


September  
2010



HTE CANADA INC.




 Santé Health  
Canada Canada
 LN/NH: 83555  
Therapeutic Products Directorate  
Medical Devices Bureau  
Direction des produits thérapeutiques  
Bureau des matériels médicaux

**Medical Device Licence**
*Homologation d'un instrument médical*

**Licence Number:** 83555
 **No d'homologation:**

**First Issue Date:** 2010/08/05
 **Première date de délivrance:**

**Device Class/Classe de l'instrument: 2**

This Licence is issued in accordance with the Medical Devices Regulations, Section 36, for the following medical device:
 La présente homologation est délivrée en vertu de l'article 36 du Règlement sur les instruments médicaux pour l'instrument médical suivant:

**Licence Name/Nom de l'homologation:**  
 E-POWER (MASSAGER)

**Licence Type/Type d'homologation:**  
 Single Device / Instrument à article unique

**Manufacturer Name & Address/Nom du fabricant & adresse**  
 HSTEIN ENTERPRISE CANADA INC.  
 30 WEST BEAVER CREEK ROAD  
 UNIT 10  
 RICHMOND HILL, ONTARIO  
 CANADA  
 L4B 3K1

Carey Agnew, A/Director, Medical Devices Bureau/Directrice intérimaire, Bureau des matériels médicaux

Application Number: 168073
 Manufacturer ID: 120634  
Identificateur du fabricant:

We are proud to announce that HTE CANADA INC. obtained the **Medical Device Licence Class 2** for E-Power.

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**Richard Chuang**  
**GM/VICE COO**

Dear HTE Family Members

Great news!!! I am so happy to let everyone know that we have once again passed the ISO (International Standard Organization) auditing, plus we have received the E-power Medical Device Class II certificate from Health Canada! These two are very meaningful for the company and for all of our distributors and customers. Now that the ISO auditing has passed, our products and services all meet standard procedures and it ensures that we provide the best quality products and services to everyone. The E-power Medical Device certificate completes the medical device system for our major devices, like the Chi Machine, HotHouse, Advanced ERE, E-power and the SOQI Bed! The medical claims we can use for the E-power are:

**"The E-power massager improves blood circulation and warms the skin, helps to relieve muscular pain, cramps, spasms and tension. The E-power may help to relieve symptoms of arthritis, insomnia and arthrodynia."**

The company has planned a training trip this month to share with you the great benefits of the E-power with other products, plus the SOQI Home Spa owner program and the SOQI BEST team concept. Please see the schedule on page 11, and make sure you attend one of the meetings. We also have the E-power special on page 11 for September only, please take advantage of it. We will also deliver the Grande SOQI bed to Prince Albert, SK on 9/24 to Brenda Jobin who is the lucky winner from the Alaska cruise Early Bird program. Her ticket was drawn out of 800 raffle tickets at our 8/4 Open House with a witness from our CPA and the attending distributors. Congratulations, Brenda! And in Quebec, with the local leader's help, we've also planned 4 French meetings in 4 major cities each month from Sep. to Nov. Please join us.

More exciting news is, Dr. Justo Cabriaes' medical research with HTE's products is published on the medical journal of the Mexican General Surgery Association! I was so thrilled when Dr. Cabriaes told me this great news. We are getting it translated into English and French and will share with everyone soon! Thank you Dr. Cabriaes!

The SOQI bed special in August was well received by distributors. As a result, many people would like us to extend it. We will extend the special for 1 more month until the end of September. With the SOQI Home Spa Owner program, owning a SOQI bed is a really great choice this month for everyone to take advantage of.

I am sure when you read this issue of the newsletter, you will be surprised with the new layout! Thanks to Annabelle. We've been doing the monthly newsletter for over 6 years now; each month we use this newsletter to communicate with you when you can't come to our meetings or

conference calls and we thought it was time to make changes; also we would like to hear how this newsletter is benefitting you. Please let us know your thoughts by faxing page 12 back to the toll free number (866-483-8880) or call us (866-483-8888). Thank you in advance, we value your opinions.

The 2<sup>nd</sup> Minnesota Train the Trainer contest ended in August. Congratulations to those winners. If you missed the first one and would like to know what that is about, please go to the main page of the website to see photos and article/comments. We are offering a Buy-in for limited spots for only \$330 for 4 days, 3 nights accommodation with meals if you register with us before 9/24. I really encourage you to come and learn and take advantage of the meeting special, and bring your SOQI BEST team together. Please check the office for group rates. You will be glad you came!

