StemTech Health Sciences opportunity? If you are reading this “Fast Start Manual” we will safely assume that you have made the decision to work with StemTech Health and the POWERLine either part or fulltime. Either way, we are here to support your efforts and provide with the best tools we possibly can. You define your success. We will help you achieve it. That’s the POWERLine Guarantee!

StemTech Health Sciences Inc. officially launched its distribution business and network at the end of January, 2006. You are a part of the laying of the initial foundation for this company.

If positioning, timing and opportunity are important to your motivation, you have just landed in the middle of the most highly motivating business opportunity in many decades!

Getting Plugged In..

These pages have been designed to “Get you Plugged In” and to give you and your team a clear path to run on. There is a unique power available to you when you are “*plugged in*” correctly. Duplication is the key to building a large and successful network marketing organization. It is the simple and professional way to build. As with any endeavor, adherence to the highest ethics and standards will always serve you and the members of your Team well.

Again, we congratulate and welcome you to The POWERLine and StemTech Health Sciences, Inc. We are embarking on a memorable journey and making history with StemEnhance™, the first stem cell enhancer, for the world.

Key Distributor Information & Important Numbers:

Distributor Support: (541) 850-1700

Distributor Support Fax (541) 885-9993

Your Personal Website: <http://username.stemtechhealth.com> – add to your Favorites list ASAP.

Please fill in all blanks:

My Distributor ID#: _____ **Password** _____

Your Personal web site - http://_____ **.stemtechhealth.com**

My Sponsors name is: _____

Sponsors Phone:_____ **e-mail:** _____

My Upline Director is: _____

Directors Phone is:_____ **e-mail:** _____

My Upline Sapphire is: _____

Sapphires Phone:_____ **e-mail** _____

My Upline Triple Diamond is: _____

TDD's Phone is:_____ **e-mail** _____

The POWERLine Support Website & Conference Calls: (Review site immediately)

www.thePOWERLinesupport.com – for complete Live and Recorded Call list.

Live Daily Bus. Explanation Calls Daily - 10 am & 2 pm PST: (641) 696-6600 Pin 98812#

Live Business Explanation Calls Each Tuesday 7 pm PST: (641) 696-6600 Pin 98812#

Live Corporate Conference Call Each Thursday 6 pm PST: (620) 294-3000 Pin 9093#

Live Business & Product Training Each Saturday 10 am PST: (641) 696-6600 Pin 98812#

Recorded: 24/7 StemEnhance™ Overview with Christian Drapeau	(620) 294-2905 Option 2
STEMTech and StemEnhance™ Overview	(620) 294-2905
Corporate Product and Commission Training	(620) 294-1132
Spanish Language Business Overview	(800) 210-7565

For in-depth information and sales materials, visit www.thePOWERLinesupport.com , Then;

Log-in to the Members Area: Login: powerline, then enter password: now

Becoming successful will require that you Review and Know what is on this site.

There is Power in Knowledge.

The Five Steps to a Fast Start!

Step #1 "Getting Plugged-in"

- Complete these steps with your sponsor immediately!
 - Check off the boxes as you complete each step.
 - Complete online application accurately. Choose FastStart, WebSuite and Autoship.
 - If using a paper application, print and fax to STHS at Distributor Services.
 - Print out your online receipt for your records. Verify w/ company in 72 hours for accuracy.
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Step #2 Set up your Corporate Website

- Activate your Personal StemTech Website and login to back office.
 - Set up "Direct Deposit" for FastStart Bonuses. Click on "Direct Deposit".
 - Edit your personal information for accuracy and change your password.
 - Review features and options. Order business cards on site.
 - Go to: www.thePOWERLinesupport.com and register as a Member.
 - Click on "Members Area (top right of page) and log-in.
 - Log-in: POWERLine Password: Now
 - Study the "Brilliant Compensation" flash movie with your enroller.
 - Take the "Leadership Test" and share the results with your Sponsor.
 - Review all areas of website and Members Area so you can share them.
-

Step #3 Write down your "WHY" now. Do not proceed until this is on paper.

- On the provided page or in your personal journal, write down your "why", intention or reason for joining StemTech Health Sciences.
- Please, be specific, truthful, and as detailed as possible.
- What is it you want out of the StemTech opportunity? Why will you do this?
- Set a time for initial goals to be met. Plan to be a Director in 30 days.

Step #4 Building your StemTech Health organization.



