

The Psychology of Winning

Howard G. Sartin, Ph.D



This is the title of a seminal book about a branch of psychology that has leaped to the forefront only in the past decade. Most people view psychology as a field dealing with neurosis, mental illness, behavior and interpersonal relationship problems. Ironical that few people resent being labeled with a disorder involving any of the above; in fact many wallow in the attention it brings them. Yet, offer the average individual a diagnosis that questions the validity of their most cherished beliefs (opinions) and they respond with anger and often go more deeply into a logic-tight shell. Thus, this column is bound to create some enmity.

Mark Twain said, "It's difference of opinion that makes horse races." This was true back when he said it and it's true today. It is also true that *in horse race handicapping* it is difference of opinion that separates the winners from the non-winners. There are opinions that evolve from individual cognition, entailing a thorough examination of data through objective research. Then there are opinions born of momentary impulse or those based only on the spoken/written opinions of others, usually perceived as authority figures. Opinions that cannot survive a reality check are destructive. It is these kinds of opinions, accepted as authoritative fact that have contaminated the minds of the majority of "horseplayers" for generations.

For those of us seeking profit from handicapping this is good news. For victims of the contamination it is not! The pari-mutuel system demands that the majority must be

incorrect in order for us to make a profit. If our cognitive processes reflect majority "opinion" we are doomed to the same fate as the majority. It amazes me how many otherwise intelligent individuals cannot comprehend this. Perhaps it stems from childhood conditioning to the effect that: "The Majority is *always* right." Many still cling to this notion in the area of social intercourse but NOT in religion or politics. This is why Democrats are a vociferous minority about the make-up of both houses of Congress and Republicans rant against the election of the president. Religious sectarianism is similarly opinionated.

Religious and political opinions stem from emotional conditioning, then are justified through cognition. This is why no one ever really wins an argument over religion or politics. It is also the basis of that great old socially accepted saying, "I never argue religion or politics." I agree only because such arguments go absolutely nowhere!

When we encounter this kind of impasse in a purely cognitive field like successful handicapping it is quite another matter. Unlike politics or religion, handicapping procedures shouldn't be based on emotion. Unfortunately, all too often they are. In the lexicon of psychology the term *impasse* is synonymous with 'sick point'. The point at which therapist and client (patient) can progress no further because the client has retreated behind a wall of total resistance.

In therapy there are techniques to penetrate that barrier that work if the client will continue treatment. They won't work with the mass of "horseplayers" because they will abandon anyone attempting to penetrate their opinion barrier. Believe me. I know this from years of fruitless attempts to turn non-winners into winners when their non winning stemmed from opinions locked in logic tight compartments.

This Methodology is not, nor ever has been, based on *opinion*. I've never had a handicapping opinion. Frankly, I'm not even the least bit interested in the subject of handicapping, per se. The Methodology is therapy based and, as such, is concerned solely with result. The only result I have ever sought is to develop clients who succeed! This puts me at odds with almost every handicapping "expert" and even with many of our own teachers, past and present. That's not a criticism of them in any way. It is human nature to teach others to do things the way the individual teacher does it based on singular personal skills, experiences and techniques, most of which can be learned but not taught. Trying to teach "how I do it," is like offering a fledgling music student technique and style before the pupil has learned to master an instrument. I know handicapping instructors who enjoy tremendous success themselves but fail when trying to teach others how to duplicate it.

No teacher, including Buddha, Jesus, Mohammed or even Einstein, ever taught what might be termed as "providing the greatest good for the greatest number." History's most famous teachers, religious and secular, preached gospels based on personal convictions, most often inspired by a god figure.

This is also true of most handicapping instruction with the god figure most likely

to be a recognized and charismatic author whose status as an authority was achieved through a book filled with opinions and data that may now be obsolete. Tom Ainslie is a rare exception. His works are not tainted by emotionally derived opinion. Ray Taulbot and Huey Mahl also qualify. The bulk of their work remains timeless because it came from objective research and demonstrable results.

Since my singular goal has always been to develop a clientele of *winners*, not handicappers, I've focused on computerized procedures that will produce positive results for those who are unable or UNwilling to develop the kind of handicapping skills professed by a cadre of authoritative teachers. In order to maximize the effect of these procedures, I've minimized the need for many extraneous handicapping factors deemed essential by "conventional wisdom." This is not done based on opinion but on empirical result.

I do not defy conventional or mainstream wisdom just to be a contrarian. I do so because it works better for the greatest number.

It's from a pragmatic desire to help you that I address a few issues of Cognitive Psychology and learning. Shane alluded to one in his On Line column. We're often asked why we don't always include the Past Performance Charts in some of the races published in the Follow Up. The reason is simple. First they take up a lot of space and printing costs paid for by your subscription price. Secondly, with rare exception, the human mind is capable of absorbing only so much information in a given frame of time and space.

Cognitive Psychology research demonstrates that you will receive far more benefit from instructional material that's confined to one subject at a time as opposed to presentations with multiple lessons. Therefore, example races designed to help users interpret Readouts, deal only with that area of cognitive learning. When Past Performance lines appear ahead of readout material, most minds tend to focus on contender and paceline selection, discounting readout interpretation; perceiving individual trees and not the forest.

Another pertinent point made by Shane in On Line is that many clients want to argue against our contender-paceline choices despite the fact that they won the races in question. This is like saying after Brett Favre throws a forty yard touchdown pass, that he should have called a quarterback sneak. It is Loser Logic and very difficult to combat.

Long experience has taught me that the reason why some clients have failed to make optimal use of readouts is because they are hung up on internal dialogue questioning paceline-contender selection. When they can't (won't) accept or digest the readouts it's because their mind is clouded with nagging questions about contender/paceline selection.

Therefore, in many Example Races we simply enter every horse in the race from the best of its last three lines, comparable distance and surface (when there is a comparable distance and surface), letting the readouts expressly designed to perform other

separations, do their job. On those occasions when a field is so large that we don't enter all contestants, with rare exception we enter those with speed ratings plus variant that are within five of the highest SR+V.

In today's Methodology, designed to pinpoint winners in today's racing, it is far more important to fully comprehend and utilize your readouts than it is to quibble over contender-paceline selection. This is especially true for those downloading from the "HAT" programs we endorse. Daily experience tells us that in the majority of races the suggested (asterisk) lines are predictive. When this is not so, you have many readouts in our advanced programs designed specifically to pinpoint the line that will be most predictive in today's Match up.

Empirical evidence from hundreds of successful clients has proven that contender/paceline selection from one or both of the above procedures has created more winners than all the well intentioned contender-paceline guidelines combined that we offered in past years. This fact may be ego-bruising but fact it is!

I have learned to accept this sharp reversal of past instruction and advice. Once we thought that esoteric procedures for selecting contenders and pacelines were paramount. That was when winners came from a collection of past performance factors that were decidedly more orthodox than the realities we find today. It was also before we had developed our current, highly refined handicapping programs and the ability to download. We are now able to ignore old handicapping guidelines because we have computer generated readouts to pinpoint previously hidden factors that produce longer priced winners. This advanced technology serves to eliminate the reasons for most accepted mainstream guidelines through a number of built-in fail safe against many common errors in user judgment

The most dramatic of these advances deals with our purview of what constitutes a "playable race." For generations disseminators of "conventional wisdom" have weaned handicappers away from the kinds of races that offer the most profit because they couldn't be categorized by accepted guidelines. Those who are making optimal use of our advanced procedures are now making most of their key wagers and profit from races that most experts would tell us to avoid.

This is not an opinion. It is based on a wealth of written and telephonic testimonials from clients who are now handicapping and betting more races than ever before. You can see some in Vox Populi which is published to provide you with inspiration and not for self-aggrandizement. It can also be gleaned from messages sent by some users on the BRIS forum. These sentiments are also echoed by the experiences of Tom Ainslie, whose judgment on such matters I respect the most. Ainslie would like for us all to develop more solid handicapping skills, but he, even more than I, recognizes that such skills are rare and hard to achieve, especially by those who brag the most about having them.

The facts are irrefutable: the tools we've provided in the 90's are responsible for developing more winners of races and money than all previous efforts combined.

Profitable Handicapping is a consummation devoutly to be wished. It cannot be achieved by resting on past laurels or yesterday's guidelines, especially those dealing with contender-paceline selection and the "playable race."

In light of the above, perhaps you can understand why I am so saddened by clients who, despite all my Follow Up articles about the use Chaos math and other revolutionary conceptual advances made since 1989, complain that we don't give enough Follow Up space to outmoded procedures. They seem more interested in clinging to the familiar than they are in progressing and winning, not just races but money. You might be surprised at the letters I get asking WHY the formulae for current readouts, as well as most of our new handicapping guidelines, don't match what was in Modern Pace Handicapping or Pace Makes The Race. As I've said before, I'm not discounting those books, especially Brohamer's. However, we accept TODAY'S air and spacecraft for what they are without discounting the great contributions of those flying pioneers in the era of the Wright Brothers.

So let it be with handicapping instruction.

At the core of all functional psychological problems, be they mental illness or common neurosis, is psychic *stasis*: Remaining stagnant and refusing to emotionally, mentally grow beyond a given point in life. An unwillingness to accept realities imposed by change; a 'fixed frame of reference', as the Gestaltists call it. Ironical, isn't it, that so many persons will pay a therapist \$150 or more per hour to explore and correct causes of stasis and their negative effect on personality, yet some handicappers afflicted by the same disorder, will complain and resist the power of conceptual changes designed to cure the disorder of 'Non-winning'. These are the same persons who think handicapping success is based solely on information, mostly outdated, denying all obvious psychological aspects.

Cognition and Cognitive Psychology are clinically just as important as Behavioral Psychology. The fact of the matter is, *we behave* in direct accord with what *we perceive*. If our perceptions are contaminated so is our mind-set and capacity to function intelligently. It is this kind of MISperception that is responsible for people losing. By the same token, cognition and perception cleansed of contaminated opinion is what makes winners! Which alternative do you choose?

The Psychology of Winning

Howard G. Sartin, Ph.D

This will be the shortest Psychology of Winning column ever.

With no holds barred it addresses the single problem faced by the vast majority of NON-winning clients as gleaned from letters, phone calls and office appointments I've dealt with in the past several years.

Reduced to essentials, that problem is they're *confused* about the specific nature of their goal. They have no clear picture of their true objective. They join us saying they want to be winners. In truth, they want to be HANDICAPPERS. The difference is monumental.

On the shelves over and around my computer desk I have at least 100 books, mostly hardcover, on handicapping. Authors range from Ainslie to Ziemba with Cramer, Bacon, Beyer, Bradshaw, Brohamer, Carroll, Davidowitz, Dowst, Dr. George, Heyburn, Jones, Quinn, Quirin, Meadow, Mahl, Mitchell, Scott, Sal Sinatra, Sullivan & Adams, Taulbot, Voegle and several dozen more.

Eighty percent of the titles include the word, "WIN or WINNING". Only Ainslie's books would qualify as texts exploring *all* the handicapping factors extant at the time of their writing; the valid and the misleading clearly defined. The others are devoted to specific procedures, angles or personal techniques their authors deem essential for successful handicapping. They deal with the actual WINNING of races only in the context of the individual warps of their author.

We have all been told that reading most or all of these books will make us "better students of the game." That's true only for those who are very discriminating and can separate the wheat from the chaff and adapt given factors for personal benefit. Being a "better student" of the game does not make one a winner of the game. For example I am a brilliant student of football and boxing. Put me on the field or in the ring and I'd be killed.

I don't discount any author of valid handicapping material. Let's presume they're all winners of races and money. Ergo, the logical conclusion is that reading any or all of their books should make the reader a winner. Logical, yes. But logic has little place in selecting winners and making profitable wagers.

The sad truth is non-winners accept all or most of what they read as gospel and then try to apply everything they've read into their selection process. The key word is TRY. When appealing to me for help the word most often used is 'trying'.

The Psychology of Winning

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Correct Handicapping ***vs*** ***Correct Decision***

This is a conundrum that has *always* plagued even the very best of handicappers. Every week I receive packages of races from clients replete with readouts where the winner is in the Top 4, and more often TOP 3 SPN, BOTTOM-LINE or some other vital readout, but the client lost the race because of a betting decision.

It is difficult for me to correct the problem through advice alone. This is a situation in which the user must keep records of his/her own decision making trends. I am aware of the fact that merely providing a Method with computer programs that point to winners and in-the-money contenders is not enough. Other purveyors feel it is. They say if they have a readout with the winner on or near the top in any readout their job is ended. For me, at least, it has just begun.

The most virulent sub-psychotic psychological disorder is Abulia. It reflects an absence of will and wish power; inability to settle on a plan of action. A prevalent tendency is vacillating from one plan to another rationalized by explainable reasons. Abulia is just a fancy term for common, non-psychotic *IN*-decision.

DECISION, as opposed to ratings and ranking numbers, is psychological.

Given a choice between several options, all of which have positive elements, individuals will make completely different final decisions much of the time. I learned this back in the mid-70's when I first started working with aspiring handicappers. It was confirmed in the early 80's when I would go to Las Vegas with some of the most astute handicappers of our time. We all handicapped with the same computer program, yet we only agreed on which horse(s) to bet 35% of the time. However, and THIS is important: After twenty races we all had about the same number of winners, an average of 13 (65%).

This is why I'm very cautious about offering DECISION advice to anyone with a positive win percentage and R.O.I. In helping a client by demonstrating how I could win a race he/she lost, I could very well be causing the same client to *lose* races they might have otherwise won. That's the nature of decision. It is a function of individualism.

If you believe it's possible for any group to always make the same wagering decision, even when possessing the same information, you are naive. Nothing wrong with naivete, it's a quality that makes saints and angels. Look at one hundred years of racing stats. The bulk of the crowd only lands on the same horse an average of 32.3% of the time. The fact that those PIRCO Charter Members only agreed on wagering decision 35% of the time is de rigueur.

It is one thing to look at a client's losing race and show how to win it IF that client made grave procedural errors. It's quite another matter to do the same thing for a client with positive proficiency.

Therefore my suggestions here must be generic, addressing **common** errors not specific ones. Otherwise I could be throwing the baby out with the bath water.

Synergetic Match Up, Quad-Rater, Entropy and Thoromation are programs that appeal to those who thrive on the *challenge* of decision making. They regard Pace Launcher as overly simplistic and un-challenging because it reduces all decision making to a series of COROLLARY screens. For some it takes the fun out of both winning and losing.

Even so, some Pace Launcher users experience DECISION making problems when viewing BOTTOM LINE/BETTING LINE. For them I offer some examples from a client in Chicago. Here is a 9 race sample covering two days of his wins and losses illustrating his betting choices from BL/BL.

SPT - 02/28/97

Page: 1

Race 1 Weather: Cloudy Track: Fast Off: 1:01 Time: 22 4/5 46 2/5 58 2/5 1:10 3/5

2- Muchacho Fino	\$21.40	\$5.80	\$3.20	9.70
5- Dividend M		\$4.80	\$2.60	4.90
6- Little Big Horn			\$2.80	2.30*

\$2 Exacta 2-5 Paid \$81.00

Scratched: None

Race 3 Weather: Cloudy Track: Fast Off: 1:54 Time: 24 48 2/5 1:14 1:39 4/5

8- Miss Green Gold	\$37.40	\$9.80	\$7.20	17.70
2- Searching Girl		\$4.20	\$3.20	3.60
6- Patty's Honor			\$4.40	7.30

\$2 Exacta 8-2 Paid \$133.40

\$2 Trifecta 8-2-6 Paid \$904.60

Scratched: None

Race 4 Weather: Cloudy Track: Fast Off: 2:21 Time: 23 47 59 1:11 2/5

7- Naute Naskra	\$7.00	\$4.80	\$3.00	2.50
5- Denniscallan		\$7.60	\$4.40	9.20
2- Vin Sec			\$2.80	2.30

\$2 Exacta 7-5 Paid \$45.00

Scratched: None

Race 6 Weather: Cloudy Track: Fast Off: 3:15 Time: 22 4/5 46 3/5 58 1:09 3/5

1A- Super Bert	\$6.40	\$2.80	\$2.20	2.20
9- No Terms		\$4.20	\$2.80	3.90
7- Downtown Delight			\$2.80	6.20

\$2 Exacta 1-9 Paid \$22.40

\$2 Trifecta 1-9-7 Paid \$78.40

Scratched: Jack's Big Mac, Paladin's Halo, Trap The Wolf

Race 7 Weather: Cloudy Track: Fast Off: 3:43 Time: 23 1/5 47 2/5 59 1/5 1:12

6- Prime Gem	\$4.80	\$2.80	\$2.20	1.40
4- Shelaghs Little Jo		\$5.80	\$3.00	6.10
5- Peacock Plume			\$2.40	3.60

\$2 Exacta 6-4 Paid \$25.20

\$2 Trifecta 6-4-5 Paid \$71.80

Scratched: Euphonious, Miss Loie

Race 8 Weather: Cloudy Track: Fast Off: 4:11 Time: 24 4/5 49 2/5 1:14 1/5 1:38 4/5

4- Rock N Robbie	\$21.40	\$9.20	\$7.40	9.70
1- Stacker Of Wheat		\$4.40	\$3.80	3.30
5- Let It Ride			\$4.60	3.20

\$2 Exacta 4-1 Paid \$86.40

Scratched: None

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SPT - 02/28/97

Race 9 Weather: Cloudy Track: Fast Off: 4:36 Time: 24 48 1/5 1:14 1/5 1:39 2/5

10- Quick Majesty	\$11.80	\$5.40	\$3.80	4.90
7- Gunslinger		\$4.80	\$3.40	3.60
6- Social Climber			\$2.40	2.00

\$2 Exacta 10-7 Paid \$50.80

\$2 Trifecta 10-7-6 Paid \$136.40

\$2 Pick-9 (2-6-8-7-1-1/2/8-2/6/8-4-10) No Tickets; \$2 Pick-9 (5-of-9) Paid

Scratched: None

AT OTB-DANVILLE, ILL 2/28/97

BOTTOM LINE -- BETTING LINE

WIN ODDS ONLY

SPT 2-28-97 1 6 D

RACE 1

	RAW BOTTOM LINE LS	BETTING LINE ODDS
1 LITTL	20.5	EVEN
2 DIVID	17.5	EVEN
3 BRITE	16.0	2-1
4 CHINA	14.3	2-1
5 MUCHA	8.0	6-1
6 GEORG	4.0	10-1

	ADJUSTED BOTTOM LINE LS	BETTING LINE ODDS
1 LITTL	20.3	EVEN <i>sh</i>
2 CHINA	18.0	EVEN
3 MUCHA	17.5	EVEN <i>w \$21¹⁰</i>
4 DIVID	13.0	3-1 <i>fl</i>
5 BRITE	5.0	9-1
5 GEORG	5.0	9-1

BOTTOM LINE -- BETTING LINE

SPT 2-28-97 3 8 D

RACE 3

	RAW BOTTOM LINE LS	BETTING LINE ODDS
1 SHE'S	21.3	EVEN
2 SEARC	20.5	EVEN
3 PATTY	12.0	7-2
4 COLOR	8.0	6-1
5 DELZZ	5.0	9-1
6 THAR'	2.0	15-1

	ADJUSTED BOTTOM LINE LS	BETTING LINE ODDS
1 SEARC <i>PL</i>	21.0	EVEN <i>LOST</i>
2 COLOR	15.3	2-1
3 THAR'	14.0	2-1
4 PATTY	9.0	5-1
4 SHE'S	9.0	5-1
5 DELZZ	3.5	12-1

WIN ODDS ONLY

RACE 4

	RAW BOTTOM LINE LS	BETTING LINE ODDS
1 VIN S	21.0	EVEN
2 NAUTE	17.0	3-2
3 DENNI	12.0	7-2
4 CITY	10.5	9-2
5 HOLD	9.0	5-1
6 MONK	2.0	15-1

	ADJUSTED BOTTOM LINE LS	BETTING LINE ODDS
1 VIN S	21.0	EVEN <i>S \$7⁰⁰</i>
2 NAUTE	17.0	3-2 <i>w</i>
3 CITY	11.5	4-1
4 DENNI	8.0	6-1 <i>PL</i>
5 HOLD	7.0	7-1
6 MONK	6.0	8-1

WIN ODDS ONLY

BOTTOM LINE -- BETTING LINE

SPT 2-28-97 6 6 D

RACE 6

	RAW BOTTOM LINE LS	BETTING LINE ODDS
1 VOLUM	21.0	EVEN
2 JACK'	19.0	EVEN
3 OUTST	13.0	3-1
3 SUPER	13.0	3-1
4 TRAP	11.5	4-1
5 SEEK	3.5	12-1
6 NO TE	0.0	20-1

	ADJUSTED BOTTOM LINE LS	BETTING LINE ODDS
1 VOLUM	22.0	EVEN
2 JACK'	16.0	2-1 <i>LOST RACE</i>
3 OUTST	14.0	2-1
4 SEEK	9.5	5-1
5 SUPER	8.0	6-1 <i>w</i>
6 TRAP	2.0	15-1
7 NO TE	0.0	20-1 <i>P</i>

WIN ODDS ONLY

BOTTOM LINE -- BETTING LINE

SPT 2-28-97 7 6 D

RACE 7

	RAW BOTTOM LINE LS	BETTING LINE ODDS
1 SHELA	23.0	EVEN
2 PRIME	21.0	EVEN
3 PEACO	16.0	2-1
4 BIG C	9.5	5-1
5 MINK	8.5	6-1
6 YASNA	3.0	12-1

	ADJUSTED BOTTOM LINE LS	BETTING LINE ODDS
1 PRIME	20.0	EVEN <i>w \$4⁸⁰</i>
2 SHELA	15.5	2-1 <i>P \$5⁸⁰</i>
3 YASNA	15.0	2-1
4 MINK	13.0	3-1
5 PEACO	8.0	6-1
6 BIG C	1.0	20-1

WIN ODDS ONLY

SPT 2-28-97 8 8 D

WIN ODDS ONLY

RACE 8

	RAW	
	BOTTOM	BETTING
	LINE	LINE
	LS	ODDS
1 SUN F	15.0	2-1
2 MIDWA	14.5	2-1
3 STACK	13.0	3-1
3 DON'T	13.0	3-1
4 LET I	12.5	7-2
5 BILLY	6.5	8-1
6 ROCK	1.0	20-1

BOTTOM LINE -- BETTING LINE

ADJUSTED	
BOTTOM	BETTING
LINE	LINE
LS	ODDS
1 SUN F	18.0
2 MIDWA	17.0
3 STACK	15.5
4 DON'T	14.5
5 LET I	5.5
6 BILLY	4.0
7 ROCK	3.0

SPT 2-28-97 9 8 D

WIN ODDS ONLY

RACE 9

	RAW	
	BOTTOM	BETTING
	LINE	LINE
	LS	ODDS
1 GUNSL	21.0	EVEN
2 QUICK	15.5	2-1
3 SOCIA	14.5	2-1
4 L T O	11.0	4-1
5 J B'S	5.5	9-1
6 ST. A	4.0	10-1
6 PROUD	4.0	10-1
7 LOTS	1.0	20-1

ADJUSTED	
BOTTOM	BETTING
LINE	LINE
LS	ODDS
1 GUNSL	20.0
2 QUICK	16.0
3 L T O	15.0
4 J B'S	13.5
5 SOCIA	5.5
6 PROUD	5.0
7 ST. A	2.0
8 LOTS	1.0

Page: 1

SPT - 03/04/97

Race 6 Weather: Cloudy Track: Fast Off: 3:16 Time: 21 4/5 46 1/5 59 2/5 1:13 4/5

1- Miss Nonette	\$9.60	\$4.80	\$3.60	3.80
6- Pretty Face		\$4.80	\$3.60	2.20
3- Ock Dubistudine			\$5.80	12.90
\$2 Exacta 1-6 Paid \$34.20				
\$2 Trifecta 1-6-3 Paid \$300.80				
Scratched: None				

Race 8 Weather: Cloudy Track: Fast Off: 4:10 Time: 24 3/5 48 3/5 1:13 4/5 1:40

6- Mr. Georgeff	\$10.80	\$3.60	\$3.00	4.40
5- Gygiano		\$3.00	\$2.40	1.50
2- Arno's Arrow			\$3.60	5.70
\$2 Exacta 6-5 Paid \$28.00				
Scratched: None				

BOTTOM LINE -- BETTING LINE

SPT 3-4-97 6 6 D

WIN ODDS ONLY

	RAW	
	BOTTOM	BETTING
	LINE	LINE
	LS	ODDS
1 MISS	22.0	EVEN
2 OCK D	17.5	EVEN
3 CORPO	11.0	4-1
4 TRIPL	9.0	5-1
5 DOWNT	7.0	7-1
6 AMBER	6.0	8-1

BOTTOM LINE -- BETTING LINE

ADJUSTED	
BOTTOM	BETTING
LINE	LINE
LS	ODDS
1 MISS	16.0
2 OCK D	15.0
3 DOWNT	11.5
4 CORPO	9.0
4 TRIPL	9.0
5 AMBER	6.0

SPT 3-4-97 8 8 D

WIN ODDS ONLY

	RAW	
	BOTTOM	BETTING
	LINE	LINE
	LS	ODDS
1 MR. G	21.5	EVEN
2 GYGIA	18.5	EVEN
3 RUSTY	14.0	2-1
4 ARNO'	12.5	7-2
5 NATIV	2.0	15-1

ADJUSTED	
BOTTOM	BETTING
LINE	LINE
LS	ODDS
1 MR. G	21.5
2 GYGIA	15.5
3 RUSTY	15.0
4 NATIV	10.0
5 ARNO'	9.5

I don't know how much he bets or what his two horse wagering ratio is, so let's just assume that he bet TWO horses in all nine of these races. To figure his ROI I'll use the minimum \$2, meaning \$4 per race. Nine races = \$36. In only ONE race did he have to go beyond the top 2 Bottom Line contenders to find and overlay. This is a tribute to his handicapping. Quite a few overlays will come from the top THREE or, in a few instances, top 4. Fortunately there are also many examples of THIS in Follow Ups. Seldom does a winner NOT come from a BL without TWO DIGITS before the decimal point.