Dr. Jennrich's article has been contributing to the newsletter from May to Aug. and many people like it. We've also posted a French PowerPoint file on the French website that Dr. Jennrich used during his presentation in our last Paris convention this year. Please check. Now we have a product line with FIR technology that can really suit people's need for better health. Those products with FIR technology are the FIR SOQI Wristband, FIR Waist Support, FIR Lumbar Cushion, Power Eyes, FIR Pad and HotHouse.

Ontario is developing well this year. Many local distributors plus many people from Quebec are spreading their business throughout Canada. Please take advantage of the company resource to come to every Wednesday's Open House. I am very happy and grateful that our Quebec distributors are very supportive of the Open House. They are planning to have about 35 distributors take a VIA train from Montreal to Toronto on 10/6 to join the Open House. They call this event "Training in Motion", which means they will split people on the train into small groups, and some trainers will rotate the groups to train them on different topics. I am sure it will be a memorable experience! Ontario and Quebec are the 2 biggest provinces with over 62% of the population in the country. The business potential is huge.

The Alaska cruise is an ongoing contest. I really would like to see many of our Canadian distributors recognized at L.A. enjoy the cruise, also get to know other distributors from US, Mexico, Australia and Europe.

The fastest way to earn trip points is to check your genealogy report from My Account on the web to see who is close to being promoted; help them and help yourself earn points. Sign up new people with the New Recruit special, especially the SUC package to earn trip points faster (1.5 times points), or you may go back to your group to re-activate your overdue distributors, to share those new products that they may not be aware of, re-activate them with 45 BVP to get you 10 trip points!

Everyone is finishing their vacations from the summer time, and kids are going back to school this month. It's also a time for you to put yourself together to get busier with hosting Home Parties, DSMs and sharing the health benefits with everyone. I like to stay busy helping people as always, how about you?

# Rising Stars Congratulations!



## Sylvie Morasse

Quebec - Promoted to Manager in Aug 2010

It was after the conference of Dr. Cabriales in November 2009 I purchased the Chi Machine. Then in February 2010, after using the Chi daily for three weeks, my sister Francine had more energy while my brother who had back problems (inflammation and wedged vertebrae) saw a good improvement of his spine.

Being a naturotherapist for many years, I care for people's health. That's why I decided to buy the medical devices of HTE Canada. So I asked Johanne McIntyre to help me and then I received my SOQI bed in early April. Since then I felt several benefits. Doing massage therapy for a dozen years, I suffered from tendinitis in my left shoulder. I also solved it with the Chi Machine in 2 weeks

(6 minutes 4 times a day). While standing for long hours a day, I started having sore legs. I quickly solved that problem with Advanced ERE (30 minutes per day). Being very active and having a stressful life, I love the E-Power. It calms me and helps me sleep soundly.

I want to thank my team consisting of two of my sisters, my spouse and people who are dear to me and decided to take control of their health. Thanks to all people around me who helped me reach where I am now. Thank you to my sponsor Johanne McIntyre who has always supported me in my journey. Finally, what I want is to build a SOQI Home Spa soon in order to let more people know the medical devices. Thank you HTE.



## Santé Mobile A-1 (Antonio Izzo)

Quebec - Promoted to Manager in Aug 2010

The opportunity to work with the HTE medical devices has given me the chance to help my clients and myself. With these medical devices, I was able to deal with some of the medical issues that I was challenged with. I used the SOQI bed and the Far Infrared technology to relieve my back pain, sleep better and improve my energy levels. My professional practice, as a medical technologist, has found my clients who have experienced similar issues. By introducing them to the SOQI Bed, the HotHouses, the Chi machine, I have been able to help them too.

I first got involved in HTE as a distributor using only 1 Chi and 1 HotHouse. I promoted these 2 devices to

friends, family and associates. Later, I soon realized the power of the SOQI Bed, which combines 3 HotHouses and 1 Chi Machine and I complimented it with a Fir Pad. Today, I explain to others that through the SOQI Bed, you can maximize the benefits of using Far Infrared technology to help your medical conditions.

I recommend scheduling regular appointments and offering demos on the equipments. I also encourage other distributors to do the same thing. Those who choose not to become distributors, enjoy the products for the personal use. But, those who do become distributors, enjoy the products for personal use and enjoy the commission for personal wealth!