- Develop a list of people you know. *Do not pre-judge them!*
 - Use the enclosed memory jogger to add names to your list.
 - Who do you know that would enjoy better health and more income?
 - Leave NO ONE off of your list. Why would you exclude anyone?
 - Use your “Tools of the Trade” to expose each prospect to STHS
 - Have prospect watch “Christian Drapeau Training and Opportunity DVD - it is your #1 Tool!
 - Always use F.O.R.M.S. when opening your conversation about Stem Tech.
 - Always use 3-way calls with your upline to validate the story and answer questions. Keep the conversation about their needs.
 - Take your prospect to your website for a tour. Never send them alone.
 - 3-way your prospect into the Daily 10 & 2 calls, pre-recorded calls, 3-way with your upline, and visit your website. Show your prospect how your POWERLine Team helps you succeed!
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Step #5 Your Prospect will respond in One of Three Ways.



- After you introduce someone to the information, we simply ask them, “do you see a way that the StemTech Opportunity can help you get what you want?” That’s it!
 - If they are ready to go, like you, the answer is YES! Go to Step #1.
 - If they need more information or need to do their own research, and are not ready “right now”, put them on your follow up list and make an appointment to call them back. Use the follow up sheet to keep track. Call them back at the time agreed upon. Be punctual.
 - When you encounter a poor or negative response, don’t take it personally. It is not about you. Just move on and say, “NEXT!”.
 - To be sure you have given each prospect a proper chance to see the opportunity, be certain they have seen the information and talked with your upline. Be thorough and professional in your approach.
 - Repeat this process. Commit, Engage, Persist, Have Fun and Succeed!
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Important note: When a prospect says “no” to you, it should be expected. It is the natural first response and all trained sales people recognize this. Almost no-one says “YES” to a new idea without saying “no” 2 or 3 times first. What they are really saying is, “no, with the information I have right now.” If your prospect has not been on a 3-way call, seen the DVD or been on a conference call, they are still in the running. Follow up and give them a 2nd chance and a 3rd , if needed. More YES’s are received on the 3rd try than the 1st or 2nd. Try it!

Your First 24 Hours

WITHIN 24 HOURS of submitting your **StemTech Health** application:

Review the entire “FastStart Package” with your Enroller.

Complete Step #1 through Step #3.

Share and discuss the information you have so far and get your questions answered. Review your websites. Order 25 or more Christian Drapeau DVD’s from www.thePOWERLinesupport.com

WITHIN 48 HOURS:

Begin your list. Go for 100 names and numbers. This list **MUST** be a written list and forward a copy to your sponsor/enroller. This is the Achilles heal for success in our business. Within this list are the people who will lead you to enormous success. It’s true. Your list must be written and discussed with your Upline. This is much like your “Why”. If it is not worth writing down, it isn’t worth doing.

Have your Enroller put you on a 3-way call with your upline Director or higher. This is important so you can hear and feel how a 3-way call will help you enroll more people. You will also need to get your upline’s phone numbers so you can begin making 3-way calls.

Remember, we are all here to achieve the success we deserve. We each have a WHY. Sharing our “why” with others serves to strengthen our resolve and bond us together as a Team.

WITHIN 72 HOURS:

Begin working your plan to contact your prospect list. The most successful people you know will recognize the opportunity quickly. At any rate, our job is to K.I.S.S.! “Keep It Simple, Sweet”. Present the information in a systematic way with the *prospects interests* in mind. Use the tools of the trade; DVD, website, daily 10 and 2 calls, 3-way calls, conference and recorded calls, compensation plan, explain how inexpensive it is to own your own business, tax savings and most of all, the incredible timing of this very moment with StemTech Health Sciences, Inc.

Your success does not depend on what others think or say about you or your new business.

Remember whatever their answer, **never take their response personally**. Our task is to get them off the list, with a **yes or no**. Oh, for the record, “maybe” is a no. That’s all. We move forward with the “Yes’s”. That is all we can do! When you read through the “Sorting process” and Red and Green Apples, you will understand more of what it is we do to achieve success in this lucrative and simple business.

