

The Tracy Biller Newsletter

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How to wipe out insecurity!

By Tracy Biller – producer of the Ultimate Success CDs

It’s totally normal to feel insecure when we attempt to do something that we’ve never done before.

More often than not, our insecurity is directly related to our lack of knowledge about that which we are attempting to do.

All of that insecurity can be wiped out with knowledge.

It’s that simple.

For example, a month ago my wife bought eight new exterior wall-mount lights to replace the ones we currently have. The two big ones go by the front door. The smaller ones go around the house: on the deck, by the garage, by the side doors.

Instead of hiring an electrician to put them up, I decided to save money and do it myself. However, I am not an electrician, and I've never done this kind of task.

Naturally, I was insecure about doing the job. I didn't want to damage any of the brick exterior, I didn't want to get electrocuted, and I didn't want to start a fire or create a fire hazard.

To overcome my insecurity, I went online and found several "do-it-yourself" home improvement web sites that taught me exactly how to correctly and safely put the lights up. By educating myself on the task, I overcame my insecurities and I got the job done. Granted, I didn't do it as fast as an electrician could do it, but I did it, correctly and safely. It's that simple.

Why most network marketers are insecure.

The primary reason that most network marketers feel insecure about working the business is because they don't know what to do, and/or they don't have confidence in the strategies that their sponsor and upline taught them to do.

I don't blame network marketers for feeling that way! The fact is that most sponsors and upline do not do a good job of providing competent and effective training. On top of that, most of the gurus out there don't do a good job of providing competent and effective training.

The typical network marketer is taught to: recruit their warm market, do the 3-foot rule, put flyers out, do attraction marketing, do face-to-face, etc. All of these strategies increase the odds of failure. And most network marketers, even new ones, instinctively know this.

There's an old saying that, "Education cures insecurity," and that's so true. If you feel any insecurity at all regarding your network marketing

business, then get educated. The best network marketing training is the **Ultimate Success CDs**. By listening to them, you can say “goodbye” to any/all of your network marketing insecurities.

There will be network marketers who read this newsletter and they’ll say to themselves, “Overcoming insecurities isn’t that easy.”

To them I say, “You’re wrong. It is that easy. Your insecurity is directly tied to your lack of know-how. If you learn what to do and then do it, your insecurities will disappear. And that’s a fact.”

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