

ISSUE: 32

Developing a Winner's Mindset

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Howard G. Sartin, PH.D.
Founder and Chairman of the Board



A NOTE FROM THE PUBLISHER.

On all of our seminar fliers this year we've incorporated the phrase:

"There is absolutely no reason why any serious practitioner of the Sartin Methodology today should be suffering any cash flow problems as a result of our neurotic economy."

Never have I made a statement with more conviction or sincerity. Too many clients from all educational, professional and environmental backgrounds, people from all walks of life, are winning consistently. Too assure everyone of the opportunity of joining this expanding group of consistent winners, I have ignored all sound advice regarding commercial and profit considerations and substantially lowered the cost of advanced training via instructional manuals, classrooms, workshops and seminars.

I know many of you will reject this conclusion, but I'll offer it anyway. The only reason why the 18% of our clients who have had at least six months access to our material and are still not winning is purely psychological! Those with less than six months tenure can be excused because they are still adapting to our contrarian logic, esoteric language and polemic views.

In the Psychology of Winning I have featured a wide variety of clinical reasons for lack of success. Many of you have taken them to heart and have worked toward correcting them. However, by a wide margin, the chief reason for our 18% failure rate stems from clients trying to go by mainstream rules regarding contender selection and accepting conventional guidelines as to what constitutes a playable race. These two factors apply even to those who are enjoying success by winning lots of races with the Methodology but are enjoying only the low mutuels garnered through conventional selectivity rules.

When someone succumbs to either of both of these twin win proficiency and profit destroyers, they demonstrate stubborn resistance to the true essence of the Methodology. They are saying to me, in effect, "I'll use your programs because they're the best around, but I do not agree with most of what you say or do!"

In fact I received a letter last week with those very words. I also received twenty-six letters from winners attributing their success more to the acceptance of our philosophy than to just our software. It is one thing to arrogantly oppose my edicts after becoming a winner. I even encourage it. Thumb your nose and tell me to go to hell. That's fine with

me. But . . . wait until you succeed! When losers do it, they merely cut themselves off from the source,; which is like cutting off one's nose to spite one's face. I'm not a contestant in a popularity contest. Healing arts professionals learn this early in their training. Their job is to cure, not to join a Dale Carnegie group learning how to win friends.

In order to help people to change their lives toward their personal goal of handicapping success I have learned from long experience, what specific kinds of information and therapy dispensed in equal doses, produce the maximum success rate. My basic prescription is *DO NOT TRY USING THIS METHOD AS PART OF A SMORGASBORD WITH OTHER PROCEDURES!* Above all, eschew conventional wisdom in the area of what allegedly constitutes a "playable" race. The mainstream definition here is those races that mainstream experts can win. You should handicap the kinds of race you can win. If you properly apply your handicapping tools, that will be virtually any race in which all contenders have at least three North American pace lines. (Two if your idol is Jim Bradshaw.) Those who ignore this edict have been, and will continue to be, the victims of their own stubborn resistance.

* * * * *

In reviewing the multitude of subjects contained in our large assortment of manuals, I see that we have literally written volumes, thousands of pages of instructional material. Some clients have obtained almost everything we've written; others very little. Along with new subject matter, all of our seminars and workshops are designed to review and restate any of the material clients may have missed. To bring others up to speed, future *Follow Up's* will be offering pertinent excerpts from past manuals as I do in the Q & A with the Doc segment in this issue.

* * * * *

Also beginning this issue is the multiple part series by Jay Elliott. Jay was once euphemistically referred to as "poor ol' Jay" because of his long struggle to achieve consistent success. Jay has always been one of the most decent and loyal members of our PIRCO family. If he had any fault it was in being overwhelmed by "expert/authority" figures whose advice he once followed almost slavishly. He found it difficult to reconcile the disparities found in the advice of experts, so he zigged and zagged trying to appease the edicts of them all.

He found his biggest problem lay in trying to adjust pace lines from pace par values which he dutifully kept for every track in California. He collected data and stored it for many years. Finally he decided to eschew the edicts of "experts" and embark upon a research program of his own. He discovered many things, the most remarkable being what he calls "Energy in the wings." Using the 2nd Call as a fulcrum, he explores the values of the two fractions surrounding Second Call-Turn Time and Final Fraction. The result makes not only for a bit of fascinating reading, it turned Jay into a winner.

Now, instead of driving an aged clunker and wearing old clothes, Jay motors in a shiny new model, wears genuine leather jackets and cowboy boots on a par with Jim Bradshaw's. Frankly, it couldn't have happened to a nicer, more deserving guy.

The Strange Increase in Turn Time Efficiency

Since the publication of James Quinn's *Recreational Handicapping*, Tom Brohamer's *Modern Pace Handicapping* and our book *Pace Makes The Race*, we have noted a sharp increase in the statistical win probability of the top two rated Turn Time horses. From 1975 through 1989 the top two Turn Time (hidden 2nd fraction) who were true contenders won at an overall rate of 48.5%; about 54% in sprints and one turn routes and 43% in two-turn routes. Since 1989 the averaged has continued to soar. The latest figures showing the top two 2nd fraction true contenders winning at a 59% clip in sprints and one turn routes and 53.5% in regular routes. The average is now at about 56.25%, an increase of about eight percent or two additional wins per 25 races.

While there may be many explanations for this dramatic increase, the one that first comes to mind is that trainers are beginning to recognize the win potential of Hidden Fraction moves and are conditioning their charges accordingly. As any animal behaviorist knows, horses can be conditioned to make an abrupt move at any point in time through specific positive reinforcement response conditioning similar to that Pavlov employed with his now famous dog.

A high pitched cry of "Whoopee" or some other unusual utterance from the horse's rider along with a specific tapping of the whip at the beginning of the turn would start the conditioning in motion. Then, when the horse responded appropriately, the same cry and whip tap is given immediately at the finish of the training exercise accompanied by affectionate pats and a taste-treat: sugar, an apple or juicy carrot.

After sufficient conditioning under such circumstances, animals will begin to respond automatically with improved turn time performances. Popular conditioning uses similar techniques to get horses fast out of the gate and at the top of the stretch. At this latter point the use of the whip and a loud cry may well be too late.

Quinn's book are very popular with horsemen; both owners and trainers. Brohamer, endorsed so strongly by Quinn, is also becoming the darling of the horsy set. Both Quinn and Brohamer have made numerous references to the Methodology as source material.

Perhaps we are truly affecting the trainer fraternity without realizing it. Something is causing an influx of top turn time winners at all distances. Thoromation clients, especially, are reporting a plethora of winners coming from their 100 rated horses in the EXDC Deceleration Ratio "2nd" readout. More winners than place horses are coming from the DPH second frame on the Stop Action Instant PREplay screen. And likewise from the Mkp readout.

These figures represent considerably more than just 2nd Fraction alone. They are acutely sensitive to the kinds of mid race moves that are sufficient to keep other contenders from running their projected final fraction.

Editor's Column

Washington State Workshop Scheduled!

More on the way!

After years of listening to people complain that we never do anything in their area, this year we are taking to the road in a big way. April 10-12 we are in the San Francisco area, and we just scheduled a visit to Seattle. We will hold a two day workshop May 30 - 31 (the weekend after Memorial Day). Doc, Tom Hambleton and I will be joined by the Washington State PIRCO teachers Ginny Butler and Bruce Jorgenson. The emphasis will be on Total Pace Ratings, but we will also cover the most current Methodology programs, Thoromation and ENERGY!.

The workshop will be all day Saturday, and then Sunday from 9 until Longacres starts. We will be at Victors (at Nendels), which is right across the street from Longacres. We've been there before, and it's a five minute stroll to the track. The cost will be \$150 per person (\$200 for married couples). If you want more information, please write the office; otherwise, just send in your fee. First come, first served, and we would hate to have to turn you away; seating is limited and we expect a sellout.

As for the rest of the year, we have penciled in workshops in Philadelphia and Florida at Calder. Watch this space for further details as they develop.

* * * * *

As I have mentioned in the past, I have a great deal of respect for the work done by Dave Schwartz at NeuroNet (the developer of ThoroBrain). One of the areas where Dave is especially creative is in money management. Though Dave understands "classical" money management, as advocated and developed by Huey Mahl and Dick Mitchell, what I like is that he has also factored in some real world concepts, such as panic during a losing streak, and come up with some very usable money management plans.

By far the best, and the most complex, is called Horse Market Investing. It is so complex that most people walk away shaking their heads. I know I could never bring myself to do that much work between races just to figure my next bet. It took Dave about 40 pages to set out all the rules and procedures, and that is just too much like work for me. However, it is so intriguing that I kept wanting to use it. Enter Joe Burkeson. He has written a very nice little computer program that takes all the tedium out of using H.M.I. and makes it sing.

The program is available for the Sharp 1360 (and maybe others) handheld computer (of course, you must be at the track or racebook to use this). I would *strongly* recommend that you read Dave's treatise on the procedure before you jump into the program. You can order the H.M.I. booklet from NeuroNet at 1890 Dickerson Rd. Reno, NV 89503. (702) 324-1177. The program is available from Joe Burkeson, 206 Ogden Ave. Jersey City, NJ 07307. I'm sorry, but I don't have prices for either.

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An Interview With Tom Brohamer

Reprinted from Brain Waves Racing Newsletter

For those of you unfamiliar with Brain Waves, it is the newsletter brought to you by Dave Schwartz and the merry band at NeuroNet Development, the producers of the ThoroBrain neural network handicapping program. Though most of the newsletter is about handicapping with ThoroBrain, (just as most of *The Follow Up* is about handicapping with Sartin programs) it has much of general interest as well.

One of the most interesting features they have is a series of interviews with successful handicappers around the country. In their last issue, they featured an interview with our very own Tom Brohamer. Both Doc and I thought it captured much of the mindset of a professional plying his trade, and that it was valuable enough to share with you. Dave Schwartz graciously allowed us to reprint it. Those of you interested in Brain Waves should contact NeuroNet Development at 1890 Dickerson Road, Reno NV 89503. The subscription also includes Dave's par times every month, which are the best around. He seems to be one of the few actually doing the work, and not just copying from everyone else.

* * * * *

Brain Waves: Tell us something about Tom Brohamer, the person.

Tom Brohamer: Well, I'm a family man, a golfer, and a fisherman. I pretty much have tunnel vision these days towards the racetrack. My interest has narrowed somewhat over the years.

BW: What do you mean by that?

Tom: Because most of my waking moments are spent reading and researching racing. I've lost some of the outside interests that I once had. I used to play chess. I don't read as much as I used to, at least as far as fiction is concerned. I've just become kind of tunneled into the racetrack.

BW: For most people, racing is an avocation long before it ever becomes a vocation. In your case, has it become both?

Tom: Yes.

BW: Is it now becoming more of a vocation? Is it becoming less fun?

BW: Oh, yeah. It's been less fun for the last couple of years. But I've got to tell you that I wouldn't do anything else. I mean, I love it. I still have a lot of fun at the track, but when the major source of your income depends on it, it's more pressurized than it used to be.

BW: When did you first get interested in horse racing?

Tom: My parents used to go to the races a lot when I was a child, so I was interested in the races even then. About 1967, I came across the

Ainslie book and I became very interested. I used to work for Pacific Bell, who were headquartered in San Francisco. While I was on a two year headquarter's assignment, I lived down the street from Bay Meadows. At that time, I became very interested in racing. Since about 1968, I've been dedicated to racing.

BW: Did you have high expectations of profits from the very beginning?

Tom: No, I didn't. I didn't know that much about it, although it did pay for a few Christmases early on. My goal at that time, in the sixties and seventies, was to supplement whatever retirement income I wound up with income from the races. I could see that it could be done. My wife and I were kind of winners right off the bat with it. Not major amounts of dollars, but enough to encourage that point of view, anyway.

BW: So you developed an interest from your parents. Did both of your parents play the races?

Tom: Well, my mother used to just tag along while my father played.

BW: Did he win?

Tom: Oh no. No, I don't think so. Occasionally he had the good score. I remember one time he bought a washing machine and several other things. He's not a player. He plays because he enjoys the races and has a good time there.

BW: So you started playing in 1967. Were you married at the time?

Tom: Oh yes.

BW: How old were you then?

Tom: Twenty-seven.

BW: When did you start to really believe that you could beat the game?

Tom: That's easy to pinpoint. In 1980, I left my position and went to work for myself. We had a family business that had been operation for a couple of years with reasonable success. About 1981, we had a recession and most of the companies that we got our business from began to do their own work. As a result, that business went belly-up while I was involved in it. I was stuck owing major amounts of money to the I.R.S., the State of California and a couple of banks. I found that I could pay that off by playing the races. In fact, I paid it all off by playing the races.

BW: The world knows you as a pace handicapper. Has this always been so?

Tom: Oh, no, no. I started with the Ainslie material. In his book, he mentioned a number of "plus factors" and I handicapped around that. I qualified horses for myself, so that I had something to follow. I don't have to have an outline, but I normally create it for myself if what I am

working with does not have a framework. So I put that into a framework that I could live with. Then I got involved with the Ray Taulbot stuff, which is pace handicapping on a simplistic level. In 1975 or '76 I came across the Andy Beyer stuff and became an avid speed handicapper during that time. I did all my own charts for all the California tracks, and I played reasonably well. So many players became good speed handicappers that the prices began to drop considerably.

In 1980, about the same time I was involved with the business I mentioned before, I became acquainted with Howard Sartin. I did a little research for him and he asked me if I wanted to be a part of a group he was forming, which was PIRCO. I became a Sartin client, member, and friend in 1982. We've been together ever since. That's when I became a dedicated pace handicapper. All of a sudden, the \$6 and \$7 horses I had been getting were paying \$9 and \$10. In fact, it was Howard's stuff that got me out of debt.

BW: So you found that pace handicapping lead you to higher prices. When you became a pace handicapper, did you find that your win percentage went up as well?

Tom: No, not necessarily. I am a pretty conservative player and always have been, so my win percentage has always been high. As a conservative player, you tend not to get the higher priced horses that someone with a more flexible attitude might get.

BW: How would you describe your win percentage?

Tom: High.

BW: Can you get more specific?

Tom: Well, no. It fluctuates depending upon my attitude toward the play. This is a hard subject to address. If I am very flexible in my play at any given time, my win percentage is down and my prices are good.

In truth, I could care less about the win percentage. It's the dollar return on investment that counts. That runs anywhere from about 40 cents to about 65 cents on the dollar at any point during the year. Right now it is running significantly higher than that.

BW: I find that some of my most profitable times come when my win percentage drops a little bit because the prices usually go up enough to more than compensate for the decrease in winners. Do you find the same thing?

Tom: Yes. That's why I have a problem with the win percentage question. If I am more flexible in my handicapping, then my win percentage is down and the prices are up. I don't care which way it comes to me. People have a tendency to overemphasize the win percentage. As a result, I de-emphasize it and don't spend much time on win percentage. I used to keep records religiously. I mean I kept every bet, every dollar,

everything. Now, it's the plus or minus. It's the bottom line that is really important.

BW: Do you feel that pace handicapping is the best way for most players to beat the game?

Tom: When you say most players, you have to know that an awful lot of players that have no clue as to what is going on at the race track. If you hand them any kind of sophisticated pace analysis method, they're going to be lost anyway. The question was: is it the best way for most people. If the person has a good head on his shoulders, I think it is one of the better ways without a doubt. On the other hand, a lot of people do not have a facility for numbers and as a result they should stick to something a lot simpler. Some kind of a "points system" would be good for those people.

BW: As a public figure in the horse racing industry, many people have a tendency to make you a "guru." Is this an uncomfortable position for you?

Tom: No, it doesn't bother me. Howard's the Guru of pace handicapping; that's his position in life. I'm kind of low key on everything and I don't think about it a whole lot.

BW: People try to distinguish the differences between who you are and who they are. What makes you win? In what ways are you different than most players?

Tom: Well, one of the things that makes me win is the thing that makes me a poor gambler. I am a very conservative player. Plus, I am an analytical type. Until I am convinced that something is going to work, I don't do it. You'll find that in most of the Sartin programs, for example, I am not one of the testers. The reason I am not one of the testers is that I am just willing to go out on a limb. Also, I have a lot of patience. I can pass on a lot of races. I think these are the things that have made me a winner from the time I started. I have always been a conservative player. It used to drive some to the people around me crazy because I wouldn't play. Rather than being overly adventurous, I am actually too conservative. I have a tendency to leave a lot of money on the table. Even when I am really hot, I don't capitalize on it to the extent that a true gambler would. I have seen players around me, using the same horses I do, my selections, make five times what I make on a given day. Unfortunately, when I'm not so hot, I'm liable to break even and they're liable to take a horrible bath.

BW: Does your confidence ever get shaken when you go into a losing streak?

Tom: Oh, yeah. But not very much. I've been doing this so long now that I just don't get too shaken. Since I started doing this full time in 1987 (when I took early retirement), my losing streaks have tended to be really short. After repeating that so many times, I just don't get too shaken because I know I'll come out of it right away.

BW: You've developed continuity.

Tom: That's right. Once you develop that, a bad day just won't effect you. One of the hardest things I had to get over was the "bad day."

