

The Tracy Biller Newsletter

© 2011 Tracy Biller. All rights reserved.

The “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

To receive a **FREE** subscription to “Tracy Biller Newsletter” go to: www.UltimateSuccessCDs.com

Top Earner tells the truth.

Dear Network Marketer,

My last newsletter was titled “Want proof? Just look around!”.

Many people emailed me in response to it, and every single one of them said virtually the same thing, that being, “Right on! Right on! Right on!”

I want to share with you one email in particular. It’s from David Sims of Carson, California.

Here’s what David wrote in response to the “Want proof? Just look around!” newsletter:

Hi Tracy,

So well said!

Just two weeks ago there was this BIG GURU network marketing training in Las Vegas and it was billed as the “ultimate 3-day event” in the industry!

Top Earner tells the truth.

Copyright © 2011 Tracy Biller. All rights reserved.
www.UltimateSuccessCDs.com

But from the great training you provide, I knew there was no magic bullet or "next great strategy" out there. So I decided to save my money and use it more productively, like buying more target market lists.

So . . . here's where it gets interesting! After the big training event, the MC [master of ceremonies] of the whole BIG GURU training held a webinar, and in his webinar he told people that these were the most important things he got from that big event:

1. The Internet Is Just A Tool

2. You Need To TALK To Prospects

3. Pick ONE THING And Stick With It

4. The distributors with the Biggest Checks did it "old school".

Old School to me means that they built their organization big and fast by sponsoring from their target market!

This sounds a lot like what you have been saying all along!

I know I've told you this before, but thanks for all you do and for always telling it straight!

David Sims
Carson, California

I read David's email and I literally laughed out loud.

I mean . . . think about it! The young “rock stars” of the network marketing industry put on a HUGE training event in Las Vegas, during which they all talk about their various online marketing strategies.

And then right after the event, the “master-of-ceremonies” of the whole big training event does his own webinar, and tells his listeners the following:

1. THE INTERNET IS JUST A TOOL!

(I’ve been saying for years that the Internet is just another communication tool.)

2. YOU NEED TO TALK TO PROSPECTS!

(I’ve said it before and I’ll say it again: the telephone is still your most powerful and productive communication tool, and should be used as your initial communication tool when recruiting prospects from your target market lists.)

3. PICK ONE THING AND STICK WITH IT!

(As I said in my previous newsletter “Want proof? Just look around!”, most failing network marketers are like a candle in the wind. Like a flame that leans to whichever way the wind blows, the failing network marketers gravitate to the so-called “next great strategy” for succeeding in network marketing. What these failing network marketers simply don’t understand is that there is no “next great strategy” for succeeding in network marketing. What these failing network marketers don’t understand is that there is ONE and ONLY ONE time-proven strategy for building a downline quickly. It’s the most proven, productive, and profitable recruiting strategy in the history of network marketing. It’s the strategy of recruiting the Target Market — people who already exhibited the desire to do network marketing by virtue of the fact that they’ve already been in network marketing at least once. It’s exactly what’s taught on the Ultimate Success CDs. If you want proof of this, then all you have to do is look around the industry!

4. THE DISTRIBUTORS WITH THE BIGGEST CHECKS DID IT OLD SCHOOL!

(By “old school”, that simply means you CONTACT a prospect via the phone, you ASK them a simple question [i.e. “the 30-second pitch’], you put your PERSUASIVE SALES TOOLS in front of them, then you CLOSE them.)

I am not surprised by what the MC told his listeners in his webinar. Such a thing happens all the time. A big training event takes place, and then afterwards a top earner tells his/her downline to basically ignore what they heard in the training, and do only that which is time-proven to work.

If you haven't read "Want proof? Just look around!", I encourage you to do so. It's available at my web site:

www.UltimateSuccessCDs.com/Newsletters

Sincerely,

Tracy Biller

www.UltimateSuccessCDs.com

© 2011 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

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

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