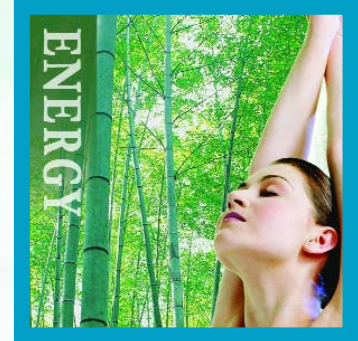




HTE CANADA INC.

Feb 2012



See Page 10 for more information.



The New
CHI MACHINE[®]
SDM-888

San Francisco Buy-In Promotion

- **1 Day Admission** - \$150.00 USD (includes training, convention, lunch and recognition dinner).
- **1 Night Stay** - \$80.00 USD (per person/night, rooms with double occupancy).
- **Early Bird specials:** Purchase before 3/15/2012 and receive a 20% Discount!
- Trip Contestants with 50 - 99 Trip Points accumulated - Purchase before 3/15/2012 get 25% Discount.
- Trip Contestants with 100-149 Trip Points accumulated- Purchase before 3/15/2012 get 30% Discount.
- Purchase your choice of 1-3 nights stay with Admission to our 1 day training, convention and recognition dinner. (Accommodation must combin with Admission)

See Page 5 for more information.



HTE CANADA INC., 30 West Beaver Creek Rd, Unit 10, Richmond Hill, ON,
L4B3K1. Tel: 905-763-0888 - Fax: 905-763-8880 - www.htecanada.com



Richard Chuang
GM/VICE COO

Greetings to you all! So far it's been a great start to the New Year! I say this because it's been really exciting since we had new Chi Machine just launched in January. We did the quality inspection one more time in our warehouse upon its arrival, and our technician said you can tell the sound level is different from the new one. Since the introduction of the New Chi Machine, the buzz has been growing within the HTE family. The distributors have all commented on the stronger encasing, smoother feel, and quieter motion. Some distributors have said the machine feels stronger, and that they are getting a more powerful "Chi-Rush". HTE is delighted by the positive feedback and looks forward to more. All distributors (by 1/20) DIC level and up have a great opportunity to purchase The New Chi Machine for a very special price. Be the first in your group to experience the pleasure. Also we have not forgotten about the SOQI Bed owners. They too will have the opportunity to upgrade their SOQI Bed with a New Chi Machine at that special price. Some distributors shared with me, when they go back to their group to share the excitement of the new Chi Machine, they found out it's much easier to share as they all have the knowledge of it. When the new features were mentioned, that really caught their interest to get one. Meanwhile, the recent new products or programs were shared to them to excite them to come back to the business. The old model will be discontinued soon. So please make sure you have the same machine you will be selling to your prospects. Take advantage of the current distributor special that is ending 2/29/2012. Another HTE product that has received praise from distributors and customers alike is the AlleviAider. Please check with your sponsor about this new HTE powerful pain relief product. Please send us your testimonials on the new Chi Machine and the AlleviAider. Everyone in your group would love to hear them.

HTE is always looking for new and innovative ways to supply the best quality machines for our distributors at the most reasonable price. With this in mind the current Mix and Match promotion is a perfect way to introduce the HTE machines to customers at a lower price point. Many of the promotions here offer more than a 20% savings. This would increase their savings considerably, and let's not forget any purchase within the Mix and Match combo makes the customer eligible to purchase a FIR Pad and a FIR Lumbar Cushion at a discounted price as well. Through research we have found people tend to purchase multiple machines to complete the SOQI multiple energy approach.