It's hard not to look at a given day too harshly. The goal is to take a series of days and look at that series. A lot of people will come home either on a high or a low based on how they did that day. When I finally got over that, which was quite a while ago, six or seven years at least, that on day didn't bother me because the next day would be good, or if no, the day after that. That is the hardest thing to overcome for most players, I think. I know it was for me.

BW: I think that part of that is because people have an unrealistic expectation of the races. They jump from method to method until they find something that works. Then they go to the races and hit 4 or 5 hot days. They think, "Okay! This is the way it's going to be. I've arrived." Then as soon as their performance slips a little, and they may not even be losing, they want to start making changes.

Tom: David, let me share a story with you. I've been giving support to a number of PIRCO clients over the years. Not so much now as in the past, because of the demands on my time as a full-time player. One of the calls that I have gotten probably a hundred times now, and I'm not exaggerating, goes something like this:

"Golly, I'm not playing very well."

"What's wrong?"

"Well, I just had 5 winning days in a row. I've hit 70% over a two week period and all of a sudden I've had 2 losing days in a row."

"Okay. How many plays does that represent overall?"

"About 40."

"What was the win percentage?"

"Well, I had 25 winners in 40. What am I doing wrong now?"

The object is to look at the whole 40 or 50 or whatever that sequence of plays is. But people seem to panic immediately. Horse players probably have the most fragile egos of any sport or endeavor that I have ever seen.

BW: I get the same kind of calls. The caller relates the story you just described and then says he's thinking of making a few changes and he just wants to know what I think of the changes. My response is: "Why change anything?"

Tom: If it ain't broke, don't fix it. People tend to tinker a lot. Too much, I think.

BW: Would you say it takes an exceptional person to beat the game?

Tom: Define exceptional.

BW: That's what I had in mind. What kind of person does it take to beat this game?

Tom: I don't think it necessarily takes a high I.Q. I don't think that's part of it. I have a good facility for numbers. In fact, I require that in order to play my best. But I don't think it takes that either. I think attitude is so much of it. Of course, you need a winning method, something that you can trust over a period of time. In other words, don't panic, don't fix it if it's not broke, don't tinker with it. More importantly, I think you must have a calmness about you at the racetrack. One or two losses shouldn't panic you and one or two big wins shouldn't make you think your King of the Hill. Conservative play helps. If you are going to grind it out, conservative play is necessary. If you are a gambler type, then a strong winning method is a real requirement for you.

Back to exceptional for a minute. I don't think that it takes any kind of exceptional person. But I do think it takes a definite personality. The kind of person that stands in line and watches the player in front of him make a \$500 win bet and then changes his own bet is not going to make it. You must be somebody that believes in him or herself, and has the calmness and self-assured confidence. They need the ability to keep their head on straight and not panic over one day or get too high over one day.

BW: Is confidence the major issue?

Tom: Yes. Confidence and attitude.

BW: The question then becomes "How does one get the necessary confidence?" My experience has been that you must have the confidence to win, yet most players are trying to win in order to build the confidence.

Tom: That's right. It's sort of a "Catch 22." The only way you can get the confidence is by repeated success. This means that you must have the proper attitude to start with. Not so much the attitude that "I'm going to win," but rather the attitude that says "I'm not going to panic." Then you have to have the repeated success at the race track to develop the confidence. Remember, as I said before, that the hardest thing for me was getting over looking at a single day as my whole life. A day at the race track was either a huge success or a tragedy. Once you get over that, you've got the confidence. There is no easy way to get it. The only way to get it is to work at it.

A call I get often is: "Do you think I can make it at the race track?" Now, this could be from a complete stranger! I tell them: "It beats the hell out of me whether or not you can make it. How long have you been doing this?"

"I've been playing about six months."

Now, this is about like asking someone to remove an appendix who hasn't been to medical school, right? I mean, you've got to pay a price here.

BW: I agree, although I don't think the price is measured in time.

Tom: No, no, no. It's measured in success. You've got to come across something that works for you and works for your personality. Then

you have to use it for a long enough period of time to be able to know that in the middle of a bad streak that it will turn around and you'll get in all back and come on to the good.

BW: How important is a second income to a professional or would-be professional?

Tom: Back to the same telephone call: "Do you think I can make it at the race track?" Generally, I ask: "Do you have a second income?" or "Does your wife work?" The reason for that is that most people that try this a first time wind up trying it a second time. The first time they're not prepared for it. They don't know what's in front of them. Fro the most part, they don't have that second income.

Now, I played well for a long time and I had been a winner for a long time. But, I've got to tell you , in 1987 when I took early retirement, which was not really designed for someone my age, I just squeezed through the guidelines, it did provide that consistent income. As well as I was playing at the track, I wasn't going to go full time without that steady income to back me up. There is just too much pressure involved. I think it is terribly important to have that second income because very few people have the confidence, gambling skills and presence of mind to do this absolutely full time with no other income.

BW: How many of those people do you know?

Tom: I'm not sure I know any, to be honest. Occasionally I'll meet someone who says: "I do nothing else." But then you find out they have a 900 service, a variant service or some other income source related to racing. I'm an example of this. I have my variant service.

Here's how I play. I play the Santa Anita meet, from December 26 to the end of April when Hollywood Park opens. If I play well at that meeting, and fortunately I have every year, then I really don't have to play the rest of the year. If, on the other hand, my entire income was based upon that, I'd have to continue to play throughout the rest of the year. My energy level is such that I need time off from the races.

BW: Many of our clients are currently laboring at a job they don't like, perhaps struggling to make ends meet. In general, they are not satisfied with their lives. They see racing as their salvation, their personal escape. Would you say that there is strong potential here for setting oneself up for failure?

Tom: I think so. In my own experience, I didn't hate what I did. The company was fine, they had been very good to me over the years. Extra good because of the early retirement. I just had something that I wanted to do more. It was a smooth transition for me.

Back to what you said: the people that I've seen try this because they hate what they're doing tend to distort their own logic. They convolute it to the extent that they play because they feel they will succeed when, in reality, they play because of that bad job. People set themselves up badly in this respect.

BW: You mean they see playing as their only acceptable alternative and that's the wrong reason?

Tom: Right.

BW: Many of the problem calls I get are from people whose lives are in a shambles. I mean, they are unhappy in their job, money is tight, they are constantly at war with their spouse. Often horse racing is the major bone of contention. Don't you think they should get their personal lives in order before they try racing full time?

Tom: I think so. Your idea to interview my wife Shirley is a smart move (Editor's note: this will be in the next issue of Brain Waves). I've got to tell you, she's very low key, very supportive and since we've made money at the races for almost our entire married life, she's conditioned for it. She understands when I'm playing well and when I'm not. What I mean by that is she doesn't say: "I need some of your bankroll because I want to go on a spending spree." Her understanding is very important. There is a lot she can tell you.

BW: Do you see your horse racing endeavors as a stand alone business, separated from your personal life as much as possible?

Tom: Yes, as much as possible. That's why I go camping every year for several weeks.

BW: Do you run your handicapping like a business?

Tom: Yes.

BW: Do you draw a regular paycheck?

Tom: I "spike" it every month. I have my retirement check, but that is by no means a sufficient income, it's only about half of what I have to have every month. So what I do is cut my bankroll every month. During the Santa Anita meet, I cut spike it for four months, but I am spiking for twelve months of income.

BW: Would you elaborate on Shirley's role? You mentioned that you've had the necessary confidence for a long time. What about Shirley's confidence level?

Tom: There is sort of a mutual understanding. Our attitude is: "If you think you can do it, you're sure you can do it, then go do it and I'll back you up."

BW: What about before the time when you had the continuity, the track record to prove it? Did racing ever cause friction between you two?

Tom: Not at all. At that point, I treated it like a hobby anyway.

BW: Do you think that much of the friction between horse players and their "significant others" could be caused by the player's lack of openness regarding the finances?

Tom: Certainly. The way I did it with Shirley was simply to share everything with her in terms of how I was doing. Even when it was a hobby, we paid for Christmas with it and we'd take a vacation after Santa Anita closed every year with the profits. She is always welcome to look at my records if she is interested. The openness and the sharing is what develops that trust. If you are doing poorly and you try to hide it, that's going to build distrust. You can't hide it because there is no income.

BW: Many people will read this interview with one primary question in mind: "How can I become a winner at the races?"

Tom: First of all, the math of racing comes into this. There are always going to be more losers and non-winners by far than there are winners in the first place. That's a given. There are a lot of people that should probably stick to this as a hobby. There's just no other way around it. The ones that are going to win are the ones that are going to be able to accept the races with a level head, with a decent selection process, and the tendency to not chase or "play."

In other words, the ability to categorize the kinds of plays that are profitable for them and eliminate the others. You can't "play" at the track and expect to win. Make sure you put quotes around that word. And you can't chase nine races a day, either. You just can't do that with any degree of success. Especially if you're going to do it for a lot of days. It just doesn't work that way. One of the most important things is developing the ability to look at a race and say: "This is the kind of race I excel in, I'm going to make a bet." The only way you can know this is to keep records. If you keep good records, you will develop several levels of profitability. Certain races you will really excel in, others you will make a small profit from and some kinds of races you're going to lose. I don't care who you are, you're going to lose in some kinds of races. When those kinds of races come along, it's better to just close the bankroll or make a \$2 bet. Concentrate on the races you can win. Most people aren't willing to do that.

BW: Considering all that has happened in your life, early retirement and all that, if you had it to do all over again, would you have become a professional sooner?

Tom: Probably not. For one thing, all of that background constitutes a learning period. It is from that period that I derive whatever confidence I have now. Perhaps if I had jumped in sooner, I would have been just like everybody else. I'd have been unprepared and probably would have had to try a second time if I failed at it. No, I wouldn't do it any differently at all. For one thing, I've got a retirement income now. I'm 51, have been retired for 4 years and we do anything we want all year long. I wouldn't trade a thing, to be honest with you.

BW: Do you ever feel the urge to encourage someone else to become serious about horse racing?

Tom: No. I tread very carefully. You can't look into someone else's soul. No matter how well you think you know somebody, to send them out as

a professional horseplayer and then to find that they had character flaws or attitudinal flaws, other things that keep them from succeeding . . . all of a sudden you're responsible for that. I just wouldn't encourage anyone to do that. It has to come from themselves. I can advise someone as the method or what it takes to keep your head on your shoulders at the track, but I wouldn't push anybody in that direction. I wouldn't push anyone away from it, necessarily . . . well, there are people I would push away from it, obviously. But I wouldn't push anyone too strongly toward it.

BW: On the subject of "wantnabees," if someone comes to you and says: "Tom, I really want to become a professional handicapper," do you hear that the same way you would hear a fifteen year old boy that said he wanted to become a major league baseball player? On the one hand, that is a worthwhile goal, but on the other hand, you would hesitate to encourage him to give up his interest in going to college.

Tom: Yes. I like the way you phrased that, because that's exactly where I stand. There are a lot of "wannabees" out there. People who say: "I'd really line to do this for a living." Most of those people fail. Again, the mathematics of the game dictate that there have to be a very low percentage of players that are successful. So immediately, when someone says they want to be a professional player, that person has just a few chances in a hundred of making it.

BW: On the other hand, the fact that they know enough about the game to be talking to you, as opposed to their Uncle Bill, says that their chances are better than average. What you're saying is that the game is really tough, right?

Tom: Sure it's tough. First of all, most hobbyists, recreational players, whatever you want to call them, have very unrealistic expectations about what a pro actually does. For example, I just did two 900 numbers for special occasions. One for the Breeder's Cup, which I did terribly on, and the other for the Cal Cup, which I did very well on. James Quinn and I do a Saturday-Sunday seminar during Santa Anita. People that phone those 900 numbers or attend our seminars often have very unrealistic expectations of what they're going to get from us. They think that if you are James Quinn or Tom Brohamer that you're going to win 7 of 9 every day. It doesn't work that way. It just doesn't. Yet people expect that.

That's why I have always hesitated to do a 900 service. I don't want to be in a position of leading non-serious players down some garden path. As a result, they underestimate their own abilities. They think that if they are only getting 20 cents on the dollar, it's not good enough. That's terrific! It only takes a little bit of improvement to make that a full time achievement. They think the pro is getting \$1.00 or \$1.20 back for every dollar and that's just not true.

BW: Can winning be taught?

Tom: Yes, I think so. Aside from the basic outlook of the player, which we've already talked about, yes. Even though the gambler has got the best chance of taking the whole track at one time, he's got less chance by far of winning over the long run. That is something that you can't teach. If the player has deep-rooted gambling instincts that are irrational, he's

going to lose. I haven't met too many people that are very, very good handicappers and very good gamblers. They tend to be one or the other. The really strong gamblers don't usually do very well at the race track because they are on highs and lows all the time. But you can teach winning skills.

BW: On the subject of variants: do you suggest that building your own variants or subscribing to a variant service such as yours is worthwhile for everybody who is a pace handicapper?

Tom: First, if the handicapper has the time, building your own variants is a great learning experience. But it is very time consuming. It's like having a vasectomy. You only want to do it once. If you can find a good source of variants and you're not a full time player, it is probably best if you subscribe. On the other hand, if you are a full time player, it is probably best if you stay on top of things and build your own.

It does many things for you. First off, it gives you a feel for the quality of the 2 and 3-year old crops based on the figures that you made the year before. Figures will give you the best idea of whether or not a horse can step up in class. Horses that win at \$12,500 with a \$16,000 figure can probably step up to \$16,000 and win. Horses that win at \$12,500 with a \$12,500 figure probably can't. The best way to be sure of that is good figures. When a horse steps from a maiden to non-winner one, the best way to tell if he can step up is the figure he earned in the maiden win. Someone making his or her own figures is best qualified to make that decision.

BW: On the subject of variant services. My experience has been that even the best variant services will tout you off of the right horse almost as often as they tout you onto the right horse. What is your feeling?

Tom: I can agree with that. People that are numbers or figures oriented, and 'm guilty of this to some extent, have a tendency to place too much emphasis on those figures. They forget that the figures represent something that happened some time ago and doesn't necessarily mean that the performance will be repeated today. People often rely on numbers too much anyway, but when they use a variant service, they have a tendency to believe the numbers are gospel. If a horse gets a rating of "104" they assume the horse is a 104. Wrong. That horse is subject to his own condition cycle, the track condition, the competition . . . That horse with the 104 is liable to get into a race with a funny pace and that makes him run a 98, for example. The more accurate the variant, the more emphasis placed on it, and the more likely that mistakes will be made from it.

What you actually need to succeed is at least a ballpark variant. If you know that you're using a ballpark variant, then you know not to place too much emphasis on it and you learn to hone your skills in other areas. Pace analysis, condition analysis and things like that.

BW: Many players today, especially the Sartin players, use a 20 race cycle to measure their progress. Personally I prefer a goal-oriented cycle or session. For example, I start a session with \$500 and the session is

over when I have doubled my money or it goes away completely. Do you have any feelings on that?

Tom: Yes. I'd rather do it that way. The Methodology's reason behind the 20 race cycle serves its purpose. It gets the player who is working at building his confidence to look at a longer period of time than one day and, as I have said before, I think that is critical to success. I don't measure my progress in a 20 race cycle either, but remember that I have a proven track record. My confidence is already developed. The number of races doesn't matter either. I mean it could just as easily be 30 or 50. It would still serve its purpose as long as it's not too short. Twenty races is a good number for an improving player to work with. He completes a 20 race cycle, looks at his performance, and goes on to another cycle.

BW: Would you say that a lot of players who fail do so not just because they manage their money poorly on a race-to-race basis, but because they manage money improperly in their personal lives? I'm referring to potential winners.

Tom: Probably. My style at the race track is reflected in my life-style as well. I don't want to give the impression that we're just "simple folks . . ."

BW: I knew that.

Tom: We really do enjoy life, do what we want . . . We are not all that materialistic. I've never made a big score and then gone out and blown it on anything. I just bank it. That's the object. I think that attitude bodes well for success at the race track. Many people when they make a big score will just go out and spend it all. That's just not the right way to play. If you are going to do this business full time, you have to address it as if you were in the real estate market. When you score, you've got to put it away, because you know that you might not score big again for quite a while.

BW: The continuity that record keeping gives you is such that after a period of seasons, you can look back and say: "I've seen this before."

Tom: Absolutely. And seeing those repeated successes is what builds the confidence level.

BW: Tom, as we close, I'd like to ask one last question. One of the big stumbling blocks to winning for many players is that they don't really believe that anybody wins.

Tom: Jim Quinn's best selling book, aside from his first one, is the *New Expert Handicappers*. That is still selling well. The reason for that is that people like to hear success stories. He chronicled a meeting at Santa Anita with himself, Lee Rouso and me. People had a good time reading it. That was a book about 14 winning handicappers. If he had wanted to find 20 or 30 more, he could have. Of course the book would have been 5 volumes. But anyone that reads that book can rest assured that there are people that make money at the races and that the game can be beaten. It's not easy, but it can be done.

