

The Tracy Biller Newsletter

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Another Network Marketer who “gets it”!!!

by Tracy Biller – Network Marketing’s #1 Trainer

Network marketer Barbara Greer responds to a recent newsletter about network marketer David Strother.

Dear Network Marketer,

I got an email a couple of days ago from network marketer Barbara Greer that I want to share with you (with Barbara’s permission!). Barbara was compelled to send me her email after reading a newsletter I wrote last week titled [“A Network Marketer who ‘gets it’.”](#)

In that previous newsletter I featured an email I had received from David Strother, a network marketer out of Austin, Texas. Here’s what David wrote:

Tracy,

Let me encourage you to record last night's call [[“The Truth About Biz-Opp Leads”](#)]. It was outstanding.

By the way, I came across a genealogy list that I had for a least six years. Started calling. Lot of bad numbers, lot of good numbers. Out of 203 calls made: 46 live answers & 15 yes’s [33% “yes ratio”]

Another Network Marketer who “gets it”.

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I left 88 voice-mail messages; 9 called me back so far.

The age of the list doesn't really matter, does it?

*David Strother
Austin, TX*

The key sentence in David's email is: **“The age of the list doesn't really matter, does it?”** Clearly, David “gets it”! It's exactly what I've been teaching for years! I absolutely love getting emails like this! It makes my day.

Unfortunately though, way too many network marketers don't “get it”. They simply don't or won't understand that all lists will have a degree of bad numbers. Moreover, they think that a newer list is necessary for their success. Nothing could be further from the truth.

Whereas David has focused on the positive aspects of the list he worked, most network marketers would focus on the negative. Most networkers would complain, “This list has too many bad numbers. This is an old list. I made 203 calls and only got hold of 46 people. This list sucks. I'm not going to work it any more.”

Three key points from David's letter:

1. As I pointed out in the previous newsletter, it only takes about 3-4 hours at the most to make 203 calls. In David's case, he made 203 calls, and got 15 people to agree to take a look at his network marketing program.
2. If David's sales tools are persuasive, and if his follow up is timely and effective, then he can expect to sign up 2-3 people from his efforts, perhaps more. **NOT BAD FOR A FEW HOURS WORK.**
3. If David does this for four or five days a week, for 90 straight days, he'll be well on his way to establishing both personal and downline momentum. Such is the result of the effective application of proven strategies and tactics.

Unfortunately, there will be those who will have read this newsletter, and they still won't “get it”. There are those who get off on complaining about things. It's just their character. Or maybe they don't want to “get it” because it would mean they actually have to work to succeed in network marketing.

Barbara Greer's email . . .

Here's the email I received from Barbara Greer a couple of days ago in response to the newsletter ["A Network Marketer who 'gets it'."](#)

Wow Tracy!

I have been studying your system for about a year now. I did delve into it last year. And I was one of the people who made the excuse that my list was toooooo old! I used about 2000 of [the leads], then said, "Screw it."

A few things happened:

- 1. I was not knowledgeable enough in my business to answer questions that came about, so I started questioning myself.*
- 2. I let the "no's" get to me, especially when I heard that four of the people I was calling had passed away.*
- 3. My up-line leadership had fallen apart and I was not sure which way to turn for help.*

Now that I am getting back on track and have made a decision to actually let nothing stop me, I'm am ready to begin my 90-day blitz come Monday. Loved your "10 Factors" report!

But what got me to make this decision is the newsletter you just put out. IT DOESN'T MATTER HOW OLD THE LEADS ARE. Just keep pressing on. I "get it" now, too!

*I've already re-listened to all your CDs. Great Refresher!
I have also decided to purchase some leads from you as well, as I believe this will help me!*

Thank you so much for your Inspiration and Talent. I'm ready to make a difference in family's life!!

Many Blessing to you,

*Barbara Greer
Moreno Valley, California*

As you can probably imagine, I get hundreds of emails daily, so many of them that they sometimes “blur” together.

But when I get an email like Barbara’s, it stands out, and it really makes my day. It’s really a neat thing to learn of a “breakthrough” that a network marketer experiences.

THE BOTTOM LINE IS . . . Once a person has been properly trained with the Ultimate Success CDs, then there are no more excuses. The bottom line is that this business of network marketing is so fundamentally **SIMPLE** that more often than not it’s the stuff that goes on inside our brains that gets in the way and causes us to fail. That’s why I love getting emails from network marketers like Barbara and David. Their “breakthrough” is something to celebrate.

Sincerely,

Tracy Biller

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(Always include your full name and phone number.)

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