After the success of the SOQI club program in 2011, for 2012 a new SOQI club program has been implemented

with fantastic prizes for all those who win. The SOQI club is a fantastic way for distributors to grow their group, become more active at HTE functions and increase their financial bottom line. In this new SOQI program there are 2 ways to win. The 1st is the Monthly SOQI Club points. Here when a distributor accumulates 200 SOQI Club points in any specific month from Feb 2012- Jun 2012 they will earn a \$150 product voucher. The 2nd way to win is by accumulating 1,200 SOQI club points in a 1 to 3 consecutive month time period, within the dates of Feb-June 2012 and recruit 2 First generation Supervisors for a \$500 product voucher or 1 First generation Supervisor to earn a \$300 product voucher. These additional incentives offer a larger opportunity for distributors to win BIG! Having a maximum payout of \$650 per month in product vouchers will easily bring a smile to all the winner's faces. The SOQI Club points is from your personal sales BVP (including extra BVP). You don't need to compete with others. It is based on your own pace to achieve it. And this special new SOQI Club voucher will be used towards the current promotional prices. (the rest of the guidelines remain the same) It's a really BIG saving! Any Deluxe combo and up will get you the \$150 voucher that may help you to get another \$500 voucher in the same month! For details please check page 3.

We are looking forward to this year's convention in the beautiful city by the bay, San Francisco. Like all of the HTE conventions we expect this to be informative, energetic and fun. In extending the San Francisco Trip contest by an additional month we have ensured additional participation by the distributors. We have also established the buy-in process for the event, offering Early Bird registration with a 20% discount. In addition, up to a 30% discount will be applied for distributors who did not fully qualify with the required amount of trip points. (See page 5 or call HTE for specific details) Having as much participation as possible would be great, the Business and Doctors forum, the product training and the recognition dinner all have heighten importance with your participation. This would be the only one convention we have this year. And the 2nd half year would have another big program, please keep an eye in the newsletter. Missing the sun from the cold season now? Come with us and enjoy the sunshine in California. We look forward to seeing you there. Also Presidents are welcome to use their business fund and join us for this great event. We'll continue the regional training/gala that we really need the local distributors' support to make it a successful one.

As HTE furthers its goal of providing health and wellness, we continue to welcome ideas and input from our distributors in our HTE family. Listening to you has helped in the success of the company, and this will be one of our greatest assets moving forward. Today with much satisfaction and pride we continue to improve and perfect the quality of the HTE equipment and brand. This is only comparable to the quality people we serve. As we strive to provide health and wellness throughout the world, we thank you for your continued support.



2012 NEW SOQI CLUB PROGRAM

Qualification:

A: Monthly SOQI Club point program

Accumulate 200 SOQI Club Points in any month between Feb 2012 –Jun 2012 to earn a \$150CAD Product Voucher.

B: 3 Consecutive Month SOQI Club point program

Accumulate 1,200 SOQI Club Points in 1 to 3 consecutive months within the period (Feb – Jun 2012) and recruit

- 1) 2 First generation SUC, to earn a \$500CAD Product Voucher.
- 2) 1 First generation SUC, to earn a \$300CAD Product Voucher.

Guideline:

(1) SOQI Club Points:

1. 1 SOQI Club point is equivalent to 1 BVP of a purchased item.
2. If the purchased items are for new member recruitment, then the total SOQI Club points will be awarded to the Original Sponsor Only.

(2) Monthly SOQI Club Point Program

- The Maximum one can earn per month is a \$150.00CAD product voucher.

(3) 3 Consecutive Month SOQI Club Point Program

- Monthly SOQI Club points and SUC recruiting results will accumulate up to 3 consecutive months starting from Feb 1st 2012 to June 30th 2012. SOQI Club point's accumulation and SUC recruiting results for May 2012 is valid until June 30th 2012 and SOQI Club point accumulation and SUC recruiting results for June 2012 is valid until June 30th 2012.
- Winning results will be announced on a monthly basis.
- The Maximum one can earn for this program is a \$500.00CAD product voucher per month.

(4) By combining both programs, the maximum winning product voucher is \$650.00CAD per month.

SOQI Club points are independently calculated by HTE offices in different countries. When a sale is done in a country other than where the distributor is registered with, the points will be calculated by and belong to the HTE office where the sale is done.