The Psychology of Winning

by Howard G. Sartin, PhD

Recently Mark Cramer asked me if I had any ideas on brain fitness in handicapping for his *Cramer-Olmsted Report* newsletter. At first I thought he was talking about the horse's brain. On that subject I have little knowledge and or opinion.

Then I deduced that he was referring to the brain fitness of those who handicapped horses. In this area I'm a foremost expert. Quite frankly, I know a lot more about handicap-ERS than I do about handicap-ING. I have always limited my handicapping knowledge only to that which wins. I cannot hold a candle to any of the recognized author-experts when it comes to handicapping knowledge, per se.

In defining brain fitness, we must distinguish between structural and functional fitness. The structure of the brain and central nervous system is determined genetically, except in cases of trauma caused by such things as severe blows to the head, tumors or, as in the case of meningeal disorders, virus and extreme fevers that produce brain lesions. Prolonged blood loss, Alzheimers, senile dementia and other disorders will also alter the genetic capacity of the brain.

I have clients who have suffered through brain tumors, grand and peti mal epilepsy and diabetes, which frequently mocks psychosis, who have gone on to be successful, winning handicappers. I have also had clients with a genetic brain capacity for genius who have never been, nor probably ever will be, successful handicappers.

Structural brain fitness is measured by a number of tests, the most sophisticated of which is a brain scan. The most common is the IQ test. Other than reading skills limitations often imposed by an IQ of under 85, I find that there is no correlation between IQ and handicapping success. Even those who register in the sub 85 area and are functionally illiterate, have been able to achieve a degree of success through direct one-on-one verbal training.

When I first started on the journey toward successful handicapping, I worked with 39 truck drivers convicted of gambling related felonies. I gave them all a battery of tests including IQ, Minnesota Multi-Phasic, Rorschach, Thematic Apperception, Passive-Aggressive and Iowa Achievement Index. 33 of the 39 achieved the prescribed level of success, two managed to consistently break even and four failed completely to grasp the concept. Ironically three of these four had scored the highest on the Weschler-Bellvue IQ test. The six who were most successful and are still winning today, 17 years later, had an average IQ of 112, with the lowest being 99.

Electronic brain scanning devices can measure both right and left brain activity. The left brain is the hemisphere most used by the vast majority of persons. In its domain lie all linear concepts such as math, language and conventional logic. The right brain deals with intuitive,

theoretical, ephemeral, and non-linear, conceptual matters. Of primary importance to handicappers, the right brain is essential in pattern recognition, the most important factor in the selection of pace lines and interpretation of factors. It is also the sphere of artists, the better poets, authors of books like *Thoroughbred Cycles*, *Please Hold All Tickets* and creators of concepts like Energy/Kgen, Deceleration and Thoromation.

Handicapping is part art and part science. The reason why handicappers relying solely on their left brain seldom reach optimal levels of success is that, while they can apply the science aspect, the art of handicapping eludes them.

With a brain scanner attached to the subject, the psychologist asks a series of questions designed to test the activity of both hemispheres. The person functioning primarily from the left brain has little trouble delineating rule-oriented instructions and solving linear, logical problems. When pressed for answers on conceptual and theoretical matters this same subject becomes confused and dissociated. We see evidence of right brain activity but no cogent answers. Subjects who are extremely right brained excel in this area. In matters best solved by the left brain they also give fluent answers, but not in the same logical, concise order as those proffered by their left brain counterparts. The ideal brain-set is called Hemi-Sync, in which both hemispheres have the ability to cathect naturally by situation.

Hemi-Sync can be learned by virtually anyone. The so-called genetic limitations of right-left brain activity can be overcome through specialized training. Last February, in Beaumont, Bert Mayne presented a Silva Mind Control class that taught the procedure. Ironically, very few clients attended; as opposed to the spillover crowd that showed up for the two informational workshops two weeks previously.

Which brings us to functional brain fitness in handicappers. This is a horse, and "horseplayer," of a different color.

Virtually anyone who chooses to be a winning handicapper can be one. It requires only an alteration of brain function. Limitation are imposed by how one chooses to limit the function of the brain. They are almost universally self-imposed limitations. It is the environmental, culturally produced nature of most aspiring handicappers to be more prone to dissatisfaction with the so-called normal, mundane aspects of life. He/she is quite often at odds with their occupational/job environment.

Many handicappers, and virtually all losers, are also orally fixated at that period between birth and aged two when everything was done for us. Since we had no cognizance of why all this was happening, we perceived the "doing" as magic. Virtually every losing handicapper I've ever known believes in magic: the chief symptom is always asking for answers from some so-called expert source outside of self. Playing the game of "do me something". What to and how to questions, incessantly asked. Always seeking help from without, never exploring the concept from within.

The *Racing Form* is full of magical ads: magic from tout services, dialing an 800 or 900 number for selections. Magical information from a backstretch friend of some trainer. Even magic from some jerk standing

next to you asking: "Who do ya' like?" But, most of all, the magic from simple rules and ancient handicapping axioms and myths. Then there's the dangerous kind of illusion that comes when one expects magical results from the latest handicapping book, article or gadget - including computer programs. Quoting Dick Schmidt, systems and methods or computer programs don't win races. People using them with insight win races.

I stress the in in insight. It must come from within. From the handicapper's attitude and determination. This is the wellspring of the only true magic in handicapping. Such insight and attitude, once attained, can produce magical results with virtually any viable handicapping procedure, but especially ours.

Another functional aspect of brain fitness has to do with fear of winning! Not losing; winning. This is a subject that is very real and affects more handicappers than will ever be willing to admit it. It has a lot to do with our response to those inner fears that have been imposed on our subconscious mind through our social, moral and religious conditioning. It's a subject that cannot be detailed in an article. It requires a complete book. In fact, prodded by Dr. Robert Anthony, I'm busy writing it.

Every winner I know is a maverick. He/she dared to leave mainstream thought and mainstream thinkers behind and do pretty much the opposite as called for in all those rule oriented systems and methods. This means eventually losing most of their friends and becoming, at least when handicapping, a loner, a contrarian, an outcast. We live in a nation that gives lip service to the ideal that "The majority is always right." Well, in handicapping the majority is always wrong! On a given day only 5% win. Overall, a mere 2% win consistently. Only by being a member of the minority, and a militant member at that, can one ever expect to be a consistent winner.

How can you join the minority who consistently win? How can you bring yourself to dispel the mythical contaminations that pass for handicapping "truths?"

Most of the answer lies within yourself. Within the functional, not the structural fitness of your brain. You must learn to properly balance inspiration and information. Inspiration is attitude and determination. Self-Determination!

Contender and Pace Line Selection

In the Methodology's first decade, we regarded client difficulties in picking logical contenders from predictive pace lines as a simple learning disorder. Most new clients had a problem in this area. Apparently whatever handicapping procedure they were employing before their exposure to the Methodology did not incorporate logical contender and paceline selection. Or so it seemed.

I reviewed every know system and method on the market for the past thirty years and discovered that virtually all of them required the

elimination of non-contenders and at least some usage of one or more past performance running lines. The difference between our methodology and these others, however, lies in the fact that they all offered specific rules for eliminations and choice of running line. The fact that none of these systematic, rule-oriented approaches ever worked long enough to gain a loyal following should be evidence enough that these rules, and the systems they supported, were worthless.

To compensate for our purposeful lack of rules in the vital areas of contender and pace line selection, we offered an assortment of manuals, audio tapes, seminars and classroom workshops designed specifically to implant procedural guidelines. Some clients, immediately, and others gradually, became proficient enough to consistently win races and money from virtually any of our computer handicapping programs. On the other hand, a significant core group of at least one-third of our clients continues to make the same nagging mistakes year in year out despite all our written texts and spoken lessons.

A number of PIRCO Charter and Teaching members attribute the failure of such clients to "stupidity." This description is born out of frustration and is an inaccurate diagnosis. In many instances the general IQ of the failure is higher than that of many of our more successful clients.

The true problem lies not in brain structure but in brain function. Protracted inability to pick viable contenders from predictive pacelines is a functional disorder. Since so much of our written and spoken instruction is focused in these areas we must conclude that continued client failure is a dysfunction that can be diagnosed and treated. As such we will label it:

Undifferentiated Pre-Entry Schizoaffective Dissociation

The term "undifferentiated" means that there is no specific or consistent pattern or reason for the behavior. "Pre-entry" has to do with failure to make proper analysis prior to entering horses into the computer. "Schizoaffective" refers to the fact that the dysfunction exists in both schizoid and manic-depressive personality types. "Dissociation" applies to the non-focused mind-set of the subject, who in the moment of truth cannot recall or utilize prior instruction and positive experience. This diagnostic term should appeal to all of those who are failing to pick proper contenders and predictive pacelines. They are constantly saying, "Something Must Be Wrong With Me." Now they will have a name for it. Unfortunately many are happier with a disorder that carries a label with medical type jargon than they are with a cure.

Others, and I hope that you are among them, do not care for such labels and resolve to function in such a way as to banish them. Attending the four day, two-weekend sessions presented by Bert Mayne last February would have been a good start. He employed a number of techniques from Silva Mind Control that are designed to expand consciousness specifically in the areas of contender and pace line selection. As I stated previously, the attendance was woefully small.

That fact, in itself, gives evidence to the proposition that most losers get some malignant pleasure from failure. In short, they have a death wish. Otherwise why would they fill to overflow our two February handicapping workshops, necessitating two carry over sessions in March, yet eschew the benefits of Bert's sessions? Perhaps the answer is that these clients do not believe that they have a dysfunction. Perhaps they refuse to accept the diagnosis and, hence the treatment. More information, they cry. That's all I need. More and better information. What they're really crying out for are rules! Sorry, there are none.

But there is a curative treatment for those willing to undergo it. Ah, there's the rub. Ironically, those needing treatment the most never seem to turn up in Beaumont. They're too busy at the tracks and off-site wagering centers losing races and complaining about defects in the Methodology. A lot of them also do not subscribe to *The Follow Up*, so even this message is lost to them.

The bottom line is this: future Psychology of Winning articles will focus on specific problem areas and some treatment exercises designed to cure basic mind-set dysfunction. A dysfunctional mind-set is truly more germane to lack of handicapping success than all informational or other factors combined. In addition, Bert Mayne will present some proven exercises from Silva Mind Control, a westernized version of Hindu Aurvedic techniques.

I'll also barrage you with freely-offered testimonials from clients who are consistently winning. Editor Schmidt does not like gratuitous letters that serve as advertisements for ourselves. Yet, sometimes these are necessary. Too many clients, in trying to justify their own failure, cry out that they never met anyone in the Methodology who is winning! This is either pure psychological projection or indicative of the fact that they enjoy the "comfort" of hanging out with losers, never seeking that of successful clients who might disturb their comfort. At any rate, in the future you will begin hearing more and more from some of those consistent winners outlining just HOW they are doing it.

Times are tough. It's time for the non-winners to stop whining and start winning. Let's use this recession of 1991-1992 to motivate us all to optimal performance. If you truly want to be a winner, you will become a winner. That's a simple fact. With the help of PIRCO Charter and Teaching members I've proven it before and I'll prove it again.

IF YOU'LL LET ME!

MATCHING NUMBERS

by
Marshall Lasky

In every issue of the Follow Up I keep hearing (reading) about how the "numbers" in the yellow manual don't match up or that it is not exactly a Cook Book. Perhaps I could sleep better at night if I could help a little to unravel the mystery of the "Book".

If some people will accept that Lazarus was risen from the dead or the Red Sea was parted, why do they have to worry about the numbers not exactly matching? If you buy a set of the Encyclopedia Britannica, you don't have to read about Aardvarks before you read about Radishes. If the manual was published in small pieces and each piece was read separately, you would still know what was needed after you finished each little book by keeping current track profiles with Energy Generator or Dec. Pars and cross referencing with Parmaker and keeping your report up to date. It soon becomes apparent as to what is winning and which horses don't fit the track profile.

Doing your +'s, o's and ⊕ will put you on the right pace lines. Doing projected times as per the manual and Garry Owens, will just about toss out most of your non-contenders. Make sure you play races that are winnable (no, you don't have to play every race). Stop thinking in a linear fashion and let the E P H S L F /X number show you the way to be a winner. If 80% of the winners are getting 1 or 2 under the P Line it must be a pressing track and if your Parmaker says pressing track, there is no sense trying to make your S (sustained) horses win. Adjusting should not be much of a problem if you use horses that will be able to make the pace of the race. Adjusting for class is not of much importance because some states offer extra state bred money even in open races and Florida pays down to the last horse.

Winning is really nothing more than pattern recognition, patience, and a strong belief system.

February 4, 1992

Dear Dr. Howard Sartin

RE: Membership

It is interesting to note that my psychologist introduced me to the Sartin Methodology. Not because I gamble, but because of a divorce with a bout of depression.

With my Computer Science Degree and strong interest in statistics, I find thoroughbred handicapping more than fascinating.

Gambling never comes into the picture except for odds. Another interesting probability study.

After reading PACE MAKES THE RACE by Hambleton, Schmidt, Pizzolla, and Dr. Sartin, thanks to my doctor (psychologist), I then purchased and read MODERN PACE HANDICAPPING by Tom Brohamer. Then I was "hooked" on the enigmatic whys of thoroughbred handicapping.

I am thoroughly enthralled and fascinated by the subject, and content.

I feel relaxed and feel no stress, anxiety or pressure at home doing thoroughbred mathematical handicapping calculations or at an aesthetically attractive race book. I may not even make a bet at the race book. It's simply pure enjoyment.

I have never wanted to join or belong to a group more than this preeminent PIRCO fraternity.

I can't put the books down, it's simply fascinating.

With you permission, I would like to become a member and participate...please feel free to bombard me with any pertinent or applicable information concerning the Sartin Method.

Dr. Sartin, who would think, that thoroughbred handicapping would be one ingredient in helping depression. It's better than Prozac!

Sincerely,

MTO
Las Vegas, NV

Gentlemen:

Just using your method with a hand calculator, my results have been great! I am close to achieving the 63% win rate. I'm currently running at 57% - but only lately am I totally understanding the data. Just recently I was able to take advantage of a situation where (Jan 17 - 1st Race - Aqua) there were six contenders in the race. All six were E type, being young 3 YO who had come off either wins or seconds. They all exhibited EARLY designation, but the answer was in early % energy.

Horse A was a throwout with 54.11%E, Horse B was a throwout with 53.89%E, Horse C was 52.60% and Horse D was 52.86% and those figures were within range - but two other horses - Fleet Romeo- 3-5-1 was a 51.50% and Charming Crown was a 5-6-2 with 51.35%. Both of these horses could have dropped slightly off a hot pace and come on in the stretch. Fleet Romeo pressed 4th off 1.2 at the 1/4 - 3rd off 1.6 at the half and slipped home first in for A BIG \$31.00 win payoff. Please understand I'm a winning amateur who possesses great handicapping skills but the Sartin Methodology has given me the insight to become a professional. I am thrilled to be a member of this great group. I am 62 years of age.

The same day as Fleet Romeo (Jan 17) in the 8th Race Overnight Handicap they made Sunny Blossom the 7/5 favorite in a race with two speed horses: Sunny Blossom and Perfection. I was able to tell my "smarter" friends that neither Sunny Blossom - 53.36%E or Perfection - at 53.46%E could possibly win even though the Aqueduct inner track was running speed biased at 1/3 ratio. Why? Because they both were not in shape to run a successful sprint against the better sprinter.

The track profile that day for sprints ran:

RACE (1)	4 off 1. ²	3 off 1. ⁶	won by E
(2)	1 .	.	E
(4)	2 off ⊕.1	1 .	E
(8)	3 off 1. ⁵	2 off . ¹	E/P

As experienced as I was - this type of info was unbelievable. Before PIRCO there was no way I could have known this. Your methods stand tall as the very best I have ever seen.

J.F.
New York

Dear Doc Sartin,

I wish I had had Thoromation back in 1984. But it was worth the wait. My first cycle I caught a 24 -1 shot at Hollywood playing every race I got 47% winners and 45% ROI. Playing sprints with good odds I get 70% winners and over 70% ROI. My routes have a ways to go but I'm not complaining.

I called up Gordon Pine at Dick Mitchell's place. He's getting 30% ROI on 6 races a day average. It makes me feel good I'm doing as good or better than the Director of Research at Cynthia Publishing.

My average mutuel for my first cycle was \$12.98.

Please watch your health. You're to valuable to many people to be unhealthy and have to read about it in the Follow Up.

I feel like I'm on my way.

Thanks Again,

Brent Hatcher, Professional Handicapper

The Helping Hand

By Vic Palermo

Client Vic Palermo, coming off a layoff due to sickness, asked to spend a week in Beaumont so he could re-direct some synapses that were snapped as a result of surgery. I threw him into battle by asking him to take on the problems of a client in Florida who was having numerous problems. As a result of Vic's efforts this client began winning immediately after this response and has continued to win ever since. Here is Vic's initial letter.

* * * * *

Howard asked me to review your letter dated Dec 26,1991 and the enclosed races. I am a Pirco member, like yourself, who is working at improving my handicapping skills. One way to really learn a subject is to try teaching it to another. Therefore I am going to pick one of your races that presents an interesting study. This race is described as 26 Dec - 6 CRC in your letter but the race that was enclosed was the 6th at Hialeah and your narrative describes that race.