He clearly lost THREE of the nine races and had a paltry \$4.80 horse in one race. He is primarily a WIN bettor. Those who focus on WIN seldom do well in exotics. It's an attitudinal difference defined as the HERTZ complex as opposed to AVIS. His profit margin was 182% – an ROI 30% higher than the claims of even the most hyperbolic experts. If I could have written a script for this client, I would have more winners coming from outside the top TWO Bottom Line.

The point for you is, don't just settle on the TOP 2 Numerical choices regardless of odds. Look for double-digit BOTTOM LINE horses that will be overlays. Above all steer clear of underlays. Better to *lose* the race than settle for consistently LOW mutuels. This will be very difficult for the more timid. Human nature often dictates that we take what we can get rather than hold out for something better. This applies also to many other aspects of life: compromising one's principles, forsaking the ideal, accepting less.

Solving problems based on DECISION is not difficult. It requires only that you keep records. If I asked for YOUR records over a nine or twenty race cycle, would I get the same clear picture as the one shown here? I would hope so. Sadly, almost every time I get letters or calls about wagering decisions, the client has NO written records, ONLY anxiety ridden panic messages: "I can always get it down to THREE contenders but I invariably bet the WRONG TWO!"

If the words "always" and "invariably" are true, which is highly doubtful, these people have a well defined subconscious death wish. They won't admit it but they're getting some perverse pleasure from self-destruction and getting a psychological payoff from whining about it. Taking some simple steps toward a solution would deny the psychological payoff. It's virtually impossible to be proficient enough to "always" get a race down to three contenders and "invariably" bet the wrong two.

A review of WHICH readouts tend to most often produce winners should solve this kind of problem. But that requires some depth of study and, above all, clear records of WHICH readouts and corollaries are producing the contenders that DO pay off. It's even MORE important that these individuals engage in HONEST reflections of their inner attitude. Are they getting more pleasure from sympathetic responses to their problem than they would from winning? Sorry to say this kind of perverse pleasure is a common emanation from the therapeutic couch.

Proper DECISIONS are born of experience. LOSING experiences should tell you what

to avoid in order to experience WINNING experiences. Before seeking a positive, ELIMINATE the negative. This is done through continued PRACTICE.

That's how performers get to Carnegie Hall and that's how you can consistently get to the win window: *PRACTICE*.

When clients write or call me about problems they want solved, they frequently use the terms, "logic and intelligence." I always answer saying, "throw out logic, keep intelligence." The accepted, orthodox definition of LOGIC has virtually no place in successful handicapping. This assertion incites a lot of critical response. Go to some college bookstore and buy a Philosophical Dictionary. Look up "LOGIC". You'll find dozens of pages with definitions from multiple sources that disagree as to meaning. To those who are winning consistently by relying on "LOGIC," I apologize. Just be sure before you bristle with resentment that your use of logic is consistently profitable.

In Follow Up #62 I named Ainslie, Brohamer, Harold Byrd, and a couple of dozen unnamed others as being the only successful users of the Methodology having an extensive background in mainstream handicapping. A number of clients angrily wrote that they should have been on that list. You were, as one of the couple of dozen.

I also heard from those who agreed with me on the dangers of trying to absorb all the material in the books by some of the authors mentioned in the last issue. A few said that many of those books gave very valuable lessons in what not to do. These comments were from highly discriminating, literate individuals who, before joining us, failed to win after reading and re-reading virtually every available book on handicapping.

Unfortunately, most people cannot sift through a garbage pit and find something edible. My own take-off on Norman Vincent Peale's book, *The Power of Positive Thinking*, that I renamed *The Positive Power of Negative Thinking*, never caught on.

Our physical bodies are more sensitive to poison than our brain. If we eat contaminated food we'll get sick and regurgitate. Absorb too much sun, get a painful sunburn. Drink too much alcohol, pass out. On the other hand, the brain can be barraged with poisonous messages, absorb and digest them with no ill effect. However, the brain transformed as *mind*, has the capacity to discriminate between that which nourishes or poisons. Tragically, persons who are quite capable of making such distinctions in almost every other area of life, cannot (will not) do so in their handicapping endeavors.

Case in point: a brilliant student on the verge of getting his Masters Degree, who completely distorts the value of all our teachings. He can't understand why his brilliance, as manifest in the classroom, cannot be applied to winning races and money. There is a vast chasm between academic achievement and successful handicapping. Two different mind sets are involved. Those with the IQ and inclination to acquire university degrees, especially post graduate degrees, are educationally imbued with a special sense of what CANNOT be done. For most academics, the idea of winning at the races is a fantasy believed only by the uneducated and unwashed.

Even those academics who have contributed to the literature of handicapping have, for the most part, done so by applying academic procedures to their work. They deal in linear regression, long term statistics, orthodox mathematics and tendency curves based on preponderance of evidence. The conclusions they draw from their efforts can be well applied to sociology, engineering, population growth and projecting urban crime rates but NOT to PROFITABLE handicapping.

Academicians are absorbed in research and testing. They can delay actually DOING or achieving anything for their entire lifetime and still be regarded as noted scholars. One well-known Methodology spokesman followed this course and became enraged when I suggested he PROVE the validity of his research and testing by actually wagering. He departed my tent in a huff leaving no forwarding address.

In handicapping there is absolutely NO VALUE in research or testing that doesn't SOON result in profitable wagering. Most of those who claim to be researching and testing are really just trying to eternally delay the moment of truth.

All valid testing of THIS Methodology has been done in concert with making bets. In the early years I LOST some money following this procedure. But LOSING teaches lessons that are more valuable than winning, especially winning on paper. Those who do NOT learn more from LOSING than winning need to re-think their position.

Since I'm not a masochist and have no death wish, MY losing hastened my ability to win. I read somewhere that I'm a foremost expert in teaching people how to win. In truth, I'm an experienced expert in what DOES NOT win. By eliminating the NEGATIVES I accentuated the Positive...an' don' mess wid' mister in between....

It's NO secret that my early LOSING stemmed from trying to apply accepted mainstream rules, maxims and dictums AND linear logic. In trying to apply classic, orthodox academic procedures to handicapping I LOST! I predict a similar fate for all who are over-educated unless they compartmentalize their knowledge. This requires developing a frame of reference for handicapping that is entirely different from the frame applicable to academic studies. There will be a certain cerebral overflow. To compensate, you need a narrow channel with a filter at the opening that won't admit anything into the handicapping compartment unless it has PRAGMATIC value for winning races and money.

DECISION is the MOST important factor in WINNING races for profit. Most of you have reached the point where you can win RACES with a degree of consistency that is unparalleled. Your win proficiency is much higher than that of even the most famous experts. Yet, many of *them* make more profit per dollar invested. They endure LONGER losing streaks with little concern because they have faith that their wagering DECISIONS will profit them over the long haul. WE are known in "expert circles" as the group that wins the MOST but profits the LEAST. For about 67% of clients this description is true. The reason: INDECISION at the moment of truth when it's time to make the wager. There are certain POSITIVE exercises that can enhance the DECISION MAKING process. They will be our primary FOCUS in Follow Up #64.

Howard G. Sartin, Ph.D

The Psychology of Winning

Projection and Externalization As Disorders of Non-Winning

I just re-read an old article by Kelso Sturgeon in the now defunct *Racing Action* in which he mocked the words of client Dr. John Bolander spoken at one of our seminars. The good doctor's thesis dealt with how he managed to overcome his guilt feelings for winning other people's money at the races. Kelso, a veteran writer, handicapper and tout, scoffed at the notion that any profit seeking handicapper could be that much of a humanitarian.

Bolander is a healer. A very spiritual man who has traveled the Far East seeking wisdom deeper than that common to Western society. The sincerity of his seminar message was beyond question and it touched the hearts of his listeners because many of them also felt a twinge of guilt when they made substantial profits from handicapping.

Sturgeon could not accept that such inner feelings were even remotely possible despite the fact that most of us know that anxiety and guilt are handmaidens of the Judeo-Christian moral ethic decreeing that profiting from "wastrel" activity like gambling is evil.

In the past decade that perceived "evil" has been buried more deeply than in previous generations by ongoing legislation endorsing the expansion of legalized gambling. It will probably take at least another generation before most people accept what is legal as also being "moral."

Let's face it, society at large still looks upon us as being less than sane if we claim that betting on horses can consistently yield substantial profits. The majority of our peers can accept gambling as a moral recreational activity or pastime but NOT as a serious occupation or profession.

This paradox of legality vs. morality is still the undertow that endangers many clients who go swimming in the stochastic waters of horse race wagering.

As a result of my years working with so-called horse race "gamblers," I probably know more persons who actually win than most of you. By the same token, I also know more who do not succeed. Furthermore, I know them more intimately since they reveal to me their innermost doubts and fears instead of the bravado front of their public persona.

Doubt and fear are the liquors for the cocktail of anxiety. Shake well and they produce indecision. When imbibed, this mixture produces an unreasoning search for "absolutes" - Rules. Clients enjoying a winning cycle subscribe to my maxim that "there are no rules." Then when faced with losing more than a few races in a row, they seem to wake up in a different world and demand rules.

They are not discriminate about the source of such absolutes. I've dealt with persons who have Multiple Personality Disorder. The behavioral swings of anxiety ridden handicappers is no less disturbing. Their minds become so confused that no infusion of logic or reasoning can deter them from distorting all the handicapping education they successfully applied during their winning cycles.

The most obvious symptom of this disorder is when a client insists that it's "Impossible" to win a race that was clearly won in a Follow Up article because, according to the client, the winner was not a contender. It is not at all unusual for persons who lose, a race or in life, to self-justify their failure by insisting that someone else WON only through error or luck or "inside information," or whatever.

Each week I receive a number of Past Performances and readouts from clients who say they lost these races. They often include a note saying that their computer program had a "bad day." They leave no latitude for the fact that *they* may have erred. So, when I redo their races "correctly," meaning by the guidelines offered in the user instruction, they often feel deep resentment. The result is that we lose more clients by attempting to *help* than we would if we just ignored their problems. In short, they blame me for correcting their errors because I challenged their self-justification for not winning.

In the lexicon of psychology this is called "Projection." As defined in the newest edition of the Psychiatric Dictionary it is:

In its morbid manifestations, the projection mechanism is clearly an unconscious process, at least in the sense that the conscious ego is not at all aware of the process.

According to Ferenczi, projection is one of the first defensive or protective measures employed by the child in defense of his narcissism. When the child realizes that he is not omnipotent, he begins to ascribe omnipotence to those about him and comes to realize that others control him. He does not, however, abandon the feeling of his own importance and of his magical powers. See *externalization; reality testing; reference, ideas of*.

managed by motor activity, which is another way of saying that if reality is uncomfortable, one may alter or avoid it. Inner perceptions, such as the instincts and their representations, cannot be handled with the same facility; one cannot flee from the "merciless claims of his instincts." Whatever is painful or dangerous from within may be projected onto another person or upon some part of reality. When the conflicting issue has been externalized, the person may handle it as if it had always been an external situation.

I've tried to avoid psycho-babble in these articles but Projection is a mechanism recognized by every school of psychotherapy and, sad to say, is a prime behavioral manifestation of non-winners. It is especially prevalent in those we call "horseplayers."

Both Projection and Externalization are essentially defense mechanisms used to protect one from a reality that has not been internalized (accepted). Regrettably, those who need such defense mechanisms are seldom susceptible to any educational or therapeutic intervention that might replace them with a healthy outlook. People will admit and submit to treatment for cancer, pneumonia, influenza or hepatitis because they're socially accepted diseases. Projection is not.

It can be said that every self-proclaimed innovator, expert and teacher is "projecting" by imposing on others his/her concepts and conclusions. There is a measure of truth in this. But, valid teacher-experts submit their concepts and conclusions to extensive testing and objective research before making claim to their expertise. The trick is to distinguish between them and the invalid. This is true in handicapping as in few other fields. We have no Securities and Exchange Commission, no ethics board of the American Medical Assn., no FDA or any other responsible body to oversee or guide us.

Empiricism is all we have. In short, "WHAT WORKS IS CORRECT."

Unfortunately, a mind distorted by the morbidity of Projection will refuse to take the medicine of success as prescribed by the valid practitioners of success. They will, however, take in huge doses, the placebos peddled by quacks dispensing outmoded folk remedies.

If you are a consistent winner you can read this article, perceive correctly that it no longer applies to you and take comfort in the fact. If you are still a non-winner, I suggest you absorb and accept the meaning of Projection and, from that perspective, reread and digest the handicapping material in the last four Follow-Ups.



At Deadline –

Here is the 3 Year Beast for Del Mar

DEL MAR

For Comparative and Speed Rating purposes for thoroughbred racing the following list shows the best time for each distance at this track in the three previous complete calendar years, 1996, 1995, and 1994.

MAIN: 5F – :56 ⁴	5½F – 1:02 ³	6F – 1:07 ⁴	6½F – 1:14 ¹	7F – 1:20	1M – 1:34
1½M – 1:40 ²	1¾M – 1:47 ³	1¼M – 1:59 ²			
TURF: 5F – :56 ²	1M – 1:34 ¹	1½M – 1:40 ⁴	1¾M – 1:47	1¾M – 2:12 ⁴	

Howard G. Sartin, Ph.D

The Psychology of Winning Decision Therapy

There is an entire therapeutic procedure built solely on curing **INDECISION** (Abulia), helping people to make consistently firm and rational **DECISIONS**. Other than perhaps marriage, I know of no other group that needs this kind of therapy more than handicappers.

I trust we have now firmly established that the reason you might not be winning as prescribed is not caused by handicapping deficiencies, per se, but from faulty decisions culminating in wagering decisions.

The essence of Decision Therapy lies in the exercise of options. First you must know what your options are. Most persons betting on horses do not and make little effort to find out. In truth, they probably don't *want* to know. A wealth of statistical data on the subject has been compiled over the years through valid research. I'll offer some here in the hope that it will help you, in both handicapping and wagering decisions. Granted, most people will tend to ignore this data and continue to function with subjective opinions and hopes that exceed reasonable expectancy.

Once they do accept certain facts, the next step is to weigh the potential outcome of exercising one set of options over others. First, a coefficient of correlation of options, based on standard deviation.

OPTION #1	TOTAL POTENTIAL (Statistical/Subjective)	OPTION PERCENTAGES		
		ACTUAL POTENTIAL EXERCISING OPTIONS		
		1	2	3
1	75.0%	48%	71%	78%
2	70.0%	42%	67%	71%
3	66.6%	37%	63%	67%
4	65.0%	33%	60%	64%
5	60.0%	30%	55%	58%
6	*55.0%	26%	47%	51%

* YOU MUST NEVER fall below 55%

What we must accept here is that being 100 % correct - CONSISTENTLY -is such a statistical rarity in ANYTHING, especially handicapping, that we can safely say it's impossible. Remember that next time you think some horse is "A LOCK." Hence, the highest positive percentage anyone can really expect to reach consistently is 75%. At that level we can expect a true proficiency of 48% exercising ONE option. 71% with two options and 78% with three.

APPLICATION TO WIN PERCENT & R.O.I.

First, I'll state a truism that Money Management experts seldom, if ever discuss. The 'Number of Losses-In-A-Row' syndrome. Were it not for the psychological traumas stemming from this consideration alone, many of us could make a profit wagering on only ONE horse, providing we steered clear of UNDERLAYS and held out for mutuels exceeding \$6.00.

To achieve this you would have to confine your wagers to contenders with a statistical chance of winning 75%. You could then expect to actually win 48% of the time. $.48 \times 6.00 = 28.80 - 20 = 8.8/20 = .44\%$. A 44% R.O.I. To make \$500 a week you would have to invest \$1,140. MORE important to most of us, you would have to emotionally withstand the probability of losing NINE races in a row. Nine is based on YOU maintaining optimal emotional equanimity, betting optimally without exception throughout EVERY 20 race cycle. Any deviation and your expected number of losses in a row go to 11 and beyond.

Flat-Bet

INPUT DATA:

Original bankroll	100
Number of trials	20
Win probability	.48
Average odds to 1	2.1
# of repetitions	20
Base Bet	2
Random seed	-100
Limit win % range	N

RESULTS:

Average return	123.1
Win percentage	48
Average odds	2.27
Longest win streak	6
Longest lose streak	9
Average bet	2
Number of busts	0

Let's look at win expectancy and number of losses in a row if you held out for odds of two point 5 to one: \$7.00 mutuel.

INPUT DATA:

Original bankroll	100
Number of trials	20
Win probability	.40
Average odds to 1	2.5
# of repetitions	20
Base Bet	2
Random seed	-100
Limit win % range	N

RESULTS:

Average return	120.49
Win percentage	41
Average odds	2.66
Longest win streak	4
Longest lose streak	10
Average bet	2
Number of busts	1

Now it's up to TEN if you're as emotionally stable as a computer.

Next, in answer to those who say they hold out for odds of 3-1 with the expected win probability.

Flat-Bet

INPUT DATA:

Original bankroll	100
Number of trials	20
Win probability	.30
Average odds to 1	3
# of repetitions	20
Base Bet	2
Random seed	-100
Limit win % range	N

RESULTS:

Average return	110.36
Win percentage	31
Average odds	3.11
Longest win streak	4
Longest lose streak	13
Average bet	2
Number of busts	2

You can now expect to LOSE. THIRTEEN in a row.

Now I'll answer this bit of nonsense in the C&O report.

this is like
saying Howard Sartin is
correct to play two horses
to win in the straight pool
because he wins. Quinn
would do better if he bet
more money on less horses
in the pick 3, and Sartin
would do better if he bet
more money on one horse
in the win pool. If they go
into a slump, they can
lower the amount of their
wagers. Why do so many
horseplayers go the race-
track to buy insurance?

I'm told that the guy who wrote this is quite intelligent. You'd never know from the above. I'm old enough to be his father, if not grandfather. So, it's ludicrous for him to assume that I haven't tried every known wagering strategy, including DOUBLING the amount of my bet on ONE horse. The closest I've ever had a slump wagering on two horses was at AKSARBEN in 1992. Jim Bradshaw and I both lost four in a row. I certainly would NEVER lower my wagers after a so-called slump, If anything, I'd raise the ante.

Here are some facts this writer overlooks:

(1) When I tried betting ONE horse, I was never comfortable trying to decide WHICH ONE. The natural inclination is to wager on the one that ranks highest on the most readouts. Usually, that means the LOWER odds horse. All the value oriented big names claim they bet the one with the higher odds, but I've seen much evidence to the contrary.

(2) I handicap and wager for profit, but even more for the pleasure it gives me. I find no pleasure in losing a lot of races in a row. Not when for the same money, I can go along smoothly seldom missing three in a row. He calls that buying insurance. If so, it's a cheap policy.

Multiple wagering only costs TWICE as much for the first few bets. After that all bets come out of profits that mount exponentially over what they would be from betting a single horse.

EXAMPLE:

Flat-Bet			
INPUT DATA:		RESULTS:	
Original bankroll	100	Average return	154.44
Number of trials	20	Win percentage	70
Win probability	.71	Average odds	2.38
Average odds to 1	2.1	Longest win streak	14
# of repetitions	20	Longest lose streak	4
Base Bet	2	Average bet	2
Random seed	-100	Number of busts	0
Limit win % range	N		

I have CUT my average win odds in HALF to accommodate betting TWO horses. For that reason you see Ave. Odds 2-1⁺ resulting in a computer projection of 2.26-1. My ACTUAL ave. mutuel is \$10, 4-1⁺, so the 2-1 represents reality when betting two horses.

The end result is: WITH the SAME hundred dollar starting bank that I gave the ONE horse bettor, I have \$154.44 compared to his maximum potential of \$123.10. MOST IMPORTANT, I will possibly suffer a maximum of FOUR losses in a row compared to his NINE. This alone should insure that I will experience NONE of the nagging anxieties or wrenching EMOTIONAL qualms that regularly attack most one horse bettors. Of course, those things never happen to the experts who write for handicapping periodicals: just to us fragile humans.

BOTTOM LINE: I'm not buying FINANCIAL insurance, it's EMOTIONAL insurance. To me, that translates to health insurance. Besides which, with the SAME bank I make more profit. Get real, C&O.

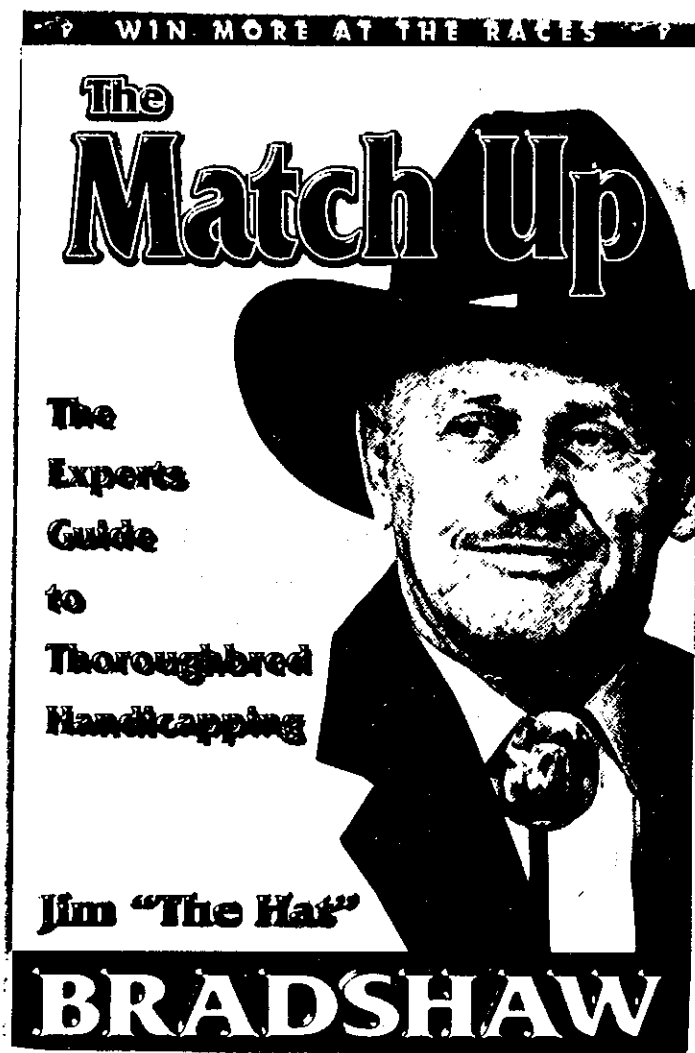


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The Psychology of Winning

Howard G. Sartin, Ph.D

Have you all seen Apple Computer's ad on TV?

It pictures some of the great pioneering minds of this century: Einstein, Freud, Ghandi, Alexader Graham Bell, Madam Curie, Edison, Picasso, Stravinski, Martin Luther King, Amelia Erhart, Muhammed Ali and others who defied Mainstream behavior and forged a new Paradigm in their respective fields. All these now legendary figures were deemed insane or at best, sociopathic, when they introduced their revolutionary concepts.