HTE Canada

2012 - FEBRUARY MEETINGS



HTE Canada will like to cordially invite you to the following meetings:



SATURDAY, FEBRUARY 11, 2012 at 1:00pm

WINNIPEG, MANITOBA

Holiday Inn – Airport W

Thompson Room

2520 Portage Avenue

Winnipeg, MB R3J 3T6

204-885-4478

SUNDAY, FEBRUARY 12, 2012 at 1:00pm

REGINA, SASKATCHEWAN

Travelodge Hotel & Conference Centre

Windsor Room

4177 Albert St.

Regina, SK S4S 3R6

306-586-3443



New EMD

MONDAY, FEBRUARY 13, 2012 at 6:00pm

PRINCE ALBERT, SASKATCHEWAN

Prince Albert Inn

Room 103

3680 2nd Avenue West

Prince Albert, SK S6V 5G2

306-922-5000



Chi Machine SDM-888

Come to the meeting to see and learn about the
NEW Chi Machine SDM-888, the AlleviAider and NEW EMD.

You'll also learn how to use the NEW EMD to introduce the HTE products to others.

The Meetings will be hosted by:

HTE Canada's General Manager Richard Chuang and Marketing Manager Peter Poon.

If you are interested in attending any of the following meetings, please call HTE Canada at
1-866-483-8888 to confirm your spot.

The meeting is **FREE** and everyone is **WELCOME!**

2012 San Francisco Convention



April 20~ April 23, 2012

San Francisco Airport
Marriott Waterfront

1800 Old Bayshore Highway -
Burlingame, California 94010
Phone: 1-650-692-9100



Saturday, April 21, 2012 **Intensive Training (9:30AM ~ 16:30PM)**

a. Business Forum (9:30am-12:30am)

- 1 : How to approach and recruit new business prospects - Peter Armstrong
- 2 : How to effectively host a productive meeting - Deanna Sudweeks
- 3 : Business Forum (Q&A)- Peter Armstrong, Deanna Sudweeks, Jeff Kowalski

b. Drs. Forum (1:30pm-4:30pm)

- 1 : Establish the right attitude towards the health management - SOQI Multi Energy approach and the Total Health Management
- Dr. Carlos Lopez
- 2 : Rejuvenation - Dr. Evangeline Buenaventura
- 3 : Doctor's Forum (Q&A) - Dr. Carlos Lopez
Dr. Evangeline Buenaventura

Recognition Dinner (19:00PM ~ 22:00PM)

- * Recognition
- * Distributor performances

	Admission per person	Accommodation per person/night
Buy - In	\$150 USD	\$80 USD
Early Bird Special	\$120 USD	\$64 USD
Accumulated 50-99 Trip Points	\$112.5 USD	\$60 USD
Accumulated 100-149 Trip Points	\$105 USD	\$56 USD

Buy-In Promotion



- **1 Day Admission** - \$150.00USD (includes training, convention, lunch and recognition dinner).
- **1 Night Stay** -\$80.00USD (per person/night, rooms with double occupancy).
- **Early Bird specials:** Purchase before 3/15/2012 and receive a 20% Discount!
- Trip Contestants with 50 - 99 Trip Points accumulated - Purchase before 3/15/2012 get 25% Discount.
- Trip Contestants with 100-149 Trip Points accumulated- Purchase before 3/15/2012 get 30% Discount.
- Purchase your choice of 1-3 nights stay with Admission to our 1 day training, convention and recognition dinner. (Accommodation must combin with Admission)

February 2012 Specials

Mix & Match:

Take advantage of the specials below when you combine 2 or more machines below in one order.