You mentioned that you used the manually adjusted Thoromation graph to eliminate "IT'S". That is excellent and if you used that approach you would also have eliminated your #3 FLI, #5 STE and C-TRU. We are using the # 2 Manual Adjust for this race because we have used a horse from Rockingham, which is a slower track.

You stated that you eliminated "all maiden claiming winners". There is nothing in the Methodology manuals that says to do so. One guideline we provide is that if a maiden winner's purse value is equal to or within 20% of the mean of other contenders relative to today's purse, it qualifies. Also, this horse is coming from a similar distance and conditions as today. Tropic Mike won at Rockingham at 6 furlongs by 9 lengths, going away. This is too strong a showing to eliminate this horse.

Further on in your letter you noted that since all the horses were Early that the race figured to be Early also. Very good, but your reason for eliminating Oslan, even though he was ranked on top with K-Gen, was premature. There is no flat rule for picking the winner! You must analyze all the pertinent data. Being #1 is quite pertinent!

Let me take you through this race on a step by step basis and analyze the print outs as Fig's 1 thru 10.

Fig 2 shows the energy factors at the point of our last cut and Fig 3 shows the reason for eliminating "IT'S" as you correctly pointed out in your letter.

At this point we end up with (4) horses shown in Fig 4A SP Deceleration and 4B EP Deceleration which are raw. We then go to Fig A and 5B which are our manually adjusted set.

Note that OSLAN is on top on all four charts, raw and adjusted! Also, note what happened to TROPI in the adjusted chart (that's our show horse).

We now go to our Stop Action play Fig 6. Here HAIL is the designated place horse. Also look at EP. The winner is first on that portion of the chart and the show horse is second.

Fig 7 is the counter Energy chart and the place horse is first. Remember that the counter Energy horse frequently places! Also that winner and show horse, in this already designated Early race, is one, two. Notice how we go through these charts looking for confirmation of our potential choices. When a horse keeps coming up as a top choice that should alert us to consider him in our final selection process.

Fig 8 is the start of the EXDC charts. That chart is the #3 Various on the menu. Note that here again the winner (remember that here doing a post mortum we know the win, place and show) is across the top and the show horse is second across the top. Your bottom horse is the counter Energy horse which placed!

In Fig 9 note again the strong Early Match-up of the win and show horse. Also UXR has the winner #1, the show #2 and the place horse with even values for Emuv and Smuv. In your ranking for this early race we have both the win and show horses ranked as #1. Also the place horse is ranked #1 in Hidden Energy.

Our last charts are Fig 10 EXDC Paradigm, EXDC Deceleration and Kinetic EXDC module. Looking at EXDC Paradigm the winner and show are in the top two in Early and Presser and in Sustained you have the show and place top two. Since this is an early race you would not expect to find the winner in sustained.

Under EXDC & Deceleration we have the win and show in the top two except late. Looking at your EXDC Deceleration ratio you have the winner and place horses at 100 and the show horse in the next best position (a key guide for exacta betting).

Lastly looking under Kinetic EXDC Module under Early, you have the winner and show, ranked #1 and #2.

In analyzing the above you can see the top two choices for win betting (remember in a post mortum analyses we know how they finished but when you are doing the race you only know the top two after all the above type of analysis) here we bet as follows:

Win OSLAN and TROPI	PAID \$42.60
Perfecta box OSLAN, HAIL & TROPI	PAID \$382.00
Quinella OSLAN, HAIL & TROPI	PAID \$177.60
Trifecta box OSLAN, HAIL & TROPI	PAID \$9,126.00

You can figure your return on investment!

Hail the Muse

Table with columns for race dates, track, distance, and times for Hail the Muse. Includes entries like 12Oct91-5Hia 1st 6f and 30Oct91-4Hia 1st 7f.

Ch. c. 2(Jan), by Cure the Blues—Magnificence, by Grandark Br.—Pinar Stud Inc (Ky) Tr.—Bracken James E

Table with columns for race dates, track, distance, and times for Hail the Muse. Includes entries like 12Oct91-5Hia 1st 6f and 30Oct91-4Hia 1st 7f.

Summary table for Hail the Muse showing Lifetime (1991 9 1 0 0), \$5,890, and various race results with horse names and jockeys.

Speed Index: Last Race: -6.0 3-Race Avg.: -9.5 9-Race Avg.: -9.3

LATEST WORKOUTS Dec 29 Cr b.t. 4 f st :52.1 B Dec 11 Cr b.t. 4 f st :52.2 B Oct 27 Cr 5 f sly 1:02.3 H

Rullakat

Table with columns for race dates, track, distance, and times for Rullakat. Includes entries like 12Oct91-5Hia 1st 6f and 19Jly91-6Cr 1st 5f.

Ch. g. 2(Mar), by Be a Ruffian—Kathath, by Impressive Br.—Royal Palm Breeders (Fla) Tr.—Trivigno Michael

Table with columns for race dates, track, distance, and times for Rullakat. Includes entries like 12Oct91-5Hia 1st 6f and 19Jly91-6Cr 1st 5f.

Summary table for Rullakat showing Lifetime (1991 6 2 1 0), \$18,455, and various race results.

Speed Index: Last Race: -7.0 3-Race Avg.: -1.6 6-Race Avg.: +2.5

LATEST WORKOUTS Dec 11 Hia 4 f st :49.2 B Nov 29 Hia 3 f st :37.8

Tropic Mike

Table with columns for race dates, track, distance, and times for Tropic Mike. Includes entries like 10Oct91-4Rmsly 6f and 15Sept91-7Rmsly 6f.

Ch. c. 2(Apr), by Entropy—Flowerly, by Farmworth Br.—Farmworth Farm (Fla) Tr.—Gaffney Ronald

Table with columns for race dates, track, distance, and times for Tropic Mike. Includes entries like 10Oct91-4Rmsly 6f and 15Sept91-7Rmsly 6f.

Summary table for Tropic Mike showing Lifetime (1991 3 1 0 0), \$3,570, and various race results.

Speed Index: Last Race: +1.0 3-Race Avg.: -11.0 9-Race Avg.: -11.0

LATEST WORKOUTS Nov 16 GP 4 f st :49.8

Nite Gun

Table with columns for race dates, track, distance, and times for Nite Gun. Includes entries like 7Nov91-6Cr 1st 6f and 23Oct91-6Cr sly 6f.

Ch. h. or br. c. 2(Apr), by Dr Schwartzman—Gunite, by Crazier Br.—Francis W. Lucas (Fla) Tr.—Hough Stanley M

Table with columns for race dates, track, distance, and times for Nite Gun. Includes entries like 7Nov91-6Cr 1st 6f and 23Oct91-6Cr sly 6f.

Summary table for Nite Gun showing Lifetime (1991 7 1 0 2), \$7,290, and various race results.

Speed Index: Last Race: -9.0 3-Race Avg.: -7.6 7-Race Avg.: -0.2

LATEST WORKOUTS Dec 22 GP 5 f st 1:03.8 Dec 8 Hia 5 f st 1:03.8 Nov 30 Hia 5 f sly 1:05.8 Nov 23 Hia 5 f st 1:06.8

It's One Rhythm

Table with columns for race dates, track, distance, and times for It's One Rhythm. Includes entries like 23Oct91-6Cr sly 6f and 10Oct91-6Cr 6f.

Ch. h. or br. c. 2(Feb), by It's The One—Tampie, by In Reality Br.—Salden Amin (Fla) Tr.—Asspurua Eduardo

Table with columns for race dates, track, distance, and times for It's One Rhythm. Includes entries like 23Oct91-6Cr sly 6f and 10Oct91-6Cr 6f.

Summary table for It's One Rhythm showing Lifetime (1991 10 2 4 0), \$16,915, and various race results.

Speed Index: Last Race: -2.0 3-Race Avg.: -1.5 10-Race Avg.: -1.2

LATEST WORKOUTS Dec 7 Hia 4 f st :50.4 B

Truk Truk

Table with columns for race dates, track, distance, and times for Truk Truk. Includes entries like 15Oct91-6Hia 1st 7f and 4Oct91-7Hia 1st 6f.

Ch. c. 2(Mar), by Commodore C—PM Gate Miss, by Fall Out Br.—Ersoff Stanley M Tr.—Navarro Eugene

Table with columns for race dates, track, distance, and times for Truk Truk. Includes entries like 15Oct91-6Hia 1st 7f and 4Oct91-7Hia 1st 6f.

Summary table for Truk Truk showing Lifetime (1991 7 1 0 2), \$6,130, and various race results.

Speed Index: Last Race: -10.0 3-Race Avg.: -5.6 6-Race Avg.: -12.5

LATEST WORKOUTS Dec 14 GP 3 f st :37.8 Dec 2 GP 3 f st :36.2 Nov 23 GP 4 f st :49.2 Hg Nov 14 GP 4 f st :50.8

#	NAME	DIST.	1ST CALL	2ND CALL	FIN. CALL	1st B/L	2nd B/L	Stretch B/L	Final B/L
1	HAIL	6.0	22.1	45.2	111.3	8.75	7.25	8.00	8.25
2	OSLAN	6.0	22.0	46.0	112.0	0.10	1.75	5.50	7.75
3	TROPI	6.0	22.4	46.4	113.4	0.10	0.00	0.00	0.00
4	RULLA	6.0	22.1	45.2	111.3	3.75	8.75	8.00	8.75
5	IT'S	6.0	22.3	45.3	112.3	1.00	0.00	2.50	6.50

FIG 1

KINETIC GENERATOR

Race: HI1226 Dist = 6.0 FURLONGS Comments: 6TH

Name	Total	Hidden	ENERGY FACTORS			3rd	ESP Type
			Fx	Med	Lex		
HAIL	185.57	65.04	65.48	69.76	30.24	30.64	Early
OSLAN	184.55	63.55	66.74	69.78	30.22	30.32	Early
TROPI	161.78	64.23	65.09	69.26	30.74	29.99	Early
RULLA	165.54	64.49	65.94	69.84	30.16	30.55	Early
IT'S	163.72	64.43	64.84	70.62	29.38	29.23	Early

