

# The Tracy Biller Newsletter

© 2009 Tracy Biller. All rights served.

## RUN LIKE SEABISCUIT

by Tracy Biller. © 2004-2009 Tracy Biller. All Rights Reserved.  
(Originally written and released in June, 2004.)

**The “Success-Training Newsletter” comes with reprint and redistribution rights as long as it is done so in its entirety with no editing. This newsletter and past newsletters are available in PDF files at: [www.UltimateSuccessCDs.com](http://www.UltimateSuccessCDs.com)**



Dear Network Marketer.

This newsletter will contain no specific strategies and tactics, yet the content may be the most important of any newsletter I've written.

Today I received telephone calls from three different network marketing distributors, each with questions about how to build their network marketing business. All three claimed to have read my ebook, read my newsletters, and listened to my CDs.

Yet, all three had questions that were way too “anal-lytical.” In other words, their brains were working overtime. And if they continue this self-imposed habit of over-analyzing, then I fear that none of the three will succeed in MLM.

=====

With my “Ultimate Success CDs”, the “Super Training Calls” and “Power Recruiting” newsletters, I will teach you the time-proven strategies and tactics of how to quickly make a lot of money in network marketing.

It's simple stuff. So simple that smart (i.e. “analytical”) people routinely screw it up.

Today during one of the conversations, I got so frustrated with the barrage of analytical questions that one guy was asking that I finally threw up my hands and yelled into the telephone at him, “Quit analyzing, damn-it! Your overactive brain is getting in the way of your success. Turn off your brain! Just run like Seabiscuit!”

Dumbfounded, he said, “Huh? What do you mean ‘run like Seabiscuit’?”

I said, “Just run like Seabiscuit. The race horse. Just run for the finish line. Don’t think about it. Don’t analyze it. Don’t pontificate on it. JUST RUN LIKE SEABISCUIT!”

=====

If you haven’t seen the movie “Seabiscuit” then I urge you to do so. On top of that, I urge you to read the book from which the movie was based, written by Laura Hillenbrand.

It’s a story of tragedy and triumph, of perseverance and courage.

It’s a great American tale.

Seabiscuit was a thoroughbred racehorse. He was smaller than the horses he raced against. And he had crooked legs.

Yet he was arguably the greatest racehorse in history.

Like all thoroughbreds, Seabiscuit loved to run.

Thoroughbreds are an amazing species. Big, beautiful, bold.

And fast!

If you’ve never been to a thoroughbred horse race, then I urge you to go. Just watch the horses. Get as close to them as you can. They are incredible athletes. Their size, strength, and muscle symmetry is truly a sight to behold.

More important, watch their personalities, their character, their “spirit.”

=====

Up until a year ago, my wife Lori and I owned a thoroughbred horse. His name was “Cayenne Pepper.” He was big, nearly 17 hands. Huge head. Dark brown coat. A bit of rust color throughout his tail.

We called him “Kye” for short.

In his youth, Kye was being trained to race, but a severe injury to his back forced him into early retirement. Because he was a gelding, he had no value as a stud. We bought him (got him real cheap) to serve (hopefully) as a pasture mate for Lori’s prize quarterhorse “Poco Bonita Bar”, a dominating “alpha” mare that didn’t get along with the other mares. Plus we thought that with time, love, and a little luck, that maybe we could turn Kye into a trail horse.

We got Kye when he was three years old. The person who sold him to us said that it would probably be a year or so before we could ride him. She said that Kye hadn’t run or even galloped in the nearly six months that she had him, but that he constantly walked around his 30’ x 60’ pen

(which is too small to allow for any running!). She had purchased him real cheap from a “pre-slaughterhouse auction” because she thought he was too beautiful to put to death. Had she not purchased him, he would have been sent to a “horse slaughterhouse” where “useless and unwanted” horses are killed and used for industrial products such as candle wax and dog food.

We had a vet look him over before we bought him, and the vet said the same thing, that it would be at least a year before we could ride him, but that he’d never be much of a horse.



**Kye with Christopher Biller.**

The day we picked Kye up, he loaded easily into our trailer, and was perfectly quiet during the 90-minute drive back to our ranch. He unloaded from the trailer calmly and quietly. All the other horses were watching with interest. Kye just ignored them. He had this majestic way about him.

He moved slowly but with grace, and was so calm that I thought that perhaps he was ready to take a nap. Lori led him from the trailer, to the gate and through it, and into the pasture. He walked slowly behind her. I shut the gate and walked over to them. We both stroked his nose and talked to him. He raised his head high and checked out the surroundings.

All was calm . . . at least until Lori took off his lead rope.

As soon as Lori took him off his lead rope, Kye raised his head, sniffed the air, bucked, kicked, snorted, cried out, kicked and jumped and did a near 360-degree spin in the air, and then took off on a dead sprint.

It scared the crap out of us! I thought for sure he’d break something!

He ran full speed to the back fence of the pasture (about 300 yards away), stopped, let out a yell, and then turned around and ran right back to us.

He was flying!

He stopped about 20 yards away, and then walked slowly and quietly up to us.

Breathing heavily, he lowered his head, and let us stroke his nose. It was as if he was saying, "I'm a racehorse, and running fast is what I do. My back is fine. Want to go for a ride?"

Our jaws dropped.

Lori said aloud, "I thought he was hurt!"

I said to Lori, "I'm riding him tomorrow."

Lori said, "You're crazy."

The next day I threw a saddle on Kye and was given the ride of my life. I'd never ridden a thoroughbred before, and I'd never been on a horse that could run that fast.