For Current Distributors:

- Qty  **New Chi Machine \$399**
(20 BVP + 25 extra BVP)
Original Price: \$720 - 47 BVP
- Qty  **New Chi Machine \$449**
(24 BVP + 21 extra BVP)
Original Price: \$720 - 47 BVP
- Qty  **Chi Machine \$449**
(24 BVP + 21 extra BVP)
Original Price: \$720 - 45 BVP
- Qty  **Advanced ERE \$449**
(23 BVP + 17 extra BVP)
Original Price: \$675 - 40 BVP
- Qty  **E-Power \$600**
(30 BVP + 26 extra BVP)
Original Price: \$975 - 56 BVP
- Qty  **HotHouse \$799**
(40 BVP + 40 extra BVP)
Original Price: \$1349 - 80 BVP
- Qty  **Grande HotHouse \$899**
(50 BVP + 40 extra BVP)
Original Price: \$1449 - 90 BVP

All people purchasing any single device or the Mix & Match combination are eligible to get a FIR Pad for \$149 or/and a FIR Lumbar Cushion for \$120.

- Qty  **FIR PAD \$149**
(6 BVP + 10 extra BVP)
- Qty  **FIR Lumbar Cushion \$120**
(5 BVP + 4 extra BVP)

Combo Package:

- Qty  **Back Pain Relief Combo (FIR PAD + FIR Lumbar Cushion + FIR Waist Support belt) \$400**
(22 BVP + 23 extra BVP)
Original Price: \$607 - 34 BVP

Ship To


Name		
Street Address		
City	Province	Postal Code
Country	Phone	

SUC Express Package:

1. Purchase over 200 BVP in the same order (invoice) and get promoted to SUC. *Extra BVP are excluded.


- Qty  **Deluxe Combo (Chi + HH + Adv ERE + E-Power) \$2,100**
(93 BVP + 138 extra BVP)
Original Price: \$3,719 - 221 BVP
- Qty  **Deluxe Combo (Chi + GHH + Adv ERE + E-Power) \$2,200**
(100 BVP + 119 extra BVP)
Original Price: \$3,869 - 231 BVP
- Qty  **SUC Express - NEW Grande SOQI Bed \$4,900**
Promote to SUC (240 BVP + 110 extra BVP)
Eligible to purchase with same order:
Advanced ERE \$300 (12 BVP + 23 extra BVP)
E-Power \$399 (15 BVP + 30 extra BVP)
FIR PAD \$149 (6 BVP + 10 extra BVP)
FIR Lumbar Cushion \$120 (5 BVP + 4 extra BVP)
Original Price: \$7,199 - 380 BVP

Installment plans available for 6 or 12 months at 0% interest.

- Qty  **SUC Express - NEW Single Grande HH SOQI Bed with Adv ERE and E-Power \$3,600**
Promote to SUC (160 BVP + 136 extra BVP)
Eligible to purchase with same order:
Grande SOQI HH \$849 (35 BVP + 55 extra BVP)
FIR PAD \$149 (6 BVP + 10 extra BVP)
FIR Lumbar Cushion \$120 (5 BVP + 4 extra BVP)
Original Price: \$4,876 - 240 BVP

Installment plans available for 6 or 12 months at 0% interest.

- Qty  **SUC Express - 6 Chi Machines \$3,000**
Promote to SUC and **Get 1 Free Chi Machine**
(150 BVP + 120 extra BVP)
Original Price: \$4,320 - 270 BVP
- Qty  **SUC Express - Jumbo Combo \$2,400 (Chi + HH + Adv ERE + E-Power + FIR Pad + FIR Lumbar Cushion + FIR Waist Support Belt)**
Promote to SUC (110 BVP + 136 extra BVP)
Original Price: \$3,696 - 256 BVP

- Qty  **SUC Express - Jumbo Combo \$2,500 (Chi + GHH + Adv ERE + E-Power + FIR Pad + FIR Lumbar Cushion + FIR Waist Support Belt)**
Promote to SUC (110 BVP + 139 extra BVP)
Original Price: \$4,471 - 266 BVP

Payment Information

<input type="radio"/> Master Card	<input type="radio"/> VISA	<input type="radio"/> AMEX
Card Holder's Name		
Expiry date		
Street Address		
City	Province	Postal Code

Jan 25, 2012

7

Stop stress!

Don't let it ruin your health!