FIG 2

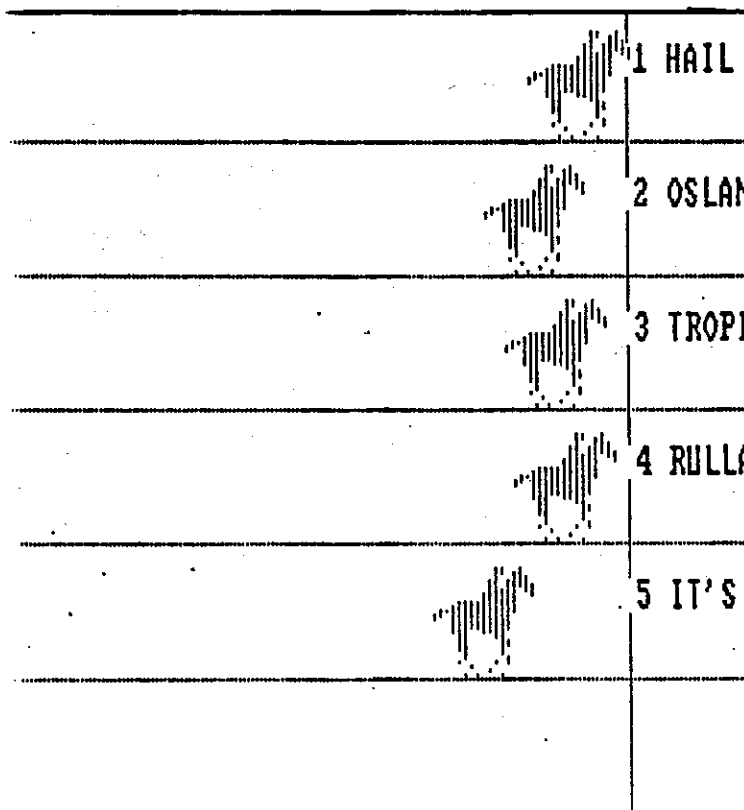


FIG 3

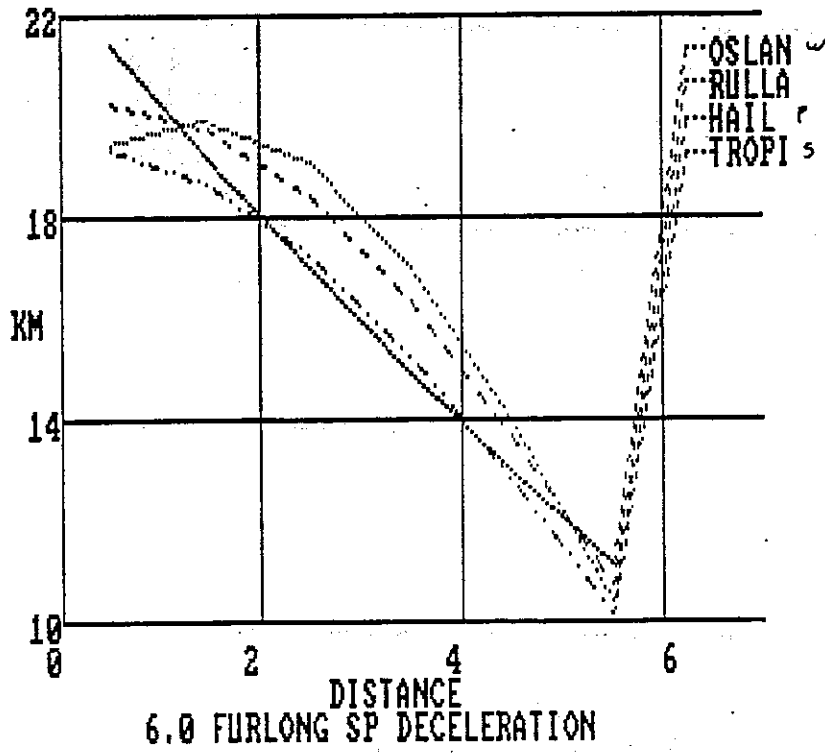


FIG 4 A

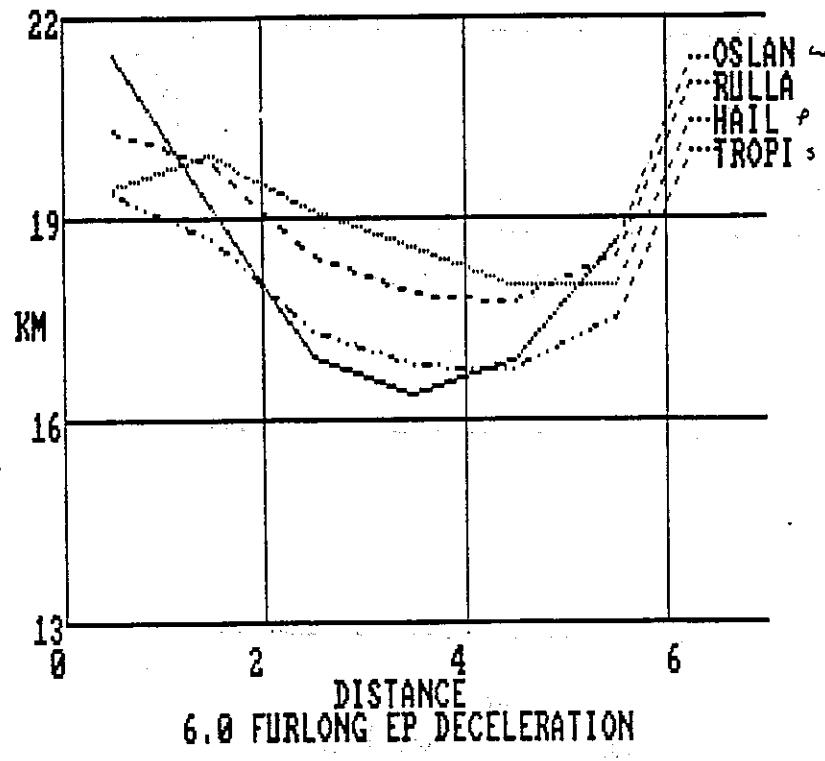


FIG 4 B

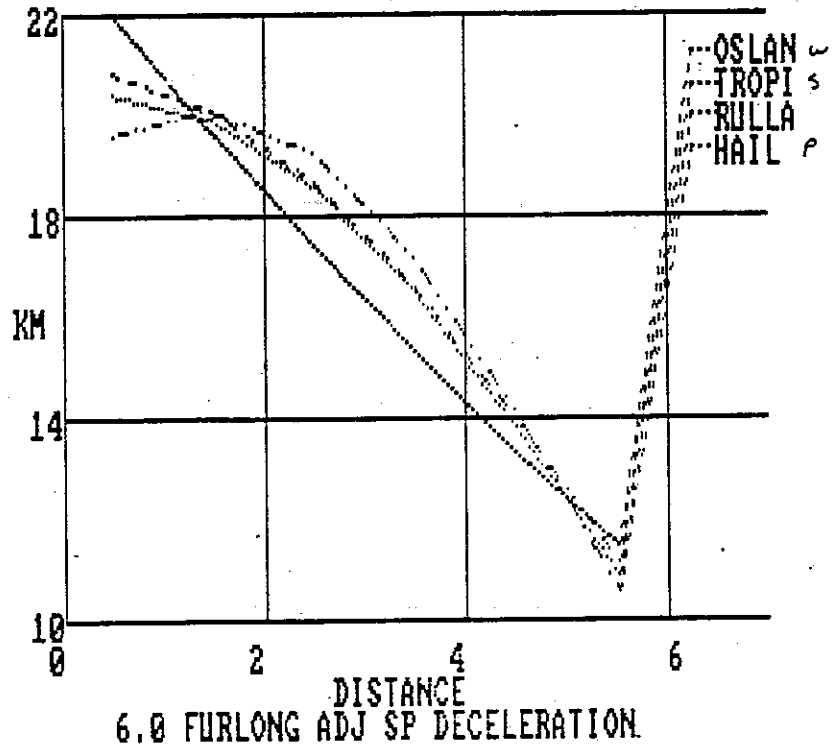


FIG 5A

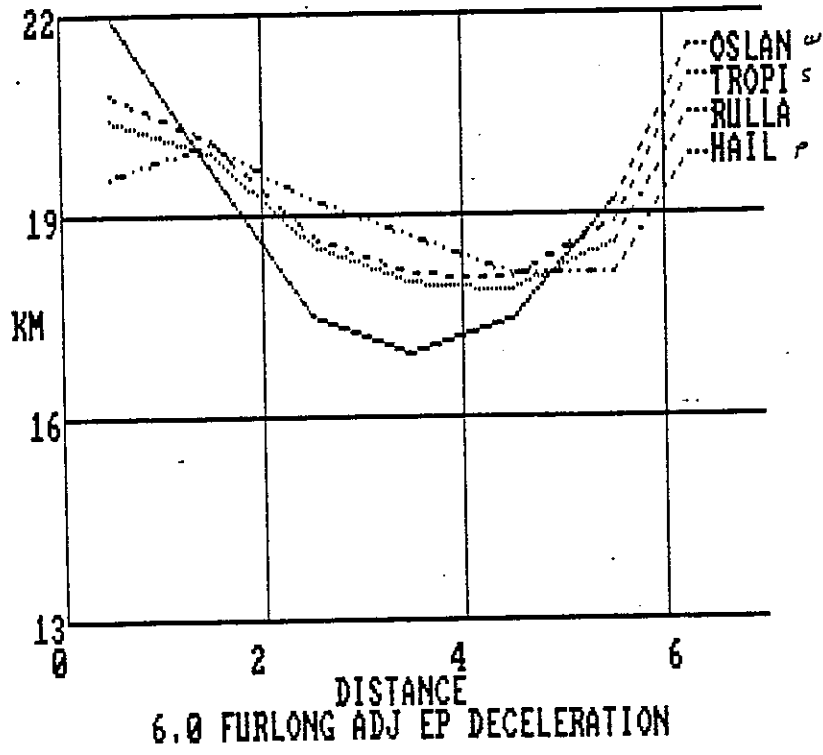


FIG 5B

EXDC DECELERATION

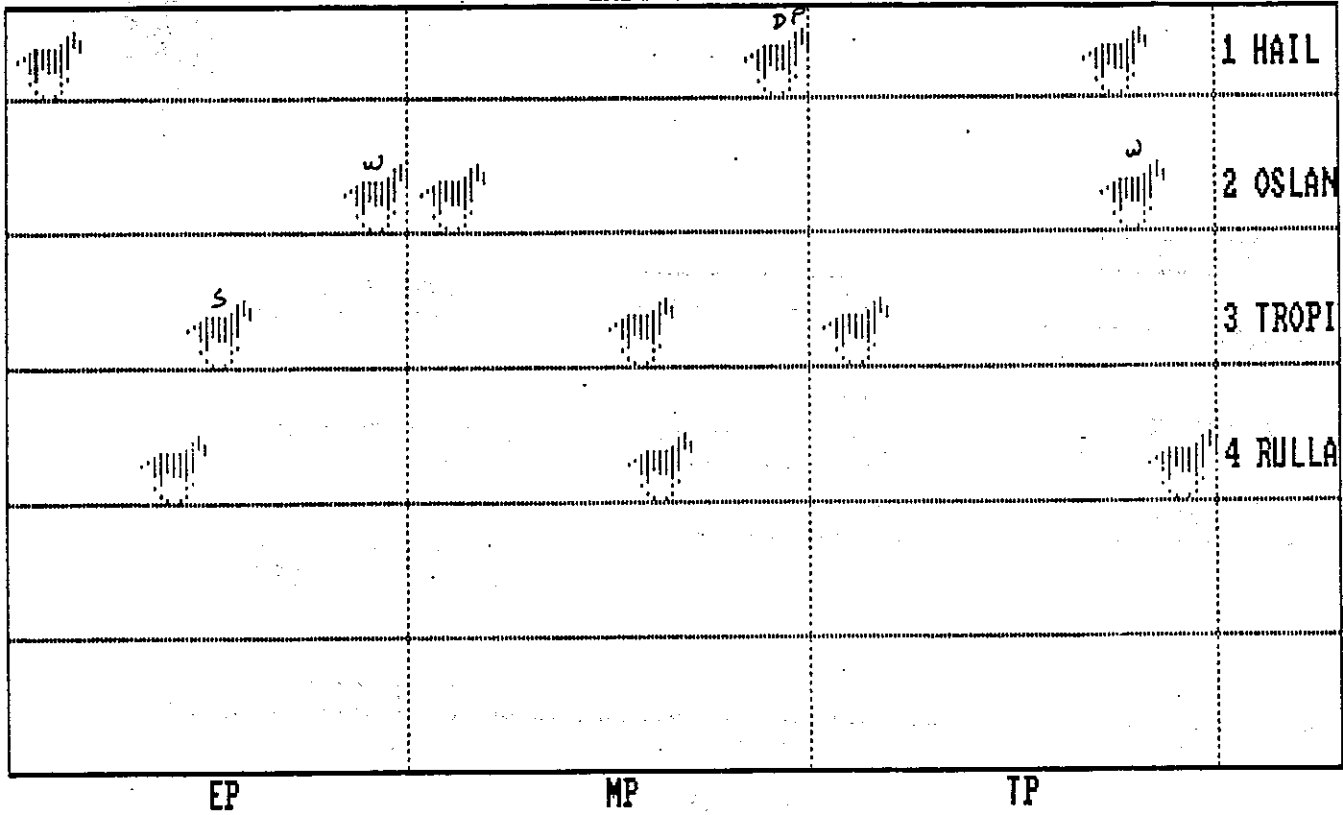


FIG 6

SP DECELERATION

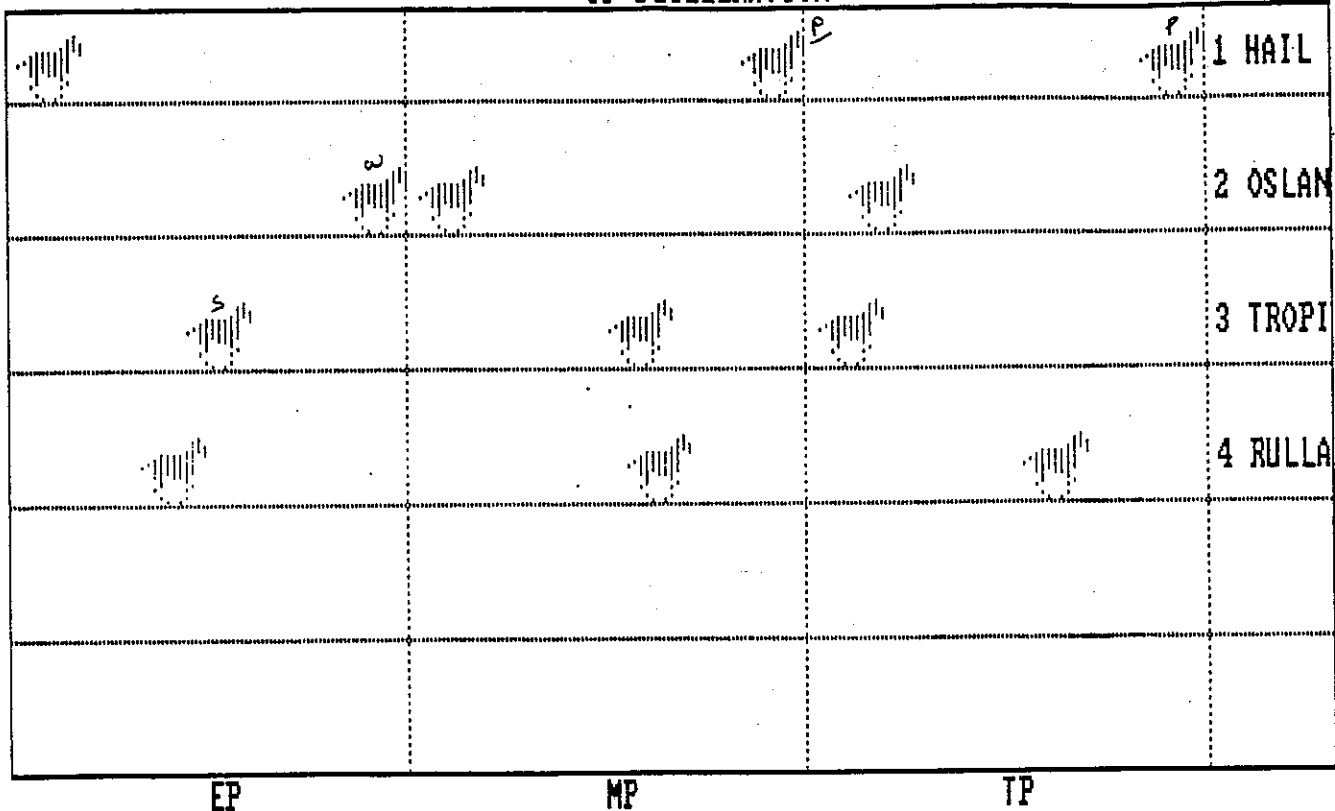


FIG 7

1=HAIL PL
 2=OSLAN W
 3=TROPI S
 4=RULLA

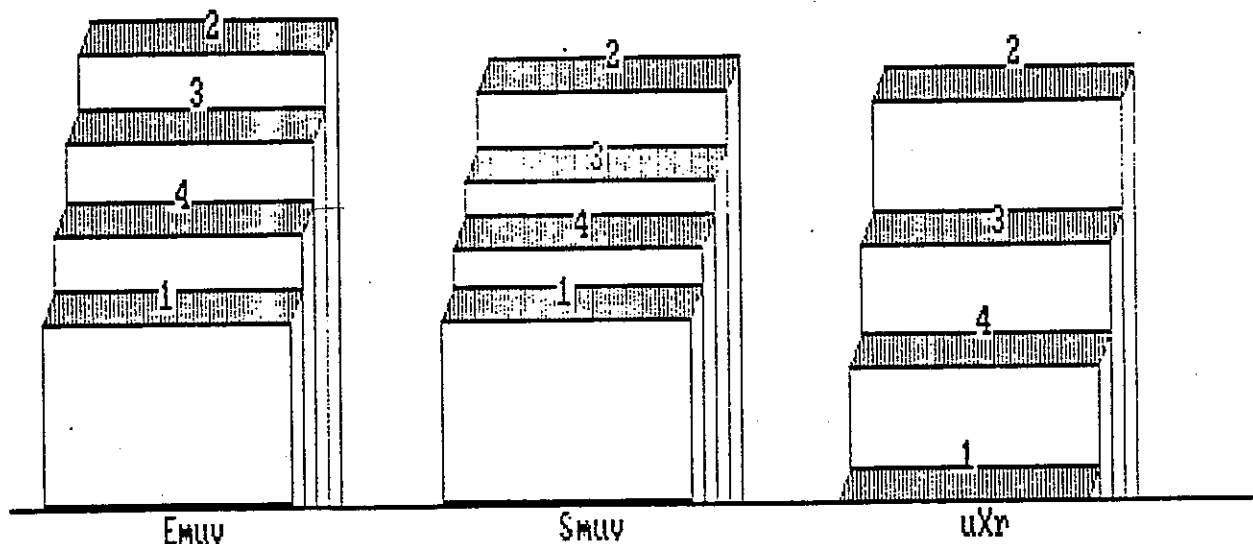


FIG 8

E X D C
 * * * * *

Pace	Matchup		
	F 1	F 2	F 3
W OSLAN	36.42	33.25	30.31
S TROPI	35.71	33.98	30.29
RULLA	35.50	34.05	30.44
p HAIL	34.95	34.51	30.52

Name	Various Modules of Exdc		
	Emuv	Smuv	uXr
W OSLAN	0.024	0.094	0.118
S TROPI	0.118	0.196	0.314
RULLA	0.223	0.251	0.474
p HAIL	0.324	0.324	0.647

Fig. 9

E X D C
 * * * * *

	E P	P R	H E	S P	L X	F X	Muv
S TROPI	1	1	3	1	4	2	1.26
W OSLAN	1	2	4	4	3	1	0.00
RULLA	2	4	2	3	2	3	2.47
p HAIL	3	3	1	2	1	4	3.72

EXDC PARADIGM

Paradigm Early		Paradigm Sustained
S TROPI	S TROPI	
W OSLAN	P HAIL	
RULLA	RULLA	

Paradigm Presser

S-TROPI |||

W-OSLAN |||

RULLA |||

EXDC & DECELERATION

Early Exdc		Late Exdc
S- TROPI		S- TROPI
W- OSLAN		P- HAIL
RULLA		W- OSLAN
Total Kpd		Total Exdc
W- OSLAN		S- TROPI
S- TROPI		W- OSLAN
RULLA		RULLA

Name	Exdc Deceleration Ratio			Kinetic Exdc Module			
	1st	2nd	3rd	Name	Ekp	Mkp	Lkp
W OSLAN	100.00	92.70	95.19	HAIL	19.86	32.30	10.76
S TROPI	96.08	96.93	95.17	OSLAN	20.87	31.80	11.71
RULLA	94.95	97.33	95.19	TROPI	20.49	32.45	11.38
P HAIL	91.93	100.00	95.19	RULLA	20.23	32.06	11.06

FIG 10

SIXTH RACE 6 FURLONGS. (1.00) CLAIMING. Purse \$7,500. 2-year-olds. Weight, 122 lbs. Non-winners of two races since October 15 allowed 3 lbs. Of a race since then, 5 lbs. Claiming price \$16,000; for each \$1,000 to \$14,000, 2 lbs.

Hialeah Park
DECEMBER 26, 1991
Value of race \$7,500; value to winner \$4,500; second \$1,350; third \$750; fourth \$300; balance of starters \$75 each. Mutuel pool \$61,098. Perfecta PI \$30,025 Quinella PI \$16,955 Trifecta PI \$59,261

Last Raced	Horse	M/Eqt.	A.Wt	PP	St	1/4	1/2	Str	Fin	Jockey	Cl'g Pr	Odds \$1
6Dec91 6Hia6	Oslan	Lb	2 113	4	3	2 1/4	1 1/2	13	1st	Moore B G	14000	20.30
13Dec91 5Hia5	Hail the Muse	b	2 119	7	12	10 1/2	6 1/2	32	2 1/2	Penna D	16000	7.60
6Oct91 4Rkm1	Tropic Mike		2 117	9	9	9 1/2	7 1/2	6 1/2	3rd	Lester R N	16000	17.80
3Dec91 4Hia4	Flight Surgeon		2 119	3	7	7 1/2	5 1/2	5 1/2	4 1/2	Vasquez J	16000	2.50
10Dec91 3Hia1	Restless Alarm	b	2 114	6	10	11 1/2	9 1/2	7 1/2	5th	Martinez RR5	16000	7.90
15Dec91 6Hia3	Truk Truk	b	2 119	12	1	5 1/2	3 1/2	4 1/2	6 1/2	Ramos W S	16000	7.80
13Dec91 5Hia6	Rullakat		2 117	8	8	8 1/2	10 1/2	8 1/2	7th	RodriguezPA	16000	3.70
7Nov91 2Crc5	Nite Gun	Lb	2 113	10	5	3 1/2	2 1/2	2nd	8 1/2	Thibau R Jr	14000	18.50
15Dec91 6Hia6	Stetson Led	b	2 113	5	11	12	11 1/4	10 1/2	9 1/2	Castillo H Jr	14000	25.90
23Oct91 3Crc2	It's One Rhythm	L	2 108	11	2	4 1/2	4 1/2	9 1/2	10 1/2	VsquezAR Jr7	14000	5.20
4Dec91 3Hia1	Mr. Wilbert	b	2 115	1	4	1 1/2	8 1/2	11 1/2	11 1/2	Nunez E O	14000	31.60
30Nov91 2Hia1	Master Brave		2 115	2	6	6 1/2	12	12	12	Martin C Wt	14000	84.20

OFF AT 3:01 Start Good Won Driving Time, :22 1/2, :45 1/2, 1:12 1/2 Track fast.