**Offer 1: Recruiting Package**  
**Any New sign-up can get:**



- Chi Machine:** \$500.00 / 28 BVP + 17 extra BVP
- HotHouse:** \$799.00 / 40 BVP + 40 extra BVP
- Grande HotHouse:** \$899.00 / 46 BVP + 44 extra BVP
- Advanced ERE:** \$500.00 / 28 BVP + 17 extra BVP
- E-power:** \$600.00 / 28 BVP + 17 extra BVP
- Chi Machine + FIR PAD:** \$550.00 / 28 BVP + 17 extra BVP
- HotHouse + FIR PAD:** \$899.00 / 40 BVP + 40 extra BVP
- Grande HotHouse + FIR PAD:** \$999.00 / 46 BVP + 44 extra BVP



**Offer 2: Single item Machine Specials**



**Chi Machine: \$550.00 / 30 BVP + 15 extra BVP**  
 Original price \$720.00 / 45 BVP -- Valued Savings: \$170



**HotHouse: \$899.00 / 43 BVP + 37 extra BVP**  
 Original price \$1349.00 / 80 BVP -- Valued Savings: \$450



**Grande HotHouse: \$999.00 / 50 BVP + 40 extra BVP**  
 Original price \$1499.00 / 90 BVP -- Valued Savings: \$500



**Advanced ERE: \$550.00 / 30 BVP + 15 extra BVP**  
 Original price \$675.00 / 40 BVP -- Valued Savings: \$125



**E-power: \$649.00 / 35 BVP + 21 extra BVP**  
 Original price \$975 / 56 BVP - Valued Savings: \$326

Machines	S/H Costs
HotHouse	\$30.00
Grande HH	\$35.00
Chi Machine	\$20.00
Advanced ERE	\$20.00
E-Power	\$20.00

**\*FREE S/H ON ORDERS WITH MORE THAN 1 MACHINE**

**\*\*Please note: If someone buys a single item machine and then decides to sign-up as a distributor within 14 days, a refund for the difference in machine prices CANNOT be issued.\*\***

**Free bags**

**Offer 3:  
 Super Combo Special**

- 1 Chi
- 1 Advanced ERE
- 1 Regular HotHouse
- and **get 1 FREE FIR Pad sample (\$299 value)**

**\$1,799.00**  
**96 BVP + 70 extra BVP**  
 (Valued Savings: \$1,314)

- 
- 1 Chi
  - 1 Advanced ERE
  - 1 Grande HotHouse
  - and **get 1 FREE FIR Pad sample (\$299 value)**

**\$1,899.00**  
**102 BVP + 78 extra BVP**  
 (Valued Savings: \$1,369)

**Free bags**

**Offer 4:  
 Deluxe Combo Special**

- 1 Chi
- 1 Regular HotHouse
- 1 Advanced ERE
- 1 E-power and **get 1 FREE FIR Pad sample (\$299 value)**

**\$2,399.00**  
**124 BVP + 91 extra BVP**  
 (Valued Savings: \$1,709)

- 
- 1 Chi
  - 1 Grande HotHouse
  - 1 Advanced ERE
  - 1 E-power and **get 1 FREE FIR Pad sample (\$299 value)**

**\$2,499.00**  
**130 BVP + 95 extra BVP**  
 (Valued Savings: \$1,764)

**Free bags**

**Offer 5:  
 Super Combo II Special**

- 1 Chi
- 1 E-power
- 1 Regular HotHouse
- and **get 1 FREE FIR Pad sample (\$299 value)**

**\$1,899.00**  
**96 BVP + 74 extra BVP**  
 (Valued Savings: \$1,145)

- 
- 1 Chi
  - 1 E-power
  - 1 Grande HotHouse
  - and **get 1 FREE FIR Pad sample (\$299 value)**

**\$1,999.00**  
**102 BVP + 78 extra BVP**  
 (Valued Savings: \$1,195)

## Offer 5: SUC Express Packages

**Free bags**

### Package A: NEW Grande SOQI Bed

**\$5,199.00** (Dollars saved \$2,300)  
200 BVP + 180 extra BVP



Special offers:

1. Promote to SUC
2. 1 Free E-Power next month
3. 1 Free FIR PAD
4. 1 Free Power Eyes
5. Free SOQI Bed Skirt
6. Free Shipping and Handling
7. Eligible to purchase in same order  
Limit of 1 each:
  - Advanced ERE: \$430, 23 BVP + 22 extra BVP
  - E-Power: \$599, 31 BVP + 14 extra BVP
8. Installment plans available for 6 or 12 months 8.81% interest
9. Recruit new member with any SUC Express and earn 1.5 Times Trip points for the Alaska Cruise Contest