The commercial ends with: "Dare to be Different!"

In reviewing our own records I find that we now have about as many clients as we ever had: a few short of the limit I set in 1982, 1,000. However, many of the names have changed. Some dropped out and new members joined. Those clients and even some former teachers who abandoned the philosophy, if not the readouts, of the Methodology all had *one thing in common*:

They would not dare to be DIFFERENT!

Despite the fact that generations of "horseplayers" following the dictum's of conventional handicapping wisdom have failed to become consistent winners, very few ever protested and sought a new Paradigm. This is why we'll probably never reach our goal of 1,000 winning clients in my lifetime. The same herd instinct that resisted the concepts of history's philosophical and scientific pioneers and activists dominates the mind set of most horse-players.

Some of the causative factors for this are examined in a new book:

The Logic of FAILURE

Why Things Go Wrong and

What We Can Do to

Make Them Right

Dietrich Dörner

TRANSLATED BY

RITA AND ROBERT KIMBER

This is a scholarly work; not written nor intended for mass readership. Yet, as do few other works, it hits right at the heart of why virtually all “horseplayers” and most aspiring handicappers fail to reach their intended goal. Why? Through application of what is deemed logical wisdom is actually the LOGIC of FAILURE.

The essence of the book’s content is summarized on the dust jacket:

Dietrich Dörner, winner of Germany’s highest science prize, here considers why—given all our intelligence, experience, and information—we make mistakes, sometimes with catastrophic consequences. Surprisingly, he finds the answer not in negligence or carelessness, but in what he calls “the logic of failure”: certain tendencies in our patterns of thought—such as taking one thing at a time, cause and effect, and linear thinking—that, while appropriate to an older, simpler world, prove disastrous for the complex world we live in now. Today everything is interrelated. We can’t do just one thing at a time, because everything has multiple outcomes; we can’t think in isolated cause-and-effect terms because all situations have side effects and long-term repercussions.

Successful Horse Race Handicapping certainly qualifies for the terms COMPLEX, INTERRELATED and MULTIPLE OUTCOMES. Yet, most of the rules and guidelines contained in the great bulk of handicapping texts and publicly accepted procedures are based in cause-effect relationships and linear thinking, the prime reasons for The Logic of Failure.

Author Dietrich Dorner had loftier things in mind when penning this work, but change a few words throughout his book and it could be a seminal text in successful handicapping *today!*

Some of Dorner's other observations are summarized thusly:

With a charitable view of our capacity to err, Dörner shows that we act before we understand all the interlocking elements of a complex system. Faced with problems that exceed our grasp, we pile small error upon small error to arrive at spectacularly wrong conclusions. We too often ignore the big picture and seek refuge in what we know how to do—fiddling while Rome burns.

Working with intriguing computer simulations of his own invention, Dörner exposes these flaws in our thinking. His examples—sometimes hilarious, sometimes horrifying—and brain-teasing thought experiments teach us how to solve complex problems. Together they make *The Logic of Failure* a corrective tool, a guideline for intelligent planning and decision making that can sharpen the thinking skills of business managers, policymakers, and everyone involved in the daily challenge of getting from point A to point B. Like *Drawing on the Right Side of the Brain*, *The Logic of Failure* will alter the way we conceive of change itself and transform our sense of the path to success.

I've underlined what I feel are the most salient points:

- (1) "We ACT before we understand the INTERLOCKING ELEMENTS of a complex system."

This describes the handicapper who examines only a few factors, usually those that brought success yesterday, and runs to make a bet without exploring the INTERLOCKING ELEMENTS. Translate Interlocking Elements as being COROLLARIES.

- (2) "Faced with problems that exceed our grasp, we pile small errors on each other to arrive at spectacularly WRONG (incorrect) CONCLUSIONS." I'll grant that perfect handicapping exceeds the grasp of us all. Some wrong (incorrect) conclusions are reached by even the best of

us. But making spectacularly wrong decisions is the bane of most horseplayers, including a few of our own aspiring handicappers. I can think of no decisions so spectacularly wrong as those cited by clients who say they have the WIN, PLACE and SHOW horse in their top 5 readouts but *invariably* bet the wrong contender(s). One such client, after a losing cycle, went to the Riviera Racebook with Shane. Before they shared some substantial wins and exactas, he had declared that betting two horses and boxing exactas was "against his religion." After the lessons he had the decency to write the following:

Subject: BACK HOME

Date: Tue, 18 Nov 1997 10:28:55 -0800

From: "Shane" <shane@discover.net>

To: "SHANE" <SHANE@DISCOVER.NET>

Hi Shane: well we made it back home, safe and sound.

I didn't have a chance to go to the OTB till sunday the 16th. Had a good money day. Then went again monday. Had a bad day. Nothing made sense to me. This a.m. I went over the results of the two days. I compared the winners against my picks. What you made a reference to in Las Vegas, is completely true. As always I have the money horses in my BLBL. I bet them wrong. First off, I'm not betting two horses to win. Then I don't box for exacta's nor tri's.

FROM THIS DAY FOWARD I BET TWO HORSES TO WIN, AND I BOX ALL EXOTIC WAGERS

the problem I've been having is in the execution of the obtained information.

I'm going to stay with what I'm doing. The program is giving me the answers from the input I give it. I have not been applying the information properly. I'll write to you all from time to time just to get a "check up" You guys, get back to me, let me know what you're doing

He was noble enough to confess that, even after reading a multitude of my Follow Up articles, he persisted in following the persuasions I warn against. Yet I think a lot of others are doing likewise, asking for help, getting it but still not winning up to the prescribed levels because they *will not* admit that they're using the information from our programs while failing to accept the philosophical essence of the Methodology. (I substitute Philosophical for Psychological because the word has no connotation of mental disorder).

(3) "—Ignore the BIG PICTURE and seek refuge in what we know we can do—FIDDLING while Rome burns."

Rome aside, too many clients still fiddle or tinker with their programs and instructions. They employ archaic reasoning and let their egos get in the way of their success. The big picture

they miss has been emphasized by me in the past as Gestalt. A German word loosely translated as 'Whole', with the WHOLE being MORE than the sum of its parts. The best examples of ignoring the whole (as seen through corollaries) and focusing on only one or two readouts - usually the ones that seemed to work best yesterday.

Ignoring the **whole** is of course, the basis for most popular systems, methods and quantifying "figures" such as those produced by Beyer, Ragozin and a multitude of others. Seeking a **single** factor while ignoring the **whole** has been the status quo of handicapping for centuries. What "we all know" is that the horse running the fastest in a race will cross the finish line first, so we "seek refuge" in that and bet the horse *perceived* as fastest. I use the word "we" loosely because obviously many of you have abandoned that notion (see Vox Populi).

(4) Dorner's book "exposes the flaws in our thinking." I've been attempting to do that in our field for more than 22 years. It would seem that a couple of notable members of the mainstream resent this fact and have tried to diminish my influence through malicious slander.

(5) It is one thing to expose flaws, another to get people to correct them. I hope Dorner will have more success with his readers than I've had with some of mine. Those of you who have succeeded by daring to be different are exceptions sufficient to warrant my efforts.

(6) The final underlined passage: "sharpening the skills of business managers, policy makers—" he could well have included handicappers.

In the body of the book, Dorner dedicates several pages specifically to the subject of INFORMATION. He conducted mass studies of control groups before reaching the conclusion that in every activity or field in today's world there is too much information for people to handle and effectively act upon. He conducted many experiments with persons from all walks of life and the end result the same: virtually all information is conflicting *even when perceived* as compatible.

I'll try summarizing the results of the findings from his experiments in terms specific to handicapping:

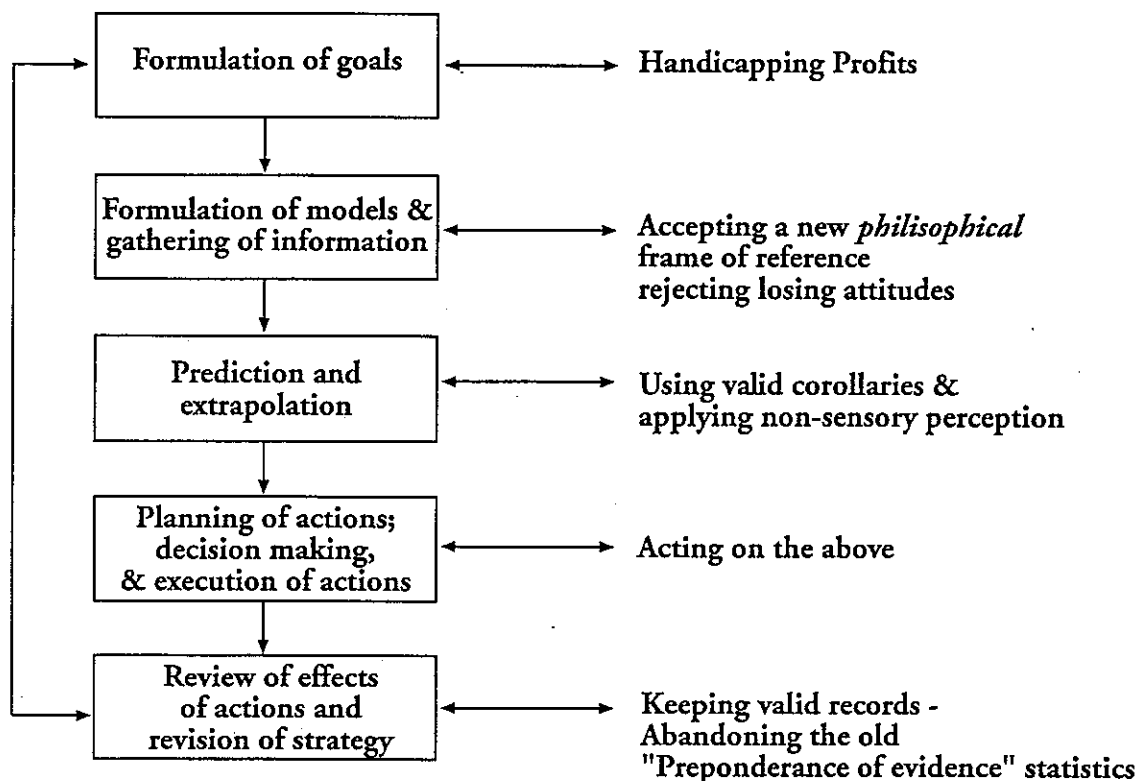
Mainstream concepts accepted by most "horseplayers" try to find compatibility in a MIXTURE of seemingly vital information and strategies that deal with factors that are actually INCOMPATIBLE.

These include: Breeding, Trainer Patterns and manipulations, Jockeys, Post Positions, Final Time, Par Times, Pace Pars, Conventional Pace Analysis, Class and a myriad of other things. Then they dump these ingredients into a container, shake well and produce a cocktail more damaging than the wormwood in the banned liquor, Absinthe. The result: A brain-dulling drunken stupor rather than the euphoric exhilaration that comes from mild intoxication.

What is commonly perceived as logic is highly illogical. It is the LOGIC of FAILURE.

Commonly accepted logic says horse race wagering is gambling and ALL gamblers lose. Ergo, all horse race handicappers lose. Conventional Logic produces a mental attitude that tends to focus on all that can possibly go wrong. That kind of thought process in handicapping says nothing can go right because there is no "Logical Reason" for horses to duplicate any given past performance, etc.

We must deny this LOGIC OF FAILURE and focus only on everything that can go RIGHT. This constitutes a procedure that deals more with Philosophy/Psychology than just information. Remember the biblical injunction echoed by Shakespeare: That which we fear the most shall most certainly befall us. That for which we WILL the hardest shall most surely come to pass.



The Psychology of Winning

Howard G. Sartin, Ph.D

Before sitting down to write this column I spent time reading over the letters in Vox Populi. Often these missives are accompanied by Past Performance charts with pacelines underlined, readouts and copies of winning tickets. Throughout the 1980's when we were most highly publicized, I received quite a few positive messages but NOTHING like the flurry of winning testimonials that have come to me since 1995.

WHY?

Because before this time I compromised with mainstream concepts to the degree that I allowed a number of teaching members too much latitude in subjecting you to diverse opinions, ideas and highly individualized handicapping techniques. Seminars, phone-call answers and other means of instruction were given to you that were not consistent with the tenets of this Methodology. This is not so much a criticism of those teachers as it is an indictment against me for compromising to avoid conflict. I should have been more keenly aware of history's most important lesson: without conflict there can be no REVOLUTION. I let teachers tell you *how they did it*, not how you should do it to achieve consistent success.

Some clients enjoyed this diversity because it allowed them to retain a lot of their past precepts and myth-laden procedures. Others became hopelessly confused. Some dropped out. Many were resentful, saying that if we (the teachers) couldn't all agree, how could they possibly understand?

In 1995 I began the slow process of taking more charge. Tom Ainslie had become a Teaching Associate the previous year and his total endorsement of my work, together with his reserved calm, steadying seminar presentations offered a means of incorporating only valid mainstream and other concepts with the Methodology. Ainslie's books of instruction have been, since the mid-1960's, the epitome of all that's worthwhile in contemporary handicapping procedures. His input got a lot of clients back on a winning course.

As a result, winning at the races has become a proven reality for most of the clients who now use our advanced programs and procedures.

We started Vox Populi with Follow Up issue #44, almost four years ago. Since that time we've published hundreds of documented testimonials from successful clients. Back in the days when some of our leading teachers were really closet mainstreamers, especially in the area of classifying horses for paceline selection, our success stories came from clients with average mutuels of \$8.80. Today the average is almost eleven dollars resulting from a plethora of longshots.

On the next page you'll two representations of a human head and how the brain filters and absorbs information. The top figure is infested with a barrage of MIXED informational messages. The initial reaction this onslaught is RESISTANCE, indicated by the heavy barriers. The brain responds in a state of confusion. It then tries to sort out the conflicting information, to reconcile what it has heard into some sort of order. The human brain is geared to seek ORDER. So, in trying to process ALL the information received, the individual DISTORTS what has been heard into a message that, when repeated by him or her, bears little or no resemblance to ANY of the information as imparted. Subsequent to this distorted learning process one's chance for successful application of the information is greatly reduced.

The bottom figure depicts a brain receiving a constant message with information that is consistent with a given concept. Some degree of RESISTANCE remains. This is natural and healthy. One should not accept any message as pure gospel. Again, the brain seeks order but, because resistance is minimal, the message is received with only minor distortion. The result is that when the time comes for an individual to use this kind of information, success is greatly enhanced.

Both auditory channels are depicted because of the different way the RIGHT and LEFT brain hemispheres respond to and apply information. Left-brained persons tend to process information in a sequential, orderly fashion. They are literal minded and less amenable to allegorical or symbolic messages. As such they are in the most danger of distorting mixed messages.

Contrariwise, right-brained persons are more likely to filter out "How I do it" information and to grasp the true meaning behind any message *other* than a sequential recitation of dry facts or alleged data. They are the most susceptible to allegory and symbolism.

Left-brained persons, feeding on "How I do it" messages, become the most resentful when discovering that they can't do it properly. As a result we have a few embittered ex-clients.

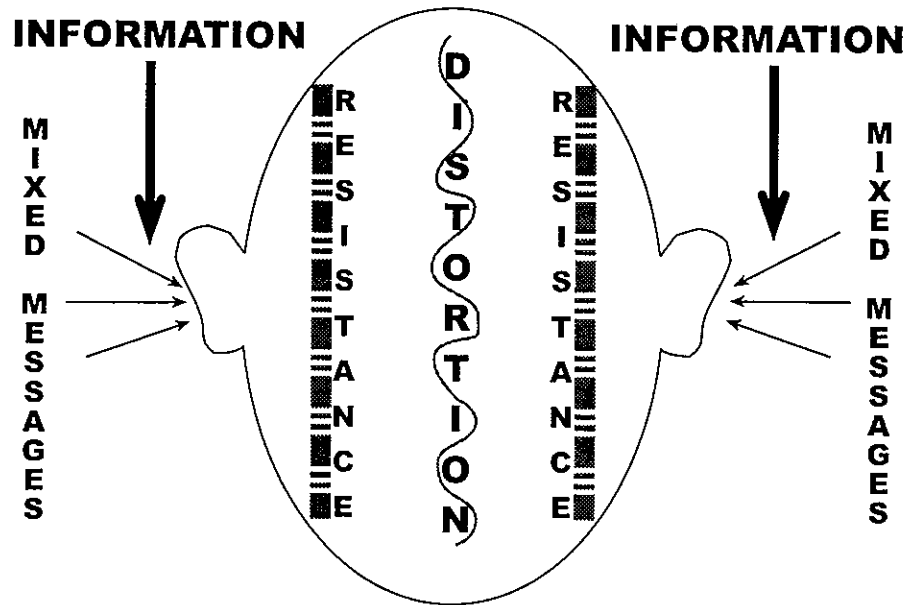
How I DO IT is of NO consequence; not worth a damn unless I can help EACH ONE of YOU do it.

Since winning consistently at the races still eludes some clients, I alone must take responsibility. It cannot be shifted onto some well-intended Teaching Member, past or present.

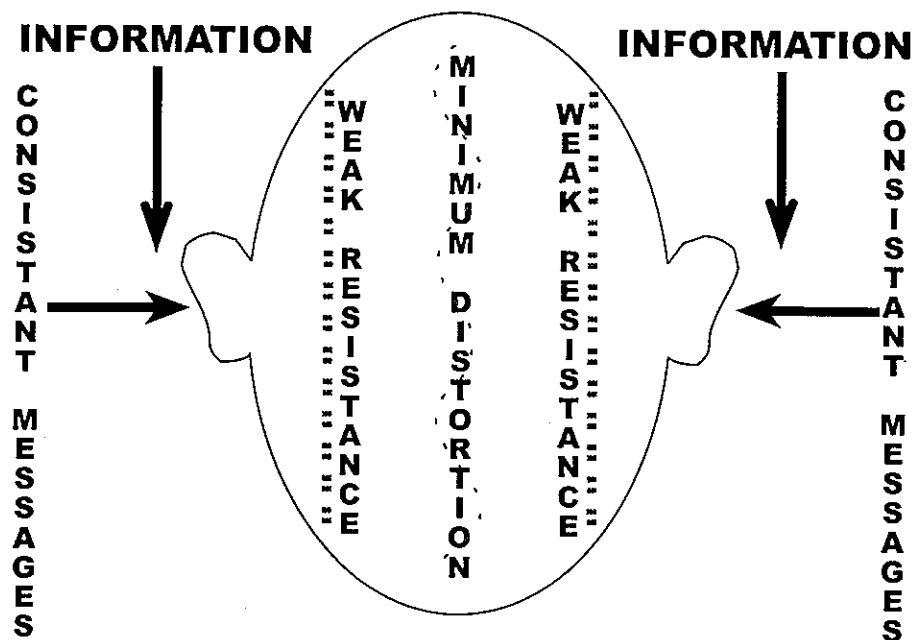
The chief reason our 1997 Las Vegas Seminar was praised so highly by attendees is that almost all of the informational messages were consistent with the ideal that such instruction should not be an ego trip but directed solely toward the benefit of attendees; making every client there a winner.

Paths of Information

Side Roads Leading Nowhere...



or Highway to SUCCESS!



To make the pavement on your road to success even smoother, I've now finished the second of our Video-Audio tape one-on-one sessions. Tom Ainslie made my day just as this was going to press. He said that the audio version of my 1st tape session was a masterpiece of succinct and articulate teaching; he then added his opinion that something had to be wrong with anyone who could not understand and win with the Methodology after viewing and/or listening to Tape #1. That's high praise for #1. #2 will be even more explanatory. I wasn't happy with the voice quality of tape one. It filtered out the lows and made me a tenor. Of course that's just vanity talking.

While it may not seem fair to ALL, my early ministerial training imbued me with a mind set based on the parable about the lost sheep. So I spend more time helping those who have gone astray than those who have found success with the Methodology.

Some remain genuinely confused. Others just refuse to GET IT because of stubborn resistance and clinging to ancient myths. I still hear about people who refuse to accept our use of the Speed Rating and Daily Variant or, with the TrackMaster download, the INTERNAL adjustments that utilize an adaptation of the SR+DV formula that equalizes and adjusts ALL lines automatically.

One person in New York saw a client winning consistently with PL4 and was so impressed he joined us and purchased the program. Instead of using it as instructed, he threw it away saying that EVERYBODY KNOWS THE RACING FORM SPEED RATING AND VARIANT IS NO DAMNED GOOD!

That's stubborn resistance. I wonder how he thinks the client whose readouts and profits impressed him so, achieved HIS success? He's one stray sheep I won't go after.

Clients who enjoy success use their Follow Up subscription to good advantage. They follow the instructions and take ancillary material to heart. They accept the validity of the Three C's and make them an integral part of handicapping and their LIFE.

The C that received the most comment after last issue was——

CONSISTENCY

Lack of consistency in *anything* is a psychological phenomenon and has little or nothing to do with handicapping procedure or method. This is a fact that human beings find very difficult to accept. We think in terms of cycles, streaks and luck, good or bad. Anything to direct the cause of failure to a source other than self.

When we get a series of Vox Populi testimonials spanning a period of months, even years, from the same people, we conclude that those clients have solved the problem of INCONSISTENCY. In this column I will share some of their secrets with you.

I'll dwell for a moment on the mental set of some of those former clients who could never quite "GET IT" and left resentful or embittered. While mixed messages and an inability to separate the wheat from the chafe was one cause, another big reason was (and is)——REFUSING to relinquish an archaic mainstream based frame of reference and trying to mix inapplicable handicapping staples into this Methodology. They also voiced great displeasure when I advanced beyond Phase I, II and III. They just couldn't get it into their heads that procedures derived from these phases had become virtual public domain through imitation and that *current* success is

based on formulae and procedures that can be applied to current reality.

They chose the familiar over the revolutionary. It would come as no surprise to them that during the American Revolution, two thirds of the population of our original thirteen colonies were British sympathizers and wanted to remain loyal to the crown. Benedict Arnold was considered a hero by most. Only history has made him a traitor.

I realize that my method of teaching successful handicapping is essentially arbitrary, undemocratic, exhibiting an attitude completely counter to all my other beliefs. I'm a devotee of jazz improvisation, ad libbing, minority rights and freedom and individualism in thought and deed. I dislike the static rigidity of all regimented educational systems.

Why do I denounce eclecticism in handicapping? Simply because very few handicappers can succeed with an eclectic approach. Mark Cramer is one and he teaches it well. For the most part, his followers are among handicapping's elite. They adapt successfully to a Graduate School philosophy of handicapping, sifting through vast amounts of information before composing their thesis.

My clients, for the most part, have never been candidates for Graduate School Handicapping, which is why they were attracted to this methodology in the first place. Like the vast majority of handicappers they require a road map showing only a SINGLE highway, with no side roads, that leads to consistent success. I wish it were otherwise but 23 years of experience has taught me that it's NOT.

But take heart. That highway is actually a FREEway and has many lanes, including those for passing other travelers if you're so inclined. Just don't swerve too far right or left or you'll hit a solid concrete abutment and crash.

I subscribe to every racing magazine and journal out there. That includes HORSEPLAYER MAGAZINE and AMERICAN TURF MONTHLY. No criticism of the editors or publishers intended, but most of their pages are filled with tripe designed to appeal to typical horseplayer mentality which is the same as LOSER mentality. All these publications are catering to the common denominator. Only once in a great while do they publish anything worthwhile. Reading them en masse provides an excellent textbook of what NOT to believe.

Had dinner recently with a client admitting to erratic betting tendencies. It was the day the Dow Jones average had gone up well over 150 points and one of my funds made a \$6,000 profit.

