

The Tracy Biller Newsletter

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Coach the Coachable

Dear Network Marketer,

Imagine the following scenario . . . you’ve just signed up two new distributors, John and Bob. Both John and Bob have previous network marketing experience.

John does as you say, and he purchases the Ultimate Success CDs and listens to them right away. He takes good notes, and he listens to them a second time to increase his retention of the information.

Bob doesn’t do any of that.

One month later . . .

One month later, John has signed up eleven people and together they’ve signed up 27. John’s downline is growing quickly, he’s making money, and you’re making money as a result.

Bob, on the other hand, hasn’t done a thing.

What to do with John and Bob.

With John, you continue to be a supportive upline if and when he seeks your assistance.

Of course, one of the results of training your downline with the Ultimate Success CDs is that they become totally self-responsible and self-functional, and they rarely seek your assistance, which is a beautiful thing!

With Bob, you do nothing. You “let him go.” You don’t call him, you don’t email him, and you don’t fax him. You just let him go.

You must understand that no matter how much time you give to Bob, you’ll be wasting your time.

Instead, go find more distributors like John, which is easy to do if you do as I teach on my Momentum CD.

Coach the coachable.

Every week I talk with distributors like John and Bob.

The ones like John are excited and are producing positive results and are making money. More often than not, they call me to receive some advanced training, or to have me fix a problem they’re having.

I love working with these kinds of people, as they are truly coachable.

The ones like Bob expect to receive “something for nothing.” I don’t waste my time with them.

The bottom line is that you should only “coach the coachable.” To give time to the uncoachable is indeed a waste of time.

Read my free ebook!

If you haven't already, then I encourage you to read my free ebook "Training For Success." It's only about 40 pages long, it's a quick read, and will teach you how to best train your downline. It's available at my web site.

Click [HERE](#) to read "Training For Success".

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