\$2 Mutuel Prices:
 4-OSLAN _____ 42.60 17.40 13.40
 7-HAIL THE MUSE _____ 8.80 5.60
 9-TROPIC MIKE _____ 13.40

\$2 PERFECTA 4-7 PAID \$382.00 \$2 QUINELLA 4-7 PAID \$177.60 \$2 TRIFECTA 4-7-9 PAID \$9,126.00

Book Review

by Dick Schmidt

The Tao of Pooh

by Benjamin Hoff

"What's this you're writing?" asked Pooh, climbing onto the writing table.

"The Tao of Pooh," I replied.

"The how of Pooh?" asked Pooh, smudging one of the words I had just written.

"The Tao of Pooh," I replied, poking his paw away with my pencil.

"It seems more like the ow! of Pooh," said Pooh, rubbing his paw.

"Well, it's not," I replied huffily.

"What's it about?" asked Pooh, leaning forward and smearing another word.

"It's about how to stay happy and calm under all circumstances!" I yelled.

"Have you read it?" asked Pooh.

* * * * *

This is not a book about horseracing, nor winning more bets. It is a book about living in harmony with yourself and the world around you. Racing is a part of that world, and to that extent this book is very much about racing and winning. Most of you will skim this article, decide that Schmidt has lost his mind and go on to an article on making numbers. You want to read about Something Useful, not some fuzzy, useless book that does not contain the words "horse" or "bet". It is a shame that you are the ones who need this book most.

* * * * *

That was after some of us were discussing the Great Masters of Wisdom, and someone was saying how all of them came from the East, and I was saying that some of them didn't, but he was going on and on, just like this sentence, not paying any attention, when I decided to prove that there was more to the world than one half, and I read:

"When you wake up in the morning, Pooh," said Piglet at last, "what's the first thing you say to yourself?"

"What's for breakfast?" said Pooh. "What do you say, Piglet?"

"I say, I wonder what's going to happen exciting today?" said Piglet.

Pooh nodded thoughtfully.

"It's the same thing," he said.

"What's that?" the Unbeliever asked.

"Wisdom from a Western Taoist," I said.

"It sounds like something from *Winnie-the-Pooh*," he said.

"It is," I said.

"That's not about Taoism," he said.

"Oh, yes it is," I said.

"No, it's not," he said.

"What do you think it's about?" I said.

"It's about this dumpy little bear that wanders around asking silly questions, making up songs, and going through all kinds of adventures, without ever accumulating any amount of intellectual knowledge or losing his simpleminded sort of happiness. That's what it's about," he said.

"Same thing," I said.

* * * * *

So what does this have to do with horseracing? After all, this magazine is supposed to be about horseracing, isn't it? No, not exactly. It is supposed to be about winning at the races, a slightly (or enormously) different thing. Now, Taoist thought will not help you decide who will win the fourth, but the Taoist mindset might well help you to move in the direction of winning, as opposed to working races. I found the essence of the book, as I saw it applying to handicapping, contained in this passage:

* * * * *

Cleverness, as usual, takes all the credit it possibly can. But it's not the Clever Mind that's responsible when things work out. It's the mind that sees what's in front of it, and follows the nature of things.

When you work with *Wu Wei*, you put the round peg in the round hole and the square peg in the square hole. No stress, no struggle. Egotistical Desire tries to force the round peg into the square hole and the square peg into the round hole. Cleverness tries to devise craftier ways of making pegs fit where they don't belong. Knowledge tries to figure why round pegs fit round holes, but not square holes. *Wu Wei* doesn't try. It doesn't think about it. It just does it. And when it does, it doesn't appear to do much of anything. But Things Get Done.

"Having trouble, Piglet?"

"The lid on this jar is stuck," gasped Piglet.

"Yes, it . . . is, isn't it. Here, Pooh, you open it."

(Pop.)

"Thanks, Pooh," said Piglet.

"Nothing, really," said Pooh.

"How did you get that lid off?" asked Tigger.

"It's easy," said Pooh. "You just twist on it like this, until you can't twist any harder. Then you take a deep breath and, as you let it out, twist. That's all.

"Let me try that!" yelled Tigger, bouncing into the kitchen.

"Where's that new jar of pickles? Ah, here it is."

"Tigger," began Piglet nervously, "I don't think you'd better
-----"

CRASH!

"All right, Tigger," I said. "Get those pickles off the floor."

"Slipped out of my paw," explained Tigger.

"He tried too hard," said Pooh.

And when you try too hard, it doesn't work. Try grabbing something quickly and precisely with a tensed-up arm; then relax and try it again. Try doing something with a tense mind. The surest way to become Tense, Awkward, and Confused is to develop a mind that tries too hard -- one that thinks too much. The animals in the Forest don't think too much; they just Are. But with an overwhelming number of people, to misquote an old Western philosopher, it's a case of "I think, therefore I am Confused."

* * * * *

By now, you either see what I'm talking about when I recommend this book, or you've turned the page. This book, and Taoist thought in general as I understand it, shows you how to flow with the knowledge and understanding you have, not run frantically after more and more facts, new programs, the perfect adjustment.

Pooh would make a good handicapper. He would look at the *Racing Form* and decide which horse is going to win, using the tools he found useful. That's what we're all about, isn't it?

Anyway, this book is an absolutely delightful and painless introduction to Taoism and Taoist thought. It is available from almost any bookstore nationally for \$7.95. *The Tao of Pooh* by Benjamin Hoff. Published by Penguin.

* * * * *

While Eeyore frets . . .

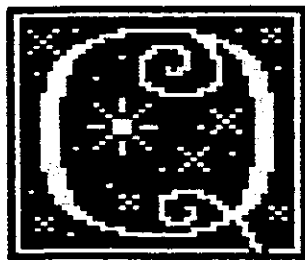
and Piglet hesitates . . .

and Rabbit calculates . . .

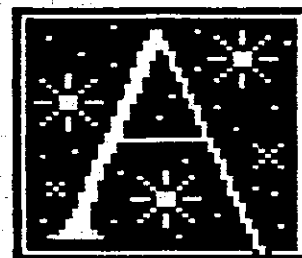
and Owl pontificates . . .

Pooh just *is*.

And that's a clue to the secret wisdom of the Taoists.



A N D



With the Doc

Following the publication of Tom Brohamer's *Modern Pace Handicapping* and then *Pace Makes The Race*, we received a great deal of interest in the Methodology from people who had no previous knowledge of our concepts. Suffice it to say that we discouraged most of them from becoming anything more than associate clients with no further access to the methodology beyond the Phase II procedures described in the Brohamer book or the Phase I, TPR numbers from *Pace Makes The Race*.

There were a few, however, whose enthusiasm and attitude qualified them for full client status. The following questions come from one such new client. They may remind you of your own early problems.

I am a new client and recently received my introductory packet. I have read all the materials you sent and have a general understanding of what's involved. I am confident that with a little instruction and practice I could perform all of the calculations which you explained.

However, I need some direction and structure. I don't have any idea where to start. Should I start trying to calculate a track win energy profile? Should I begin by trying to choose appropriate past performance lines? Do you have any classes on the east coast? Do you have any lessons I could practice on?

I am eager to get started; please help me channel my energy in an effective manner.

I responded to this eager query by suggesting that he reread the three manuals in his introductory package starting with the pink Dynamics overview manual. I stressed that he grasp the concept of the Methodology as opposed to immediately trying to apply the mechanics. I emphatically told him not to try matching numbers. Match winners, I said. As a gift I enclosed a copy of Dick Schmidt's excellent Beginner's Manual.

The day after this material went out, a second missive arrived from the new client. This time his questions were more specific.

Dear Dr. Sartin:

I am in the middle of my third reading of the Pace-Speed-Class Manual and there are three questions I cannot resolve.

1. You speak about the importance of knowing your track and knowing if it's a 1.1, 1.2, etc. I understand the concept that a 1.2 requires two units of 3rd fraction energy to overcome each unit behind at the second call. BUT I don't see how to calculate a value for a track. Could you please send me the formula to calculate if a track is a 1.1, 1.2, etc.

I am chomping at the bit to embrace the Sartin Methodology and become a WINNER. I would greatly appreciate a prompt response. Thank you.

This time I sent him a gift of the Variant Manual along with one of my polemic articles on pace pars plus a dissertation Declaration Pars by Sam Wada. Again, I told him - study the concept! But I did promise to respond to his specific questions in this issue of the Follow Up.

In answer to question #1, re: 1.1, 1.2, 1.3 designations.

These refer to winners only. The designations may be quite different for place and show horses at the same track on the same day. Back in the seminal years of the Method, I perceived that winners expended their Energy differently by distance and surface. Initially I took this to mean track surface and that each track had its own particular personality that was subject to little change. Since then it has become apparent that such delineations must be calculated daily; hence our development of the track energy profile.

In short a 1.1 condition means that it only takes one unit of energy in the final fraction to overcome a unit behind at the second call. Most readers defined a unit of energy as a length which is an adequate description so long as they calculated lengths in feet-per-second, not in-fifths of a second. A 1.2 designation indicated that two units at the end would be needed to compensate for each one behind at the second call. Likewise a 1.3 circumstance, frequently dominant at tracks like Santa Anita and Pimlico, requires three units in the final stanza for each one behind at the second call. After the initial exploration of early-average-late energy concepts in the Yellow Manual, I expanded on them beginning on page 27 of the Factor Analysis Manual and on pages 42 - 43 of the UltraScan Manual.

Here is a review of content of those pages:

FIRST: Determine TOTAL ENERGY by class level. High represents the Total energy pars by distance for the higher class horses on the track: Allowance, Stakes, Handicap. More importantly, this tells you the HIGH TOTAL ENERGY exerted in the races that make up your profile. If there were no stakes or allowance races ENTERED then it would NOT represent stakes or allowance energy totals.

SECOND: Low represents the lowest TOTAL energy at the distance from the races entered. Usually 3 year old fillies and mares.

THIRD: Average. This is the most important of the read-outs. It gives you the average for the period profiled.

Many clients will argue that ALL of our energy figures should be kept by class and sex delineation as well. Naturally we tested this seemingly more logical approach and found it NOT TO BE OPTIMAL. Bob Purdy, and other PIRCO Datasticians, put in many hundreds of computer-time hours only to discover, to their amazement, that the technique now being applied was best for predicting winners. WINNING - not the pursuit of logic - being our goal, we abandoned the age, class, sex categorization which saves us all many laborious hours of record-keeping.

FOURTH: Percentage of Energy EARLY and LATE. We throw out the deviant races, and average the rest. For instance, here is an arbitrary example of a six furlong average of 52.47% Early and 47.53% Late.

These are KEY AVERAGES and represent the main reason why we should keep a DAILY TRACK PROFILE, and why we must confine our periodic averages to no more than five consecutive days. We look for the EARLY-LATE percentages to change. We WANT them to change because when they do, WE will know it and the mob will NOT. This gives us a decided edge.

When you note a change, GO WITH THE FLOW. Invest in what is WINNING NOW. Not last week. Not last month. Not last year ... NOW.

FIFTH: Under the heading "Early Speed Rating" we insert: 1.2. Referring to page 27, FACTOR ANALYSIS MANUAL, note that Early Energy percentages between 52.6 and 51.80, constitute a 1.2 Early Speed Rating. 52.47 is AVERAGE. So, while FRONT RUNNERS won most of the six furlong races profiled,

EARLY SPEED - or Early Energy, DID NOT! Here we find another advantage we have over the mob. They will think that ALL front running horses will ALWAYS have a decided edge, while we will know this is not so. On this particular day, front-runners ran uncontested (as did Swale in the 1984 Belmont) but retained 47.53% of their total energy Late, to hold off any closing challengers.

Before discussing Par Energy Expenditure as determined by winners total energy, energy percentage Early and Late, let's establish some parameters for what constitutes an Early Bias, a Sustained Bias and No Bias (average). Average is really a misnomer here because no-bias tracks and/or situations are a rarity.

Early: ———	SPRINTS	—————	52.90 up	
	ROUTES		52.60 it	TURF ROUTES
Late: ———	SPRINTS	—————	51.8 down	are always won
	ROUTES		51.6 down	LATE, regardless
Ave: ———	SPRINTS	—————	52.40	position calls.
	ROUTES		52.20	

There is a gray area between the average 52% Early, 48% late that is biased slightly toward early or late, but the above percentages dominate any track profile. Over the years we have done profiles on all North American tracks using winners times at every class and distance for every racing day. The results reveal a remarkably consistent %Early and %Late pattern for winners at all tracks surveyed on dry, fast days. The most important piece of evidence to be garnered from our data is that a horse can win if it's within .72 f/p/s of TOTAL Win Par Energy, but seldom wins when it's % Early and % Late exertion are not reasonably close to the profile. However, the match up Energy mix of individual races tend to be the primary reason for % of Energy differentials with that vital .72% area.

Since we now use Percent Median instead of % Early, the numerical parameters that designate Early, Late and Average need some alteration. History says that if I do it for you it will have little significance.

So, from your own track profile, you do it, and send me your data.

Jim Bradshaw cut his Methodology teeth on these few paragraphs and they form the basis of his Match-Up procedure. He, along with our current Charter and Teaching members, no longer has to calculate 1.1 to 1.3 factors. Once comprehended they are readily perceived through observation of races, pace lines and results charts.

THE ULTIMATE MATCH UP

BY
GINNY BUTLER

As serious investors at the track each of us need to keep an open mind to new suggestions concerning our method of picking contenders. It seems like we get a new method and we automatically take the top 5 or 6 horses, put them into our computers, turn the switch on, and then turn off our brains. We then become mainstream handicappers - systemized. Dr. Sartin and Jim Bradshaw have waved red flags at us many times; in the yellow manual, at seminars, in the Follow Up. Any material you have ever got from this Institute has given us this advice and still we fail to heed their advice. We slip up, we call up and we hear Jim's famous words "I told you not to do that!" and darned if he isn't always right.

Instead of using our method of contender selection as a tool, we begin to rely on the Method instead of our skills we worked so many hours to cultivate. One reason for this is that we all live in a hurry, hurry, world and our lives are busy, and it's hard to find time to do our homework before we go to the track. When we get to the track, we rush around, buy a form and program, rent a table and hurry to get the 1st race worked. We have 10 races, 20 minutes between races, nine hundred nuts standing over you wondering what kind of magic your computer does - if it's picked anything yet (last week I told a guy I put ink on the disk and that's how it printed the numbers on the screen and if the numbers were wrong, it's probably because the ink hadn't circulated through the computer yet). Part of those precious 20 minutes we have to stand in line buying tickets. Guess what...there is no time to evaluate your contenders. You throw them into the computer and head for the windows. I am guilty of doing just that as I'm sure many of you are. The last three weeks, I would run the top 5 TPR ratings, throw 5 or 6 horses into my computer and head for the window. I didn't stop to analyze what I was putting into my computer. Guess what my win percentage dropped. I was getting chalk, but not my price horses. You have to take the time to work your races properly. I'm not as fast as most people working races but that's my personality. I have to take the time to think a race through. That's how I get \$100 horses once in awhile...a few get by me but not many thanks to KGEN!

TPR numbers are excellent to show the balance of the race. They show you the Early and the Late. The EPR rating puts the horses in perspective at the 2nd Call and I can see how many lengths behind or ahead a horse will be in relationship to

the rest of the field. I was always amazed at Tom Hambleton because he could look at a race and tell me this horse should be 12 lengths behind or ahead at 2nd call. I've always gotten my 5 contenders and never thought anything about it. I've won with my own skills but I do admire Tom's skills. The TPR's have helped many people I'm sure, but you still need to decide if your top horses are really contenders in today's match up. You have to take the time to analyze the race.

Thoromation is the ultimate match up. Enclosed is a race I took my top TPR figures for contenders and why I threw out the top 2. Without Jim's excellent teaching on horses burning each other out, Thoromation and the instant PrePlay I would have probably bet Table & Snip to win. The winner didn't pay a huge price but Thoromation saved me from losing a bet and anytime I cash a ticket, I'm a winner.

The top TPR figure is excellent to use as a place horse or for your third horse in Trifecta's.

Enjoy your Thoromation program. Learn to match your horses with it. It's not only rewarding at the windows, it's FUN!!!

If you don't have the Match-Up manual, you should consider buying it.

One tip off to help me make sure I have the right contenders - if my Instant PrePlay screens don't agree with the Thoromation screen, then I don't have the right contenders in the computer. You can do the race over and take your horses and put them through KGEN to get the right results or you can pass the race.

9

1 MILE. (1:35) CLAIMING. Purse \$4,000. 4-year-olds and upward. Weight, 120 lbs. Non-winners since November 19, 1991 allowed 3 lbs.; since October 1, 1991 allowed 5 lbs. Claiming price \$5,000. (Claiming for \$4,000 or less not considered.)

LASIX—Table for Six, Trigger's Boy Blue, Tecaro, Sniper, Moberly, Tall Tales, Nostalgic Wine, Polo Power, Senior Alfredo. BUTAZOLIDIN—Table for Six, Trigger's Boy Blue, Tecaro, Sniper, Moberly, Tall Tales, Cougar Country, Nostalgic Wine, Polo Power, Senior Alfredo.