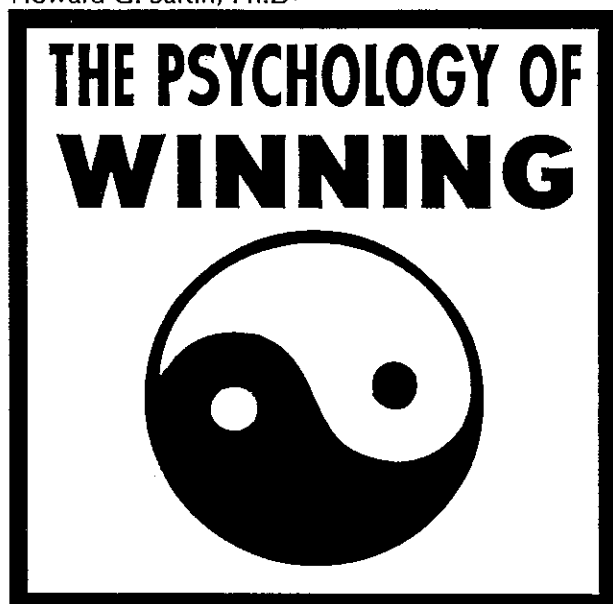
I asked him, "What would you think of me had I wired my broker and told him to put ALL that profit into a highly speculative issue?" (the DOW went down over 200 points shortly thereafter).

"I'd think you'd gone nuts," was his reply.

"Then don't you think YOU'RE a little nuts when you take all the profit from a good day at the races and put it all back into a lot of wild exotic combinations in the LAST race?"

"Let's have another drink," he answered.

Howard G. Sartin, Ph.D.



A TALE OF TWO HEMISPHERES

The old dichotomy of our being born either right or left brained has been exposed as an oversimplification of a complex process of development. Biologically, the right hemisphere of the brain develops more rapidly than the left. This is the hemisphere that deals with feelings, impressions and a subjective analysis of reality drawn from those feelings and impressions. Popular wisdom has it that 90% of the world's population is right handed, 10% left.

The left hemisphere of the brain develops later and, since the time of the ancient Greeks, has been the focus of teaching all things in a logical, linear, rule-bound and structured manner. The ability for common language usage and "pure" mathematics are said to lie within the domain of the left brain.

The ancient Greeks engaged in the earliest brain hemisphere experiments. They concluded that the *right brain* was the seat of darkness, evil and unsavory non-compliant behavior. So, they dedicated their entire

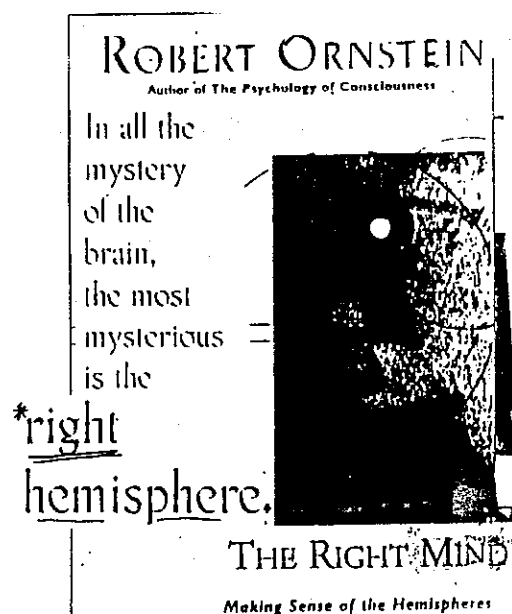
education system to developing the *left* hemisphere and subduing any influence from the right. In the educational institutions of Western culture today, the dictum's and logic of Aristotle are as they were in ancient Athens.

One of Aristotle's more famous and lasting assertions is the dictum 'de omni et nullo', stating in essence "Whatever is true of dog is true of all dogs. Change dog to horse and get nothing but dead heats.

For decades the college and graduate school textbook: *An Introduction To Logic and the Scientific Method* was required reading and standard fare in the subjects of Logic and the Scientific Method. It was highly Aristotelian to the degree that it denied the validity of NON-Aristotelian logic and even stated that "We do not believe that there is ANY non-ARISTOTELIAN LOGIC in the sense in which there is a non-Euclidean Geometry." This text, and multitudes of others at all levels in our educational system was part of a regimented, systematized effort to make the left brain hemisphere the seat of all acceptable knowledge, rules and regulations.

It was even adopted, or perhaps co-originated by many religious institutions. It is a well documented fact that Roman Catholic nuns are instructed to train left handed persons to be right handed. All for the good of the student, of course. Based on the idea that left handed persons are *right brained* and hence less susceptible to regimentation and essential indoctrination to rules. Forcing them to switch to *right handedness* was the only way to assure that they could become true Christians.

Now comes psychologist/author Dr. Robert Ornstein with his book: *The Right Brain*.



In no way does he disparage the left brain. In this book he is making a case for the need to further educate, thus stimulate, the right brain. He strives to promote Hemispheric Synchronization, or what the Monroe Institute calls HEMI SYNC. His thesis is that in our increasingly complex world, an educational system that places so much emphasis on training the left brain, while virtually ignoring the significance of the right, puts us all in jeopardy.

This Brain Hemisphere focus is a major reason that many handicappers with a wealth of Left Brained logic and data do not actually WIN at the races. It's not for lack of intelligence, it is failure to let the RIGHT Hemisphere contribute to the final decision process.

Dr. Ornstein's title *The Right Brain* is in direct contrast to the sub-title of Dick Mitchell's most popular book:

COMMONSENSE HANDICAPPING

The Logical, Left-Brained Approach
to Winning at the Races

Dick Mitchell

This is no rap against Mitchell. He knows that the mass of his potential readers are right handed, left brained and imbued with the idea that the word "LOGIC" by itself is significant.

A healthy debate between Ornstein and Mitchell is found through reading both books.

In horse race handicapping, the truth of the matter is that left-brained logic is so dominant in the literature and in the words of seminar/workshop speakers and touts alike that we face more and more racing cards dominated by winning favorites and near-favorites.

The only handicapping procedures that are isolating the long-shots and double digit win mutuels come from right brain deviations. On the chalkiest of days I've never found less than

one easy to pick long-shot on the card. The average is 3.25 per day. Happily it does not take a right-brained person to effectively utilize a right-brained approach. It merely requires a good deal of **DE**-emphasis on left-brained sequential, linear logic and abandoning some antiquated rules that should never have been considered rules in the first place.

This is a potent and pertinent subject. Understanding and accepting and then applying the power of *both* the Left and Right Brain Hemispheres will be tantamount to consistent **WINNING**.

We'll go into all this in depth next issue. Meanwhile heed the words of Sam Wada, a quiet man, but one of the winningest handicappers I know:

You rarely get a high mutuel when the horse looks good in the DRF. I've seen so many "poor form" or "low class" horses win when the only thing in their favor was the "correct" L/E D at the time, that I refuse to let one go off at good odds without some money on them. Your friend Mark Cramer would probably make a small fortune with this one readout.

SAM WADA

Sam

Dennis Mikkelsen

SCOTWINC NATIONAL ORANGE SHOW

CBF27-CE4F-E5FA

Race 8 8-Mar-98 54 SAN ANITA

WIN

7

WIN

5

2 BETS, TOTAL
FLIP-SAM W: 102003
8Mar98

14:52:38

CBF27-CE4F-E5FA

=====

SCOTWINC NATIONAL ORANGE SHOW

51727-D82D-E5FA

Race 8 8-Mar-98 54 SAN ANITA

PLACE

7

EXACTA BOX

3.5.7

7 BETS, TOTAL
FLIP-SAM W: 102003
8Mar98

14:52:47

51727-D82D-E5FA

=====

SCOTWINC NATIONAL ORANGE SHOW

F5C27-D22F-E5FA

Race 8 8-Mar-98 54 SAN ANITA

WIN

7

WIN

5

2 BETS, TOTAL
FLIP-SAM W: 102003
8Mar98

14:52:42

F5C27-D22F-E5FA

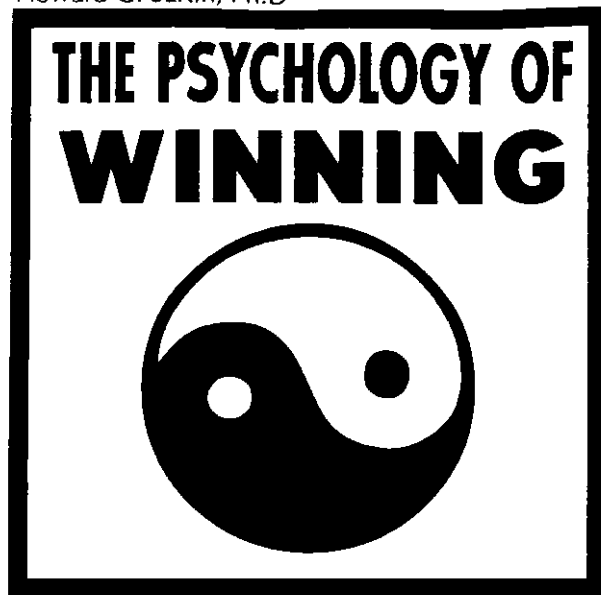
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EIGHTH RACE Santa Anita MARCH 8, 1998

1M. MILLS (L94) 194 Purse of THE SANTA ANITA INVITATIONAL HANDICAP, Grade 1, Purse \$200,000. Fills and mares, 4-year-olds and upward. By invitation, with no nomination or starting fees. The winner to receive \$100,000, with \$50,000 to second, \$20,000 to third, \$10,000 to fourth and \$5,000 to fifth. Weights: Thursday, February 26. The Los Angeles Turf Club will invite a field of the highest weighted to accept. In the event that one or more of those decline, those provisional invitees weighted below them will be invited in weight order to replace them. The field will be drawn by the closing time of business Friday, March 6. A trophy will be presented to the owner of the winner. \$100,000 second \$50,000 third \$20,000 fourth \$10,000 fifth \$5,000. Mutual Pool \$115,000.30 Exacta Pool \$24,300.00 Trifecta Pool \$25,000.00 Superfecta Pool \$23,200.00

Last Race	Horse	M/E	L	A	Wt	PP	St	%	%	%	St	Fin	Jockey	Odds
1Feb98	Toda Una Dama-AR	L	B	5	114	4	6	71	61	51	24	11	Almeida G F	32.30
1Feb98	Exotic Wood	L	B	6	123	4	6	21	24	31	11	24	McCarron C J	9.50
1Feb98	Praviana-CH	L	B	4	114	5	10	81	81	81	81	31	Solis A	5.00
1Feb98	Fleet Lady	L	B	4	110	1	2	94	94	94	94	41	Desormeaux K J	a-4.10
1Feb98	Tuxedo Junction	L	B	5	114	10	5	51	10	50	74	52	Douglas R R	a-4.10
1Feb98	Fun In Excess	L	B	4	116	8	3	11	74	11	31	62	Flores D R	16.70
1Feb98	Minister's Melody	L	B	4	116	2	7	64	71	74	81	74	Delahoussaye E	10.30
1Feb98	Traces of Gold	L	B	6	117	3	1	22	21	21	54	81	Placay L Jr	a-4.10
1Feb98	Funaflover	L	B	4	113	7	8	51	54	61	94	94	Ramsamy E	48.50
1Feb98	Halenkale-IR	L	B	5	111	9	9	11	9	11	11	11	Gonzalez J C	52.30

a-Complete: Fleet Lady and Tuxedo Junction and Traces of Gold.
OFF AT 4:11 Start Good. Won driving. Time: :23. :41, 1:12, 1:35, 1:41 Track Int.
\$2 Mutuel Prices: 5-TODA UNA DAMA-AR 66.00 12.40 L20
3-EXOTIC WOOD 3.00 2.90
4-PRAVIANA-CH 4.00
11 EXACTA 5-3 PAID \$55.00 5-1 TRIFECTA 5-3-4 PAID \$35.00 52 QUINELLA 3-5 PAID \$32.00



A TALE OF TWO HEMISPHERES

Part 2

In part one of this series we established that 90-95 % of our population is right handed. While it is not a universal fact, right handedness most often coincides with the *left hemisphere of the brain* dominating. Educational and religious institutions by ritual try to switch left handed persons to right assuming this will make them left brained. It doesn't work that way. The switching or its attempt often precipitates long range neurological problems and neuroses that are damaging to the student as he/she moves toward adulthood.

The left brain hemisphere is closely related to the kind of subjects and subsequent thought patterns that are considered by the majority to be logical. Reading, writing, arithmetic, orthodox logic, and communications skills are also commonly regarded as left brain dominated. The key words here are **ORTHODOX** and **COMMONLY**.

This leads us to the theme of Dr. Robert Ornstein's book *The Right Mind*. He proposes that we continue to use our left hemisphere to master the worthwhile things to which it contributes toward the wholeness of our being - but not at the sacrifice of the right brain.

'Two plus two equals four' math, 'i before e except after c', and comprehensible writing (along with other communication skills) are all essential. However, so he believes, is great poetry, music and mathematical formulae that defies common logic: the kind of mathematics produced by Einstein, the Quantum theorists and Chaos physics. At one time this applied to Galileo, who was a victim of the Inquisition because he said everything did not revolve around the earth, that the reverse was true. Time proved Galileo correct and the church has apologized. Descartes was criticized by convention when he said that the source of the Soul was the pineal gland. It's as good an explanation as any, since there's no universal agreement about the location of the soul. The one medicine we know that effects the pineal gland is melatonin. It's great for easing jet lag and overcoming a number of sleep and sleep deprivation disorders.

Neither Dr. Ornstein nor I are promoting the elimination of Left Brain activity, nor is it suggested that you discount its positive contributions to your welfare. He merely urges that you allow the right hemisphere more access to your perception. I urge it because, for years now I, along with Mark Cramer, as one example, think that using more of your right hemisphere may well be the missing link in your approach to analyzing races and interpreting readouts.

The most negative contributions of the left brain as far as winning money at the races goes, are rules and linear thinking.

Rules are ABSOLUTES! There are few absolutes in racing. Two of them being that a horse must have a jockey aboard from start to finish and, barring disqualification, the horse crossing the finish line first, wins the race.

Unfortunately, some clients still write or E-mail me questions where an answer begs for rules.

Others, who are almost brand new and hungry to learn are the most susceptible to becoming indoctrinated by MIS-information. Most so-called handicapping experts will frame some kind of an ego-centered answer to any question. This can be most destructive to the person doing the asking. Anyone who would give a definitive answer to any of the following four questions is, in my opinion, a fraud! None of these Q's has a single answer. The only true answers could come from viewing the specific circumstances involved in the race.

1) Tandem Races - I've read lots of snippets about Tandem races in the Follow Up, and I see them all the time when handicapping the races. What do I need to differently with them?

2) How many lines back can you go to get the best of the last three comparable? For example, Hollywood 5/13/98 had a horse in a dirt sprint who's last 6 races were dirt and turf routes, but his old sprints looked good (made him a bet). Any ideas? I don't expect a hard and fast rule, just some advise.

3) If a horse has two similar lines (separated by 1-3 points), with the lower but more recent one at today's track (Hollywood, Golden Gate) and the higher but older race (still in last three comparable) at a different track, which do you recommend using? If I enter them both, the older and higher scoring line (not from this track) is better.

4) What to do about those pesky claiming or allowances race where half of the horses have competed against winners just a few times, and the other half are coming off of maiden wins. Usually the scores projected from maiden races turn out higher. Should I use a maiden race as best of last three? This is also tough when only 1 or 2 horses are coming from maiden wins giving them very high scores.

I sent him the Tandem manual as a gift and referred him to several articles on Tandem races from past Follow Up's. Application of the Tandem procedure, be it procedure #1 or #2, must be based on circumstances and one's willingness to accept a loss if his/her choice is incorrect. In Pace Launcher 4 and SYNTHESIS there are enough different corollaries to *often* make equalizing final beaten lengths unnecessary. I also sent him Dean Millward's use of that procedure at smaller tracks where the same horses go against each other continuously. Application of Tandem procedure 1 or 2 is a judgement call and there can be no rules for making such a judgment - only experience from doing many races at your track(s) can provide a satisfactory answer.

As for question (2) the Follow Up is filled with articles containing guidelines for the selection of pacelines. I've been burned many times by viewing and using good races from way back, ignoring any sense of recency. Going way back to a horse's best cycle does occasionally produce a surprise winner. But as a regular practice it creates more losing situations than wins. It's a matter dictated by CIRCUMSTANCES. Circumstances are best interpreted by experience. Do these way back horses win? Do they win more often than they lose? Answers can come only from individual experience.

Answer to #3 is: What is COMPARABLE? Is he considering the class and relative SR from the different track? At many levels northern and southern California tracks ship evenly. In my experience the older line from the "other" track is not necessarily better. If he's following all the procedural guidelines in SYNTHESIS, I seriously doubt that his observation is universally true.

The same applies to question #4. I've never found many horses coming from Maiden wins that project better than Allowance winners. Maiden Special Weight winners are often superior to certain kinds of Allowance horses. Again it's the circumstance and his answer must come from his experience. If those maidens are beating the other category of horses and his readouts are confirming this, he should bet his readouts. If the reverse is true, he needs to be more careful about which horses he considers true contenders.

Everyone should consider this: Accepting expert advice is NOT a right brain function. It comes from the rule oriented, teacher-is-always-correct LEFT BRAIN. By what means does a so-called expert warrant your asking him/her questions and blindly accepting the answers? The so-called expert knows only from EXPERIENCE! He found answers the same way you can. Asking others is fine. But testing several potential answers by *individual* situations is what will make you an expert.

No so-called expert who is truly winning would answer the above questions other than the way I did.

His final two questions are easy:

5) When printing from the Trackmaster version of Synthesis, is there any way to set the printer so a new race always starts at the top of a new page?

6) . Any suggestions on a way that can help transfer the data from the win, place and show horses directly to a spreadsheet to save time? I'm thinking either a program that captures the data directly from the horses rankings or maybe a scanner to transfer it into a spreadsheet.

(5) It depends on what kind of printer you have. Call Shane's Tech Support line (909-845-1728 weekdays 11:30 AM to 3:00 PM Pacific time) and get the advice you need.

(6) Funny you should ask. Just such a program is almost finished.

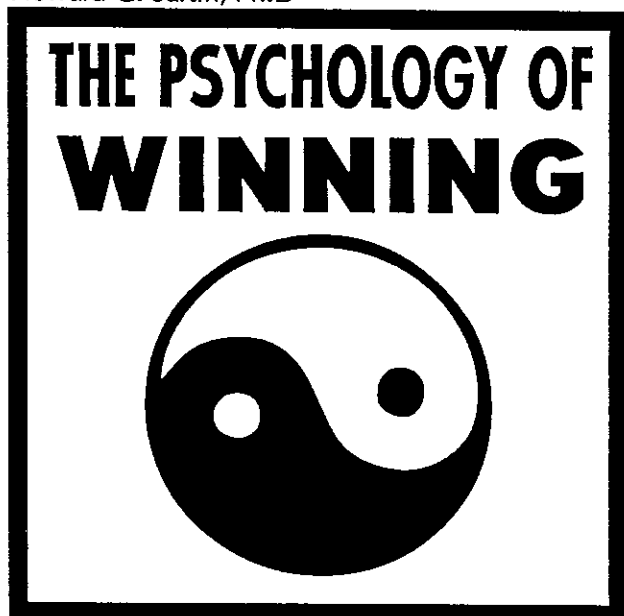
This is in the Psychology of Winning because developing right brain functions is most important in any field where humans compete against each other; seeking and holding a mate, being foremost. Beyond that - take boxing. Mohammed Ali was right brained until both hemispheres were damaged. He was unorthodox, non-mainstream. Einstein, likewise. Other great contributors to art, literature and science were right brain dominant. Frank Sinatra did it his way, which included singing off the beat, defying accepted meter and wandering around the tonal scale before his returned to the note as written.

Those who dare to be different by defying conventional wisdom, i.e. Mainstream RULES, will always be the ultimate winners. To me it's quite odd that a nation of people born out of a long and bloody revolution, should be so UN-revolutionary. I refer specifically to aspiring handicappers.

Even worse are those who pay good money to buy the choices of so-called experts they don't know and whose success record is supported only by hyperbolas adds in various publications and Web sites.

Remember, It was Britain's King George III who hired thousands of Hessian Mercenaries to fight the bulk of his battles in the American Revolution. Kind of like paying for picks or dialing a 900 number. Old George III lost the Revolution. It was won by those who used enough of their right brain to think for themselves, in terms of freedom from rules, and who then carried their right brain thinking into bold action and fought and WON for THEMSELVES, Lafayette notwithstanding.

Howard G. Sartin, Ph.D



THE DANGERS OF RECIDIVISM

WINNING -

SECOND GUESSING -

THEN LOSING

RECIDIVISM defined:

recidivism Repetition of delinquent or criminal acts by the same offender who is called, accordingly, a recidivist or repeater.

This abbreviated definition is not meant to imply that any of you are delinquents or criminals. Recidivism is the bane of the psychiatric community when dealing with alcoholism, narcotics addiction and pathological gambling. It also applies to smokers and those attempting to lose weight who go off their diets.

Recidivism in a non-pathological or compulsive gambler, is more gently explained in the definition of the Sisyphus Syndrome; quite simply it is repetitive "backsliding."

Sisyphus

In Greek mythology, Sisyphus was condemned to roll a heavy stone up a hill. Just as he was about to reach the top, the stone rolled back, and he had to start over again. Over and Over scripts are represented by Sisyphus.

I recently met a client at an off-site wagering center. He said that after getting one of our Pace Launcher programs he quickly made a thousand dollar profit, then began losing it all back.

This is **not** an uncommon phenomenon for bettors, in and out of the Method, regardless of what handicapping procedure they are using. There are some basic reasons for this phenomenon. One can easily be corrected, the other is purely psychological.

The first reason is succumbing to a rhythmic **habit** born out of nothing more than refusing to alter said habit in times of stress. Another is getting fixated on some particular readouts and **not** examining **all** corollaries, especially the SUPPLEMENTAL ones. This constitutes:

(1) Overreliance on one or two readouts: For instance the top 3 BL/BL, with no corollary examination, produced both the best lower and **higher** priced winners on the card. So one then ignores all other corollary factors. Why not? This person just made a profit of \$1,000 doing that so he expects what worked last week to always repeat. The only Model or Profile that works is one you **anticipate** before the fact. You can do this by examining ALL readouts. Watching closely for changing trends in corollaries and on your E/L diff. graph, your Vector graph, EPP, LPP and TPP are excellent predictive barometers that signify a forthcoming change.

One big thing I've noticed in virtually every Backslider, as opposed to winning clients, is **failure** to keep 20 cycle race records on THESE VITAL FORMS. Place is necessary if you wager on Exactas. If you persist in gambling with Trifectas-make one for SHOW:

WIN

**PACE LAUNCHER ~ SYNTHESIS
WAGERING DECISION CHART**

↓ ↓

RACE	#1 BL/BL	#2 BL/BL	#3 BL/BL	#4 BL/BL	Best P.C.	Best S.C.
	SSS BAL	SSS BAL	SSS BAL	SSS BAL		
1	\$					

PLACE

**PACE LAUNCHER ~ SYNTHESIS
WAGERING DECISION CHART**

↓ ↓

RACE	#1 BL/BL	#2 BL/BL	#3 BL/BL	#4 BL/BL	Best P.C.	Best S.C.
	SSS BAL	SSS BAL	SSS BAL	SSS BAL		
1	\$	SUMMARY				
2	\$	#1 Win	#2 Win	#3 Win	#4 Win	
3	\$	AVE. \$				
4	\$	AVE. BAL.				
5	\$	COMMENTS				
6	\$					
7	\$	#1 Place	#2 Place	#3 Place	#4 Place	
8	\$	AVE. \$				
9	\$	AVE. BAL.				
10	\$	COMMENTS				
11	\$					
12	\$					

How do you expect to **win** unless you know from what corollary source, especially BL/BL if you don't know where you acceptably priced winners are coming **from**? If you have no idea of what factors are dominant in producing PLACE horses, how in the world can you expect to win Exactas?

Face it, without such records you're **not** a handicapper, not even a horse-"PLAYER,"...you're just a GAMBLER!

When you have only a vague idea of what P.C. (primary corollaries) and S.C. (secondary corollaries) factors produced the winners **and**, just as important, the long shots that fail to win but pay double digit PLACE prices (see down-pointing arrows). Read the Power of Place!

Always be aware of weather conditions that may drastically or subtly alter track conditions; note EPP and LPP for changes in the possible STRANGE ATTRACTORS of the Match-Up that may escape the human eye but are detected through examination of corollaries. These are some of the reasons for the need to alter wagering decisions by day or cycle.