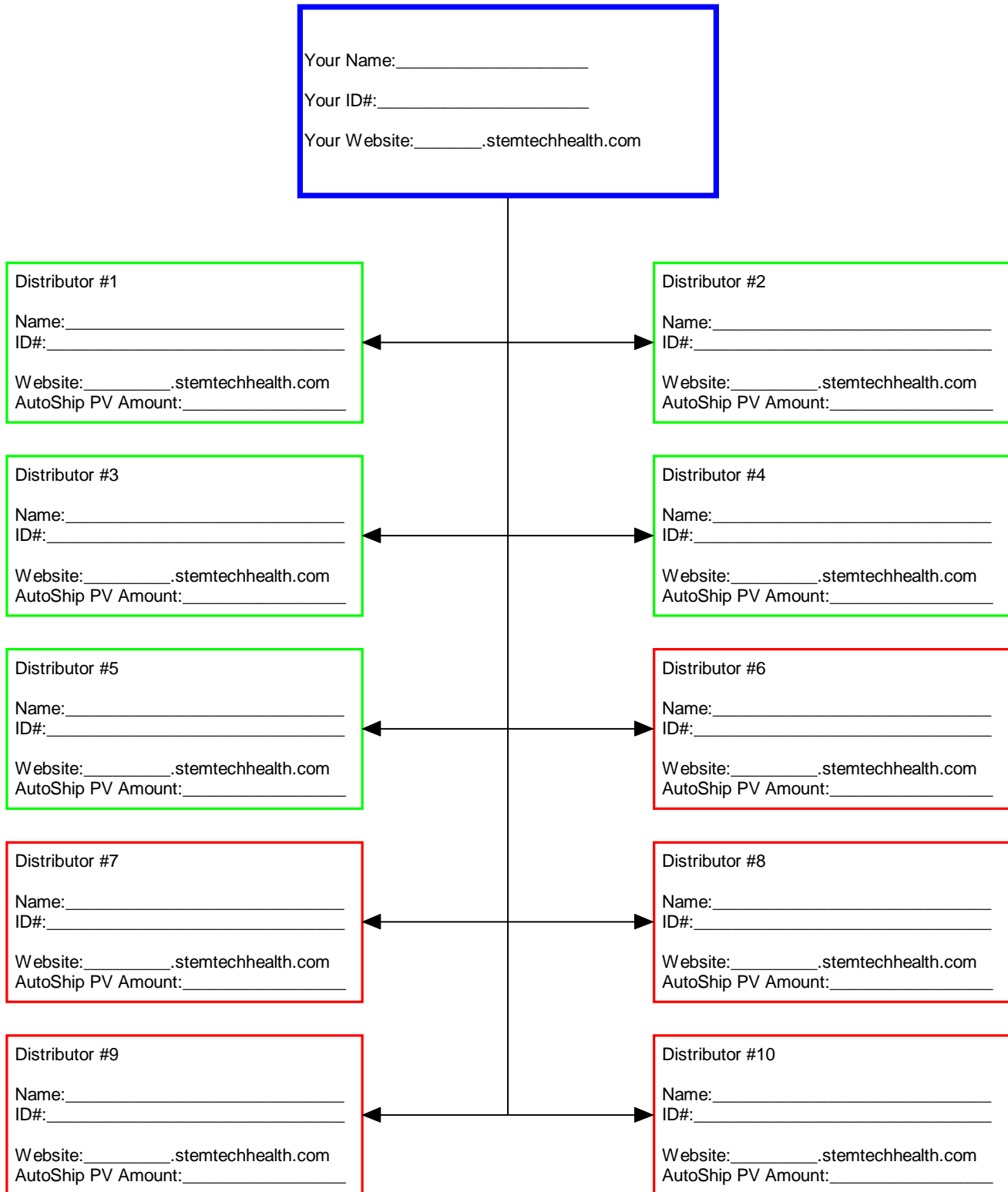
Use the following page to memorialize your “Why” Statement.

Make sure your statement includes these 4 attributes.

1. It should be specific.
2. It should be achievable.
3. It should be believable to you.
4. Set a date for your goals attainment.

*Being “Plugged In” means you have people to coach you and answer your questions. Always ask for help or assistance. **Being teachable is an attribute of successful people.***

Sponsor 5 FastStart Qualified Distributors On AutoShip and receive 7% on 7 levels!



Sorting Your List is like Sorting Apples

Let's talk about *People*. StemTech Health and networking is a **PEOPLE** business. Learning a few lessons about people will go a long way in helping you succeed. When we talk to people we will find that they will generally fall into one of three categories. Learn to recognize which category your prospects fall into and save yourself a lot of time! *Here they are:*

Red apples: Open minded, positive people, make decisions quickly, recognizes the opportunity. **YES!**

Green apples: Makes decisions slowly, must do lots of research, will think about it & get back to you! **MAYBE.**

Rotten apples: Closed minded, negative people, but willing to tell you all the reasons you will fail. **YUCK!**

People are motivated by different reasons and many will surprise you. The obviousness of the StemTech business and product will simply not be recognized by every one. **In fact**, those you think **won't...will**. Those you think **will...won't**. This business model is a people skill developer and you will be fascinated by people's reactions. People's decisions are theirs to make and some will have legitimate reasons why they won't become a customer or get involved with StemTech Health Sciences. **That's perfectly fine.** It is **NOT** our goal to convince everyone to join us. We only want the "**right people**" to join us and this is the process for doing that!

