

The Tracy Biller Newsletter

© 2010 Tracy Biller. All rights served.

“Tracy Biller Newsletter” comes with reprint and redistribution rights as long as it is done so in its entirety with no editing. All past “Success-Training” newsletters are available in PDF files at: www.UltimateSuccessCDs.com

To receive a **FREE** subscription to “Tracy Biller Newsletter” go to: www.UltimateSuccessCDs.com

THIS is your competition!

Tales of goofball distributors.

#3

Dear Network Marketer,

This is my third newsletter titled “This is your competition!” The first two newsletters were huge hits with my customers and subscribers. Many hundreds of people emailed saying they literally laughed out loud reading about the goofballs.

Well . . . here is my third newsletter titled “This is your competition!” and like the first two, it also contains tales of goofball distributors!

But before I get into the tales, I want to point out the fact that in the network marketing industry **“THERE IS NO COMPETITION AT THE TOP.”**

Read and memorize this quote:

“In network marketing there is absolutely NO competition at the top. Your competition is at the ‘bottom’ where you find all of the people who are not teachable, who have little or no desire to succeed, who are lazy, who procrastinate, who over-analyze, and/or who are not honest with themselves.”

The fact that there is no competition “at the top” goes hand-in-hand with what I teach in my **FREE** report titled “**The 10 Factors For Guaranteed Network Marketing Success.**” If you haven’t heard or read this free report, then you should, and so should everyone in your downline. Many leaders email this free report – both the MP3 and the PDF transcript to their downlines. Both are available at my web site.

And now . . . some tales of Goofballs!

Remember . . . THIS is your competition!

GOOFBALL #1 . . . not only is he totally clueless, but he wouldn’t know an opportunity if it hit him in the head!

THIS is your competition!

I got an email from Goofball #1 the day after I announced that I had just obtained a new recruiting list of YTB distributors. Here's what he wrote:

Tracy,

Wow! You got a YTB list!!! I was in YTB and lost money. I got out a year ago and got into another company. I've been with it a year now and I'm doing great with it! I've signed up four people!

I always said that whoever got a YTB list will do well with it because those people are looking to get out and do something else!

Goofball #1

YES, HE ACTUALLY SENT ME THIS EMAIL!

First of all, signing up four people in a year is NOT doing great. That's an average of signing up one person every three months. Such a signup rate will NOT lead to success in network marketing.

Second . . . here's a guy who was actually in YTB, who lost money in YTB, and who realizes that many YTB distributors are looking to get out (if they haven't already gotten out!).

For some reason, he's unable to draw the corollary to this being an outstanding opportunity for HIMSELF!

This is your competition!

Like the old saying goes, "You can lead a horse to water but you can't make him drink!"

GOOFBALL #2 . . . her assumption is so whacky that I first thought she was joking.

She's not!

THIS is your competition!

I got an email from Goofball #2 this morning, the day after I announced that I had recorded a new Advanced Training MP3 titled "The Silliest Question" that deals with the silly and stupid questions that network marketers ask about leads lists. Obviously, Goofball #2 had not listened to that audio training. Here's what she wrote:

Tracy,

If 25 people buy the YTB list then those people on the list are going to be bombarded with 25 phone calls and emails. And those people are going to get real upset.

Goofball #2

I literally said "HUH?" after I read her email. I read it a second time just in case I was missing something.

I am continually amazed at some of the things network marketers believe. In this case, we have a network marketer who actually believes that 25 people would buy the same list. That belief in and of itself is as whacky as anything I've ever heard.

Moreover, her belief that everyone who gets such a list would work it is so far-fetched that I seriously question her level of common sense.

I emailed her back and here's what I wrote:

Dear Goofball,

25 people buying the YTB list? Please tell me you're not serious!!!

And all 25 of them calling and/or emailing the leads?

What are you smoking???

Your assumptions are so fundamentally wrong that I'm laughing out loud!

You should never, ever, ever, ever, ever be concerned with how many other people have the same recruiting list as you. Such a concern is rooted in ignorance and a total lack of understanding of human nature. Moreover, as my mentor told me, to have such a concern is weak.

How many others have the same list as you does not matter, and it never will matter. That's because the overwhelming majority (98%) of people who get such lists never work them. And of the few who attempt to recruit from such lists, the overwhelming majority of them (98%) do so incorrectly as they haven't a clue what they're doing.

And last but not least, of the very few who do actually work the list, they only work it one time, which is a big mistake.

I have recorded a free Advanced Training MP3 titled "The Silliest Question". You should listen to it right now. It may be the most revealing training I've ever produced. It literally dismantles the many false and ignorant beliefs that network marketers have about lead generation, leads usage, and leads exclusivity.

The "silliest" question comes in several forms, such as:

"How many times are you selling this list?"

"Am I the only one getting these leads?"

"How many others have these same leads?"

Etc. etc. etc.

The reason these questions are silly is because they are rooted in a lack of common sense or good judgement. The question itself is both absurd and foolish, dealing with that which is both trivial and frivolous.

So . . . why do so many ignorant network marketers hold such false beliefs about leads? There are two reasons. First, it's because they don't know any better simply because they know little or nothing about lead generation and lead usage. Second, it's because they have been brainwashed by the sellers of leads, who charge more money for leads they call "fresh", "new", and "exclusive".

If you're going to succeed in network marketing, you'll need to understand the truth about this industry, and not hold onto any silly and false beliefs.

Again, I encourage you to listen to "The Silliest Question". It's a free Advanced Audio Training MP3 that you can download.

Click on this link to get the free MP3 of "The Silliest Question": www.ultimatesuccesscds.com/trainingcalls

By the way . . . on "The Silliest Question" audio, I use an example of 1,000 people somehow all getting the same list, and what specifically would happen as a result. Whereas 99.9% of all network marketers would think the list would be "overused" if 1,000 people all had the same list, smart

network marketers know the truth, that it's IMPOSSIBLE for the list to get overused, because so few of the 1,000 would actually recruit from it, and of the few who do they'll do so incorrectly. You'll hear this on the audio.

Sincerely,

Tracy Biller

It's so very simple to succeed in network marketing. First, you learn what needs to be learned. Second, you apply what you've learned on a consistent, daily basis.

It's all on the Ultimate Success CDs.

Sincerely,

Tracy Biller

www.UltimateSuccessCDs.com

© 2010 Tracy Biller. All rights reserved.

This "Success-Training Newsletter" comes with reprint and redistribution rights as long as it is done so in its entirety with no editing. This newsletter and past newsletters are available as PDF files at: www.UltimateSuccessCDs.com

Tracy Biller's "Success-Training" newsletter is published and distributed by:

Owens & Lane Publishing, LLC
P.O. Box 1752
Hendersonville, TN 37077