Feeling stressed out? Today, stress seems more pervasive and persistent. Stress can come from a variety of sources, e.g., workplace, daily routines, significant life adjustments, financial problems, interpersonal relationships, and health. As a matter of fact, numerous studies show between 75 - 95% of all visits to primary care

physicians are due to stress related issues.

According to the stress survey conducted by the American Psychological Association in 2010, one in five Americans report feeling chronic stress. Stress is a fact of life, but being stressed out is not. We don't always have control over what happens to us, but we can learn how to relieve stress. In this article we are going to take a closer look at some causes of stress, how stress affects our mind and body, and what we can do to reduce stress.

So what is stress? Stress is an emotional and physical response to pressures from the outside world. Stress can cause problems on the body, mind, emotions, and behavior. Early stress researchers found that regardless of the environmental stressor, a generalized physiological response was activated in the organism. Let's have a look at the physical effects of stress on the internal systems:

1. Nervous System

Hormones released when the body is under stress make the heart beat faster, raise blood pressure, change the digestive process and boost glucose levels in the bloodstream. Once the crisis passes the systems usually return to normal.

2. Musculoskeletal System

Under stress muscles tense up tremendously, and can cause tension, headaches, migraines and various musculoskeletal conditions.

3. Respiratory System

Stress can cause rapid breathing, which can bring on panic attacks in some people.

4. Cardiovascular System

Acute stress can cause an increase in heart rate and stronger contractions of the heart muscle. Blood vessels that direct blood to the large muscles and to the heart dilate, increasing the amount of blood pumped to these parts of the body. Repeated episodes of stress can cause inflammation in the coronary arteries, thought to lead to heart attack.

5. Endocrine System

Endocrine related problems may be the result of stress. Problems with weight, memory, sleep, digestion, blood pressure, high cholesterol, cravings, addictions, sexual dysfunction, and especially, problems associated with the immune system, are all influenced by the Endocrine system.

6. Gastrointestinal System

Stress may prompt irregular eating patterns / behavior. It may lead to excessive use of tobacco or alcohol which can cause heartburn or acid reflux. Stress can also disturb your stomach and cause nausea or pain. In addition, stress can affect how quickly the food moves through your body; you may find that you have diarrhea or constipation.

7. Immune system

Under stress your body needs energy to run or fight! This is why it changes its chemistry to suppress the immune system. The more stressed out we are the more vulnerable we are to colds, flu, and a host of chronic or life-threatening illnesses.

Health, as defined by Webster, is the condition of being sound in body, mind, or spirit, especially, being free from physical disease or pain. Thus, we know how important it is to stay stress-free as stress is thought to be an important contributor to many health problems.

There are, of course, many different effective techniques to help you relax and relieve stress; for example, you can try exercise, meditation, hot tub, and massage, etc. However, in reality, most people have hectic, stressful lives and can't fit these activities into their busy daily schedules or do more than one of the relaxation techniques mentioned above. Wouldn't it be wonderful if you could practice most of these relaxation techniques at the same time and effectively combat stress? Here is the good news! The HTE products can save you time and help you achieve total body relaxation and get extra benefits that regular relaxation techniques cannot offer.

The HTE Total Health Management offers total body relaxation achieved by applying the unique SOQI multi-energy approach! Let's take a look at how HTE's cutting-edge health equipment can help you reduce stress:

The Chi Machine - may bring your nervous system back into balance!

The Chi Machine is also called "Passive Aerobic Exerciser". As the name implies, it's a great device that can assist you in improving the cardiovascular activities your body needs. The perfect figure "8" motion acts on the spine and stimulates the sympathetic nervous system. Its massage-like stimulation also helps open up the bronchioles to provide maximum oxygen access to the lungs, and enhance oxygen exchange from the lungs to the blood.

When the parasympathetic and sympathetic nervous systems are balanced, problems such as insomnia, excessive dreaming, constipation, and stomach pain, and anxiety will be improved. The Chi Machine also stimulates globulin production which enhances the immune system!