**Free bags**

### Package D: NEW Single Grande HH SOQI Bed with Adv ERE

**\$3,700.00** (Dollars saved \$1,326)  
164 BVP + 46 extra BVP



Special offers:

1. Promote to SUC
2. 1 Free E-Power next month
3. 1 Free FIR PAD
4. 1 Free Power Eyes
5. Free SOQI Bed Skirt and FREE S/H
6. Eligible to purchase in same order  
Limit of 2 each:
  - Regular HH or SOQI Bed HH: \$799, 40 BVP + 40 extra BVP
  - Grande HH or Grande SOQI Bed HH: \$899, 46 BVP + 44 extra BVP
  - Advanced ERE: \$430, 23 BVP + 22 extra BVP
7. Installment plans available for 6 at 8.81% interest
8. Recruit new member with any SUC Express and earn 1.5 Times Trip points for the Alaska Cruise Contest

**Free bags**

### Package B: 2 Chi + 2 HH/GHH

**\$2,549.00** (Dollars saved \$2,360)  
136 BVP + 114 extra BVP

**\$2,749.00** (Dollars saved \$2,360)  
148 BVP + 122 extra BVP



Special offers:

1. Promote to SUC
2. 1 Free Chi next month
3. 1 Free FIR PAD and 1 Free Power Eyes
4. Free Shipping and Handling
5. Recruit new member with any SUC Express and earn 1.5 Times Trip points for the Alaska Cruise Contest

**Free bags**

### Package C: 6 Chi Machines

**\$2,949.00** (Dollars saved \$2,360)  
168 BVP + 102 extra BVP

Special offers:

1. Promote to SUC
2. 1 Free Chi next month
3. 1 Free FIR PAD and 1 Free Power Eyes
4. Free Shipping and Handling
5. Recruit new member with any SUC Express and earn 1.5 Times Trip points for the Alaska Cruise Contest



**Free bags**



Please note that for September only, there is shipping and handling fees on the free bags. \$15.00 each for the Chi, Advanced ERE & E-power, and \$20.00 each for the HotHouse. For example, if someone purchases Offer 3, Super Combo special, the shipping and handling fees for the bags is \$50.00.

**SEPTEMBER  
specials only on  
page 11**



**Please See Page 11 for September  
Specials ONLY for E-Power  
and SOQI Bed Set. Thank you!**

# 2011 HTE AMERICAS & HTE EU&AU CONVENTION ALASKA

**Win a Luxury Cruise to Alaska!**

**Destination** Alaska Cruise (worth \$4000)  
**Date** May 2011, 8 Days 7 Nights  
**Contest** Jan 1 - Dec 31, 2010  
**Targets** HTE USA, Canada & Mexico  
**Qualifications** Accumulate 250 Trip Points to qualify for the trip

*The higher you place, the better the prize!*

Those who accumulate **600 Trip Points** will earn a trip for TWO including accommodations & airfare.

Those who accumulate **350 Trip Points** will earn a trip for one including accommodations & airfare.

Those who accumulate **300 Trip Points** will earn a trip for one and get 70% of their traveling expenses compensation by HTE.

Those who accumulate **250 Trip Points** will earn a trip for one and get 50% of their traveling expenses compensation by HTE.

\* *Traveling expenses include round trip airfare, 7 night accommodation and recognition dinner.*



**Day 1** Los Angeles  
(Training & Recognition dinner)  
**Day 2 - Day 8** On ship Norwegian Star  
**Embarkation port** Los Angeles  
**Disembarkation port** Vancouver  
**Embarkation & Disembarkation** May 2011  
**Ports of call** Los Angeles; Juneau; Ketchikan & Vancouver



<b>Trip Points Chart:</b>	DIC	SUC	MAC	PRC
Self Promote To		30	40	80
1 <sup>st</sup> Generation Downline Promote To	10	20	30	60
2 <sup>nd</sup> Generation Downline Promote To		10	15	30

\* *When you sign-up a new distributor, you will be rewarded with 10 trip points. However, when you sign-up a distributor with a SUC Express, you will only be given 20 trip points.*

# EXTRA INCENTIVES PROGRAM

## 1. MAC Express Promotion Contest

**Period** July 1<sup>st</sup> to December 31<sup>th</sup>, 2010  
**Qualification** If your level is below MAC and you accumulate 150 Trip Points, you will be automatically promoted to MAC level with the leg requirements of TWO 1<sup>st</sup> Level SUC on the 1<sup>st</sup> of the following month.\*

\* MAC Express Promotion includes all trip points from DIC, SUC, MAC & PRC.

