

# The Tracy Biller Newsletter

© 2009 Tracy Biller. All rights served.

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

To receive a **FREE** subscription to “Tracy Biller Newsletter” go to: [www.UltimateSuccessCDs.com](http://www.UltimateSuccessCDs.com)

\*\*\*\*\*

## The Golfer’s Brain

by Tracy Biller – Network Marketing’s #1 Trainer

\*\*\*\*\*

Dear Network Marketer,

I have to assume that at sometime in your life you heard the late-great Paul Harvey on the radio!

I use to just love listening to his radio broadcast, and I always learned something new when I did.

On one of his broadcasts, Paul Harvey told of a research project that made me think of the network marketing distributors who’ve heard my Ultimate Success CDs tape yet are still failing.

Mr. Harvey told of a research project that was done on the brains of golfers.

The researchers hooked up an MRI to the brains of golfers to monitor their brain waves.

The golfers were divided into two groups.

One group consisted of great golfers with single-digit handicappers, known as the “Players”.

The second group consisted of not-so-good golfers who had high double-digit handicappers, known as the “Hackers”.

Once hooked up to the MRI, the golfers – both the Players and the Hackers – were told to relax and shut their eyes. Each golfer was then given a series of golfing situations. The golfers were instructed to “think” about the situation and to “visualize” exactly what they would do on the golf course given that specific situation.

Just as the researchers had hypothesized, the golfers’ brains registered significant activity before, during, and after each visualized situation. The MRI showed a whole range of “thought patterns” throughout the different parts of the golfers’ brains, exactly as the researchers predicted.

But that’s not what surprised the researchers.

What surprised the researchers is that the MRI showed that every single one of the Players – those golfers with the single digit handicaps – had a significant **LOWER** amount of brain activity during the visualized situations.

On the other hand, every single one of the Hackers – those golfers with the high double-digit handicaps – had a significantly **HIGHER** amount of brain activity during the visualized situations.

In other words, the Hackers think too much while they’re playing golf. Their brains get in the way of their success.

As one great golfer said, “The most important six inches on the golf course is the space between your ears.”

## **Apply what you learn.**

When I heard about this research project on the golfer’s brain, I immediately thought of the network marketing distributors who’ve heard my Ultimate Success CDs, yet are still failing in network marketing.

Nine times out of ten they are failing because they are thinking too much and they’ve let their brain get in the way of their success.

You see the fact is that 99% of all network marketers got into network marketing to make more money, but most of them are making little or no money with their network marketing programs,

The primary reason they’re all failing is because they received incompetent and ineffective training.

Listening to the Ultimate Success CDs guarantees that you receive competent and effective training. But that's only half of the success formula.

The other half is that you have to apply what you learn on a consistent daily basis.

And unfortunately, many people don't do that. They just don't allow themselves to put all the "thinking" aside and simply do what needs to be done. Either they choose to be over-analytical, or they choose to procrastinate, or they choose to be lazy, etc.

In other words, their brains get in the way of their success.

Instead, they should be more like the great golfers in that they should choose to "turn off" their brains and simply do what needs to be done. Believe it or not, it's an extremely easy thing to do!

Sincerely,

Tracy Biller

Email: [Tracy@UltimateSuccessCDs.com](mailto:Tracy@UltimateSuccessCDs.com)

Web Site: [www.UltimateSuccessCDs.com](http://www.UltimateSuccessCDs.com)

© 2009 Tracy Biller. All rights reserved.

\*\*\*\*\*

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**