The HotHouse - may improve your musculoskeletal system and metabolism! The soothing heat of the Far Infrared Rays (FIR) can relax the muscles and reduce muscle tensions. FIR also increases the temperature of subcutaneous layer thus stimulating blood circulation and enhancing metabolism.

The E-Power - may activate the cells, energize your body and boost up the immune system! The E-Power massages the cells (60 trillions) in your body with High Frequency Negative Potential Energy (70kHz per second). Cell reactivation helps the body to build a better immune system. The Negative Potential Energy can reactivate the ATP enzyme and aid the composition of the ATP. Lack of ATP causes the aging process to accelerate. By using the Energy Wand in conjunction with the E-Power, you can effectively "massage" the 12 major meridians in your body and the important acupuncture points located in these meridians. As a plus, the Negative Potential Energy can also stimulate the autonomic nervous system.

The Advanced ERE - may help muscle relaxation for stress relief! It's like having your own private acupuncturist at home 24/7! The Advanced ERE offers three different types of electrical impulses or "modes" to open up the energy blockages in your body. Among other benefits, the Advanced ERE is an "expert" in relaxing the muscles when used with the Electro Pads provided.

The Total Health Formula - may enhance and improve the gastrointestinal system! The Total Health Formula is a digestive enzyme consisting of 102 kinds of fruits and vegetables. It also contains vitamins, minerals and CoQ10 which can improve the condition of your heart. This digestive enzyme can help with your bowel movement and protect your stomach and improve digestions. Enzymes are often considered important anti-aging elements which can slow down the decaying process of cells.

Most of HTE's machines can be used at the same time (except the E-Power which is to be used alone), thus, save you time and effort! HTE's Total Health Management approach is designed not only to help you relax, but also to bring you other benefits only the HTE multi-energy approach can achieve!

Stress, don't let it ruin your health! By taking the right approaches and attitudes you can definitely beat it!



Helping people get their health back and getting paid to do that



I started with HTE 12 years ago because I believed the machines could help almost everyone I knew with their health problems. When I saw the kind of money the leaders were making I made a decision to become a President within 3 months. I did not make it in 3 months but I made President in 5 months from the day I started. When you make President HTE starts putting money into a car and travel fund based on your group sales. The more sales the more money gets deposited into your fund. In 2003, I decided to purchase a brand new Hyundai Santa Fee 4 wheel drive SUV. In 2003, it cost over \$20,000 and I had \$10,000 in my car and travel fund which HTE sent me a check for. Over the years HTE continued to pay for my vehicle until they totally paid the complete amount of the SUV back to me. People used to call me and say

are you the Chi Man? I would say yes and then I got the license plate on my SUV that says CHI-MAN. See picture attached.

In 2006, we paid off our mortgage on our home because of our great HTE business. Last year in 2010 my wife needed major repairs on her car so instead we purchased a new Hyundai Touring Wagon for a little less than \$20,000 and since I had her in the business as a HTE president she had a little over \$5,000 in her car and travel fund which HTE sent us a check for. We have been able to take one or two vacations per year with HTE on the company sponsored trips with some of them being in other countries. We also take yearly personal vacations. I have been with other direct selling companies and have received cars but they were never totally free because I was unable to keep the required volume to get a free car. I can honestly say HTE is the best company I have represented over the years. If you help enough other people with their health problems you too could be driving a free car of your choice. It really feels good helping people get their health back and getting paid to do that.

**Sincerely,
Jeff Kowalski, Pearl President
Brooklyn Park, MN**

P.S. I'm working on a new DVD that will include the new machines which I hope to have available the first quarter of 2012. 9

The New CHI MACHINE® SDM-888

Dear HTE Families!

We have some exciting news to share!! HTE is very pleased to announce the **new and improved** Chi Machine- The Chi Machine® SDM-888!

Having in mind the comfort and satisfaction of our clients, we have made some improvements on our popular product, without compromising the quality and benefit that The new Chi Machine®(SDM-888) offers to the millions of loyal users around the world!