\* MAC promote to PRC with MAC Express Incentive will receive 80 trip points, & 1<sup>st</sup> upline PRC will get 60 trip points & 2<sup>nd</sup> upline won't get any trip points.

## 2. SUC Express Recruiting Incentive

**Period** January 1<sup>st</sup> to December 31<sup>st</sup>, 2010  
When you sponsor the purchase of a SUC Express Package to your downline, you will be rewarded with 1.5 times the Trip Points towards the Alaska Cruise Trip Contest.

\* This Incentive program cannot be combined with any other trip incentive program.

## 3. PRC Level Incentive

**Applies to** All HTE USA, Canada & Mexico Distributors  
**Period** January 1<sup>st</sup>, 2010 - December 31<sup>st</sup>, 2010

Those accumulate **35,000 PGBVP** will earn the Alaska Cruise for TWO including accommodation and airfare.

Those who accumulate **20,000 PGBVP** will earn the Alaska Cruise for one including accommodations and airfare.

Those who accumulate **16,000 PGBVP** will earn the Alaska Cruise for one and get 70% of their traveling expenses compensation by HTE.

Those who accumulate **12,000 PGBVP** will earn the Alaska Cruise for one including accommodations and get 50% of their traveling expenses compensation by HTE.

\* Total PGBVP includes extra promotion BVP points which come with the products, but excludes the extra BVP points generated by the Double Points Program.

## 4. Top 5 New Recruiters of the Month:

**Period:** Jan 1<sup>st</sup> - Dec 31<sup>st</sup>, 2010

**Targets:** All Distributor levels

**Purpose:** Promote recruitment

### Qualification

Recruit at least 3 new Distributors per Month

### Top 5 winners (per month):

**1<sup>st</sup> place** - receive an extra 30 trip points towards Alaska cruise contest

**2<sup>nd</sup> place** - receive an extra 20 trip points towards Alaska cruise contest

**3<sup>rd</sup> to 5<sup>th</sup> place** - receive an extra 10 trip points towards Alaska cruise contest

\* Extra Trip point will not count toward for MAC Express program

## 5. Top 5 SUC Express Package Recruit Contest:

**Period:** each quarter between Jan 1<sup>st</sup> - Dec 31<sup>st</sup>, 2010

**Targets:** All Distributor levels

**Purpose:** Promote SUC Express Recruitment

### Qualification

At least 2 new recruits with SUC Express Package in a month from personal and 1<sup>st</sup> generation downline sales

- SUC Express A worth 1.5 points for the contest
- SUC Express D worth 1.2 points for the contest
- SUC Express B & C worth 1 point for the contest

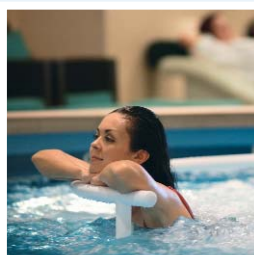
### Top 5 winners (per quarter)

**1<sup>st</sup> place** - receive an extra 50 trip points towards Alaska cruise contest

**2<sup>nd</sup> place** - receive an extra 30 trip points towards Alaska cruise contest

**3<sup>rd</sup> to 5<sup>th</sup> place** - receive an extra 20 trip points towards Alaska cruise contest

\* Extra trip point will not count toward for MAC Express program



# EXTRA INCENTIVES PROGRAM

## 6. Top 5 MP1 Home Party Hosts of the Month

**Period** Jan 1<sup>st</sup> - Dec 31<sup>st</sup>, 2010  
**Targets** All Distributor levels  
**Purpose** Promote SOQI Home Spa Work shop

### Qualification

Host at least 3 Home Parties in a month with a minimum of **5 new guests** per party

### Support

Host will get 2 Facial Masks, 1 All Product DVD, 1 Right Place At Right Time VCD, 1 Product Experiment DVD, 10 small tri-fold All Product brochures and a MP1 HP Special Order form for all guests.

