



Rising Stars

USA

New Managers!

CARLA L BENSON
JERRY M ROETHLISBERGER

USA

New Supervisors!

VERA M ZIMMERMAN
SYDIAS HAIR SALON
JANETTE G KLINDT
SANDRA SNYDER- TRAVERSO
TALETHA T ROBINSON
ELIZABETH I BONHAM
KATARINA STANIC
THERESA G RAMOS
CAROLINA F SEGERER
LISA JORDAN
GINA ANDERSON
STEVE W LARSON
TERRY L ASTON
RAY ELDER
BONNIE CEROLL
LIVING BALANCE STUDIOS
ROGER A KEGLER
SALLY JAMES
SHERRILYN KIRCHNER
BETTY M YOUNG
MISS BLOMA VOLPO
A ADVANCE BODY CONCEPT
ORNANONG CHARUWORN
UPPER CERVICAL
CHIROPRACTIC, P.A.
FLORENCE HELEN
NORDSTROM

Vice COO Message~

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, they are getting a more powerful "Chi-Rush". HTE is delighted by the positive feedback and looks forward to more. Spread the word to everyone in your group; let's reignite the passion for positive health. All DIC level distributors (by 1/20/2012) 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 SOQI Bed owners; they too will also have the opportunity to upgrade their SOQI Bed with a New Chi Machine at that special price. The deadline for this special offer expires 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.

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. Looking at the current sale price of the New Chi Machine \$449, the Mix and match promotion would allow customers to purchase that same Chi for \$399 as long as it's purchased in conjunction with another machine. 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 at a discounted price as well. Through research we have found people tend to purchase multiple machines to complete the SOQI multiple energy approach. Please remember to share these special offers within your group, we want all our members to benefit from the great savings offered.

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 7 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. We look forward to seeing

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Richard Chuang

you there. Also Presidents are welcome to use their business fund and join us for this great event.

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.

One of the most effective ways of introducing new customers and members to HTE products is by having them attend a home party or HTE Meeting. At the meetings there's a smorgasbord of incredible information to hear and share. By having a larger turn out for these meetings it makes them more productive for all involved. Distributors are motivated by each other's stories of success, and want to emulate those leaders and share their own stories. Let's remember by bringing new people to our events we are sharing the power of the products with them, as well as their circle of friends who they talk to and communicate with; this benefit is immeasurable. We will always keep our distributors informed and in the loop of our latest happenings by email blast, so keep a watchful eye on your account. The HTE website is always an asset for information; here you'll find the most current meeting schedules throughout the country, the ability to place orders, specifications on many of the products, and prior newsletters that are packed with key information.

As HTE furthers its goal of providing health and wellness, we continue to welcome ideas and input from our distributors in the 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.

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



To be Continued...

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!*

(Some excerpts are from the following websites: www.indiana.edu, www.tranquilityisyours.com, www.stress-management-for-health.com)

HTE begins the New Year in Minnesota with The New Chi Machine”

Kicking off what is planned to be a great year for HTE, we gathered in Minneapolis Minnesota on January 7th to launch the New Chi Machine, to refocus on the AlleviAider and introduce the upgraded EMD. Having a huge audience was key in creating excitement and energy for the event.

Vice COO Richard Chuang and all the speakers gave incredible insight into how HTE products have changed their lives. President Linda Zeller shared her amazing inspirational story regarding her life and the use of HTE products. She elaborated on her “5 Point Protocol for Promoting Health”, which included Prayer and Meditation, Oxygenation and Purification, plus the use of HTE products daily such as the HotHouse and Chi Machine. Linda explained her method of detoxifying from environmental poisoning faced daily. Her use of Five HotHouses covering body, head and feet has proved to a tremendous advantage in staying healthy. The insight she gave was awe-inspiring and filled with many great referrals to Doctors and books as well. President Jeff Kowalski shared his story on creating financial stability by selling the HTE products, the benefit of building a strong down line and the health advantages of using Total Health Formula. Vice COO Richard Chuang had the pleasure of meeting so many incredible distributors and also introducing some of the great new products.