Table For Six

JAUREGUI L H

Table with columns: Race, Date, Time, Distance, Class, and various race results for Jauregui L H.

Dr. N. or Jr. G. 5, by Table Run—Amber Mtg, by Amber Mare

\$5,000 Br.—Peony Farms (Wash)

Table with columns: Race, Date, Time, Distance, Class, and various race results for Peony Farms.

Lifetime 1992 3 2 0 0 \$4,174

37 5 3 5 1991 14 1 1 2 \$5,522

Table with columns: Race, Date, Time, Distance, Class, and various race results for Peony Farms.

Speed Index: Last Race: (-) 3-Race Avg.: (-) 12-Race Avg.: (-)

LATEST WORKOUTS Feb 11 Lgs 4 fct :50 1/2 B

Trigger's Boy Blue

HOVERSON C

Table with columns: Race, Date, Time, Distance, Class, and various race results for Hoveryson C.

Dr. N. or Jr. H. 5, by Trippairo—C'Est Enchanté, by Katzma

\$5,000 Br.—Schwan M-rs L E (Wash)

Table with columns: Race, Date, Time, Distance, Class, and various race results for Schwan M-rs L E.

Lifetime 1992 2 0 0 0 \$4,648

19 2 1 2 1991 15 2 1 2 \$4,648

Table with columns: Race, Date, Time, Distance, Class, and various race results for Schwan M-rs L E.

Speed Index: Last Race: -12.0 1-Race Avg.: -12.0 3-Race Avg.: -12.0

LATEST WORKOUTS Feb 11 YM 3 fct :41 1/2 B

Tecaro

BAZE G

Table with columns: Race, Date, Time, Distance, Class, and various race results for Baze G.

Dr. G. 7, by Markable—Miss Tuffy Tann, by The Patient

\$5,000 Br.—Schwan M-rs L E (Wash)

Table with columns: Race, Date, Time, Distance, Class, and various race results for Schwan M-rs L E.

Lifetime 1992 1 1 0 0 \$4,548

47 4 4 9 1991 9 0 0 1 \$2,571

Table with columns: Race, Date, Time, Distance, Class, and various race results for Schwan M-rs L E.

Speed Index: Last Race: -2.0 1-Race Avg.: -2.0 3-Race Avg.: -2.0

LATEST WORKOUTS Feb 12 YM 3 fct :41 1/2 B

Sniper

ALVARADO P V

Table with columns: Race, Date, Time, Distance, Class, and various race results for Alvarado P V.

Dr. H. 5, by Apalachee—Valid Beam, by Valid Appeal

\$5,000 Br.—Solberg Linda & Clement J W NYM (Ark)

Table with columns: Race, Date, Time, Distance, Class, and various race results for Solberg Linda & Clement J W NYM.

Lifetime 1992 1 1 0 0 \$1,768

13 2 2 1 1991 5 0 1 0 \$881

Table with columns: Race, Date, Time, Distance, Class, and various race results for Solberg Linda & Clement J W NYM.

Speed Index: Last Race: -6.0 1-Race Avg.: -6.0 3-Race Avg.: -6.0

LATEST WORKOUTS Jan 25 YM 3 fct 1:00 1/2 B

Moberly

ARAGON V A

Table with columns: Race, Date, Time, Distance, Class, and various race results for Aragon V A.

Dr. N. or Jr. G. 5, by Staff Writer—Serrano Blue Jean, by Captain Courageous

\$5,000 Br.—Falls & Monettes (Wash)

Table with columns: Race, Date, Time, Distance, Class, and various race results for Falls & Monettes.

Lifetime 1992 3 0 2 0 \$1,554

28 2 3 1 1991 10 1 1 0 \$2,263

Table with columns: Race, Date, Time, Distance, Class, and various race results for Falls & Monettes.

Speed Index: Last Race: +7.0 1-Race Avg.: +7.0 3-Race Avg.: +7.0

LATEST WORKOUTS Jan 25 YM 3 fct 1:00 1/2 B

Tall Tales

BOLL K

Ow.-Wilson W & Peggy

Table with columns for race date, distance, time, and other details for Tall Tales.

Speed Index: Last Race: +5.0 3-Race Avg.: +3.0 5-Race Avg.: +1.8

LATEST WORKOUTS

Dr. A. or Jr. A. S. by Todd-Arbreon, by Nentra

\$5,000 Dr.-Forest Retreat Farm Inc (Ky)

Table with columns for race date, distance, time, and other details for Tall Tales.

Speed Index: Last Race: +5.0 3-Race Avg.: +3.0 5-Race Avg.: +1.8

LATEST WORKOUTS

Lifetime 1982 2 0 1 1 \$1,204

28 4 6 2 1991 5 2 2 0 \$4,047

117

Table with columns for race date, distance, time, and other details for Tall Tales.

Speed Index: Last Race: +5.0 3-Race Avg.: +3.0 5-Race Avg.: +1.8

LATEST WORKOUTS

72% 1.32

Cougar Country

HOONAN D

Ow.-Adams D & Anne

Table with columns for race date, distance, time, and other details for Cougar Country.

Speed Index: Last Race: -3.0 2-Race Avg.: -1.5 2-Race Avg.: -3.5

LATEST WORKOUTS

Ch. p. 5, by Allocated-Husky Fever, by Captain Courageous

\$5,000 Dr.-Adams D (Wash)

Table with columns for race date, distance, time, and other details for Cougar Country.

Speed Index: Last Race: -3.0 2-Race Avg.: -1.5 2-Race Avg.: -3.5

LATEST WORKOUTS

Lifetime 1982 2 1 0 0 \$1,870

25 2 3 3 1991 11 0 3 1 \$2,156

120

Table with columns for race date, distance, time, and other details for Cougar Country.

Speed Index: Last Race: -3.0 2-Race Avg.: -1.5 2-Race Avg.: -3.5

LATEST WORKOUTS

72% 1.32

70% 1.65

Nostalgic Wine

LACOURSIERE L J

Ow.-Tracy Ray Jr

Table with columns for race date, distance, time, and other details for Nostalgic Wine.

Speed Index: Last Race: -7.0 3-Race Avg.: -6.8 8-Race Avg.: +0.2

LATEST WORKOUTS

Ch. p. 6, by Nostalgic-Precious Brandy, by Transworld

\$5,000 Dr.-Madame M.-Mrs John G (Cal)

Table with columns for race date, distance, time, and other details for Nostalgic Wine.

Speed Index: Last Race: -7.0 3-Race Avg.: -6.8 8-Race Avg.: +0.2

LATEST WORKOUTS

Lifetime 1982 2 1 0 0 \$1,540

5 0 5 1991 2 0 0 0 \$4,850

115

Table with columns for race date, distance, time, and other details for Nostalgic Wine.

Speed Index: Last Race: -7.0 3-Race Avg.: -6.8 8-Race Avg.: +0.2

LATEST WORKOUTS

70% 1.64

Polo Power

HANNA M A

Ow.-Parion Ranches

Table with columns for race date, distance, time, and other details for Polo Power.

Speed Index: Last Race: -7.0 2-Race Avg.: -2.0 2-Race Avg.: -2.0

LATEST WORKOUTS

B. p. 7, by Nebelme Way-Prop State, by Prop Patter

\$5,000 Dr.-Parion Ranches Inc (Wash)

Table with columns for race date, distance, time, and other details for Polo Power.

Speed Index: Last Race: -7.0 2-Race Avg.: -2.0 2-Race Avg.: -2.0

LATEST WORKOUTS

Lifetime 1982 3 1 0 0 \$2,105

51 5 4 6 1991 12 0 1 2 \$942

117

Table with columns for race date, distance, time, and other details for Polo Power.

Speed Index: Last Race: -7.0 2-Race Avg.: -2.0 2-Race Avg.: -2.0

LATEST WORKOUTS

123% 1.24

Senor Alfredo

SENTIES F P

Ow.-Griner P

Table with columns for race date, distance, time, and other details for Senor Alfredo.

Speed Index: Last Race: -17.0 3-Race Avg.: -5.0 3-Race Avg.: -5.0

LATEST WORKOUTS

Dr. A. or Jr. p. 7, by Von Chmewitz-Krue's Talent, by Native Talent

\$5,000 Dr.-Rigby G E (DC-C)

Table with columns for race date, distance, time, and other details for Senor Alfredo.

Speed Index: Last Race: -17.0 3-Race Avg.: -5.0 3-Race Avg.: -5.0

LATEST WORKOUTS

Lifetime 1982 2 0 0 0 \$11,611

51 9 11 8 1991 15 2 4 3 \$51,118

120

Table with columns for race date, distance, time, and other details for Senor Alfredo.

Speed Index: Last Race: -17.0 3-Race Avg.: -5.0 3-Race Avg.: -5.0

LATEST WORKOUTS

123% 1.24

RACE: 021609 PHASE I REPORT DIST: 8.0

TOTAL PACE RANKING

NAME	EPR	FFR	T P R
TABLE	90.0 1X	85.5 2X	175.5 1X
SNIP	89.7 2X	85.3 3X	175.0 2X
MOB	82.9 6	86.6 1X	169.5 3X
TALL	84.2 4	84.2 5	168.4 4
COUG	85.9 3X	82.3 8	168.2 5
TRIG	83.3 5	83.7 6	167.0 6
POLO	81.6 9	84.9 4	166.5 7
WINE	82.0 8	83.5 7	165.5 8
SENROR	82.1 7	76.4 9	158.5 9

RACE: 021609 PHASE I REPORT DIST: 8.0

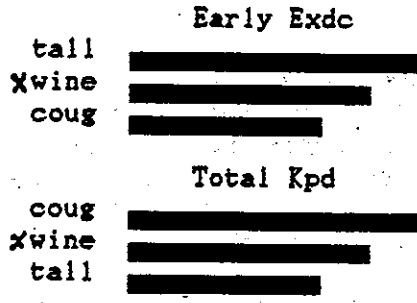
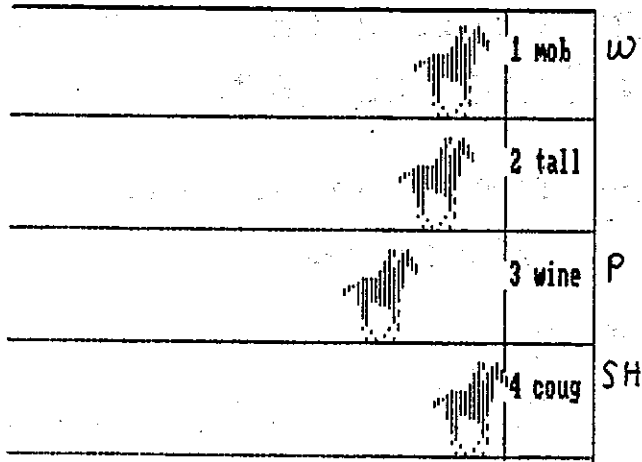
EARLY PACE RANKING

NAME	EPR	FFR	T P R
TABLE	90.0 1	85.5 2	175.5 1
SNIP	89.7 2	85.3 3	175.0 2
COUG	85.9 3	82.3 8	168.2 5
TALL	84.2 4	84.2 5	168.4 4
TRIG	83.3 5	83.7 6	167.0 6
MOB	82.9 6	86.6 1	169.5 3
SENROR	82.1 7	76.4 9	158.5 9
WINE	82.0 8	83.5 7	165.5 8
POLO	81.6 9	84.9 4	166.5 7

RACE: 021609 PHASE I REPORT DIST: 8.0

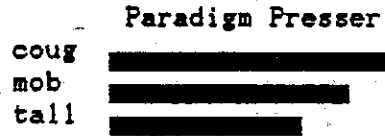
FINAL FRACTION RANKING

NAME	EPR	FFR	T P R
MOB	82.9 6	86.6 1	169.5 3
TABLE	90.0 1	85.5 2	175.5 1
SNIP	89.7 2	85.3 3	175.0 2
POLO	81.6 9	84.9 4	166.5 7
TALL	84.2 4	84.2 5	168.4 4
TRIG	83.3 5	83.7 6	167.0 6
WINE	82.0 8	83.5 7	165.5 8
COUG	85.9 3	82.3 8	168.2 5
SENROR	82.1 7	76.4 9	158.5 9



For optimal wagering
Win, Place & Show,
Learn to use ALL
of Exdc's Readouts!

Exdc Deceleration Ratio			
Name	1st	2nd	3rd
coug	100.00	99.22	99.58
wine	96.44(2)	99.40(2)	95.47
tall	96.06	100.00	96.35
mob	94.57	99.10	96.17



NINTH RACE 1 MILE (1.38¹) CLAIMING. Purse \$4,000. 4-year-olds and upward. Weight, 120 lbs. Non-winners since November 15, 1981 allowed 3 lbs.; since October 1, 1981 allowed 5 lbs. Claiming price \$5,000. (Claiming for \$4,000 or less not considered.)

FEBRUARY 16, 1982

Value of race \$4,000; value to winner \$2,200; second \$700; third \$300; fourth \$200; fifth \$100. Mutual pool \$25,451. Exacta pool \$21,451. Trifecta pool \$82,811.

Last Raced	Horse	M/E	Eq	L	Wt	PP	St	1/4	1/2	3/4	Str	Fin	Jockey	Cl's	Pr	Odds \$1
7Feb82 7YM2	Moberly	LBb	5	120	4	5	51	41	11	12	11	11	Aragon V A	5000		2.50
9Feb82 7YM6	Nostalgic Wine	LB	6	117	7	8	82	82	82	21	25	25	Lacoursiere L J	5000		6.50
25Jan82 9YM6	Cougar Country	Bb	5	120	6	7	73	64	94	94	34	34	Hoonan D	5000		14.90
28Jan82 9YM2	Tall Tales	LB	6	118	5	3	43	52	62	62	41	41	Doll K	5000		12.50
1Feb82 9YM1	Table For Six	LBb	5	118	1	1	23	24	32	31	51	51	Baze G	5000		6.90
1Feb82 9YM1	Polo Power	LB	7	119	8	9	9	9	82	72	64	64	Hanna M A	5000		18.70
2Feb82 4YM1	Sniper	LBb	5	115	3	2	11	12	21	41	71	71	Alvarado P V	5000		6.00
1Feb82 9YM10	Senor Alfredo	LB	7	128	3	4	34	31	71	81	81	81	Senties F P	5000		3.20
1Feb82 9YM7	Trigger's Boy Blue	LB	5	128	2	6	61	72	9	9	9	9	Bryson D	5000		51.50

*—Actual Betting Favorite.

OFF AT 3:51. Start good. Won driving. Time, :22, :46, 1:11, 1:37. Track fast.

\$2 Mutuel Prices: 5-MOBERLY 7.00 4.20 3.20
8-NOSTALGIC WINE 8.20 5.80
7-COUGAR COUNTRY 5.40

\$2 EXACTA 5-8 PAID \$56.62 \$1 TRIFECTA 5-8-7 PAID \$287.90.

Relaxation and Stress Control in Handicapping

Utilizing the Silva Relaxation Tape

by Bert Mayne

Several of you have called to tell me of the help you have gotten from the Relaxation Exercise tapes you have gotten from me. But there have also been many questions about the optimal use of the tape. Since I haven't had the pleasure of teaching all of you the Silva Mind Method, I thought that a brief discussion of some ways in which you might use the tape in conjunction with the Sartin Methodology should be helpful.

As Dr. Sartin says in the Pace Line Manual, people do a better job of handicapping when they are in a relaxed frame of mind. The brain pulses in cycles-per-second of electrical activity (Hz), like the heart beats in beats-per-minute. As a slow, steady heart beat indicates a calm state of rest, so a lower number of Hz of brain activity indicates calm states of mind.

Scientists have designated several "bands" in the spectrum of electrical activity of the brain. They call them by greek alphabet names. The slowest, at around 0.1 - 4 Hz is the Delta level of brain activity. The range from about 4 - 7 Hz is called Theta. From around 7 - 14 Hz is called Alpha. And from 14 upward is referred to as Beta.

Research scientists learned through the work of Jose Silva, of Laredo, Texas, that the human brain can function at the Alpha level while the mind is engaged in rational considerations and decision making. Before the work of Jose Silva, the common belief was that the Alpha level was a fragile level of delicate, dream-like qualities. It was known to be good for the health of an individual to remain at the Alpha level for a quarter of an hour or so on a daily basis. Measureable positive effects were monitored. But it was believed that if one engaged in critical thought, say mathematical exercise, the "spell" would be broken, and the person would immediately rise into the Beta range of frequencies.

Jose Silva proved that this isn't the case. Dr. Sartin's research confirms that you can do rational work, linear or non-linear in nature, and still remain in a relaxed state of mind, if you practice. That's what the Silva Method Basic Lecture Series is all about. When I teach the class, the whole point is to enable people to start functioning at the Alpha level, approximately 10 Hz, and utilize their thereby increased mental faculties to achieve whatever goals they have. The main objective is to help people become better problem solvers in the arenas of their choosing.

