

The Tracy Biller Success-Training Newsletter

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Being “Busy” vs. Progress

**Being “busy” doesn’t always mean
that a person is making progress.**

– By Tracy Biller –

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Just about every week I’ll have a chat with a network marketing distributor who has mistaken motion for progress.

While they are “busy” doing something, they are not making progress.

It’s hard for people like that to understand the difference between “being busy” and “making progress”. Such people get their jollies from creating something, merely for the sake of “creating”. It makes them feel important.

However for people like this, their “being busy” in and of itself isn’t leading to progress.

Moreover, their “being busy” allows them to mask and compartmentalize their fears of actually working the business.

Such people are incapable of providing true and honest leadership and mentoring to their downlines (if they even have any), because anything they say and teach is rooted in hypocrisy and theory since they are not actually working the business.

Such people routinely lie to themselves, with the result being that they will fail in network marketing.

A sponsor gets “exposed”!

A couple of weeks ago a fellow called me to seek my advice. He said that his sponsor was always bragging about being successful, but he suspected his sponsor wasn’t really doing anything productive.

I told him . . . “If you suspect that your sponsor and/or upline is ‘all talk’ and ‘no action’, and you want to learn the truth about them, then ask them these questions . . .”

- 1. How many people have you personally enrolled over the past 12 months? 6 months? 2 months?**
- 2. Of all the people you’ve personally enrolled, how many of them have enrolled someone else?**
- 3. Of all the people you’ve personally enrolled, how many of them are actively creating sales volume?**

Here's what he wrote back to me:

Dear Tracy . . . I did as you said. I asked my sponsor the questions. And I learned that over the past two years he's only signed up 20 people.

That means he's only signing up one person every 1.4 months. That's terrible!

By the way he talks and all, I would have thought he signing up 20 people a month. I mean, this guy emails me daily about the work he did on his web site that day, plus he's always bragging about some training program he's producing.

So I asked him about his training modules. "How can you train others when you've done nothing yourself?" He didn't like that question, but I don't care.

I can't thank you enough for your advice on this matter.

There's a big difference between "being busy" and "making progress". Always make sure you're making progress. Do as I teach on the Ultimate Success CDs and analyze your numbers on a daily and weekly basis.

The numbers do not lie!

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