Never, ever take their decision personally. It is not about you. This is a process of sorting through the people on your list and finding the people who *naturally* see, feel and desire to be in the business with you. By the way, don't be surprised if your family is the first to be skeptical about you being successful. **Keep sorting.**

You have probably guessed that we are looking for the "**Red Apples**". They are the **right people** and **you** have the "right opportunity at the right time" for them. They are looking for an additional income stream, want to buy a new car, pay off their mortgage. They are open minded and excited about the information you are sharing with them. **Refreshing isn't it? This is what you are looking for!** It is like mining for Gold. Once you find some, you know what it looks like and you can't wait to find more!

Let's talk about the "**Green Apples**". Green Apples differ from Red Apples in that they usually are more conservative. They will have lots of questions and will need to do their own research, read the patent and call a famous scientist they know personally to verify the information. Green Apples usually cannot make a quick, timing based decision and will keep you on the edge of your seat for weeks with this quote, "I am continuing to look into this and should have a decision soon". At some point in time you will need to realize that this is a "**NO**" decision. Maybe equals no.

Special Note: **Green Apples** have been known to make the decision to join and have become very successful. *In other words, they ripened into **Red Apples!*** The point is to recognize their traits and act accordingly. While they are "thinking about it" you must keep sorting for **Red Apples!**

Be forewarned, the "**Rotten Apple**" group can be very negative and will go as far as telling you, in great detail, why *you* and *your new company* will "*never make it*". You have never been successful in your life, what makes you think you can start now? **STOP!** As soon as they get started, politely interrupt them and thank them for their time, but you have important things to do! Have a beautiful day! Good-bye. How much time do you have to waste with negative people? A simple "no thank you" would have sufficed. Keep having fun. Their response isn't about you or your business, is it? It is simply poor behavior by a negative person. They may mean well, but, can we agree to **STOP** the negative talk and move on? **Keep sorting for Red Apples!**

An important thing for you to understand about the StemTech Health Sciences opportunity is that we are in the **SORTING** business, not the **selling** business. The main difference between successful representatives and others is what they do with their time. Spend **80%** of your time sorting for and working with **Red Apples**, **20%** of your time with **green apples**, and **0%** of your time with the **rotten apples**. Remember that you cannot change people; you can only offer them the opportunity to change themselves. Sort for, and work with your **Red Apples**.

Your POWERLine Support Team is here and ready to help at each step!
This is what "**getting plugged in**" is all about.

F.O.R.M.S.

Family-Occupation-Recreation-Money-Security

Let's spend a few minutes talking about the "reasons" people do things. Wouldn't it be helpful to you if you KNEW what would persuade people decide to join you in your new business?

Simply put, they will join you **ONLY** for their reasons. One very successful method of discovering other people reasons or what motivates them is to discuss F.O.R.M.S. with them. F.O.R.M.S. stands for **Family - Occupation -Recreation - Money - Security**. These four areas are vitally important to almost every one and every family and are the primary reasons people will make change.

F-FAMILY: What is more important than our Family? The welfare of our spouses and children is #1 always. How well we take care of them, the quality of their health and health care. The safety of their home as in good neighborhood vs. bad neighborhood. Being able to afford the essentials like clothes, food, gas, utilities, savings accounts, retirement accounts, a new car. You get the idea. Everyone wants to give more to their family because we love them.

O-OCCUPATION: How do you feel about your job? Are you doing what you love to do? Are you making the kind of money you deserve? Have you ever been passed up for a promotion even thought you deserved it? Work too many hours? Are you appreciated for your commitment? Do you have to commute more than 10 -15 minutes? Been laid off recently or are you worried about being laid off? Got stress? Do you have money but do not enjoy what you do to make it? Ever heard this? "Life is too short"

R-RECREATION: What is your favorite past time? Do you go to ball games? Do you like to sail? Have you been able to afford that boat or RV you've always wanted? When is the last time you went on that big vacation with no SPENDING limits? How many years have you put off that trip to France and Italy? Does your current job allow you to enjoy these things, or are you constantly putting off the joys of life for a lack of time and money?