~ These upgrades include ~



Improved noise insulation - A noise absorbing cushion is added inside to effectively dampen the sound level. Additional stability has been added to the footrest to increase durability and sturdiness.



With the upgraded material used, The new Chi Machine SDM-888 has a smoother and quieter movement.



A stronger base and construction allows people of all sizes to enjoy the pleasure of The new Chi Machine SDM-888.



The new fully enclosed design of the motor provides better protection during shipping and transportation. The electrically insulated design of the entire machine ensures the highest safety standard.



The Chi Machine SDM-888
original price \$780.00, 47 BVP

New Offer~

★ Chi Machine (SDM-888)

Special offer: \$529 (32 BVP + extra 13 promotional BVP) (Promotion Period: 1/23 thru 03/31/2012)

★ The new SDM-888 Chi Machine is also available for the Mix & Match program. You pay only \$449 (24BVP + extra 21 promotional BVP) for the Chi Machine SDM-888 when you opt for Mix & Match. (offer ends on 03/31/2012)

★ All distributors with DIC level or above (level promoted before 1/20/2012) are eligible to purchase one SDM-888 at \$399 (20 BVP + extra 25 promotional BVP). Quantity is limited to one per person. (Promotion Period: 1/23 thru 2/29/2012)

Thinking not only about our health, but also our comfort!

We are very excited with the new Chi Machine SDM-888! Sergio and I had the opportunity to try it before it was launched and we are very pleased with the new model. It is very quiet; the footrest area is wider and comfortable, which makes this a very good product! Also, my group in Sunvalley tried the new model as well and they are very happy and eager to share it with more people!

We are very thankful with HTE for their support and improvement on their products! That makes us feel that they are thinking not only about our health, but also our comfort! People with a few extra pounds like me can use this product more easily.

Thank you HTE for bringing products that suits our needs!

Sincerely,

Guillermina & Sergio Orozco
Sunvalley, CA



Supervisors

Promoted in December 2011

BETTY HERBISON	REGIS L ESPERANCE
BILL CHORNAWKA	FRANCINE GUIGNARD
HERBERT RATSCH CANADIAN INTERNATIONAL CAREER COLLEGE	CAROL-ANN J DAVEY-GALLANT
KAREN REID	PAUL BEAUMONT
JOYCE STUMPH	VICTOR PAULIN
JOY G LAJIDE	HUGUETTE HB BOND
	MARVA JOHNSON

Announcements February 2012

- Dear HTE Distributors,
As a distributor of HTE, we would like to draw your attention to a certain matter. Distributors who are also involved in other multi level marketing companies are not entitled to recruit HTE members for their new business. According to our policy, HTE has the right to suspend any distributor for this kind of action. We thank you for your cooperation.
- HTE Canada office will be closed on Feb 20, 2012 because of Family Day. The office will open again on Feb 21, 2012 at 9.00am EST.
- Our Vietnam branch has moved to a new address. It is as follows: 445, Minh Phung Street, Ward 10, Dist 11, HCM City, Vietnam.
Tel: 84-8-629-58953 - Fax: 84-8-629-58654
www.htevn.com.vn - Email: service@htevn.com.vn
- Extra Incentive Program Winners:
Top Home Party hosts for December 2011:
1st place winner -Veronique Dewilde (20 trip points)
Top DSM hosts for December 2011:
1st place winner - Zora Jackson (20 trip points)

Topic: Marketing the Chi Machine and HotHouse as a Combo Host: Peter Armstrong (July 7, 2011)

Peter: I want to share with you a little bit about the Chi Machine, FIR Pad and what we call FIR Dome.

Peter: Lauren is my girlfriend and we work the business and basically I'm going to let her tell her story and how it flew and what she thought of the training and how it's worked for her.

Lauren: Just to give you a background when I met Peter I had another machine that I was marketing and we were going to do a whole business around it with my best friend and the machine that I had cost \$1500. I met Peter and he started talking to me about the Chi Machine and I was like "yea, right". I was very negative about it I thought how could his little machine do anything".