The New Chi Machine was on display and shared by many who attended the event. The new fully enclosed design, smoother ride and stronger motor received a spectacular response from all who tried it. The enthusiasm generated was fantastic and were all looking forward to you experiencing it for yourself. Jeff also demonstrated the AlleviAider and its uses, as it worked great on his ailing Tennis elbow. The new updated look and software of the EMD seemed to wow the audience, as well the free software upgrade for those distributors with an older version of the program. Thank you to all attendees and Supervisor Nancy Strom whose attentive notes and active participation helped create much of this content.

Overall, the successful event invigorated those who attended. Informative speakers, Inspirational motivators and HTE Business leaders all provided knowledgeable ways to remain healthy, continue to grow their HTE business and provide a sense of comradely for those who are apart of the HTE family. As there is still much good work to do, we look forward to seeing you at our next HTE event.



In with the new...

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



1/18-3/31/2012

SPECIAL OFFERS

SUC EXPRESS

Chi Machine(SDM-888)

Promotion Price: \$ 449.00, 41 BVP

Extra 4 promotion BVP

(Regular Price: \$549, 50 BVP)

Get ONE Total Health Formula for FREE !

Regular HotHouse

Promotion Price: \$ 799.00, 57 BVP

Extra 23 promotion BVP

(Regular Price: \$948, 84 BVP)

Get ONE Total Health Formula for FREE !

Grande HotHouse

Promotion Price: \$ 899.00, 67 BVP

Extra 23 promotion BVP

(Regular Price: \$1,048, 94 BVP)

Get ONE Total Health Formula for FREE !

Advanced ERE

Promotion Price: \$ 419.00, 37 BVP

Extra 8 promotion BVP

(Regular Price: \$450, 40 BVP)

E-Power

Promotion Price: \$ 569.00, 46 BVP

Extra 10 promotion BVP

(Regular Price: \$698, 60 BVP)

Get ONE Total Health Formula for FREE !

Fir Pad + Fir Lumber Cushion

Promotion Price: \$ 249.00, 18 BVP

Extra 8 promotion BVP

(Regular Price: \$328, 26 BVP)

Eligible to purchase FIR Waist Support for \$ 79, 6 BVP on the same invoice

The Energy Wand

Promotion Price: \$ 59.95, 5 BVP

(Regular Price: \$69.95, 6 BVP)

FIR Lumber Cushion

Promotion Price: \$ 109.00, 8 BVP

(Regular Price: \$129, 10 BVP)

Two FIR Pads

Promotion Price: \$ 299.00, 24 BVP

(Regular Price: \$398, 32 BVP)

Power Eye

Promotion Price: \$ 109.00, 8 BVP

(Regular Price: \$149, 12 BVP)

Go Green , 3 pack

Promotion Price: \$ 110.85 , 6 BVP

(Regular Price: \$126, 6 BVP)

Go Green , 12 pack

Promotion Price: \$ 383.40 , 20 BVP

(Regular Price: \$504, 24 BVP)

BetaLoe

BUY 2 GET ONE FREE !

Promotion Price: \$ 59.98 , 4 BVP

(Regular Price: \$89.97, 6 BVP)

Total Health Formula

BUY 2 GET ONE FREE !

Promotion Price: \$ 98.00 , 8 BVP

(Regular Price: \$147, 12 BVP)

Purchase any single machine

(Chi Machine, Adv. ERE, HH/Grande HH, E-Power) and be eligible to get a FIR Pad for \$119.00, 7BVP (Limited 1) on the same order.

Purchase any SUC Express Package, and be eligible to get any single machine with the Mix and Match price and BVP (orders must be placed on the same invoice)

Purchase 200 BVP in the same order (invoice) and get promoted to SUC (extra promotion points are excluded)

Deluxe Combo

(Chi Machines (SDM-888) + Grande HH + Advanced ERE + E-power)

Promotion Price:

\$ 2,049.00 , 150 BVP

Extra 81 promotion BVP

Regular Price: \$2,578 , 231 BVP

Deluxe Combo

(Chi Machine (SDM-888)+ Regular HH + Advanced ERE + E-Power)

Promotion Price:

\$ 1,949.00, 140 BVP

Extra 81 promotion BVP

Regular Price: \$2,478 , 221 BVP

New Grande SOQI bed

Promotion Price:

