

# The Tracy Biller Newsletter

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## Another network marketer writes to Tracy . . . “I finally get it!!!”

**(I just love getting emails like this!)**

Dear Network Marketer,

I recently published a newsletter titled “Network Marketers benefit by watching ‘The Biggest Loser’”. As I wrote in the newsletter, there’s more to the show than just weight loss, that the real lesson is that we must make good choices in order to accomplish our objectives.

If you haven’t read “The Biggest Loser” newsletter, you can do so by clicking on this link: [www.UltimateSuccessCDs.com/Newsletters](http://www.UltimateSuccessCDs.com/Newsletters)

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Dozens of people have emailed me to say that they really enjoyed the comparison between the choices made by the contestants on “The Biggest Loser” TV show and the choices made by network marketers.

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Another network marketer writes to Tracy . . . “I finally get it!!!”

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An email I got last night (April 26) from Jerry Foster (a network marketer out of Los Angeles) sums it up best. I called Jerry this morning and asked if I could publish his email. He said yes. Here's what Jerry wrote:

**Hey Tracy,**

**I've been in MLM for over five years, with no success. I heard about you and got your CDs about three months ago. Your training is the best I've heard (I know you hear that a lot). I agree with 100% of what you teach, and even though I thought I was applying what you teach, I wasn't having any success over the past three months.**

**And then five days ago on April 21, you sent me an email telling me about your new newsletter "The Biggest Loser". I went right to your web site and read the newsletter. In fact I read it three times. Something clicked inside my head. I realized that I wasn't making good choices. I realized that I had butchered your 30-second pitch, and that my version just wasn't effective. I realized that I wasn't recruiting from my target market. (To be honest with you, I didn't want to spend the money on leads. But as you'll see, I just ordered your Gold package.)**

**Most importantly, I realized that although I loved my sales tools (after all, I created them!), that they weren't persuasive. Again, to be honest with you, although I had listened to your Persuasion CD, I did not do those things you said to do. (I'm really looking forward to the consultation that comes with the Gold package.)**

**All of these things were choices I have made, and the results were not what I wanted, yet my ego kept me doing it. And then I read your newsletter about "The Biggest Loser". And right then I knew that I was making bad choices.**

**To sum it all up, I finally get it. What you teach is so honest and perfect, that the rest is really up to me, and if I don't make good choices, then I'm not going to succeed in network marketing.**

**Thank you for your coaching!**

**Jerry Foster  
Los Angeles, CA**

Succeeding in network marketing really is all about the choices we make. When we make good choices, we succeed. It's really that simple.

Sincerely,

Tracy Biller

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