Peter is very persistent and he doesn't push things, but he does educate, he doesn't get rejected he just sticks up to it and goes on and I never have seen that quality in someone.

Even though I was negative about it, later on he just kept talking and kept educating me into it. So I got to the point that I was willing to try it. And after the first day I was "I have to get one of these!" and I really experienced a lot of good changes with the Chi Machine. It's something that is easy to use, first of all the machine I used costs \$1500, my best friend had one and I did not, so I wasn't using it every day and I would have to drive over to her house to use it; but I could afford the Chi Machine. The other benefit to this Chi Machine is that it's portable; when I go on a plane I can take it on the plane.

But what I've notice is that my life has always been stressful and for me the Chi Machine just ... and one of the things I've used is meditation and had used, but meditation takes a long time to work too and it also requires the time to sit there and meditate, and sometimes I would skip it and sometimes I wouldn't be able to do it.

But the Chi Machine was different because, first of all, it took less time and it was very similar to the meditation, it helped me sleep better, I got the same feeling I got from the meditation, I focused better, it helped me with my energy levels; so I just fell in love with this Chi Machine and I felt like; ever since he introduced it to me I just haven't been without it as far as using it because it has been such a benefit.

I had the opportunity to share it with the people I care about and for me also Peter helped me very fast to get to the Manager Level in the company. It took about 45 days, so the business was something that it could fit into my busy schedule. Like I said I'm constantly busy and the Chi Machine helps me exercise too. I think all of us know how important exercise is and that's one of the things Peter emphasizes cause he will talk to people; one of the steps on his program; and I'm sure he will talk to you about his training, to educate people and one of the things he focuses on is exercise and how important it

is and all of that. He doesn't really start pointing at the Chi Machine (to sell the Chi Machine) he starts by educating you, actually is the second step but he educates you about exercise and then the Chi Machine comes into that.

For me many times even though I knew exercise was important, I was like "well I'll do that tomorrow" and tomorrow came and I will do that tomorrow. But with the Chi Machine it's just like.... And also the thing with exercise is something that I have to go to and do it, which is hard. But with the Chi Machine it's like "how much longer before I get home to do the Chi Machine?" To this day, we now have the SOQI Bed so I'm a little bit spoiled, but that's the time I look forward to, that's my special time! It's one of the things I do. That is a treat for myself and one thing we should all have include in our day where we get to treat ourselves.

For me the Chi Machine, just the experience of that and also like I mentioned the SOQI Bed it's heaven! The feeling that just gives you being under those HotHouses!

The business came very easy for me. I've been in network marketing before, it was very difficult to do network marketing; basically if I got into a network marketing company they told me to go make a list and to call my friends and then to do the three-ways, but I had a hard time doing three-ways, get my friends to do stuff like that and it wasn't a lot of hands on like -this is what you do, this is what you do next. With Peter he takes you by the hand and walks you step by step. He is very clear and he also makes calls for you. He will go out in the field with you, he'll talk to people and show you how to get into the cold market which was really scary for me; and he just does it as a matter of fact so it makes you think, "oh, I can do that!" and "I can go and do the follow up!". Because it's basically checking with people to see how they are doing and to visit with them and make a difference in their lives.

So the business came very easy for me as opposed to the other network marketing's I've been in. Also I forgot to mention earlier that with other network marketing's you have certain quota that you have to meet and if you didn't do that you'll lose. And also renewing every year is very reasonable. The other companies you have to spend a hundred dollars or more on renewal every single year just to get your paycheck.

For me the Chi Machine and the business have been very nice and beneficial. Once I got to the Manager Level I kind of kicked back a little bit and I do it in my spare time when I'm able to fit it in, and that's ok for me. At the Manager Level just this last week I've been able to place a Chi Machine, HotHouse and a FIR Pad with a couple that does golfing, they live right out of the golf course and they've been so happy with it.

(To be continued in next issue)