\$ 4,399.00 , 330 BVP

Extra 50 promotion BVP

Regular Price: \$4,699 , 377 BVP

Single Grande HH SOQI bed + Advanced ERE + E-power

Promotion Price:

\$ 2,999.00 , 200 BVP

Extra 96 promotion BVP

Regular Price: \$3,600 , 281 BVP

Single Grande HH SOQI Bed +1 FIR Pad +1 FIR Lumber Cushion + 1 Total Health Formula

Promotion Price:

\$ 2,600.00 , 170 BVP

Extra 30 promotion BVP

Regular Price: \$3,078 , 227 BVP

HTE reserves the right to alter or amend these promotions at any time at the discretion of the company

★ All above prices exclude shipping and handling charges. ★



★ All above prices exclude shipping and handling charges. ★

Mix & Match

Promotion Period: 1/18/2012 thru 3/31/2012

Chi Machine (SDM-888)

Promotion Price:
\$ 399.00, 35 BVP

Extra 10 promotion BVP
(Regular Price: \$549, 50 BVP)



Regular HotHouse

Promotion Price:
\$ 729.00, 50 BVP
Extra 30 promotion BVP



Grande HotHouse

Promotion Price:
\$ 829.00, 60 BVP
Extra 30 promotion BVP
(Regular Price: \$999, 90 BVP)



E-Power

Promotion Price:
\$ 529.00, 42 BVP
Extra 12 promotion BVP
(Regular Price: \$649, 56 BVP)



Advanced ERE

Promotion Price:
\$ 399.00, 35 BVP
Extra 10 promotion BVP



Save **BIG** when you combine 2 or more machines in one order!

If purchasing any combination of 2 or more of the following machines (includes 2 or more of the same machine): Chi Machine(SDM-888), HotHouse, Grande HotHouse, Advanced ERE and E-Power, the price of each machine will be lowered to a special price!

HTE reserves the right to alter or amend these promotions at any time at the discretion of the company

Purchase any Mix and Match Combo, and be eligible to purchase a FIR Pad for \$119.00 / 7BVP (Limited 2) on the same order.

 HTE USA

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 \$549.00, 50 BVP

New Offer~

- ★ **Chi Machine (SDM-888)**
Special offer: \$449 (41 BVP + extra 4 promotional BVP)
Get one FREE Total Health Formula (\$49 Value)
(Promotion Period: 1/18 thru 03/31/2012)
- ★ The new SDM-888 Chi Machine is also available for the Mix & Match program. You pay only \$399 (35BVP + extra 10 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 \$370 (32 BVP + extra 13 promotional BVP). Quantity is limited to one per person. (Promotion Period: 1/18 thru 2/29/2012)



2012 San Francisco Convention



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 Action Plan 2012

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4 Arlington, TX Wealth and Wellness 11:00 am – 12:30 pm Speaker: Dr. Milne
5	6	7 Willmar, MN Wealth and Wellness 7:00 pm – 9:30 pm Vadnais Heights, MN Wealth and Wellness 7:00 pm – 9:30 pm	8	9 Los Angeles, CA EMD Training & OPP 7:30pm – 10:00pm	10	11 Arlington, TX Wealth and Wellness 10:00am – 5:00pm Speaker: Dr. Lopez
12	13	14	15 Pleasant Grove, UT New Chi Machine SDM-888 6:30pm – 9:00pm	16 Decatur, IN Wealth and Wellness 5:30 pm – 7:00 pm	17	18 Cadillac, MI Wealth & Wellness 1:00pm – 5:00pm
19	20 Tiffin, OH AlleviAider& New Chi 10:00am – 2:00pm <i>President Day HTE Offices will be closed on this day!</i>	21 Vadnais Heights, MN Wealth and Wellness 7:00 pm – 9:30 pm	22	23 Los Angeles, CA HTE Product Seminar 7:30pm – 10:00pm	24	25 Beaver Dam, WI HTE Distributor Orientation 6:00pm- 9:00pm Oakland, CA Products& business OPP 10:00am – 5:00 pm
26	27 Fort Wayne, IN Wealth & Wellness 5:30 pm – 7:30 pm	28	29			



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