You have chosen handicapping as the arena in which you desire to solve problems. You face the daunting job of figuring out which horses are true contenders in today's race, which pace lines are the most representative of those chosen horses, and which readout

interpretation best expresses the probable outcome of this particular contest. And you are going to put your money on your decision. You are going to back your judgement with hard cash. To misjudge the competitors, to go for an untrustworthy pace line, to blow your readout interpretation... these chances all exist. And unlike some monday morning quarterback, your excuses won't get you your bucks back.

This is an ideal scenario for high a tension response. But Doc's research clearly showed that his subjects made their best handicapping decisions when they were at the Alpha level --- a very relaxed state of being. So here's where the tape comes in. The tape trains you to be able to relax into a level of brain electrical activity in the Alpha range, in which untrained people are mostly dozing, and remain awake. It's good for people to simply "let go" with (I get calls thanking me for the tape on the basis of what a great way to get to sleep it is). But to do so misses the real point by a mile. The point is to be relaxed into a realm generally identified with the "subconscious" in untrained people, and be wide awake, fully conscious, and solving problems. This means you are more in control of your life, and more in charge of your mental assets. It also opens up the possibility of using more of the mind, metaphorically referred to as "left, and right brain". While it's true that many functions identified with alphabetical or numerical work tend to localize in the left brain, and those of pattern recognition and abstract, non-linear thinking tend to localize in the right brain, the model isn't exact. But the metaphor is still a good one for many purposes, such as ours.

Around the 10 Hz level of brain activity, we have access to both left and right brain types of functioning. So, using more of our brain, and a fuller range of mental talents, we perform whatever problem solving we engage in better.

Now for the specifics.

To get the most good out of the tape (side one, the Relaxation Exercise), you need to make some time in which you will devote yourself to learning this new skill, relaxation. A half hour gets you through the whole exercise, plus a few moments to savor the feeling afterward. This is serious business, and according to a growing number of medical researchers, simply learning to relax can extend your healthy lifespan. So make the time such an important undertaking deserves. You need to set out with the surety that you are worth it. This is something to do in an unhurried fashion. Practice means just that. The Silva Basic Lecture Series includes about forty hours of class time. You should plan on spending some time with the tape to achieve your desired goal of better handicapping.

Probably a headset is a good idea. Since this is simply a spoken exercise, cheap headsets will do as well as expensive ones. Now, the tape leads you through a guided meditation of relaxation. You focus your attention of different parts of your body, and make the conscious choice to relax those areas, one by one. This helps you to establish

what Jose Silva calls "level three", a level of "complete physical relaxation from head to toe in a matter of seconds." This doesn't mean that you have no muscle function; you practice this in a comfortable sitting position, after all. Some people drift into sleep during this part of the beginning of the exercise, because simple physical relaxation is far less common than most people think. But the goal here is to remain awake and alert, while learning how to relax totally.

Next comes "level two, where noises will not distract you. In fact, noises will help you to concentrate even more," as the text of the Silva course puts it. This is the level of complete mental relaxation, where noises or the carnival atmosphere of goings on around you will not impair your ability to relax and remain at the Alpha level. You imagine tranquil and passive scenes to aid in the realization of this level. Finally comes level one. This is the 10 Hz Alpha range, in which your intuitive gifts are functioning at their best, your increased mental faculties are at your disposal, and research shows people making the most productive handicapping decisions.

There are affirmations on the tape also. These are beneficial statements that you can repeat to yourself to promote switching on-line the inner win psychology. You should feel free to make up your own additional affirmations as you go along. Tests show this kind of Alpha level self-programming to be much more effective, much more quickly than subliminal tapes. This is where the tape can be strayed from. Use the tape to train yourself to maintain awake, alert status while being deeply relaxed, and then you can use the techniques outlined in the Silva books (namely the 3 to 1 method for entering "level", that is Alpha), or whatever way you develop. Silva's suggestions are likely to be the best in this area, simply because with twenty-six years of teaching this to people, capping twenty-two years of personal research, Jose knows what he's talking about. But suit yourself.

Under the spoken part of the tape is a rapid clicking sound. This is the so-called Alpha Sound. The brain tends to try to match, to some degree, the rhythms it is in contact with. When you hear a 10-per-second sound like this, it tends to help you to produce 10 Hz brain activity. So, once you have learned to relax into the Alpha level with side one, you may choose to play the Alpha Sound of side two while you meditate on your own.

Topics for meditation, in a Sartin Methodology vein, would likely include creating mental pictures of yourself as a proficient handicapper, going to the window to cash handfulls of winning tickets; having the most predictive pace lines loom up off the page at you; finding the true contenders, and only them, easily and rapidly every time. And you can play the Alpha Sound in the background as you think about all these things.

You can also employ "trigger mechanisms" in conjunction with these

relaxation skills. Once you are proficient at getting to the Alpha level, you may wish to make suggestions to yourself at that level, to the effect that the look of the Racing Form, or running APU's, or picking up a pen and beginning the marking of the field for ESP types will instantly adjust your mind to deeper levels for greater proficiency with the Sartin Methodology.

I strongly suggest you read the Silva Mind Control Method, by Jose Silva and Phillip Miehle. It is a good introduction to learning to use more of your mind. I have a mail order book business going, in conjunction with my Silva teaching, and if you have any titles you'd like but can't seem to find locally, just send me a note, and I'll see if my distributor has them. They can provide me with over ten thousand titles, so ask away. Also, if there's a topic you wish a list of titles for, I'll copy that page of my catalog that has that category on it and mail it to you.

As always, I enjoy hearing from anyone seeking after truth. This is one help I have found. If I can assist you in maximizing its benefit to you, please get in touch. I'll have further suggestions about using the Relaxation tape in the near future. Enjoy this gift to you from you: more of you, realizing more of your handicapping goals.

TT-2C-3F VALUES AND RATINGS

J. T. ELLIOTT

I couldn't get started on this piece. So I just grabbed a dictionary, thesaurus and by chance, a third book. I got lucky. It was Lombardi - an NFL Tribute to one of my all-time heroes. That was like running into an old friend. You haven't seen him in 15 years. And you'd forgotten how much you loved him. You flip a couple "pages" and pick up right where you left off. Procrastination led to some strong parallels.

The first thing Lombardi did when he took over the Green Bay Packers was to reduce football to two basics - blocking and tackling. He rammed discipline and demanded commitment. He said, "They call it coaching, but it is teaching." His theory was repetition. He taught 'em til they dropped. It was called the simplest system in football. His teams just killed you with execution of the two basics.

When Green Bay exploded out of the tunnel onto the field on game day - it wasn't a question of winning or losing - only what the score would be.

What a mind-set to take to the Race Track! There are those amongst us who do. I don't know any who haven't paid a similar price.

When you think about it, Doc has reduced our "game" to two basics. Both basics concern behavior - the behavior of race horses and our behavior.

Doc can modify our behavior when we need it. But commitment, self discipline and mind-set is still our own cross to bear. The way horses behave is our common bond.

In the Methodology's ongoing analysis/distillation process, we've come to focus on a horse's behavior in three segments of the race: Turn-Time - Second Call - Third Fraction. To this point, the "relative values" of these segments have never been quantified. And we've never had a "rating" which combined the values of all three.

Now we can do both! We can assign values to TT-2C-3F at any given distance AND rate a horse's performance.

Before we look at the "Chart of Relative Values," let's take a minute to sum up what we all know about TT-2C-3F. It will establish their individual values. And justify why they ought to be related.

Turn-Time (TT) - is the extracted time between the first and second call in a race. We call it the "hidden fraction" because its time is not shown in the PP's. The majority of the racing public doesn't know its importance or won't extract it - or if they do - don't know what to do next.

Doc did a study of the running characteristics of 100 horses. He concluded that it was the "behavioral fraction" and highly predictive of winners! When they ran well or were about to - they repeated their previous "good" pattern of behavior.

In his chapter on "Turn-Time," Tom Brohamer says Turn-Time reveals both improving and positive current form. In his "Final Thoughts" he also points out that "Turn-Time" is a misnomer at certain distances. For example, the only sprint that includes a full turn is its TT segment is at 5-1/2 furlongs - between the 7/16 and 3/16ths poles. As distances stretch out their TT segments shift backwards. And thus involve less and less of a turn. We'll see that very graphically in the following track diagram.

The importance of "TT" is not in the label or how much of a turn is involved. But the relative value of its segment to 2C and the 3rd Traction.

Second Call (2C) - We acknowledge it as a "given" in its importance to pace analysis. The most important point in a race. We generally refer to it as the "fulcrum." To paraphrase its definition, a fulcrum is "...a fixed support... or central axis..." That fits perfectly because in Sprints the 2C is always fixed at the half-mile point in the race - in Routes the 2C is always fixed at the 6 furlong point.

On page 115 in Brohamer's chapter on the "Sartin Methodology," Tom gives us a chart which shows the "% of total" which is completed by the 2C at various distances. I took the liberty of using the same idea in my "Chart of Relative Values." It drives the point home. You'll see that on the low end, 53% of the race is over by the 2C-at 7-1/2 furlongs. While the highest % completed by the 2C is 75% - at 1 Mile.

Given the fact that better than half the race has always been run by the 2C - the order of finish then depends on who can Capitalize on or Overcome the pace scenario to that point. The winner is often preordained.

The 2C is both fixed in its location and undeniable as a turning point.

Third Fraction (3F) - it's in the throes of change now. But most of the racing public is still "final time" oriented - adjusted by whatever method they subscribe to. Anything prior to final time is viewed as a preamble. Pace - if considered at all - is dismissed in its entirety as position at - and/or - time of the 2C.

All of which brings us to the 3F. We know it has a value of its own. Doc calls that final fraction a barometer of a horse's "class." It not only shows us his finishing speed, stamina and guts - but most importantly - his capacity. What he can do after dealing with the pace match-up in the first two segments of the race.

Given that perspective, any 3F value we credit a horse with is only valid when its related to his TT and 2C performance.

Now, let's look at the Chart of Relative Values. The vertical columns give you base values for the Turn-Time, 2nd Call and 3rd Fraction segments of the race by distance. Just pick a distance and read across the chart. The values apply to both dirt and turf. They should stand as long as race tracks are divided into 1/16th of a mile.

How did I assign the values? It was nothing more than deductive reasoning and grade school math. Here's how they evolved.

I started with the premise that the 2C had to have the greatest value. So, I gave it a "100" at all distances. That was easy and seemed logical.

Then I had to give values to TT and 3F. But I didn't know which was most important. I just knew I had to relate them to the 2C and then, somehow, to each other. I also knew that while TT had recently become a "high holy" factor in sprints - there was doubt about its value in routes. Which, I guessed, meant that as distances stretched out the 3F had to be worth more than TT. But any chart I'd ever seen had assigned an equal top-end number to the segments they rated. That implied equal worth. And I seriously doubted that was true.

The answer came to me when I went through back issues of The Follow Up. I came across an article on K-Gen. I had never used the program. But its power seemed to be based on acceleration/deceleration ratios at a given distance - measured by 1/16ths of a mile.

That was it! It had to be it. It hit me between the eyes one Saturday morning in a coffee shop. I took a paper placemat and listed all distances from 6 furlongs to 1-1/4 miles. Then I drew a race track and divided it into 1/16ths. I figured the number of 1/16ths in the TT-2C-3F segments at each distance. I saw that at 6 Furlongs and a Mile that TT and 3F had an equal number of 1/16ths. But as races stretched out from those two key distances the 3F had more 1/16ths while TT remained a static 4/16ths.

The relative values of TT and 3F became a simple percentage problem. Mentally I made TT and 3F equal in value at 6 Furlongs and one Mile. As the 1/16ths in the 3F increased with distance I just divided their number into the constant "4" of TT. The 3F automatically became greater.

Then the question was what top-end number to give each. The 2C had already been given "100." I decided that TT and 3F should never be worth that much individually. But the sum of their

top-end scores could be equal to 100. That way you could add the TT and 3F scores and weigh that figure against a horse's 2C score. So I assigned a "Base Value" of "50" each to TT and 3F at 6F and 1M where their number of 1/16ths were equal. Since sum of the TT and 3F top figures was 100 - neither segment alone would ever be worth as much as 2C. As distances changed, I divided the bigger number (of 1/16ths) into the smaller number (of 1/16ths). I multiplied the resulting % X the common base of "50." The segment with fewer 1/16ths got a score of less than 50. And the segment with more 1/16ths got the remainder of the TT-3F joint total of 100.

The Chart shows the number of 1/16ths in TT-2C-3F at each distance. It also shows the poles between which these segments occur. The 2C column includes the percentage of the race completed at that point as well.

The Chart on the facing page is a diagram of a "Typical One Mile Track."

The perimeter is dissected into 1/16ths. 2C locations by distance are shown inside - next to their respective poles. Laid out this way, you can readily see where on the track TT-2C-3F occur as distances change.

We've talked a lot about 1/16ths. Hopefully, the text and the two Charts will get you "thinking in 1/16ths." That will be a big help in visualizing how a race will be run because:

1. All race tracks, regardless of their circumference, are divided into 1/16ths. They have to be - that's how races are Timed and Points of Call are established at various distances.
2. You can convert any distance or pole to its number of 1/16ths automatically -
3. Then you can pin-point the 2C at a given distance - just subtract the 1/16ths completed by the 2C - (8/16ths in Sprints - 12/16 in Routes) from the total 1/16ths in the race.

4. Once you've got the 2C - just count backwards 4/16ths from the 2C and you've isolated the TT segment. Naturally, you go forwards from the 2C to the Finish Line to see the 3F.

All you have to remember is that the numbering of 1/16ths runs backward from the Finish Line while the horses run forward.

5. Lastly - if any of you think any of this has only blessed you with "keen insight into the obvious" - just remember our Big Hitters never bet into a race without having a clear mental picture of how a race will be run. The poles aren't just a parade of different sizes - they make the match up specific when you bet-watch-win a race.

Next time we'll couple our "Relative Values" to "Average Times" to produce Ratings. Often we'll take license in the process and violate accepted practice. The Ratings will get contenders who pay big prices! And price is your only friend at the race track.

Part 2 - Next Issue
We'll see Elliott's concept
in action via some race
Past Performances

CHART OF RELATIVE VALUES

ELLIOTT 8/91

DISTANCE	TURN-TIME	2ND CALL	3RD FRACTION
5 1/2 FUR # 1/16 THS...11/16 LOC.....	Values..... 63 36.4%.....4/163/16-7/16	100 72.7%...8/163/16 POLE	37 27.3%.....3/16 3/16 POLE - FIN
6 FUR # 1/16 THS...12/16 LOC.....	Values..... 50 33.3%.....4/164/16 - 8/16	100 66.6%...8/16 ...QTR POLE	50 33.3%.....4/16 QTR POLE - FIN
6 1/2 FUR # 1/16 THS...13/16 LOC.....	Values..... 40 30.8%.....4/165/16 - 9/16	100 61.5%...8/16 ...5/16 POLE	60 38.5%.....5/16 5/16 POLE - FIN
7 FUR # 1/16 THS...14/16 LOC.....	Values..... * 34 28.6%.....4/166/16 - 10/16	100 57.1%...8/16 ...3/8 POLE	66 42.9%.....6/16 3/8 POLE - FIN
7 1/2 FUR # 1/16 THS...15/16 LOC.....	Values..... * 29 26.7%.....4/167/16 - 11/16	100 53.3%...8/16 ...7/16 POLE	71 46.7%.....7/16 7/16 POLE - FIN
8 FUR... 1 MILE # 1/16 THS...16/16 LOC.....	Values..... 50 25%.....4/164/16 - 8/16	100 75%...12/16 QTR POLE	50 25%.....4/16 QTR POLE - FIN
8.5 FUR... 1 1/16 # 1/16 THS...17/16 LOC.....	Values..... 40 23.5%.....4/165/16 - 9/16	100 70.6%...12/16 ...5/16 POLE	60 29.4%.....5/16 5/16 POLE - FIN
9 FUR... 1 1/8 # 1/16 THS...18/16 LOC.....	Values..... * 33 22.2%.....4/166/16 - 10/16	100 66.6%...12/16 ...3/8 POLE	67 33.3%.....6/16 3/8 POLE - FIN
9.5 FUR... 1 3/16 # 1/16 THS...19/16 LOC.....	Values..... * 28 21.1%.....4/167/16 - 11/16	100 63.1%...12/16 ...7/16 POLE	72 36.8%.....7/16 7/16 POLE - FIN
10 FUR... 1 1/4 # 1/16 THS...20/16 LOC.....	Values..... 25 20%.....4/168/16 - 12/16	100 60%...12/16 HALF-MILE POLE	75 40%.....8/16 HALF-MILE POLE - FIN

NOTICE

Effective March 9, 1992,
PIRCO, Inc.

became

O. HENRY HOUSE, INC.

Effective immediately: Any payment for
PIRCO or O. Henry House materials
should be made payable to
O. HENRY HOUSE, INC.

This change was made to facilitate a more systematic and orderly business flow within our organizational structure. This is a change of name only and in no way alters the way our business is conducted.

Thank You for your cooperation,



Howard G. Sartin