At the end of our first 100-yard sprint, Kye looked back at me as if to say, "Whaddya think of that, pal? Wanna do it again? I was born to run. Let's go!"

All I could do was smile and say, "Damn!"

=====

Kye was part of our family for two and a half years. At our ranch he regained full health and got real strong. He fell in love with my wife's quarterhorse "Poco", followed her everywhere, and she loved him right back. He was like a big puppy dog and loved children.

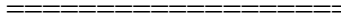
One morning when I forgot to close a pasture gate, Kye got out and walked up to the main house and poked his head through the back door to take a look inside our home. We were all sitting at the table eating breakfast when it happened. Lori simply got up and gave him a piece of toast and then led him back to the pasture.

Kye loved to lick beer out of my hand, and to have cigar smoke blown up his nostrils. He was like a big little kid.

We sold him and our other horses prior to moving to our home here in Tennessee. Whereas we used to spend most of our free time with our horses (not to mention all the time it takes to care for them), now we spend that time golfing and boating. All of our horses were picked up by their new owners on the same day. There were no tears, just heart-felt hugs, a spoken "thank you" and "I love you" to each of them, and a lifetime of memories.

Today Kye lives on a beautiful 400-acre horse ranch in the heart of Central Coast wine country, about 20 miles from the Pacific Ocean. He receives daily love and care from his retired owner, is ridden every day (weather permitting), and is frequently competing in dressage competitions.

Kye is truly loving life, and deservedly so, as he was one step away from being destroyed. He has made the most from his “second chance” in life.



**Kye with his new owner.**

A thoroughbred horse runs with total freedom. It’s what they’re supposed to do. It’s in their heart and soul to run. And the movie and book about Seabiscuit really makes this point clear.

Seabiscuit didn’t analyze the weather. He didn’t analyze the turf. He didn’t analyze his surroundings. He didn’t analyze the make of the saddle.

He just ran.

He ran as fast as he could. Gave it his best.

He won a whole lot of races, and is considered by many to be the greatest racehorse of all time.

And that’s the mindset you **MUST** have when you’re building your network marketing business.

You don’t think about it.

You don’t analyze it.

You don’t pontificate on it.

You don't make wimpy excuses.

You don't pussy-foot around.

You don't create self-imposed hurdles and barriers.

**You just let it all out.**

You just run.

You run like Seabiscuit.

And you'll win!

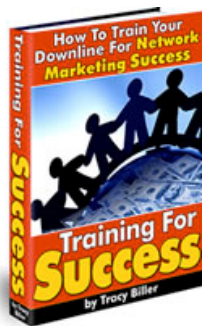
Run. Just run!

Sincerely,

Tracy Biller

email: [tracy@ultimatesuccesscds.com](mailto:tracy@ultimatesuccesscds.com)

© 2009 Tracy Biller. All rights reserved.

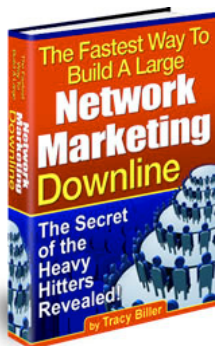


### **FREE EBOOK**

#### ***“TRAINING FOR SUCCESS”***

**How to Train Your Downline for Network Marketing Success**

Available FREE at: [www.UltimateSuccessCDs.com](http://www.UltimateSuccessCDs.com)

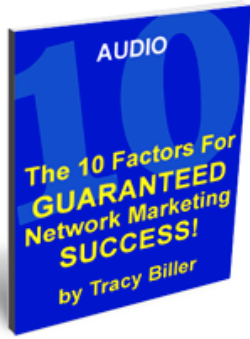


### **FREE EBOOK**

#### ***“THE FASTEST WAY TO BUILD A LARGE NETWORK MARKETING DOWNLINE”***

**The Secret of the Heavy Hitters Revealed!**

Available FREE at: [www.UltimateSuccessCDs.com](http://www.UltimateSuccessCDs.com)



## **FREE AUDIO TRAINING & TRANSCRIPT**

### ***"THE 10 FACTORS FOR GUARANTEED NETWORKMARKETING SUCCESS"***

**A Remarkable Free Audio Training Program!**

Available FREE at: [www.UltimateSuccessCDs.com](http://www.UltimateSuccessCDs.com)



## **PAST NEWSLETTERS ARCHIVE**

### ***ARCHIVE OF TRACY BILLER'S SUCCESS-TRAINING NEWSLETTER***

Available FREE at: [www.UltimateSuccessCDs.com](http://www.UltimateSuccessCDs.com)



## **FREE RECORDINGS**

### ***FREE RECORDINGS OF PAST TRACY BILLER TRAINING CALLS***

Available FREE at: [www.UltimateSuccessCDs.com](http://www.UltimateSuccessCDs.com)



## **TRACY BILLER'S MOST POPULAR ESSAY!**

### ***"RUN LIKE SEABISCUIT"***

Available FREE at: [www.UltimateSuccessCDs.com](http://www.UltimateSuccessCDs.com)

\*\*\*\*\*

This "Success-Training Newsletter" comes with reprint and redistribution rights as long as it is done so in its entirety with no editing. This newsletter and past newsletters are available as PDF files at: [www.UltimateSuccessCDs.com](http://www.UltimateSuccessCDs.com)

\*\*\*\*\*

Tracy Biller's "Success-Training Newsletter" is published and distributed by:

**Owens & Lane Publishing, LLC**  
**P.O. Box 1752**  
**Hendersonville, TN 37077**