Some clients discount my advice in such matters. They say quite openly that they don't need all that corollary "crap". BL/BL is good enough for them, OR, the top two Factor X win 86% of the time. Then when all goes awry they call for an office visit. I also notice they try "HANDICAPPING" races by mainstream RULES, making arbitrary decisions as to which races are "PLAYABLE" and which are not. In so doing they often miss the longshots we publish in the Follow Up. Yet, when I go to the window to cash in on a long shot they follow me and ask how I got it. I tell them precisely how: **by following the procedures I've published in this periodical.** Some get the hint but others proclaim: "I wouldn't play that horse with YOUR money, because—"So and So- (referring to some former teacher by name), said to stay away from those kinds of races." People with that attitude are emotionally and intellectually frozen in a time warp dominated by YESTERDAY'S Methodology and the philosophy of YESTERDAY'S teachers.

Most of those "I Always"—and "I Never"—lessons are no longer applicable, if they ever were, because of the changes in TODAY'S Racing and TODAY'S technology, web site info along with our Pace Launcher 4 and, especially SYNTHESIS. They have overcome the reason for ALMOST ALL past injunctions.

Still, many people are more inclined to remember all the inaccuracies, incongruities and archaic lessons than to accept **current validity**. Old habits are no fun to break. One person told me he was in the HABIT of utilizing mainstream, man-made class figures to eliminate horses. He had the habit, all right, he classified OUT all his potential long shots. He was dubious of his ability to BREAK his habit. A little character born of WILL POWER is all he needs. Another man, my exact age, said he was too old to learn something new. My answer is that if you refuse to learn something new at 71, you're chances of reaching a vital, outgoing 72 are considerably diminished.

For months I've been explaining that **every** valid concept from YESTERDAY'S Methodology has been incorporated into SYNTHESIS, much is also included in Pace Launcher 4. So-called visual handicapping, which very few of you were any good at anyway, is no longer necessary and, even more importantly most of its precepts have been proven virtually worthless in **today's**

rac~~ing~~.

Here are some quotes from three experts indicating what I mean:

First, from the oft quoted **Buddy Alvarado** who says whatever the experts tell you to do, DO THE OPPOSITE if you want to WIN!

Then from the December, 18, 1998 Washington Post article by **Andrew Beyer** comes this recommendation to ABANDON a focus on single track. Multiple track wagering took him from loser in '96 to winner NOW.

Andy's idea about multiple track wagering is GOOD ADVICE. Two tracks running concurrently is enough. I've found that in California when Santa Anita or Hollywood are paying woefully low average mutuels, their Northern California counterparts, Bay Meadows and Golden Gate take up the slack with some good double digit win mutuels. The reverse can also be true. The answer: Multiple Track Handicapping, and when an overlay appears, bet it.

In **Mark Cramer's** most recently, in a C&O article about his test of BL/BL, he asserted that over the long haul "NO ONE" can win by applying the same factors the PUBLIC uses. Only someone **daring** to go against the mainstream grain will consistently succeed. He proves that iconoclasm, "Kinky or even Kinkier" handicapping is the way to get the higher paying mutuels. To him "Kinky" means deviant. Deviating from the mainstream NORM.

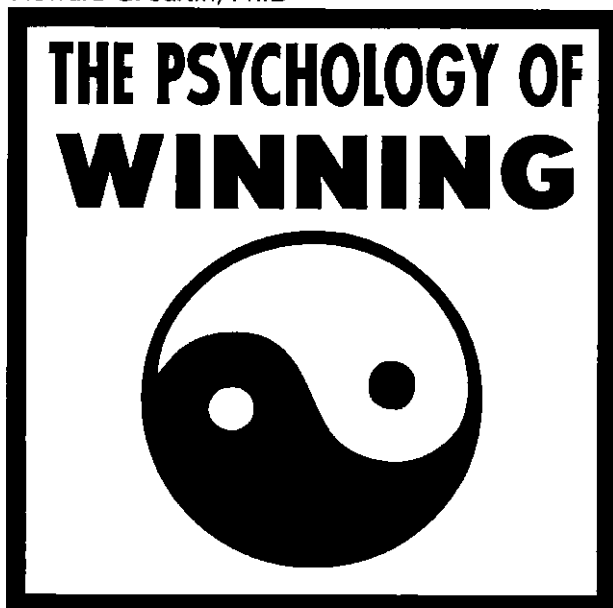
Mark also contends, that if you have a good "Value Line," such as BL/BL, or the one he makes from his own brilliant mind, you will NEVER be a loser. You will always end up with a profit. Mark is correct but the problem remains that most people have no patience. They just cannot tolerate a more than a very few losses. They panic and completely abandon their wagering strategy. I've seen it far too often to expect most clients to exist totally dedicated to the value concept pioneered by Cramer. All recidivism or backsliding is **psychological**. It stems from lack of self-confidence and power of WILL. It's urged on by listening to others, waking up each morning and trying something NEGATIVELY different based on some concept of which you have NO SUCCESS record.

As long as any of you think, even subconsciously, that horse race handicapping and wagering is gambling, you're going to suffer loss. It's a gambler's ultimate fate.

Just **do** keep the records I've recommended and send them in. In your heart you must realize that the problems that cause NON-winning today are NOT handicapping problems but psychological ones, mostly in the area of DECISION making when wagering.

Accept that WINNING is derived from YOUR response to the tools I've provided. If your response is positive, you're in Vox Pop. If it's negative, you're in the hole.

Howard G. Sartin, Ph.D



Anxiety & Dependency

Horse race wagering is a stochastic situation. Only pure-chance type gambling and life itself are more so.

No one is completely free of anxiety because it is a natural response to the insecurities imposed by life. Anxiety can become pathological, even psychotic, leading to unipolar depression, paranoia and other mental disorders. The kind of anxieties typical of horse race handicappers, seldom reach even the level of clinical neurosis. If they do it's time to call a halt to any stochastic endeavor and seek treatment. Such persons can continue to handicap on paper, making NO wagers, THAT'S good therapy. Anxiety ridden people seldom make proper wagers so my prescription is: If you're afraid to bet, DON'T! My responsibilities as a therapist exceed my needs as a business person.

The kind of anxieties I observe from the frequent visits of clients to my office and those that come by mail, telephone or e-mail, are not pathological, not even clinical. They are normal and fall into two categories, one non-neurotic the other somewhat neurotic:

(1) They do fill out and send (or bring) in their Pace Launcher/ SYNTHESIS Wagering Charts, handicapping all races (except those with more than one first time starter or foreign lines) in 20 race cycles (see examples this issue). They circle all winners paying \$7 or over and record them in the proper BL/BL columns that range from 1 to 4. They fill in the Average mutuel and Balance by column. Their chief anxieties center on *which* two horses to bet and *what* races they should eschew.

Many clients still enter some contenders that are simply not viable. Yet, even these people seem to get all the winners in their top 4. To reduce them to being within their top THREE, I tell them to just go back and HIDE those top horses that will NOT pay win mutuels that meet THEIR standard MINIMUM PAYOFF! (mine is \$7.00). Now, almost all their overlays rank in their top 3. By the easy HIDING process, 4th ranked horses frequently rise to become 1st or 2nd ranked.

When one doesn't take a computer to the track or off-site wagering center, the answer is, CROSS out those horses in BL/BL that you would NOT accept as a bet. Doing it this way, #5 ranked can only go to #4, #4 to #3. 3rd ranked horses are proving to produce the highest overlays in most reports I've seen.

Above all, remember that BL/BL tiers are NOT designed as win potential **rankings**. Don't treat them as such. They are in Chaos math and are NOT one apart as all other rankings. You should also pay more attention to the second BL (Betting Line), and note the odds as they're PROJECTED by the program. They are the odds at which a horse should be going off according to the power of the program itself.

As for Bottom Line. I've never seen a legitimate winner who did not have double digits before the decimal point and a balance of 8 or under except on the Turf or routes exceeding 1 1/8th mile.

Now you're down to three horses that are worthy of betting. If one pays \$7 (or your personal minimum) and one is a standout overlay on BETTING LINE with ancillary corollaries, it's pretty hard to bet the improper two. If you find yourself doing that, you're defying a 2-1 edge and it just might be on purpose. If so, seek help. Remember, BL/BL is a Prime Corollary.

One other dominant problem is Projecting and Extracting horses: Sprinters into routes, Routers into sprints. I've written quite extensively on both subjects, yet I still get a bevy of questions on the subject, making me think that more people subscribe to the Follow Up than actually read and digest it.

A Sprinter going into a route for the FIRST time showing is a guess. Top TS, a plus EPR AND a reasonably good LPR are significant. Fast sprinters WIN against slow routers, so NEVER leave out the fastest router and be sure the sprinter's speed rating is higher by whatever number of points works at YOUR track. Record SR differentials at your (track(s) and you'll know. And that's the ONLY way you'll know.

Sprinters who have routed BEFORE are easier to detect. If they've never finished within 4 lengths in a route with similar competitors, (Class, etc.), they probably WON'T.

Remember, that's probably. There are NO rules.

Don't hesitate to project a horse that did well at 7 or 7.5 furlongs into a MILE race, or vice versa, equalizing lines.

EXTRACTING is easier because many FAILED routers are begging for a sprint and reveal it in their six furlong times within those failed routes. 6 furlong times within two fifths of what a good sprinter runs at YOUR track(s) is optimal. But they should NOT be beaten at that call by more than a length unless their sprint time is extremely fast.

Anyone who ever had a child should be able to recognize from PP lines when a Router is crying out for a sprint.

Layoff horses who were outstanding HIGHER Class routers before the layoff frequently win a sprint first time back. This is such a well known fact that it also causes lower mutuels.

Anxiety #2 comes from persons who, while never admitting it, repeatedly ask for fixed rules. I can reduce their multiple questions to just ONE, condensed:

"Which Corollaries are the ones I should use???"

East, Midwest, South, Canada, Far West, this question gets asked daily in both subtle and obvious ways. There is only ONE answer: In conjunction with BL/BL, which corollaries are strongest from YOUR handicapping by track, distance and surface. Since, regardless of instruction,

no two people handicap EXACTLY alike, YOUR OWN choices of contenders, pacelines and how you may fiddle with options, makes over-all interpretation and INDIVIDUAL matter.

Some people like to play the game of "Do Me Something." They are under the delusion that ANY so-called expert can give a flat, definitive answer that will be valid under all circumstances and for all occasions. This is NOT SO! To any expert worth his/her salt, All such NON-general questions can be answered ONLY from YOUR records and experience at YOUR track(s).

Let's capitalize EXPERIENCE. When the expert (winner) makes an error that costs him/her a winner, the knowledge gained from that mistake is filed away in the brain (sometimes on paper), but ALWAYS in the brain. The difference between the alleged expert and the NON-winner is that instead of bombarding the brain with a SOLUTION, the asker of the questions files it in some emotional recess and repeats the error -Over and Over and Over, then ASKS for rule to use instead of experimenting with the multitude of tools provided by the Pace Launcher or SYNTHESIS program (plus rereading all Follow Up's from #60 on) that will SOLVE the problem.

NOBODY is born an expert. One becomes so by PRACTICE, Practice and more practice.....The same way a performer gets to Carnegie Hall.

This is NOT meant to discourage you from using our Hotline, e-mail, phone, Fax or in-person counseling. It just means don't keep asking the SAME question over and over. What you really seek is the answer you WANTED all along. If that's an INCORRECT answer, we'll NOT give it.

COMING NEXT: In Follow Up #72: A HOLIDAY GIFT:

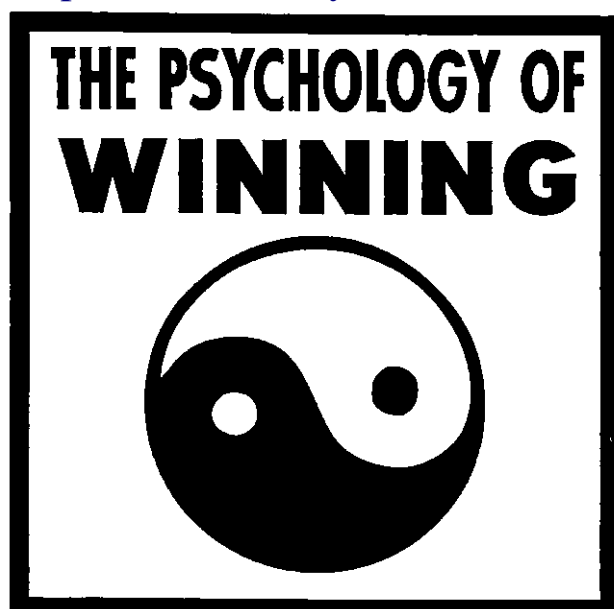
Non-Winning is Mind/Body HABIT, a CONDITIONED response. Learn to how REDIRECT your own Neuro-Peptides to seek out the WIN Receptors within your mind/body chemistry to replace the CURRENT ANTAGONISTS that are blocking YOUR Opiate Receptors and allow your NATURAL POSITIVE ENDORPHINS to flow into the Receptors that will make it NATURAL for you to WIN!



AT DEADLINE:

PETER TOLAN SNAGS EMMY!

Taking advantage of the Fairplex lull in major track racing, client Peter Tolan went to the Emmy Awards and received his **first** after being nominated Best Comedy Writer for five straight years. His Larry Sanders Show, on HBO, has finally received the recognition it has deserved for so long. Congratulations to you, Peter!



*A Gift,
Compliments of the Season:
**FINALLY! A
Proven Cure for
the Dis-Ease of
NON-Winning***

Howard G. Sartin, Ph.D

Part One - Psycho-neuro-immunology

In 1987 the 3rd Edition of the Diagnostic & Statistical Manual of the American Psychiatric Association first listed Gambling as a Disease: a Disorder of Impulse Control. In the 1994 edition, Gambling, as a Disease, was emphasized even more. It was listed along with Kleptomania, Pyromania and others, as an official Disorder, hence a Disease, replacing the old term: Compulsive Gambler.

In 1987, at the 7th International Conference on Gambling & Risk Taking, I submitted a paper and a symposium speech protesting the edict universally accepted by the current hierarchy of psychiatrists, psychologists and sociologists.

I insisted that **gambling** is **not** a disease. The real disease, by their own records, is NON-WINNING!

I had the largest audience of the conclave because all members of the disease oriented medical mainstream wanted to witness my revolution against accepted rule. I tried to keep it humorous. I cited the fact that all the persons from whom they had gathered their prevailing gloomy statistics were dedicated losers who had suffered economic, familial and/or legal consequences from their inability to stop gambling or to channel their gambling urges to a potentially profitable source. Never, in even one of their august journals, had they ever mentioned studying **winners**.

In short, at all levels, they were operating from the classic medical sick mode! i.e. studying only those with a disorder and none coming from the same environment who were not sick.

They focused solely on the **negative** and ignored the positive. WHY? Because the leaders of this international group guiding world opinion about gambling refused to accept the fact that **winners did exist**. It is their claim that the only people who won were those professionals who were either bookies or working in operations controlled by the "House" or the Track.

Further, they refused to accept the fact that there is huge difference in the psychological make up of those wagering on Parimutuel events and the casino gambler. There is perhaps, a 20% overlap. But a good 80% of horse race bettors do not share the same frenetic behavior patterns observable on the floors of casinos. Horse wagering parlors are in separate rooms or crannies within a casino operation and the difference in behavior is notable. Yet, no leading member of the Healing Arts professions would accompany me to a "Horse Room," which was in an enclosed room at the Reno MGM Grand where the conference was being held.

Two non-hierarchy professionals did accompany me. They were Michael Walker, Psychologist, University of Sydney, Australia, and from the University of Nevada, Reno, Ph.D John Rosencrance. Both subsequently wrote about my efforts in expensive textbooks - the kind usually read by all the *wrong* people. Both stated that my concept of a **viable alternative** to losing has a very promising future. Rosecrance even came to some of our meetings and discovered that many clients had suffered the same problems as the losers lying in those medical mainstream hospital beds or sitting in controlled therapy groups. Even I didn't know all the degradations some of our people had been through.

So let us accept the dictum's of those psychiatric healing arts professional who insist that a disorder or disease is involved in all gambling. Let's take it one step further and make the positive assumption that the disease is **not** gambling.

The DIS-Ease is NON-winning.

If we accept that as fact, **two** outstanding cures have been offered. The first was in 1989 by Deepak Chopra, M.D. We presented his cure in several 1990 Follow Up articles. I said his book *Quantum Healing* was the best text on successful handicapping/wagering to date if the reader was willing to interpret his words and substitute "horse racing" where applicable.

Many clients took my advice, read the book and attempted to apply its content to their daily handicapping routine. Some even succeeded; most for just a short time until the inspiration wore off, but a few others still understand and continue to practice Deepak's teachings. They remain consistent winners.

If some were turned off by Chopra it was because of his focus on Hindu Ayurvedic healing and his praise for the Maharishi Melesh Yogi whose followers introduced Transcendental Meditation (TM) to North America and apparently allowed it to be overly commercialized by a few entrepreneurs who were arguably unscrupulous.

Some clients resisted saying that India, where Deepak originated, was fraught with disease; hence Ayurveda didn't work. They failed to read Chopra's statement that Ayurveda had been minimally practiced in India since the nation had been indoctrinated by British Medicine, a carry over from the 18th Century lasting until after WW2. The influence of the medicine of British Imperialism to this day has served to all but wipe out India's classic Ayurvedic tradition.

They also resented, as do I, the many TM practitioners who overcharged for lessons and insisted that each TM student have his own mantra, allegedly personalized for them by teachers from sacred ancient Sanskrit writings.

Not so. Choose one of the two most effective mantra's for our purpose and chant one under your breath or when alone: WIN-NER, WIN-NER....or, PROF-IT, PROF-IT. The mantra is an essential part of meditative self-help. We have several clients following this procedure and the results have been extremely positive. I'll expand on cure for NON-winning in Part Two of this series, next Follow Up..

Fast forward to 1998 and we have an American Ph.D who actually preceded Deepak with a Westernized, Psycho-neuro-immunology (actually one word) research career that incorporates Chopra's concepts with recent advances in Western Psycho-Biology.

The name of the American scientist is Candace Pert, Ph.D., formerly of Johns Hopkins and the National Institute of Health who resigned both jobs because of male mainstream bias that caused her to lose the Lasker Award, precursor to the Nobel.

I, along with a host of others, feel she richly deserved both prizes. She is currently is Professor of Physiology and Biophysics at Georgetown University Medical Center in Washington, D.C.

Science, like handicapping is not for men only.

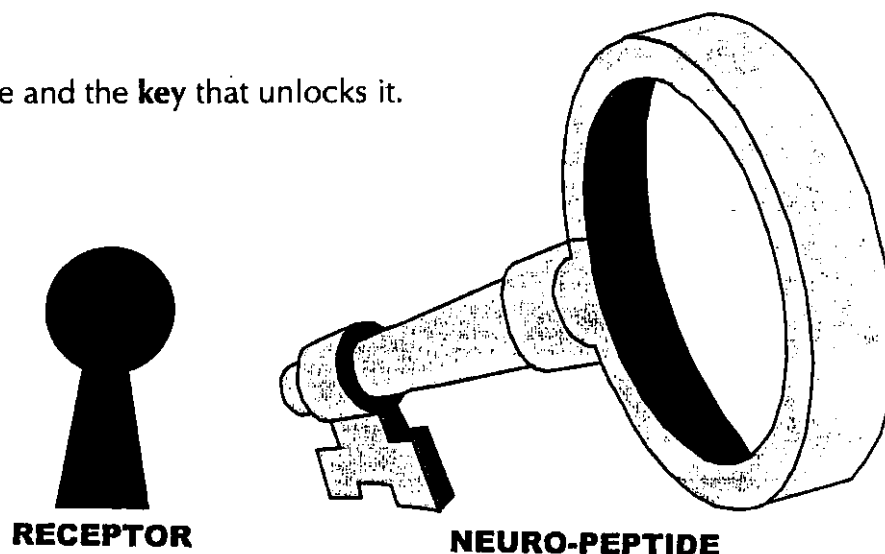
In 1972 Dr. Pert was acknowledged as the discoverer of the Opiate Receptor. At the time this was determined as the sole Receptor receiving the Peptides sent by our natural endorphins: the body's natural chemical (peptide) source of joy, bliss, well-being and other higher conscious aspects of behavior so often attributed to morphine derivatives, antidepressants and benzodiazepines like Valium.

These natural neuropeptides are extremely potent weapons in our battle to win races and money. When we deny their natural flow we limit our chances to succeed immeasurably. The manner in which our mind/body balance limits natural neuropeptide flow is by inserting what is called an Antagonist.

Dr. Pert's research is being done on physical maladies, especially chronic ones like cancer, AIDS, respiratory ailments, heart disease and others more important to society than curing NON-winning. Yet, the principles of her research apply equally to the disorder that to NON-winners is comparable to the Bubonic Plague.

ANTAGONISTS

Picture a keyhole and the **key** that unlocks it.



Focus on the **keyhole** itself as the **receptor** into which the free flow of antibodies is essential in order to **cure** that disease; in this case the DIS-EASE of losing - or as I prefer to call it, NON-winning.

Now stuff something into that keyhole so the key can **not** be inserted and turned. That something is a an ANTAGONIST preventing the binding of Ligands to the Receptor. Ligands are a variety of small molecules that specifically **bind** to a cellular Receptor conveying an **informational message** to the cell. Any Antagonist blocking the Receptor (keyhole) will limit or distort receipt of INFORMATION, making it useless or counterproductive.

Contaminated opinions, stubborn resistance to reality and a variety of *subjective* notions are the most insidious of antagonists in our field. Just as is Mind/Body resistance to natural antibiotic neuropeptides in attempting to cure physical (and mental) disease.

In one way we are fortunate that our disease: non-winning, is mental and not a bombardment of cells gone awry attacking our body to the point of total destruction. Modern medicine, led by, among others, Dr. Pert, Bernie Siegal and Deepak Chopra, has made great strides to cure illnesses that have been deemed by mainstream medicine as INcurable, but has not yet achieved ultimate success.

While we are burdened by the same kind of mainstream "experts" that conspired to deny Dr. Pert her awards and, over the centuries have stood in the pathway of medical advances, such as not recognizing the existence of germs or the need for surgeons to wash their hands before operating (small matters compared to a number other medical mainstream oversights).

We don't have to be burdened with accepting the status quo. **We** don't have to endure the possibility of iatrogenic diseases so rampant in today's hospitals caused by physicians themselves. In our case, make 'Physicians' read 'Handicapping Author-Experts'.

We can just decide to let curing neuropeptides flow freely into our RECEPTORS and live free of the DIS-ease of NON-winning. We can remove the ANTAGONIST(S) plugging our Informational Keyhole, insert and turn the Key that will make us consistent winners of races and money!

Unfortunately not everyone can simply decide to do this. We have been indoctrinated with the concept that attempting self-cure is contrary to "doctor's advice;" that we must seek professional help. That M.D. stands for "Messianic Deity." A dear friend of mine, an M.D. himself, says that unless one knows medicine almost as well as the doctor and can correctly self-diagnose, he/she is at great risk because, with general practitioners especially, diagnostics is a lost art and not emphasized in medical schools. That fact was confirmed to me by no less than the Director of Medicine at California's renowned Loma Linda Teaching Hospital and University.

A frightening reality.

At this point we have reviewed Dr. Pert's accomplishments through the year 1972 when she discovered the Opiate Receptor. For us this was an extremely important discovery. It should help all those who feel that psychology is bunch of crap. Dr. Pert, along with Chopra and many others, has proved a definite MIND/BODY connection in all behavior: both molecular and functional.

To this point I've essentially just revealed the amazing role played by your natural endorphins, when allowed to reach your Opiate Receptor UNABATED by any ANTAGONIST, creating a natural sense of euphoria and well-being so essential in permitting our handicapping information and advanced computer technology to work optimally in your behalf.

From 1972 through 1997, Dr. Pert discovered and proved many more Bio-Physiological concepts that we can interpret for our benefit. However, even though she is primarily a Bio-Physiologist, she is also vitally aware of the psychological aspects that effect her conclusions. It is for good reason that the organizational term for her efforts is: "Psychoneuroimmunology"

In previous Follow Up articles I stressed the Mind/Body healing techniques of Deepak Chopra. Perhaps I did not stress them enough. Similar yet newly expanded techniques are described by Dr. Candace Pert in her Book: *Molecules of Emotion, Why You Feel The Way You Feel*.

I said of Deepak's *Quantum Healing* that, properly interpreted it might be the best book ever written on handicapping and making a profit therefrom. Now I can state that Dr. Pert's book may be an even better text for our needs. I'm sure that both she and Chopra might not be sympathetic with the purpose for which I propose to use their works.

They have loftier goals - for them.