### Home Party Special Package:

100 SOQI Wristbands for \$24.00 (original \$80)  
 100 SOQI Wristband brochures for \$24.00 (original \$30)

### Top 5 HP winners (per month):

**1<sup>st</sup> place** - receive an extra 30 trip points towards Alaska cruise contest

**2<sup>nd</sup> place** - receive an extra 20 trip points towards Alaska cruise contest

**3<sup>rd</sup> to 5<sup>th</sup> place** - receive an extra 10 trip points towards Alaska cruise contest

*\* Extra Trip point will not count toward for MAC Express program*

*\* Home parties requiring Product support must register their HP 2 weeks in advance; otherwise 3 days notice*

*\* Photos and guest lists are required for contest qualification*

## 7. Top 5 MPII DSM Hosts of the Month

**Period** Jan 1<sup>st</sup> - Dec 31<sup>st</sup>, 2010  
**Targets** MAC level and up  
**Purpose** Promote Group leaders

### Qualification

Host at least 2 DSMs in a month with a minimum of 15 new guests or members per meeting

### Support

MPII DSM Special Package:

100 SOQI Wristbands for \$24.00 (original \$80)

100 SOQI Wristband brochures for \$24.00 (original \$30)

MPII DSM Special Order Form for all guests

### Top 5 DSM winners (per month):

**1<sup>st</sup> place** - receive an extra 30 trip points towards Alaska cruise contest

**2<sup>nd</sup> place** - receive an extra 20 trip points towards Alaska cruise contest

**3<sup>rd</sup> to 5<sup>th</sup> place** - receive an extra 10 trip points towards Alaska cruise contest

*\* Extra Trip point will not count toward for MAC Express program*

**DSM hosts must accumulate the following points during the contest period to qualify for a lucky draw item:**

**250 PGBVP** per month to win a FIR Pad for a lucky draw

**450 PGBVP** per month to win an Advanced ERE for a lucky draw

**650 PGBVP** per month to win a Chi Machine for a lucky draw

**850 PGBVP** per month to win an E-power for a lucky draw

*Lucky draw items will be released by the company after the attendance sheet and photos are submitted. The lucky draw item will be shipped to the winner directly or as advised by the DSM host. Please note only S/H will be charged for each machine at **7% of regular price**. Maximum of one machine per month.*



**New**

## 8. SOQI Bed Sales Incentive

**Period** July 1<sup>st</sup> - December 31<sup>st</sup>, 2010

**Targets** HTE Canada distributors

### Qualification

Accumulate 12 sets SOQI BED from Personal sales + 1<sup>st</sup> generation downline's + 2<sup>nd</sup> generation downline's sales within 6 months.

### Incentives

Top 5 winners will receive:

1 <sup>st</sup> Prize	Free Alaska Cruise for ONE
2 <sup>nd</sup> Prize	1 HotHouse
3 <sup>rd</sup> Prize	1 E-Power
4 <sup>th</sup> Prize	1 Chi Machine
5 <sup>th</sup> Prize	1 ERE

### Monthly incentive

Purchase or sale 3 SOQI beds within a month and qualify for a **\$350 CAD** product voucher (includes 1<sup>st</sup> and 2<sup>nd</sup> generation downline's sales).

### Guidelines

*A tie will be decided by whichever winner has the higher PGBVP within these 6 months.*

*The Top Five contest winners must either:  
Be a SOQI Home Spa Owner or have made one personal SOQI Bed purchase or sale in 2010.*



**New**

## Guidelines for the 2011 HTE Alaska Cruise Contest

1. This contest is available for US, Canada & Mexico distributors only.
2. The trip points are assigned to those who:
  - a. Promote to MAC or PRC between February 1, 2010 and January 1, 2011
  - b. Promote to SUC between January 1, 2010 and December 31, 2010
3. Extra Trip points assigned from the HTE Canada extra incentive programs are only valid to Canadian residents and trip points will be added at the end of the Alaska Cruise contest. These extra trip points will not count towards the Top 10 trip contest winners with HTE USA.
4. For all extra incentive programs, if people have the same number of HP, DSM, Recruits, & SUC Express Packages, the winner will be ranked by their PGBVP for the month.
5. If you and your downlines are promoted in the same month, you will receive the trip points for both promotions.
6. Neither distributor nor upline will receive trip points by a distributor being promoted to Manager Level by the MAC Express Promotion Contest.
7. All prizes are non-refundable, non-redeemable, and non-transferable. No cash or product substitution will be available. **The company will not cover the flight and hotel even booked for winners and guests who fail to make the trip for any reason and the credit can't be applied for future trips. If the air ticket/hotel is paid in advance by the company, the winner must reimburse the company for the full amount.**
8. Flight reimbursement will ONLY be awarded to winners in their final destination when they attend the convention.
9. On a new distributor sign-up, the trip points are only assigned to the Original Sponsor, the Placement Sponsor will only receive BVPs for the first order.
10. There is no 10 trip points awarded to the Original Sponsor with the purchase of a SUC Express Package for a new Distributor sign-up or from upline inventory transfer.
11. Business funds can be used by non-winners to pay for their and their spouse's trip. However, the business fund may not be applied to a distributor's downline.
12. HTE is not responsible for any "out-of-pocket" expenses occurred by the winners if a change is made to the schedule or itinerary (such as airfare and accommodations).
13. HTE mainly accommodates guests with double rooms. Each guest will be rooming with 1 roommate.
14. The Alaska Passport is just a marketing tool to help you trace your progress towards the contest. The real results will be based on the final calculations at the end of the trip contest. There is a possibility that you may have more or less stickers than the actual results and this can be due to a return etc...