M-MONEY: It comes right down to money, doesn't it? Either you have it or you don't. Some people have become cynical and say it's not important to have money. There are two kinds of people who say that. One is rich and doesn't need it and the other is broke, and can't figure out how to get more. There is no such thing as cold, hard cash. When you have sufficient money to live a good, comfortable lifestyle and enjoy the nicer things like great health care, vacations, your dream boat or car or provide your family with more of the good life, then money is soft and warm. And the more you have, the more you can give!

S- SECURITY: There are many 'shifts' currently taking place in industry and business, many people have found themselves facing closures, being downsized and losing their pensions. Retirement funding strategies have been re-examined. Creating additional income streams has become a very responsible way to offset the possibility of retiring without adequate savings or income.

When you discuss **F.O.R.M.S.** with your prospects you are showing that you care. People don't care how much you know (about your opportunity), until they know how much you care (about them). By using the **F.O.R.M.S.** discussion, you will uncover "their reasons" for joining you in this business.

Warm Market Memory Jogger

Compile a list of people. *Do not pre-judge them!*

Don't think about the opportunity, just make a comprehensive list.

- Who is dissatisfied with their job
- Who is unhappy with their income
- Who is concerned about the environment
- Who is money oriented or money motivated
- Who owns their own business
- Who enjoys being around high energy people or is very social
- Who quit their job or is out of work
- Who needs extra money
- Your friends
- Your brothers and sisters
- Your parents
- Your cousins
- Your children
- Your aunts and uncles
- Your spouse's relatives
- Who you went to school with
- Who works with you
- Who is retired
- Who works part-time jobs
- Who was laid off
- Who bought a new home
- Who answers classified ads
- Who runs personal ads
- Who gave you a business card
- Who works at night
- Who delivers pizza to your home
- Who sells Avon or Mary-Kay
- Who sells Tupperware
- Who wants freedom
- Who likes team sports
- Who is a fund-raiser
- Who watches television often
- Who works on cars
- Who likes political campaigns
- Who are social networkers
- Who are in the military
- Who your friends know
- Your dentists
- Your doctor
- Who will help you

Remember: The list **MUST** be written down. A copy goes to your upline or sponsor. We measure for results and adjust for improvement.

It is a guarantee that those who are not getting results, do not have a written list, their sponsor does not have a copy, and results are not being measured! K.I.S.S.!

Tools of the Trade

- The Written List - your list of 100 names.
- New Christian Drapeau DVD Exclusive - The POWERLine has produced this awesome 45 min. DVD of Christian Drapeau speaking on stem cells and StemEnhance.
- Daily Conference Calls - 10am & 2pm & Tuesday Evening at 7pm Pacific. (641) 696-6600 Pin 98812#
- 3-Way Calls with sponsor or upline Director
- www.thePOWERLinesupport.com includes Printable documents, archived conference calls, pre-recorded calls, video archives, audio training, forms, testimonies, research articles, color brochures U.S. Patent info, and much more...
- www.yourname.stemtechhealth.com includes retail shopping cart, wholesale shopping cart, Corporate meeting info, research articles, clinical studies, back office management tools, genealogy, real time sales reporting, commission account, and much, much more..
- POWERLine Training Calls - Saturday 10am (641) 696-6600 Pin 98812#
- Corporate Training Tree - recorded call (620) 294-1132, Choice of options
- Business Presentation Meetings See calendars (Corporate & POWERLine)
- Recorded Calls - (620) 294-2905 1 & 2 (620) 294-2904
- Corporate Conference Call -Thurs 5:30pm (620) 294-3000 Pin 9093#
- StemTech Business Cards - order from your StemTech website.
- POWERLine personal mentoring - available by appointment. (949) 252-1036
- POWERLine Leadership Calls - for Directors and above. Monday eves -7pm Pacific (641) 696-6600 Pin 98812#
- Get Plugged In -The Fast Start Manual Last but definitely not least!

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- Using all of the tools above as often as possible is so important in building a large and successful organization. Teach others to do the same.
 - You never know what tool will get the job done when showing the opportunity to your prospects. One person will be sold just seeing the DVD while another will need to see the websites and do a 3-way call.
 - Use all the tools, all the time to be most effective.
 - Know your back office features and become proficient in using them.
 - Always be sharing the StemTech story with new people.
 - Always Fast Start every new distributor immediately after enrolling.
 - Remember, the speed of your group is determined by the lead dog!

1. If we all did the things we are really capable of doing, we would literally astound ourselves....

2. The three things that are most essential to achievement are common sense, hard work and stick-to-it-iv-ness.....

Quotes by: Thomas Edison