I'm not trying to offer a cure for cancer, heart disease or AIDS. Just one for NON-winning. To us that's a BIG "just." Perhaps we shouldn't tell them that they've offered a means to cure our DIS-ease with their research. They might be offended.

Now that I've gone over the basics with as little technical terminology as possible, we are prepared to move on to Part Two of offering the cure for the disease of NON-winning (coming in Follow Up #73).

Ironically this will be our New Year Issue designed to **cure** all who are afflicted with the disease of non-winning as well as for those who tend to vacillate, have cyclic win/loss records, or still suffer from the dreaded Sisyphus syndrome.

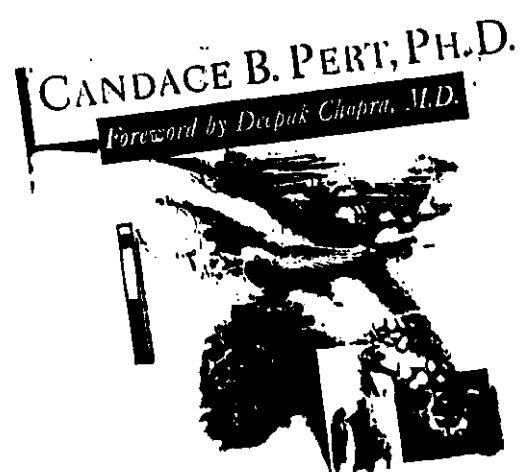
These books are both available to read for yourselves. Dr. Pert's *Molecules of Emotion, Why You Feel the Way You Feel*, was published in 1997 by Scribner's with a foreword by Deepak Chopra. Also available is a Simon & Schuster four part Audio Tape read by the author.

It is recommended reading, but since most won't buy the book or tape I'll continue to draw from its wisdom and simplify it in Part Two of this series. My attempt at simplification might be distasteful to the author who provides a Glossary at the end of her book and thus most probably thinks its already simple enough.

She enjoys the admirable position of, while not writing down to her readers, she seems to imply that they should rise to a level of comprehension somewhat akin to her own.

That technique has a low success rate with handicappers.

Meanwhile, here are pictures of the covers of three of the best texts on curing the disease of non-winning.



QUANTUM HEALING

Exploring the Frontiers
of Mind/Body Medicine

by
DEEPAK CHOPRA, M.D.

The Psychobiology of Mind-Body Healing

New Concepts of
Therapeutic Hypnosis

Revised Edition

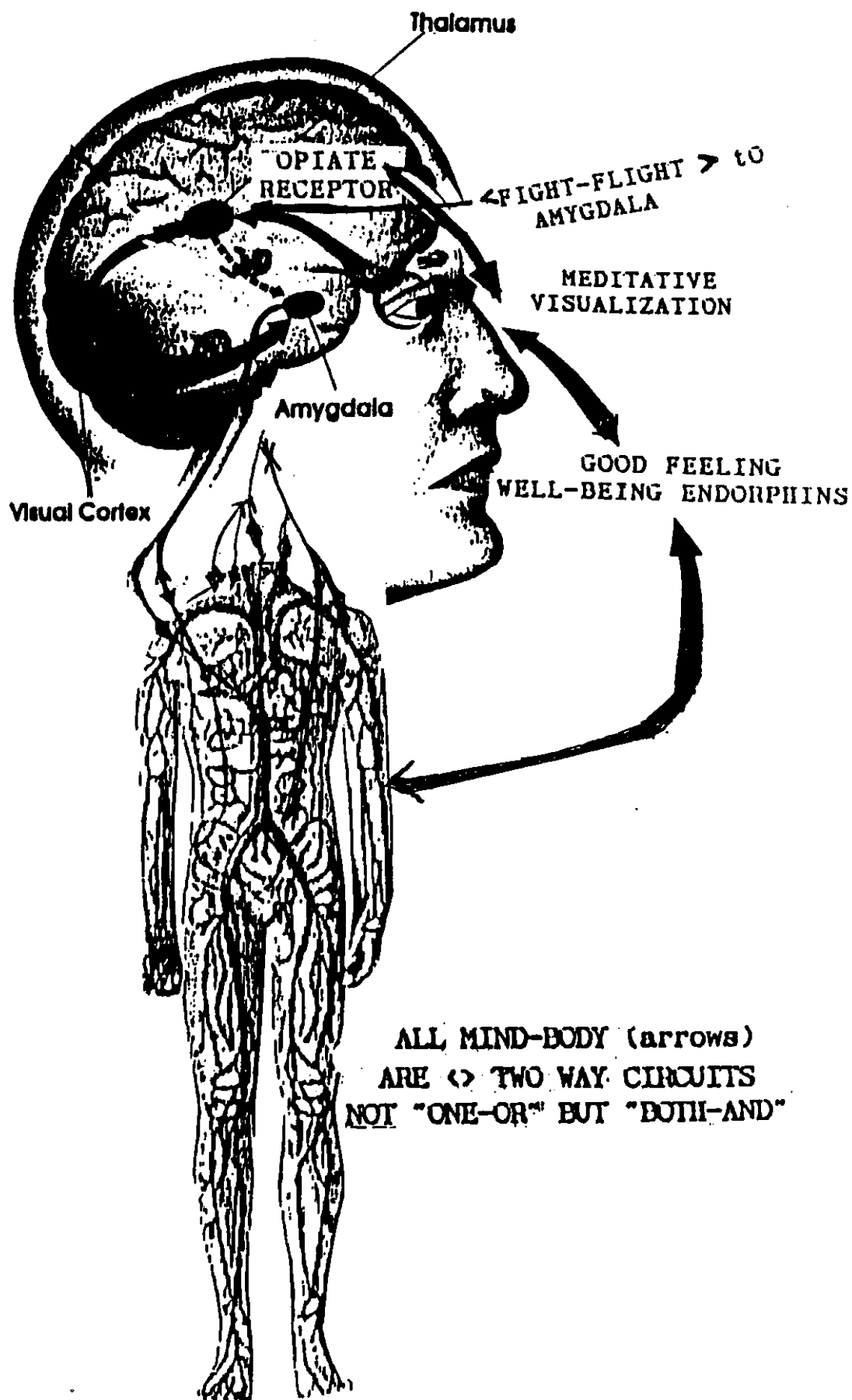
ERNEST LAWRENCE ROSSI

WHY YOU FEEL THE WAY YOU FEEL.

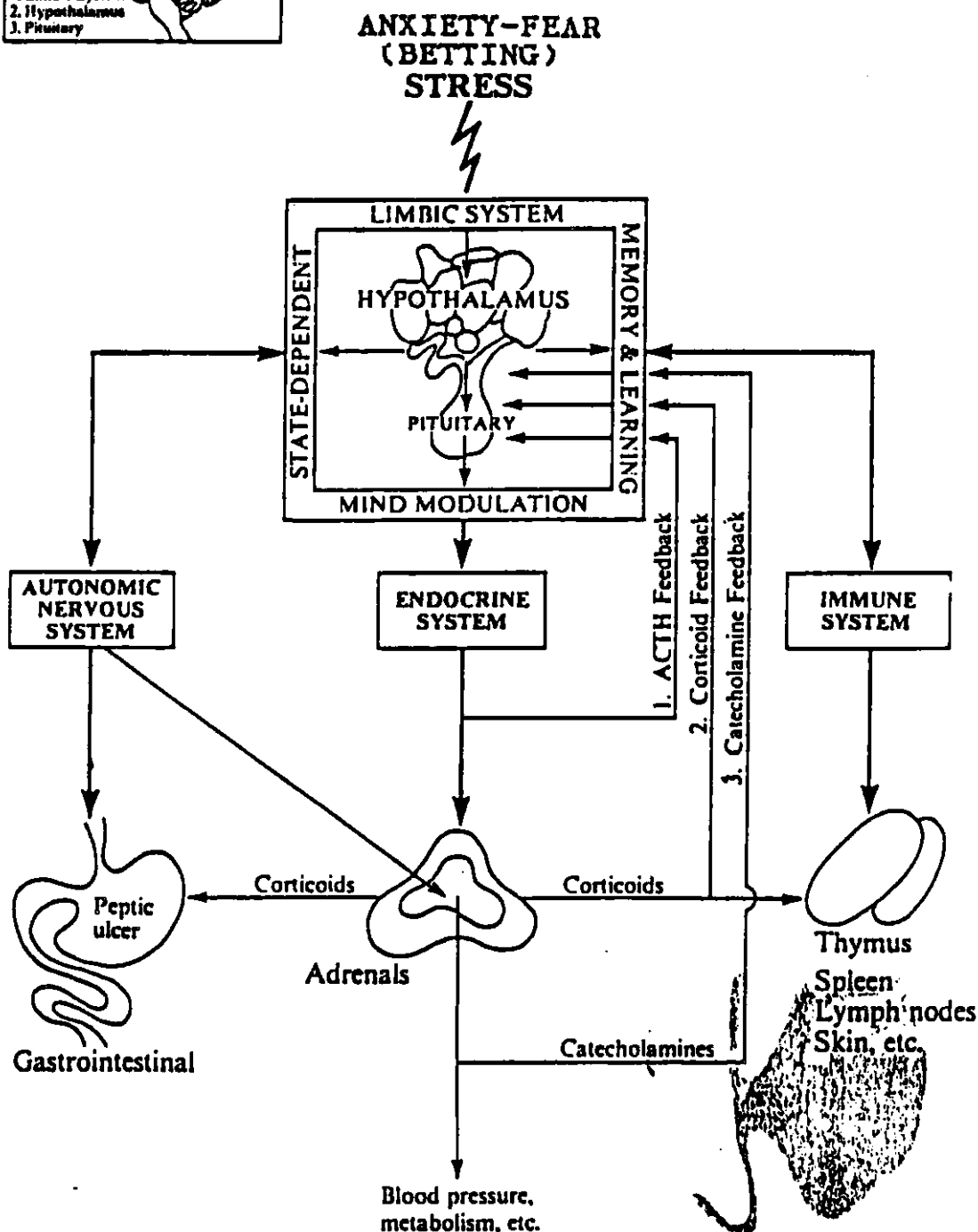
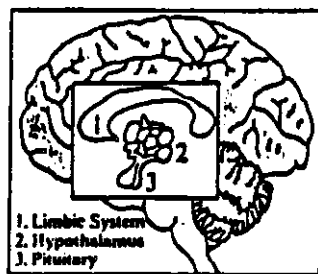
MOLECULES of EMOTION

On the next two pages I've devised a pair of graphics that display some of things I've been discussing. One bright client whose Wagering Form results we reprinted often, focuses on these charts BEFORE he begins handicapping and takes them to track or betting site and concentrates on their content BEFORE he wagers. His handicapping AND PROFIT results have improved dramatically.

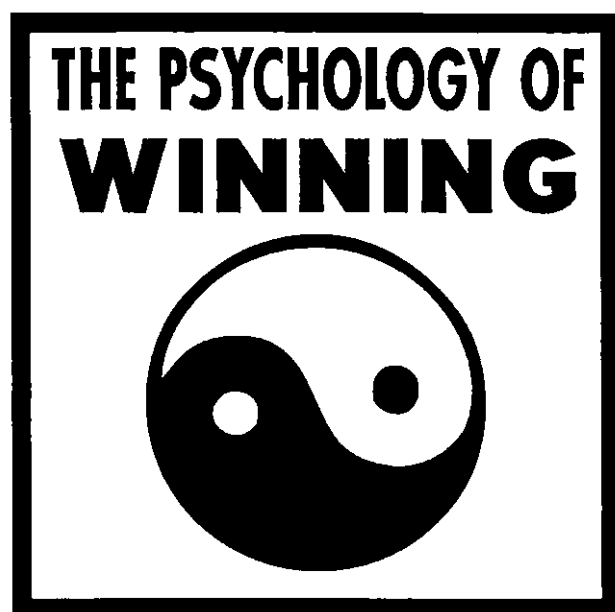
Of course, you'll only get out of this series what you're willing to put into it. If you scoff at it or claim not to understand it, you'll get no benefit. That would be a shame because it works. Those who have put the cure into action are succeeding. Their positive results are a matter of record. Why let them make all the profit when it's there for **you** as well?



General Adaptation - Learning Syndrome **emphasizing** the **mind modulating** role of the Limbic/Hypothalamic System on the Autonomic, Endocrine and Immune Systems (**Immune** here meaning **immune from NON-winning**). The state-dependent (state you're in) **memory** and **learning** power of **focused visualization** is illustrated by the Limbic System "filter" (square box) surrounding the Hypothalamus.



Howard G. Sartin, Ph.D



Curing the DIS-ease of NON-Winning

Part Two

By mail, by phone, by e-mail and person-to-person, I receive weekly confirmation of my often made statement that there are still a few clients who simply do not, deep in their souls, truly want to win or make a profit. For some it's a subconscious death wish. For others it's just a matter of preferring to exercise their ego at the

expense of profit. They are reluctant to subordinate their unjustified ego-centered prejudices to a reality based challenge.

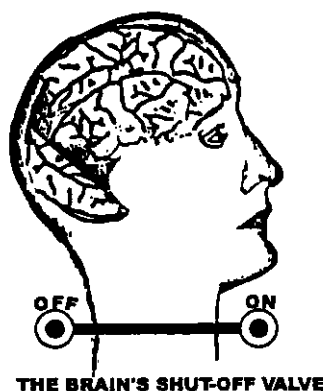
I don't think their attitude is always purposeful nor do I believe that they completely ignore, resist (or both) the voluminous Follow Up directions that have led others to win. I envision two probabilities:

(1) They subscribe but do not thoroughly read and re-read their Follow Ups. Shane and I receive questions about things that are repeatedly addressed in most issues.

(2) When viewing Past Performances in the DRF or from their download, they see a blur of garbled numbers and become literally traumatized to the point where all the past lessons and information we've imparted simply flee from their working brain. Perhaps this same phenomenon obstructs their capacity to comprehend Follow Up articles.

(3) At the moment of decision, the time for wagering, they suffer severe anxiety and make decisions contrary to those they'd make in life situations other than in stochastic events like handicapping and betting. This can happen to the brightest of persons who, in business and conventional investing, are very objective and shrewd.

What occurs is depicted below: A functional shut-off valve at the neck, gets turned off, sending the brain into panic.



COGNITIVE BRAIN FUNCTION SHUT OFF VALVE

I know of no better way to describe it. It happened to me a few times quite early in my attempt at successful, profitable handicapping. I cannot fault anyone who suffers from the results of this valve's actions. I can only offer a way to eliminate it altogether and allow the free flow of positive neurotransmitters to reach the proper receptors waiting for them in the brain.

While this shut-off valve operates more frequently at the moment of truth, it also seems to exist for some even when they're reading the Follow Up or handicapping at home. If so, it's a very serious problem to those really wanting to win. It's the major symptom of the disease of non-winning and should be so regarded: A disease requiring cure. The same as the kind for which you'd see a physician. For aspiring profit-seeking handicappers, it's a life-threatening disorder.

Another, and perhaps one of the most serious symptoms, is manifest through an attitude focused on winning races, regardless of the win mutuel. Usually this symptom is accompanied by lack of self-esteem which is only countered by the ego gratification that comes from such a non-profitable win. It ignores the fact that most of the crowd, against whom we're competing, also won that race. Winning such races only gratifies the adapted infant ego, the "I want it NOW," response that Freud called the Id. This is a regressive kind of ego that is really seeking self-delusion not self-esteem.

I could enumerate dozens of other symptoms but why? The true, basic reason certain clients do not consistently profit from their handicapping/wagering endeavors is: They don't REALLY DESIRE TO!

What they want is to PLAY the races. A tragic term, "PLAY THE RACES." Each time I slip and use it myself, I apologize; though no one seems to know why. The term is too ingrained to be offensive.

Ironically, when a Methodology client ends up PLAYING, it was not his/her original intent. They went to the expense of getting a computer and a current computer program, a subscription to the Follow Up, video/audio tapes and other things from us. They handicap with diligence and go so armed to the track or off-site wagering center. When they get there, they go to pieces and one or all of the above cited factors takes over; all their previous effort becomes in vain. Their minds blur, they forget everything most recently learned. The only knowledge that remains is the mainstream claptrap they absorbed from their initial introduction to handicapping.

That original instruction, of course, contained rules. When the mind is fogged it seeks RULES to get through. The happy news is that over the past three decades I've managed to help several hundred clients through that fog. It's those who have yet to find their way out of this haze that concern me most.

Here I must add that if it is your true intent to treat your horse racing activities as nothing more than a recreational game, with no aspirations of profit from your efforts, then you're not one of the targets of these comments. Most clients cannot afford that luxury. If you can, bless you. You're **not** part of the problem.

To date the Methodology vehicles that have been the most beneficial in helping to achieve the goal of turning non-winners into profit-making winners, have been the audio-video tapes,

especially the videos.

It must have something to do with television's dominant influence on our lives and its ability to teach, if only subliminally, as well as to entertain. Since a video tape equates to TV, I'm getting ready to do another one on the **Cure for NON-winning**.

I began this series of articles with a discussion of Dr. Candace Pert's 1972 discovery of the Opiate Detector and how our natural, uplifting endorphins can stimulate a positive mind-body reaction through the unimpeded flow of neuropeptides, neurotransmitters to the Receptor. Dr. Pert also wrote about what she calls ANTAGONISTS.

In our field of endeavor, Antagonists are Negative Obstructions that we use to impede the flow to our brains of those curative endorphins and peptides. What's more, though we don't admit it, we do it on purpose, at least subconsciously. Candace Pert's two decades of study show that human beings, at least on a subconscious level, purposely negate this **curing informational** flow by a RESISTANCE barrier. A wall, steel re-enforced by false information, prejudice and fixed attitudes first constructed by early life injunctions that kept our behavior under control through the exercise of rules. A lot of those rules were good. Among other things, they kept us from putting our fingers in electric sockets, running in front of cars, drowning in the bath tub or falling down stairs.

STATE

For those accusing me of using big, technical terms (even though I always provide a definition), the word STATE should come as a big relief. Unlike a lot of other scientific terms, it means the same in any field. STATE of health. Emotional STATE; Attitude STATE (coming from fixed BELIEFS/ PREJUDICES). These and other STATES contribute to the most important state:

STATE of MIND (Mental State)

One can handicap and wager successfully even with health problems. Aline Best, for example, is on disability and in constant pain. She has learned to compensate so that her physical health does not effect her mental health. She compensates because it's necessary. Virtually anyone can do what's necessary if they visualize mind over matter.

The emotional state of every non-winner I've met has been tenuous. Or, if you prefer, rocky. They suffer from INdecision caused by fear. They may be steadfast and decisive individuals in life's socially approved endeavors, but they suffer marked anxiety when dealing with stochastic events like horse racing. In truth, they live by prejudices not by true inner belief. They are conditioned to believe only what their early imprinting tells them they're **supposed** to believe.

This entire series on curing the disease of non-winning is being dedicated to achieving emotional stability in our handicapping and wagering. How to put us all "IN THE ZONE."

State of ATTITUDE: Non-winners have negative attitudes. Some disguise this with flagrant "Devil may care" or "Know it all" attitudes. Despite losing records they resort to attributions in which they function in a manner they feel essential to pleasing parental or socially imposed "rules." They tend to blame some source outside themselves when things go wrong. They have a fixed frame of reference from which they are afraid to deviate lest they incur some real or imagined disapproval from whatever source. In short, they'd rather **lose** than displease that source. Just witness how many non-winners hang out with a group of friends who are outright losers.

Overcoming these insidious states is not as difficult as some may imagine. The first essential is to **recognize** their power over the persona of the non-winner. Failure to recognize and accept the fact of their existence and acknowledge a sincere desire to change to a winning state of mind. Without the client having sincere desire, I'm on a Fool's Errand,—and so are all NON-WINNERS.

An Emotional State of true desire is essential. True Desire is not the same as "wanting." Everyone says they want to win. They're giving lip service to the "idea" of being winners but lack true desire.

They want to win, yes. But on their own terms; continuing to do "IT" the way THEY WANT, virtually ignoring both directions and reality. Doing it the old way, in accordance with archaic, erroneous concepts and rules. I've written about them in past articles; persons who do not really desire to win. Every true winner I know has at one time or another sacrificed a number of former beliefs and prejudices in favor of Current Reality.

Once we gave out rubber bands to fit around the wrists of all clients. To my joy I still see many winners using them at the track or off-site wagering center. Whenever they find themselves in an anxious state of mind or emotion, they snap their rubber band against their wrist until it pains them back to a reality state. Now they proceed with calm equanimity to wager accordingly.

I've never seen a non-winner wearing a rubber band.



Fervently hoping that you absorbed Candace Pert's explanation of the curative power of Meditative Visualization, I'll repeat some vital things from Follow Up #72:

Meditation and visualization offer the ultimate cure to the disease of non-winning. In my original instructions for using the old handwritten Synthesis Wagering Form, I said not to separate races by distance, surface, class **or** how much you bet. I've been told by some non-winners that such instructions are crazy. - even by my computer programmer. Odd, since it was he who taught Aline Best to download and use the output from TrackMaster.

Remember, It was Aline who earned us that 13 page article in the Cramer-Olmsted report, lauding our BL/BL readouts and the profits they earned, irrespective of class, distance or surface.

In fact, Cramer went so far as to write me this in a letter after he got the money from Aline's test results.

Dear Howard,

I'm sending you my analysis of the BL/BL printouts and results charts. I hope this analysis (final three pages of an 11-page article) will be of use to you. I won't burden you with the rest, but needless to say, it speaks highly of you and the BL/BL. Glad to see you're now one of the "value boys."

I am aware that your corollaries involve subtle handicapping nuances and are valid tools. However, I also believe that the BL/BL can be used MECHANICALLY.

The BL/BL is intellectually exciting to me, and this second phase of research could be useful not only to my readers but to your clients as well.

Thanks again! *Cheers, Mark*

My instructions were and are specifically aimed at getting you to visualize on the New Wagering Decision Form the way Aline and other winners do. The Form is not a record keeping device, per se. It is a visualization device and a learning tool, something for you to stare at and focus on. By so doing you are putting yourself automatically into a meditative state. This way you don't have to learn any of the varied or complex techniques of meditation or self-hypnosis. If you separate races by distance, surface, class or the amount of your bet, there are too many things upon which to focus. You lose the value of the Form and change it into a device that offers little if any help in the area it is designed to help cure.

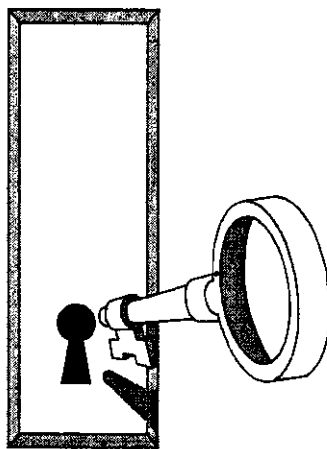
You should be interested in only one thing. In each 20 race cycle - following my directions precisely - whether you bet or not, you will see and hence visualize in an enforced meditative state which BL/BL tiers are producing the overlays.

In a short time, this process will also teach you about passing certain races, and added confidence in contender/paceline selection.

If you want to keep a different form for record keeping, be my guest. But please use my Wagering Decision Form for visualization!

Just visualize this Form as directed after HIDES, and soon you will self-cure the disease of non-Winning. Don't just scan it, concentrate on it, as in self-hypnosis.

Let it be the key that opens into your Information Receptors. I want to stress again: It's as potent an after-the-fact learning tool as it is an on-the-spot wagering tool. Having a printed history of what your top choices paid is just as vital as having it during the wagering process. History has always been mankind's greatest learning tool. Failing to act upon the realities of history is what has made so many re-live its tragedies.



Using this form as directed is a prescription comparable to the strongest medicine. Take it with acceptance and the infectious disease of non-winning will gradually disappear.

Non-winners who fail to take it; refuse to accept the prescription and it's most likely that they'll fail to improve only because their self-deluded ego tells them they know a lot better than a practitioner who has treated and cured hundreds of other cases just like theirs.

SUMMARY ~

Curing and immunizing against the disease of non winning.

STATE-DEPENDENT LEARNING & STATE-DEPENDENT MEMORY

DEFINITIONS

STATE: The state of the mental - emotional, mind-body state you're in when:

- (A) Handicapping
- (B) Wagering

ANXIETY INDUCED STRESS: Temporary Amnesia for all valid learning.

PANIC: Acting foolishly and/or returning to memories of earliest instruction. END UP doing exactly the opposite as you were more RECENTLY informed and instructed.

