

# The Tracy Biller Newsletter

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## “You should quit!”

Dear Network Marketer,

There are people in network marketing who have no business being in network marketing.

They will never succeed in network marketing simply because they are not:

Self-Determined  
Self-Motivated  
Self-Responsible  
Self-Functional

My pointing this out is not “mean spirited”. It’s merely a statement of fact.

To succeed in network marketing a person absolutely **MUST** be self-determined, self-motivated, self-responsible, and self-functional. There are no exceptions to this rule.

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“You should quit!”

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Time and time again I've spoken with people who own a set of Ultimate Success CDs, but who don't know 1/1000<sup>th</sup> of the material that's on the CDs. That's because they chose **not** to learn the material. As a result, they don't have a clue about how to succeed in network marketing.

Notice I said that's it's a "choice" they make. Indeed, to learn what's on the CDs is a choice, just as it's a choice to not learn what's on the CDs.

I point out to them that if they do not choose to learn what needs to be learned, that they will continue to fail in the industry. I then tell them that if that's the choice they make, that they should quit the industry all together, that to continue hanging around the industry is just going to cost them time and money.

Some will exclaim, ***"I'm not going to quit!"***

"But if you keep doing what you've been doing, you'll just keep failing," I'll point out.

***"I'll change!"***

"What are you going to change?" I ask.

***"I'll make better choices! I'll listen to the CDs! I'll memorize what's on them! I'll do whatever it takes! I'm not going to quit!"***

For their sake, I hope they do. Succeeding in network marketing is easier than they know. In this industry there is no competition at the top. The competition is at the bottom with all of those people who are not self-determined, who are not self-motivated, who are not self-responsible, and who are not self-functional.

The competition is at the bottom with all of those people who continually make bad choices.

Network Marketing presents you with an extraordinary opportunity to succeed and make a lot of money working from home. But to do so you must make the right choices.

One must choose to succeed.

Sincerely,

Tracy Biller

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