# Q&A

Q1: In June's QC training, I found some of the info are very beneficial to my group, do you have any PPT files on the web for us to use among our groups?

A: Yes, we've posted Bernard Royer's "Invest in your health, it pays." (Investissez dans votre santé, c'est payant!) and Claude Provost's Dr. Jennrich's research of FIR and HH on the web. They are all in French. Please check the French page <http://www.htecanada.com/newfr/indexfr.php>

Q2: I am very excited about the new function of the My Account, when I have a question about the site, how can I contact the technician? By phone or by email?

A: There is a function under My Account called: Report a Problem, it's on the top right corner, just click on it, it will pop out a window for you to fill in your questions.

Q3: Is there a special program for PRC to earn the trip to Alaska cruise other than the trip points system?

A: Yes, there is a special program for Presidents only; it's based on their accumulated PGBVP.

Q4: If I won the SOQI bed sales contest for the Alaska cruise and also qualify with trip points, do I win 2 spots?

A: YES, and congratulations to you!

Q5: I really like your SOQI Home Spa concept that my group are promoting the SOQI bed now. Will the SOQI bed still give me 1.5 times trip points to make my new sign up who bought the bed with 45 trip points, and myself for 30 trip points?

A: Yes, we will continue the 1.5 times trip points for all SUC Express package for the 2<sup>nd</sup> half year that includes the SOQI bed package. Keep up the good work, and we'll see you on the Alaska cruise!

Q6: I live in B.C. and I don't think there are many distributors in my area. How can I get the company to come here to help me hold a meeting?

A: Great to hear that, please contact your sponsor and the company to give us the info of your meeting plan. The company will try to work to help you as there are still many people who haven't heard about the great products! Lots of potential!

Q7: I am so excited that the E-power is a Medical Device Class II now, I would like to get a copy of the certificate, where can I get one?

A: Actually our major devices are all Medical Devices now, you can contact the company to get a copy of each medical device certificate to convince people when you do your demonstration.



## 1. HTE Canada Office closed on Monday, Sep 6<sup>th</sup>, 2010.

Please note that the office will be closed on Monday, Sep 6<sup>th</sup>, 2010 because of Labour Day. The office will open again on Tuesday Sep 7<sup>th</sup>, 2010 at 9:00am EST.

## 2. HTE Canada has once again passed the ISO (International Standard Organization) auditing.

## 3. Congratulations to Brenda Jobin!!!

She is the winner of the Alaska Cruise Early Bird Program and won a Grande SOQI Bed set. The lucky draw was taken place on Aug 4<sup>th</sup>, 2010 at our Open House.





## Presidents

Promoted in August 2010

Joan Lefavre

## Managers

Promoted in August 2010

Lottie Petriew  
Matthew J Danchak  
Christine Siedlak

## Supervisors

Promoted in July 2010

Alexandre Defoy  
Claudia Coletta  
Gilles Choiniere  
Karin Vanmanen  
Manon Moreau  
Margaret Gilbert  
Michel C.K.K Chu  
Milton Berger  
Rachel G Francis  
Tony Tran

**SEPTEMBER only**

**E-Power Specials:**



**E-Power: \$550.00, 25 BVP + 20 extra BVP**  
(Original Price \$975.00, 56 BVP)

**Extra E-Power belt: \$89.00, 1 BVP**  
(with same order) (Original Price \$163.50, 5 BVP)

**Facial Mask: \$39.00, 1 BVP + 1 extra BVP**  
(with same order) (Original Price \$69.00, 3 BVP)

**Free bags**

### Package A: NEW Grande SOQI Bed

**\$4,500.00** (Dollars saved \$2,999)  
185 BVP + 195 extra BVP

Special offers:

- Promote to SUC
- Free SOQI Bed Skirt
- Free S/H
- Eligible to purchase in same order  
Limit of 1 each:
  - Advanced ERE: \$300, (12 BVP + 33 extra BVP)
  - E-Power: \$399, (15 BVP + 30 extra BVP)
  - FIR Pad: \$149.99, (6 BVP + 2 extra BVP)
- Recruit new member with any SUC Express and earn 1.5 times trip points for the Alaska Cruise
- Recruit new member with any SUC Express A to enter the SOQI Bed Sales Contest