CHANGING STATES: Anxiety caused Psycho-Neuro Biological changes.

We once used the more simple term Ego-State which explained it all very well but had little effect on most readers.

MESSENGER MOLECULES: Messenger Molecules are released through my prescription for **concentrated** Focus and Visualization of Results from the Wagering Decision Form Program. This works equally well whether used as an after-the-fact **learning tool** or by taking a portable computer to the track or off-site wagering center, or, as so many are doing, telephone betting with running odds.

HIDE from the program ANY HORSE you would NOT bet.

Learn to PASS races with no predictable overlay profit.

EXAMPLES:

After Hides

HOL

SARTIN METHODOLOGY
-- WAGERING DECISION FORM -- WIN

	BOTTOM LINE-BETTING LINE RANKS					PRIMARY					SUPP					FRAC	P			
	1	2	3	4	5	B	E	L	C	T	H	F	S	E	T	T	E	L	N	A
						A	P	P	P	T	H	F	P	N	S	P			S	
						L	R	R	R				FX	N	T	P			S	#
SEATT																				
1205 6	14.00					3	1	3	1	3	3	1	2	1	1	1	1	2	1	1
NATIV																				
1205 4		14.00				5	5	1	2	1	1	2	3	2	2	2	2	3	2	2
1205 3			MISSED																	3
RED S																				
1205 2	8.00					3	3	1	1	3	1	2	1	1	1	2	2	1	2	1
POOL																				
1205 1		7.00				2	2	2	2	2	2	2	2	2	2	1	1	2	1	1
AYRTO																				
1203 7				9.80		6	1	5	4	3	5	5	2	3	5	2	4	1	4	5
1203 5			MISSED																	7
1203 4			MISSED																	8
PLEAS																				
1203 3			PASSED			6	3	3	3	3	3	3	2	2	2	3	3	3	3	3
REPOR																				
1203 2		25.00				3	4	1	2	4	1	3	2	2	1	2	2	2	1	1
TA TA																				
1203 1	10.80					2	2	1	1	1	1	1	1	1	1	1	1	1	1	1
SAPPH																				
1118 7			PASSED			6	3	1	2	3	1	1	1	1	1	2	2	2	1	1
1118 6			MISSED																	13
1118 5			MISSED																	14
DIXIE																				
1118 4	28.40					6	4	2	2	1	1	3	4	1	1	2	2	4	2	2
1118 3			MISSED																	16
CRIS																				
1118 2			13.60			5	1	4	2	3	3	3	4	2	4	1	2	2	3	4
1118 1			MISSED																	18
HOE B																				
1113 8	7.20					2	1	3	1	2	4	1	2	1	1	1	1	1	1	1
LOVE																				
1113 7	11.00					4	2	3	1	2	2	1	1	1	2	1	1	1	1	2
TOT																				
WIN	6	3	1	1																
TOT																				
MUT	79.40	46.00	13.60	9.80																
AVE																				
MUT	13.23	15.33	13.60	9.80																
AVE																				
BAL	3.3	3.3	5.0	6.0																

18 RACES BET

BASED ON \$2 WAGERS

\$72 BET

GROSS RETURN \$139

18 RACES BET
TOP 3 TIERS ONLY
BL/BL
7 MISSED-2 PASSED
9 WON

18 RACES BET
BASED ON \$2 WAGERS
\$72 BET
GROSS RETURN \$139
NET RETURN \$ 67
BASED ON \$10 BETS \$335
93% PROFIT 3.5 DAYS

Here is just a one day summary from Shane. He did 7 Races, PASSED none. He usually passes more races but this example is designed to show what can be accomplished by doing 7 straight races.

Based on \$2 bets. TOP 2 BL/BL Tiers ONLY (in this isolated case.)

WAGER: 4 X 7 = \$28 RETURN \$49.20. NET \$ 21.20 WAGERING \$10 per horse, \$20 per race NET \$106.00

IT is not my purpose to claim that you'll make huge sums every single day, so I'll always include worse case scenarios. His profit percentage for this single day, with NO PASSES, was NET 76%.

Compare that with the best percentage projections of well-known author-experts and you'll find that even our minimums exceed their highest expectations.

SARTIN METHODOLOGY
HOL -- WAGERING DECISION FORM -- WIN

	BOTTOM LINE-BETTING LINE RANKS					PRIMARY							SUPP				FRAC			P	#
	1	2	3	4	5	B L	E R	L R	C R	T R	H T	F W	FX	S N	E T	T P	T P	E L	N	A S	
GLORI																					
1210 7	10.40					4	2	2	1	2	2	2	2	1	1	2	2	2	3	3	1
PRIZE																					
1210 6		13.60				4	3	3	3	2	3	3	1	2	2	2	1	1	2	3	2
PISMO																					
1210 5					15.60	8	2	5	5	5	5	5	2	4	5	3	5	2	5	4	3
1210 4	MISSED																				4
1210 3	MISSED																				5
MIND																					
1210 2		15.80				6	3	1	2	2	1	3	3	2	2	3	3	3	3	3	6
DISGU																					
1210 1		11.40				6	6	1	3	2	1	1	3	2	1	3	1	5	1	1	7
TOT																					
WIN	1	3			1																
TOT																					
MUT	10.40	40.80			15.60																
AVE																					
MUT	10.40	13.60			15.60																
AVE																					
BAL	4.0	5.3			8.0																

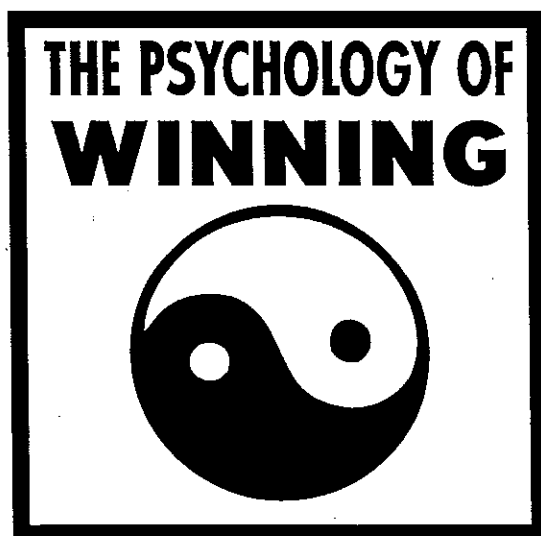
TOP 2
TIERS ONLY
(IN THIS CASE) - CONSIDER 5 A LOSS.

IN PAST YEARS I'VE SUGGESTED THAT AFTER FOUR CONSECUTIVE LOSSES YOU GO HOME AND REEVALUATE YOUR CONTENDER/PACELINE SELECTION.

THAT IS NO LONGER THE CASE WHEN YOU HIDE HORSES WITH WIN MUTUELS TOO LOW TO BET. THERE WILL BE RARE TIMES WHEN LOW PAYING WINNERS WILL COME UP FOUR TIMES IN A ROW.

BE SURE THAT YOU HANDICAP ALL THE RACES AS PRESCRIBED, NOT JUST A SELECT FEW AS DETERMINED BY MAINSTREAM GUIDELINES. FOLLOWING THIS PROCEDURE YOU'LL SELDOM HAVE FOUR CONSECUTIVE LOSSES AT ANY ONE TRACK.

Howard G. Sartin, Ph.D

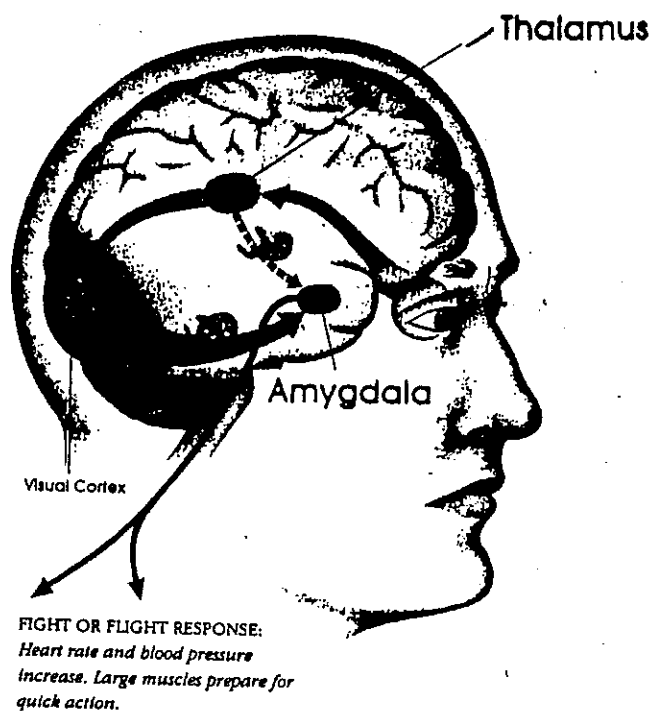


APPLIED EMOTIONAL INTELLIGENCE: **KEY TO SUCCESS**

Those watching PBS (at least here in the s. California area) during March Pledge Week got heavy dose of Dr. Daniel Goleman lecturing on Emotional Intelligence. This was something I reviewed way back in Follow Up 54 & 55.

I hope a lot of you were able to watch Goleman's 3 part Pledge Week series. If you missed it I'll condense the portions having particular application to successful handicapping and profitable wagering.

Here's that head again:



In the previous discussion of Emotional Intelligence I focused on the interrelationship between the Visual Cortex, the Thalamus and the AMYGDALA. I discussed how various mind-body perceptions effected the Amygdala, with particular focus on our individual response to our basic urges of FIGHT or FLIGHT.

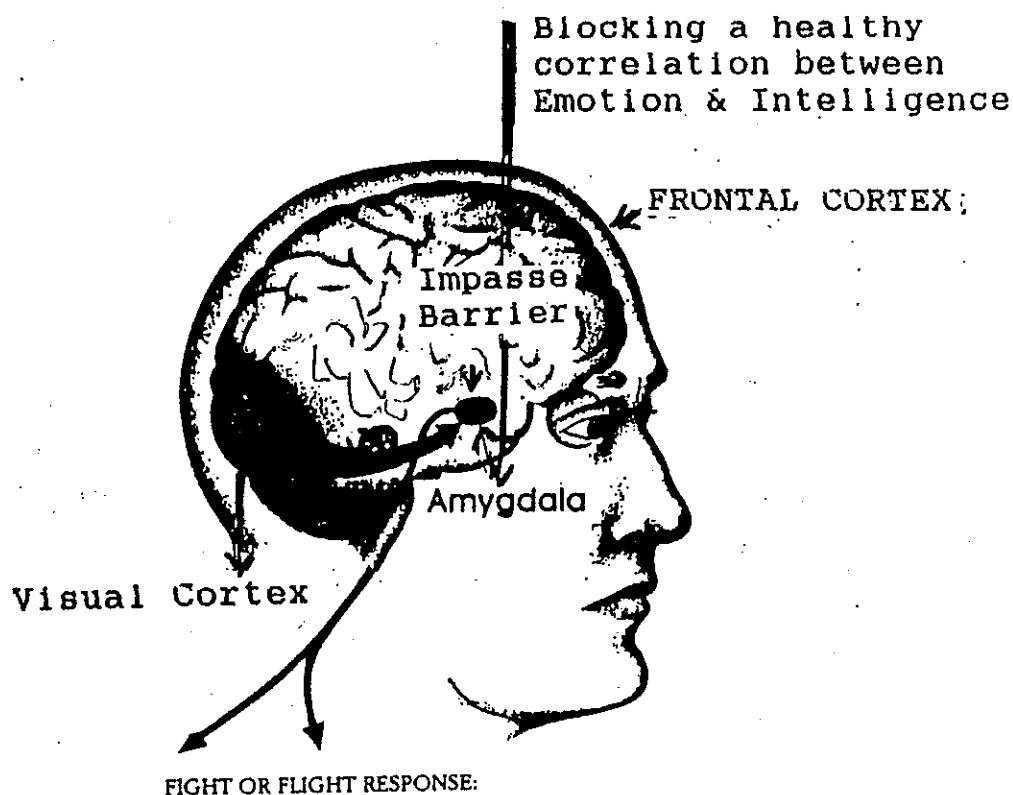
The Amygdala can trigger an emotional response that transcends the ability of our Visual and Thalamic processors to weigh or intellectually evaluate and censor what is actually transpiring around us. Hence, an immediate fight or flight response. When this happens one takes the bull by the horns and follows through with the initial wagering plan or, as too often happens, stubbornly pursues a course of action in which he/she **fights** all reason with stubborn resistance and often acts upon foolish and illogical impulses precipitating a last second change in plan.

The Amygdala's capacity to produce flight is the opposite. It causes us to respond to unreasoned fears and anxieties so that we fail to take actions that, when processed through higher reasoning centers, are sensible and constructive.

The prime example of all this comes when it's time for us to make that final betting decision. Merging the intellectual data perceived from our handicapping to executing the proper wager or making NO wager at all even when a PASS was not indicated.

Some clients have described the precursor of this moment as being suddenly overcome by an inability to function and make a bet, deciding between races to re-analyze interpretation of readouts or, as more literately defined by one as Confusion Paralysis.

Now let's view our slightly altered head shot to explain what is happening in such instances.



Note the addition of a frontal cortex and the vertical line I've placed as a barrier between it and the Amygdala:

I'll call this an 'Impasse Barrier. In Russian psychiatry, 'Impasse' is called the "Sick Point." What happens when this barrier goes up, placed there by you, more subconsciously than consciously, disturbs the entire limbic system. Your frontal cortex, in concert with the thalamus, is the source of higher thought, language, conceptualization, abstraction, judgment *and* for the human capacity to exercise **control** over their lives. All of these are essential to success in our endeavor.

When this Impasse Barrier is constructed, the subject is, in effect, giving him/herself a kind of prefrontal lobotomy causing intellectual deterioration. In our case it is momentary; just long enough for us to avoid the proper decision or to make none at all.

For persons like yourself, with no true mental illness, this problem exists almost exclusively when a moment of decision is forced by a stochastic event, Horse race handicapping and wagering along with all other procedures defined as gambling, qualify equally. In a casino, with so little time between one event and the next, the Amygdala is virtually in constant control and the FIGHT-FLIGHT phenomenon reigns. That's what builds those beautifully ornate hotels and casinos in Las Vegas, Reno and elsewhere. They should have a big lighted sign reading: "Gamble HERE and let us put your Frontal Cortex to sleep."

Most of us feel that the 25 or so minutes between races is our biggest enemy since it gives us time to think and second-guess ourselves. This is bound to happen to those with anxiety neurosis or chronic Abulia (INdecision).

The best cure for this problem is what we have been referring to as **focused visualization**, a variation of self-hypnosis. The thought of hypnosis strikes fear in the hearts of many. However, with FOCUSED VISUALIZATION, a highly integrated variation of Self-Talk, anyone who truly wants to be cured, ca be cured.

I think that's about enough psycho-medical babble for one issue. We'll pick up on the theme next issue with details of effecting the **cure**.



Here's a subject that is best reviewed in the Psychology of Winning because in truth, it is purely a psychological matter.

From a recent e-mail communication:

"An idea/challenge for a future Follow Up: Do a Follow Up that has NOTHING but "POSITIVE" communication. Just stuff about doing it, with NOTHING about how NOT to do it, or the mistakes people make. Of course, it would also have nothing to say about those OTHER "experts" out there..."

The last part of this request we met in this Follow Up. The first part of the request becomes an issue of whether the Client Centered Therapy of Carl Rogers was more curative than the more confrontational techniques of Jung, Eric Berne or Fritz Perls.

Carl was a lovely man. Eric was a potent, though gentle confronting force. Fritz was a pig, but therapeutically, an effective one. I never knew Jung. I was a student client in training with the other three.

Doing nothing more than offering POSITIVE affirmations is prescribed when working with abused children who have lost all sense of personal identity and self-worth. Telling people only that which is presumed **right** (correct) is presumptuous, putting the therapist in the role of moralist and absolute authority. i.e. playing God.

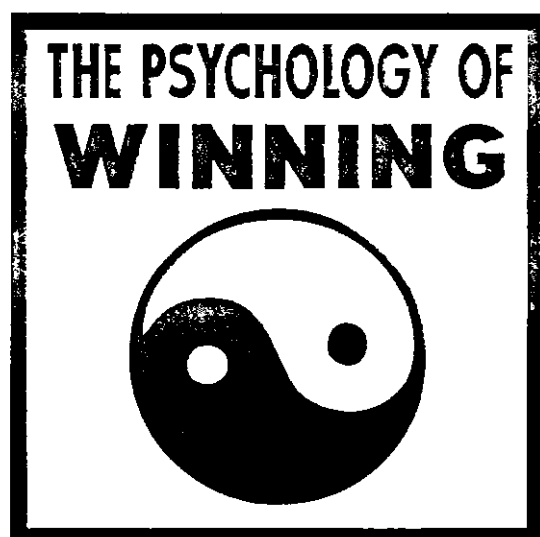
Helping clients differentiate between **correct** and **incorrect**, be it in the behavioral "sciences" or successful handicapping is the Teaching Therapist's job. Enabling clients, through a comparison between predictive and NON-predictive techniques, to recognize and correct "mistakes" is far more readily accomplished when showing the generic mistakes of others and then helping the client perceive for him or herself that they're making similar ones. This includes, perhaps most importantly, correcting archaic errors in the works and words of authority figures whose inaccurate data has been influencing YOUR judgment for more decades than I've been alive. With no counter-voice, their inexactitudes will live on like a virus for which there is no cure.

While I did it this issue, making little or no reference the persons whose words echo or have framed the handicapping attitudes of the masses, it is contrary to all scientific documentation. It also would play havoc with morale in ANY revolution, not just our nominal handicapping revolution. How would you have felt back in 18th century if General George Washington conscripted you into his army but was too discreet to name the enemy he wanted you to fight against?

Contrary to the opinion of S.C. from Virginia, who inspired this edition, I am not seeking the approval of the enemy. Quite the opposite. To wage a successful revolution one must resolutely refuse to capitulate with the enemy, even to the point of being crucified. Our collective Win record at the races exceeds that of any other group. The main reason for this is revolutionary zeal and a kind of martyr's pride in being out of step with the mainstream.

No revolutionary army ever remained true to its cause, though heavily outnumbered, by being drilled only in what to do. If Washington hadn't taught his troops to not cluster in tight groups, but to employ guerrilla, sniper tactics, they would have been mowed down just as were the British and Hessian troops who charged en masse with no space between one soldier and another.

I don't want to wage or win this revolution for my glory. I want to see it waged by you so that you'll always be a part of that 5% minority that actually wins at the races.



The Collective CONSCIOUS

The late Carl Jung is famous for his exploration, writings and therapeutic applications dealing with PERSONAL and COLLECTIVE UNCONSCIOUS. His thesis was based on Archetypes, Symbols and Mythology as well as Racial Memory. Collectively, these and other factors, integrate each individual into various typology designations: Human Types, governing Attitude and Behavior.

I'll stop here for those who think that references to Jung, et al are too esoteric and intellectually oriented to be in a handicapping journal. It would be helpful for us all to bear in mind that there have been *more* books sold to the general public on Jungianism and other esoteric subjects, than all the handicapping books and articles ever published. Not just MORE, far, far more. It truly amazes me that any aspiring handicapper could resent my using parallel material that could help him/her to succeed.

I have a friend in the Northwest who keeps telling me I'd make more money if I used smaller words and skipped all psychological or philosophical references. True. But as the warning in our information package indicates, my motivation for expanding my practice into the field of handicapping was to help troubled gamblers become successful handicappers. Money was not the object then, nor is it now. I haven't taken any salary since 1996. My income is Social Security, investments and what I earn at the races.

Helping people by leading a revolution against Mainstream Myth is not a lucrative endeavor. Its rewards are spiritual and enhanced every time one of YOU sends me a winning report.

This is no esoteric piece. Among other things, it is about how the attitudes of others, usually in the majority, affect our COLLECTIVE CONSCIOUS. Unless we maintain eternal vigil, we tend to vacillate in our procedure, even our beliefs, based on emanations transmitted by others and picked up by our MIND-BODY RECEPTORS causing us to make NON-winning mistakes, most of which we catch after it's too late to capitalize on the error.

A good example is the client who missed the winner of the Kentucky Derby because some stranger next to him said the winner didn't qualify according to 'dosage'. More about the Derby in the column, GOOD STUFF.

We're all aware of spoken or written peer pressures that keep us from winning. But in this case I'm referring to unspoken/unwritten negative communication. Scientific study resulting from experiments conducted throughout the world, proves that our **brain, organs and endocrine system** transmit electromagnetic fields that extend far beyond the physical body. Some of these transmissions have been known to extend for distances of many miles. But I'll leave that claim to

Parapsychology for continued study and proof.

We need no proof of the kind electronic transmissions that constantly are being communicated by one individual to another. Studies of this phenomena through externally projected electromagnetic brain thought-waves, body language, aura, as captured by Kirlian photography and other fascinating studies in Subtle Energy, have been tested and accurately measured for decades.

Just ask yourself, how many of *someone else's* sentences have you accurately completed during a conversation with that person. Maybe you're too polite to have actually finished another's sentence. But the more often you've quietly completed such sentences, knowing precisely the words another person was about to utter, the better you'll be at PASSING races and having an innate sense of when to go home or not go to the races at all on a given day. This ability, so irritating to others, is not ESP. It constitutes a high level of sensitivity, insight and intuition.

On a more serious note, **mass hysteria** is one of the more undeniable and identifiable manifestations of mind-body transmissions. In a subtle, sometimes unrecognizable way, an undercurrent of Mass Hysteria projects itself on almost all of us at a racetrack or off-site wagering center. Of course, we are always receiving transmissions from those in our immediate area: friends, acquaintances, even strangers. But we're also receiving messages from the rest of the crowd being emitted through mind-body transmissions that could well be having a negative effect on our decision-making processes.

Since most of the patterns of these transmissions originate in thought processes governed by mainstream "popular wisdom" or just plain myth, we're being barraged by non-winning emissions. This is what I call the COLLECTIVE CONSCIOUS because we are at least vaguely aware of what our receptors are processing. Tidbits of confusing gossip, Jockey-Trainer and a mass of other opinion, including answers to the eternal question, "who do you like?" and other peripheral data are constantly swimming through our ears.

This means that our conscious minds require a strong antidote against such toxins floating airborne around us like viruses or germs.

By the same token, a person more sensitive to mind-body, aura and other emanations, might benefit greatly in the company of a strong-minded charismatic winner. Mind-Body Transmitters and Receptors happily work both ways.

The notion that the human brain is a computer; so often called the greatest of all computers, is pure metaphor. The brain does process Information and plays a large role in directing the course of that information. Yet that is only part of its function. It is also a RECEPTOR for neuropeptides supplying BODY information. Unlike a computer it does not respond coldly or mechanically to incoming data. Our brain is extremely subject to FEAR and CONFUSION directed both by BODY organs, endocrines and external stimuli.

For those who can remain cold and calculating, using only their brain power to handicap and wager **successfully**, this article is not for you. Unfortunately for me, I have never actually met such a person. I have met those who claim their brain works like a computer devoid of any input

causing hesitation, indecision or anxiety. They put up an enviable front but upon closer examination I find them subject to the same emotions as the rest of us. They are well suppressed. BUT, 'When you prick them, they DO bleed?' They DO see Darkness at Noon.

They survive, even prosper, because they have developed a mental, immune system that has strengthened their psyche to a degree of outer toughness making it possible for them to weather the occasional slings and arrows of outrageous fortune. They have records that PROVE, as do the few I offered in my article, DOOM & GLOOM, showing that positive days far outnumber the gloomy ones. They are soldiers of handicapping fortune who do not retreat at the first sound of enemy gunfire.

We have many who are so fortified in our group and the list grows steadily. Sadly, we have a few who are not sufficiently fortified; At least, not YET. There is still work to be done.

The major personality difference between the two factions was well expressed by BARRY MEADOW when he said in his book Money Secrets, "Playing five races a day five days a week, it's NO BIG DEAL to lose for MONTHS at a time." He's the only one I know who carries the idea of negative expectation that far. But NEGATIVE EXPECTATION is the chief difference between "Them" and us. We EXPECT to win consistently. As a result our suffering becomes magnified by adversity.

In this issue I've reproduced a **losing** day and followed it with five successive **winning** days. If your anxiety is severe enough you won't take solaces in the fact that the odds are five to two against continuous losing days. Sadly, those with this kind of anxiety tend to force themselves into losing situations. Just as some have a deep inner, almost subconscious sense of how to find and make VALUE wagers, others are driven by their negativity to seek and find the opposite.

