

# The Tracy Biller Newsletter

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## Winners have a philosophy. So do losers.

by Tracy Biller – Network Marketing’s #1 Trainer

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From: Tracy Biller

We recently bought a book for our son titled “**50 Rules Kids Won’t Learn in School**”. He read it and loved it, and did my wife and I.

The author of the book is Charles J. Sykes. I highly recommend the book for both students (junior high, high school, and college) and their parents.

The rules listed in the book are right on target. For example, Rule #1 is: “Life is not fair. Get used to it.”

Rule #19 is: “It’s not your parents’ fault. If you screw up, you are responsible.”

Rule #43 is: “Don’t let the successes of others depress you.”

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Several of the rules apply to people who want to succeed and make a lot of money in network marketing. One of those was Rule 34.

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**Winners have a philosophy. So do losers.**

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## **RULE 34**

### **Winners have a philosophy. So do losers.**

Sykes begins this chapter on Rule 34 with a quote by Denis Waitley:

“The winners in life think constantly in terms if I can, I will, and I am. Losers, on the other hand, concentrate their waking thoughts on what they should have or would have done, or what they can’t do.”

Sykes goes on to point out the difference in winning and losing philosophies by showing quotes from two different people, Vince Lombardi and Alfie Kohn.

**VINCE LOMBARDI – Green Bay Packers legend coach:** “Life’s battles don’t always go to the stronger or faster man. But sooner or later the man who wins is the man who thinks he can.”

**ALFIE KOHN – Anticompetition education guru:** “Competition teaches children to envy winners, dismiss losers and mistrust everyone.”

**LOMBARDI:** “A man can be as great as he wants to be. If you believe in yourself and have the courage, the determination, the dedication, the competitive drive and if you are willing to sacrifice the little things in life and pay the price for the things that are worthwhile, it can be done.”

**KOHN:** I learned my first game at a birthday party. The game was musical chairs. You remember it, X players scramble for X-minus one chairs until the music stops. In every round a child is eliminated until at the end, only one child is left triumphantly seated while everyone is left standing on the sidelines, excluded from play, unhappy . . . losers.”

#### **FOR THE RECORD . . .**

**Lombardi won three NFL titles and the first two Super Bowls.**

**Kohn was traumatized by . . . *musical chairs*.**

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## LOSERS

Regarding losers, the author Charles Sykes point out that . . .

**“Losers usually hate competition because they hate to lose. They avoid being tested because they are more concerned about feeling bad than about building a skill or achieving a goal. Losers make excuses, blame others, confuse their intentions with performance — they are always meaning to do something, but never actually do it. They easily become discouraged, often magnifying the problems and obstacles they face, so they develop the habit of quitting.”**

## WINNERS

Regarding winners, Sykes points out that . . .

**“In contrast, winners are not afraid to be tested and don’t shy away from competition. What they bring that losers don’t is focus, preparation, and perseverance. Even among people who actually have some sort of ambition, not everyone is prepared to pay the price in terms of effort, sacrifice, and sweat. Winners are; they know how to shut off the white noise of distraction and negativity.”**

Again . . . the book is titled, **“50 Rules Kids Won’t Learn in School”**. It’s a tremendous read for kids and adults!

Sincerely,

Tracy Biller

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

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