

The Tracy Biller Newsletter

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The “light bulb goes on” for distributor Juan Salone

Here’s a letter every networker should read!

Dear Network Marketer,

Before I was even finished reading Juan Salone’s letter, I knew it was special, and I wanted to share it with my customers, students, and subscribers.

I immediately called Juan to ask his permission to feature it in a newsletter. I told him that his letter was chock-full of great advice, passion, and conviction.

Juan graciously agreed to let me feature it in this newsletter.

On the next page is Juan’s letter. Read it thoroughly, and I encourage you to share it with your downline.

Letter from Juan Salone —

To: Tracy Biller
From: Juan Salone
Subject: THE LIGHT BULB GOES ON!!!

Tracy,

All I can say is WOW!!! What a beginning to an eventful journey!

I purchased a lead package a while back and never did any thing with the leads. I was waiting for that “perfect moment” to get started.

Isn't that what you teach, that most folks don't do anything with their leads? (Imagine that! I was one of them!)

So I purchased another set of leads for the Prime Recruiting Season. But once again, I sat on my butt for another two months, waiting for that “perfect moment” to **start** making my calls.

But the problem is that the so-called perfect moment never came!!! I've come to realize that there is no perfect moment! We just have to get started!

I remembered your newsletters titled “**This is your competition**” where you tell about all the goofball distributors, and I realized that I was one of the goofball distributors, and I decided right then and there to end the nonsense.

Well . . . today I finally got started on my 90-Day-Blitz. I got off my rear and made calls for three straight hours from 4:30pm to 7:30pm.

I have no amazing sign-up stories and I didn't achieve anything spectacular during those three hours.

But something did happen that is truly amazing! What happened to me is that THE HUGE LIGHT BULB WENT ON that said, "**What Tracy Biller speaks is nothing but the TRUTH!!!**" The light bulb went on as I made calls today for the very first time.

I'll admit that I was scared, nervous and all that. But here's what I found . . .

After the first 10-15 calls, all of my fear and nervousness went away. So by "taking action", all of the fear and nervousness just sort of disappeared. I remember you teaching that!

Also . . . the "no's" I got from people didn't kill me. You teach that, too!

Also . . . and this is most important thing . . . what I experienced is that in my first 20 or so call, some the people had already been contacted prior to me calling. But after that, absolutely NO ONE that I connected with had been contacted!!! THIS IS EXACTLY AS YOU TEACH ON THE ULTIMATE SUCCESS CDS!!!

You teach that the majority of people will never get started making calls. And then you teach that some people will start to make calls, and they'll make maybe 5-25 calls, if that, and then they will QUIT!!! They'll say the leads weren't good, or the leads were over-sold, etc. etc. **STUPID! STUPID! STUPID!**

Here's the cool part . . . from the 30th call all the way through the 150th call, I got results! That is what we are looking for! Those are the diamonds! I realize that I just have to "dig" for them. I just have to make the calls.

So many of us want to walk down the street and find diamonds just laying out in the open without having to dig for them. I've learned that you have to dig for the diamonds.

I've got on my prospecting gear now! It all makes sense!

Tracy . . . I finally got off my rear and made the CHOICE to go to work today and make the calls, and after a couple of hours of dialing I now have some honest-to-goodness network marketers who said "yes" to taking a look at my business. Wow!

I can see clearly now, that by doing this every day I will succeed in network marketing.

The better I get at implementing the strategies and tactics that you teach, the better my results will be!

I truly appreciate all of the effort and time and talent you put into your trainings!

I look forward to speaking with you sometime soon to share my successes!!!

Cheers my friend,

Juan Salone
Phoenix, Arizona

I wish everyone in the industry could experience the "light bulb going on" as Juan has.

Sincerely,

Tracy Biller
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