**Free bags**

### Package D: NEW Single Grande HH SOQI Bed with Adv ERE + E-Power

**\$3,500.00** (Dollars saved \$1,526)  
150 BVP + 60 extra BVP

Special offers:

- Promote to SUC
- Free SOQI Bed Skirt
- Free S/H
- Eligible to purchase in same order  
Limit of 1 each:
  - FIR Pad: \$149.99, (6 BVP + 2 extra BVP)
- Recruit new member with any SUC Express and earn 1.5 times trip points for the Alaska Cruise
- Recruit new member with any SUC Express D to enter the SOQI Bed Sales Contest



## Upcoming Meetings

#	Date/Time	Location	Type of Meeting	Hosted by	Contact Info
1	Tuesday, Sep 21, 2010 7.00pm	Sandman Hotel 310 Circle Drive West, Saskatoon, SK	DSM	Edna Rogers	Edna 306-246-4252
2	Wednesday, Sep 22, 2010 6.30pm	Travelodge Hotel Regina 4177 Albert Street Regina, SK. S4S 3R6 Tel: 306-586-3443	Company Sponsored Meeting	HTE Canada	HTE Canada 1-866-483-8888
3	Thursday, Sep 23, 2010 7.00pm	303 - 1 <sup>st</sup> Ave, Senior Centre, Borden, SK	DSM	Lottie Petriew Peter Poon	Lottie Petriew 306-997-4549
4	Friday, Sep 24, 2010 6.00pm	Prince Albert Inn 3680 - 2 <sup>nd</sup> Avenue West Prince Albert, SK. 1-800-922-5855	DSM	Karen Cronk Peter Poon	Karen Cronk 306-764-5079
5	Saturday, Sep 25, 2010 10.00am	Holiday Inn Airport West 2520 Portage Ave, Winnipeg, MB. Tel: 204-885-4478	Company Sponsored Meeting	HTE Canada Jeff Kowalski	HTE Canada 1-866-483-8888



Please take a couple of minutes to tell us about the newsletter. We appreciate your feedback and want to make sure we meet your expectations. Please return the form by fax to 1-866-483-8880, call us at 1-866-483-8888, mail or email to [annabellew@hteamericas.com](mailto:annabellew@hteamericas.com). Thank you!

1. Do I read the newsletter?  
 Yes    No    Almost every month  
 Seldom    Other
2. Is the newsletter helping me?  
 Yes, it helps    to develop the business  
 Other .....  
 No, because.....
3. What are the top 3 topics I like to read the most?  
 And why? (Title page, GM message, Testimonial, Members promotion announcement, Article from professional, Quarterly Specials, Trip contest, Meeting & Training report, Q&A, Meeting schedule, Announcement...etc)  
 .....  
 .....
4. What are the top 3 topics I dislike the most?  
 And why? .....  
 .....
5. What other topics would you like us to add to the newsletter?  
 .....
6. I live in .....(city, province).  
 Usually I receive the newsletter by:  
 Before 10<sup>th</sup>    11<sup>th</sup>-15<sup>th</sup>  
 16<sup>th</sup>-20<sup>th</sup>    21<sup>st</sup> or later  
 which is    fine,  
                    too late, my suggestion to speed up  
                                   the delivery is .....
7. Do I check the newsletter online?  
 Yes,    I do not need a paper copy sent  
                   to me to save the earth  
 No, because .....
8.  I have other members who share their  
 newsletter, please just send me 1 paper copy.  
 My other members' IDs / names are:  
 .....  
 .....

9. I like the newsletter to be issued:  
 monthly    bi-monthly  
 quarterly    other .....
10. Do I like the current design of the newsletter?  
 (I can check the website to see a colour version)  
 Yes, especially .....  
 No, especially .....

**Other surveys:**

11. Do I use the company website to get information?  
 Yes    No
12. Do I like the company to run specials?  
 Yes    monthly    quarterly    bi-annual    other  
 No, why .....  
 What kind of specials would I like to see?  
 .....
13. Do I like the trip contest?  
 Yes, I would like the contest period to be:  
                    3 months    6 months    12 months    other  
 And the destinations I like are:.....  
 No, because.....
14. What can really motivate me to develop the  
 business? .....  
 .....

Name: .....

ID number: .....

\* Please use a separate sheet if you need to share with us more. Thank you very much!