Although they deny it vociferously, they actually want to lose. Nobody offers solace or pity to a winner. They buy the drinks and dinners. The non-winner gets to wallow in sympathy and blame others instead of self for failure. Why Not? Entire religions and Legal Systems have been built on the need to establish guilt or blame. Society has never blamed itself for the tragedies caused by its concept of adhering to "Conventional Wisdom."

In handicapping, **not winning** is a majority event. So, if the majority is always right, **winning** becomes **wrong**! If virtually all the literature, lectures, seminars and audio-video presentation on handicapping supports a status quo with limited profit expectations, what possible Motivation or Inspiration does the average recipient of such material have to surpass that status quo. It's kind of like the world before 1492, where it was generally believed that the world came to a demarcation point beyond which everything dropped into oblivion.

SUMMARY: The COLLECTIVE CONSCIOUS can negatively or, under perfect conditions, positively effect YOUR success. This means you must constantly RE-ENFORCE the belief system dominated by your mental set during your most successful cycles and FOCUS on your cyclic Wagering Decision Form results. As you do so, you'll find more and more overlays staring you right smack in the face. This NOT some illusionary fantasy. It reflects the ACTUAL EXPERIENCE of those who have DONE IT and are now consistently succeeding; some for the first time.

Above all remember handicapping and wagering success is NOT a mechanical procedure. It

is a MIND-BODY process requiring a healthy balance between the effect of EMOTIONS on the MIND and how the MIND relates to emotions. Using them in coordinated balance enhances the capacity of the mind. VISUALIZING from this enhancement will cause you to see beyond the obvious: to see things in the Past Performances and in your Readouts you NEVER saw before.

Some even go so far as to call it MIND-BODY-SPIRITUAL Unity.

When the MIND is strongly focused on a particular endeavor and, what is commonly called, "The Heart," is focused on achieving the goals of the mind, there is a big open GAP: the WILL. When we're overcome with zeal in our mind on which our heart is SET, we tend to discount the WILL, that binds a mind and heart into a WHOLE. This binding is most essential and infinitely more important than just "wanting."

Focus on the POWER of the WILL and the mind and heart will follow. The computerized Wagering Decision Form is designed specifically to enhance the power of the WILL and turn what we euphemistically call: Handicapping" into a more definitive term: WAGERCAPPING!

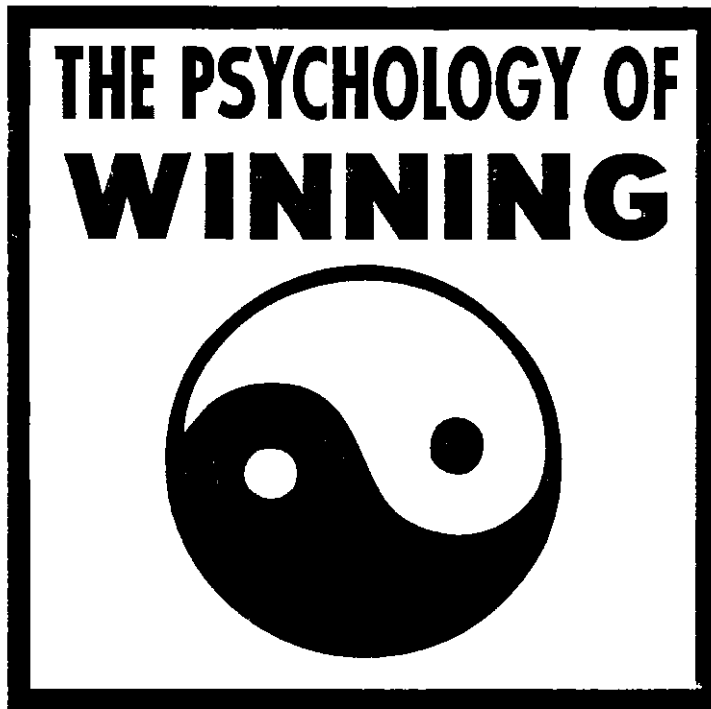
Hope you all saw the Peter Jennings ABC News report on "INFORMATION OVERLOAD. It was almost a repetition of what I said in Follow Up #73: ABC did an excellent in-depth report of what happens to human emotions when confronted with the mass of information now available with modern technology. A wealth of studies show that a mind barraged with information overload is stigmatized to the point of trauma rendering most of us almost catatonic when trying to make valid decisions based on excess information. I witness a lot of this every time I go to an off-site wagering center, It is even more pronounced at tracks themselves.

There is certain basic information of which we should all be aware. But much of the excessive ancillary information - or MIS-information on the Internet and magazines can be more harmful than helpful.

INFORMATION isn't KNOWLEDGE! KNOWLEDGE isn't INTELLIGENCE.

We live in what is described as the Information Age. Hence, we tend to confuse Information with knowledge. Information is raw data. Knowledge is an accumulation of relative, interrelated data as tempered by the effects of history, insight and empiricism. Those confusing information with knowledge are destined to become the victims of the now rather than beneficiaries of the infinite. Intelligence is the native ability to synthesize information and knowledge into a perspective that produces positive results. These facts are true in WAGERCAPPING and in life.

Howard G. Sartin, Ph.D



FEAR AND LOATHING AT THE RACES

(with apologies to Hunter Thompson)

The record has now been made clear by an abundance of clients following directions.

They win and make consistent profit.

It is equally clear for clients who do not follow directions.

They win sometimes but do not make a consistent profit.

Why do I emphasize these facts in a Psychology column? Because the reason that many win and profit and some lose is identical. Two sides of the same coin: Psychological.

No longer just 80%, but entirely *psychological*.

As author Hunter Thompson started the title of all his books, non-winning is a combination of Fear and Loathing.

FEAR

The foremost fear of all handicappers is the FEAR of BEING WRONG! (I prefer the term "being incorrect"). This is an innate fear born by all who engage in stochastic events. It's why casino gamblers prefer "action games" that go by so fast that their basic fear has no time to fully surface. Most also imbibe in alcoholic beverages before and during the "action." This quells the fear for a short time but makes it worse when the reality of losing sets in.

Granted, some casino players do enjoy occasional wins, but never consistently.

Alcohol is disastrous for Wagercappers until the betting is done. If you booze, do so to celebrate victory after the battle is won.

I'm willing to bet that 99% of you do not believe that your chief fear is "Being Wrong." However, if you think about it strongly enough, you'll realize that's where most of your fears start. I know of one client who has never made a bet because somewhere deep in his mind he perceives himself as perfect so he won't risk making any kind of choice that would show him to be less than perfect.

On the other side of the coin of Fear of Being Wrong, is a fear voiced in terms like: "That can't be right," when BL/BL produces a sizable overlay in its top 3. Many is the time I've been at a track or wagering center looking over clients shoulders at their readouts.

"Wow, look at the odds on that one," I'll say, "and it's 2nd Tiered on BL/BL. Go make your bet. It's 20-1!"

All too frequently the client responds, "No, can't be. I must have ***done something wrong***. Look at his lines. He can't win." So the client sits and watches and the horse comes in and pays \$42.

The key phrase is, of course, "I must have done something wrong." Ironically, in another situation where the only difference is that the horse will only pay \$6.40, the same person will be fighting to get in line at the window. I've experienced this at every track in North America from Woodbine in Canada to Del Mar in southern California and all points in between.

Fear of failure. That's a given. Fear of success? Perhaps. But in the latter case I think it might best be termed, "Fear of Embarrassment." It starts inside: feeling ridiculous putting money on a 20-1 shot. Then, unless you use a betting machine, having to face the teller with your "personal embarrassment." Suppose someone asks who you bet and wants to see your ticket? And says "I wouldn't bet that horse with ***your*** money." Some persons get upset by a situation like this. Winners relish it. If you don't relish it, ask yourself WHY? Now do something positive about it.

Most of you will rightfully deny that you could ever experience this kind of fear and you'd probably be correct. Yet, dozens of client do fear wagering on longshots when their *inner fears*, based on old information about the factors that produce winners, will make them pass big overlays. They pass because running lines or earnings box figures don't seem to reflect the qualities a horse is "supposed" to have to win. "Supposed" being based on mainstream concepts with little basis in current reality. But, when fear dominates the emotions and psyche, old myths come to the fore and dominate our actions.

It is classic Atavism rising from the fears in the genes of ancient forbearers. Atavistic fear is not only genetic, it is also acquired from generation to generation. When you feel that cold, clammy animal fear that grips your gut it may originate in your DNA, grasping you with a hand connected to the ancient fears residing in genes that precede recorded history. or fears passed down from parent and grand parents and beyond.

It might be a good idea to do some memory regression and determine the kinds of fears you remember being prevalent in every family member you ever closely encountered. Perhaps, some of your own fears were scripted by them. If so, **rewrite the script**.

Guilt or Fear of Success still plagues a large segment of any Judeo-Christian society. I thought this might not be true in England, Ireland or Australia where horse racing seems to be a socially accepted national pastime; where Bookmakers are wardens of churches. I thought wrong. England's Timothy Brothers and several Australian clients tell me that fear of success (of winning), because of a deep-rooted guilt feeling is also prevalent in these countries.

From our initial fear of making a "WRONG" decision, which is closely tied with "doing

wrong," comes the fear of Corollary Readouts and BL/BL. Some look at three or sometimes as many as four Wagering opportunities and their mind blurs. These are not intellectually challenged persons, yet their minds go blank at the moment of truth. If they were Bullfighters they'd be gored to death. As a result, according to many calls and letters I've received over the years, a kind of Death Wish takes over.

With a maximum potential of four possible choices, the incorrect two are selected, not just occasionally but more often than not. Even the early risk-reward studies of Descartes proved there is, by chance alone, a long term, 50% win probability in any stochastic dichotomy.

Anyone who truly always picks the "wrong two" needs immediate help. Psychiatric help is overrated for this kind of condition. Self-Help is superior if a person is willing to help him or herself. Sadly, we live in a society where people are quite willing to seek help and advice from others, be they qualified to give help and advice or not. Self-Help books abound. Yet applying the concepts of these works seems to be anathema to many aspiring handicappers.

It is mathematically improbable to always pick the wrong two in a sequence of four. Impossible in a series of three. However, It is not psychologically impossible. The mind can perform tricks that exceed the exactitudes of mathematics.

Fear born of indecision or Abulia, is being overcome by clients who properly utilize their computerized Multi-Track Wagering Decision Form. They gradually come to know through long visualization sessions, staring at the Form's Results, which two offer the most profit. Nobody is correct all the time simply because this is a stochastic endeavor. But those using the Wagering Decision Form as directed are proving themselves to be "right", much more often than wrong. So they make a consistent profit from their wagering choices.

FEAR arising from personal confusion ranks close to the top. Confusion arises from failure (more often **refusal**) to understand. Failure here equates here with conscious or UNconscious unwillingness (refusing) to understand a very simple set of directions from user manuals and articles that appear in all issues of the Follow Up.

Such failure can also come from a resentment of any instruction that goes contrary to a person's innate beliefs in old handicapping maxims. Subconscious resentment of anyone who insists that there are no fixed rules in handicapping when "everybody knows there's gotta be RULES for everything!" Didn't we all learn that from our parents, teachers and preachers?

It doesn't matter to such individuals that they are not winning or making any profit following their rule oriented beliefs. The same is true for those who wake up each day or so with some new insight that points to an alleged pattern they think they've discovered by the magic of short term ego-driven statistics. Intuition and insight are to be encouraged through testing and long-term record keeping; but self-deluding short run statistics are very dangerous.

When I work on new formulae, as I'm now doing, in an effort to help more people win, I test them repeatedly every racing day on a wide range of tracks: Major, minor and in between. I have a lot of people helping me, none of whom are "yes persons." If I seem to become wedded to something that is **not** superior to what we've already produced, they call me on it, loud and

clear. It is immediately scrapped and research and experimentation continues. Many times I come up with something that works for a while somewhere but is discarded because it doesn't work everywhere under all conditions.

It is frustrating, but when a formula emerges that proves to be truly superior universally, the excitement and deep satisfaction overcomes all the agonies of previous failures.

I find it difficult to believe that the great revelations e-mailed or phoned in by some clients has been subjected to the same long and torturous testing that ALL our formulae has undergone before release. One great benefit from arduous testing is that when success DOES come all confusion disappears.

If only we could transmit the confidence that comes from our own success to everyone, we'd have nirvana with ALL confusion dispersed.

It starts with reading and thoroughly digesting Directions and Guide-Lines, then practicing them repeatedly until confusion disappears.

Ahh, but there is another side to this coin. One I touched on briefly before. The kind of APPARENT confusion born NOT of MISunderstanding directions but from a resentment of those directions that closes the mind into a logic-tight compartment.

LOATHING

You've probably all witnessed the overt and conscious loathing bestowed on me by persons whom I barely know. Somebody named Valasquez who just started a newsletter, responded to a letter from someone in New Mexico inquiring about the Methodology. Valasquez stated that, although he'd never used any of my programs, "Sartin is a fraud". I don't know him, he doesn't know me and he's never tried any of my material, so what makes me a fraud?

Answer: Philosophy. I do not share his idea that a newsletter should consist of "Horses to Watch," "Hot Jocks and Trainers," or a selection service featuring the Del Mar choices of Pandy Pandolfo who also made some disparaging remarks about me.

I gave Guy the cost of that service (\$56) so that he could monitor it, pitting Pandy's selections against his own before-the-fact handicapping. As of the first of August, 1991, Pandy's selections netted a loss that few could sustain without going broke. Guy's choices, I'm happy to report, continue to produce a sizable profit. It was well worth the \$56 to be able to see first hand what would result from an "experts" recommended wagers.

I don't mind. In fact I relish this kind of loathing. It means we're on the right track. Persons who brandish intellectual stigmata and persist in parroting what is **traditional**, what handicappers are **supposed** to believe and do, despite their own mediocre performance, cannot abide one who openly revolts against their archaic notions. Defying their self-righteous failure to advance is to them, a grave insult. Hence, unquestionably, I deserve their loathing.

But loathing, albeit subconscious, from a certain few clients, for much the same reasons is disturbing. While claiming loyalty and at least a measure of devotion by subscribing to the Follow Up, their resentment of my non-Mainstream guidelines and directions, causes them to purposefully go directly against my guidelines and directions.

One client who persisted in using the last paceline only, eliminated lay-off horses and ignored Tandems, (among other things) said he hadn't won a race in months. I gave him the name and phone number of a client who is a certified winner who I'd asked to help him. Although they live in the same city, the losing client refused to call the winner.

Almost all of this hidden loathing comes from male clients. Fellows who were popular in school and want to be popular with everyone, never rocking the boat. Most joined frats, were stars on athletic teams, had little or no interest in subjects like Philosophy, Humanities, Poetry, or History.

This subconscious loathing is especially strong among those who majored in the sciences that led them to become Engineers. This is a rule bound occupation. No one gets hired who doesn't know and follow the established rules. This is not an indictment of Engineers and doesn't mean that they cannot be successful handicappers. They simply have a little more to overcome than those from other fields.

Of course, there's a branch of engineering that is creative and developmental, bordering more on art than fitting the right bolt into the proper hole. Clients like this are exempt from the purely "mechanical" aspects of engineering.

Others who express their hidden loathing are men who are or have been very successful in business. They made it by doing things in a certain way, according to prescribed *rules*, "Their Way". When they come to us as client and receive, not just a handicapping computer program but texts on the philosophical and psychological aspects of successful handicapping, they balk. Who would dare tell them to change their Philosophy, their psychological protocol? They are proven successes. But instead of voicing their resentment at being told to widen their horizons, they cry, "I DON'T UNDERSTAND!" What they're really saying is "I WON'T understand, I won't alter my frame of reference. They understand perfectly, they can read actuary reports, or whatever it is they do that made them so successful. They don't need a new language or a different mountain from which to view things.

Ironically, this is not true for successful men who come into the Methodology with no background in racing. They know that they're in a new field that is UNrelated to their area of success. They do follow directions and within an amazingly short time, they begin winning more consistently than a lot of veterans.

Here's an example from a man who runs an extremely large and highly successful commercial printing business in California. He got interested in racing through a friend, learned to read the DRF, bought some books and learned little. Heard about us and called. He's been sending me material like this regularly starting just a couple of weeks after receiving our material.

On the page with his photocopied win tickets, he says "THANK YOU"

I appreciate it but there's no need to thank me. I should be thanking him for faithfully following my directions even though he's a huge success in business and in life.

SCOTWINC SYCUAN

EE720-DA45-E77B

Race 2 25-Jul-99 4
DEL MAR

#1 PICK 3 110

Race 2 5.6
Race 3: 4.5.7
Race 4: 2.6.11

18 BETS. TOTAL #10
8080 H: 103907
25Jul99 14:13:35

EE720-BA45-E77B

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SCOTWINC SYCUAN

CC520-BD25-E77B

Race 3 25-Jul-99 4
DEL MAR

#1 PICK 3 110

Race 3: 4.5.7
Race 4: 2.6.11
Race 5: 6.9

18 BETS. TOTAL #10
8080 H: 103907
25Jul99 14:13:37

CC520-BD25-E77B

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SCOTWINC SYCUAN

A9020-F9BB-E77B

Race 5 25-Jul-99 4
DEL MAR

#10 WIN 120
6.9

2 BETS. TOTAL #20

8080 H: 103907
25Jul99 14:14:15

A9020-F9BB-E77B

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8032 — FIFTH RACE. 7 Furlongs Purses \$110,500.
Fitties, 3 year olds. Fleet Trest Stakes. Sred in
California.

Horse and Jockey	PP	1/4	1/2	3/4	Str	Fin	Time
Bright Magic, Desormeaux	8	1st	1st	2 1/2	3 1/2	8.10	
Suleymonda, Dhoussy	9	9	9	5 1/2	2 1/2	8.70	
Kinky Kinky, Antley	7	7 1/2	7 1/2	4th	3 1/2	7.50	
Mind For Gold, Pincay	3	8 1/2	8 1/2	8 1/2	4th	11.40	
Dream Of Gifts, Nakatani	2	8 1/2	8 1/2	8 1/2	5 1/2	37.60	
Hide The Silver, Gomez	4	3 1/2	2 1/2	3 1/2	8 1/2	8.10	
Sea Of Ice, Black	6	2 1/2	3 1/2	2 1/2	7 1/2	9.10	
She's Grand, McCarron	1	4th	4 1/2	7th	8 1/2	9.10	
Dusty Heather, Pedrosa	5	5 1/2	5 1/2	9	9	11.60	

Scratched — Memoranda

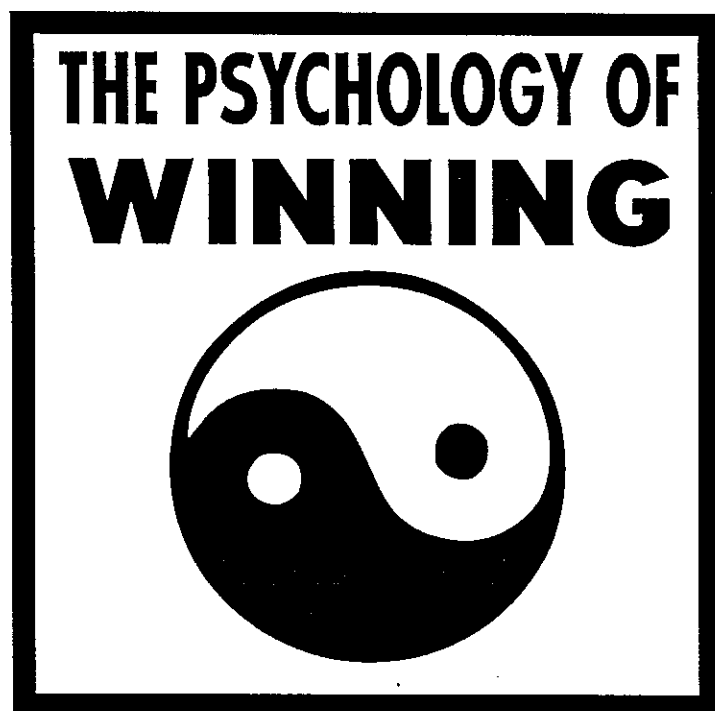
9 — Bright Magic	18.20	8.20	5.40
10 — Suleymonda		7.20	4.40
7 — Kinky Kinky			3.20

Time — 0:22.35, 0:44.82, 1:09.42, 1:22.11. Clear & Fast.
Winner — b196 Prized-Magical Flash Owner G.L. Hirsch Trainer
Warren Shale

51 Exacta (8-10) \$59.00
52 Quinella (8-10) \$49.00
51 Pick Three (7-8/7-9) \$159.40
51 Trifecta (8-10-7) \$519.40
51 Superfecta (8-10-7-3) \$4,078.80

51 Exacta (8-11) \$5.80
52 Quinella (8-11) \$8.40
51 Pick Three (5-7-8/7) \$43.80
51 Trifecta (8-11-12) \$52.40

He certainly learned how to make money from short priced winners. Those Pick Three's can add up. His \$18.20 winner in the 5th Race is the kind ALL clients must get to overcome Underlay attrition.



Confusion

The Cure

The most universal problem among handicapper/wagercappers is ***confusion***. They become confused whenever faced with having to make a decision in a stochastic event, more specifically, horseracing. Casino games are played so fast that there is no time for second guessing or introspection. This fact doesn't help the player to win, it merely creates a situation where snap judgments must be made.

As we've observed from some letters to Vox Populi (a feature in The Follow Up, our bi-monthly journal) a minority of clients are freezing at the moment of truth and doing things that are self-destructive even though their selections are correct. This is the old Thanatos (death wish) bugaboo at work. We've often discussed this in the Follow Up. Albeit subconscious, the death wish or self-willed destruction is prominent in horse race handicapping and wagering. Although it may be based on childhood conditioning and the concept that gambling is evil, it is fortified by the 25 minutes between races.

I have no use for casino gambling. However, if the same snap judgements made from a spontaneous response were applied at the track or off-site wagering center, those who do not win because of second guessing themselves, or trying to over analyze, would win more often.

The best way to avoid those internal terrors and self-torture taking place in the psyche between races is to *compartmentalize*.

One of the true benefits of psychotherapy is getting clients to learn how to compartmentalize the various aspects of life constantly dwelling on the mind, nagging at the capacity to focus and tearing at the emotions. Many geniuses and creative persons have earned fame and \$\$\$ because they do not allow any overlap from one area of their life to creep into another area. They have developed the ability to focus solely on one thing at a time, allowing no input from any other problem in their lives.

Learning to compartmentalize is not hard. The difficulty comes when the individual does not truly desire to eradicate overlaps for any reason, the most pronounced being self-pity and self-absorption.

Here's a short example of worries and problems:

Health	Interpersonal Relationships	Family	Work
Personal Anxieties	Money	Frustration (over past experiences)	Fear (of betting)

When these or other concerns OVERLAP into your handicapping and wagercapping, it's like pouring polluted material into your food or drinking water. Compartmentalizing is nothing more than placing a solid barrier around any other problems or concerns that interfere with whatever it is on which you should be focusing during a given time period.

You have probably noticed that sexual activity, moments of intense religious experience, meditation, a riveting TV show, movie, musical or dramatic performance that command our complete attention or, having to make a speech before an audience, are some of the things that force us to abandon all ancillary concerns and focus on the **now**!

If you wish to succeed at the races, include your Handicapping and Wagercapping in the above group. While working at this avocation let nothing sift through the compartment it occupies. It's not all that difficult. I repeat, **just focus**.

The chief problem is that most persons don't want to forget their troubles and cares. They feast on them. They are the source of sympathy and compassion from family and others often mistaken for love. It's not love but a form of pity. Is that what you want?

The other problem, some of those who send me e-mail keep telling me, is that their problem *is* handicapping/wagercapping itself. They just lose all equanimity when favorites win and they didn't bet them. They also panic when an overlay wins when they bet the top two favorites. They complain that trying to wager at more than one track at a time or on the same day, is emotionally taxing. They are not alone, we've all experienced these things early on. We simply learned through will power to overcome. The power of Will, enhanced by support groups like AA and NarcAnon is the reason that these groups enjoy the success they've had. Without will power **no** cure is possible for any problem, including Problem Gambling or related anxieties.

The Follow Up is designed to help with such problems not offer pity. A few (fortunately very few) fail to read or digest articles like this in The Follow Up. They refuse to exercise any **will power** and opt for pity disguised as sympathy.

In so many cases, after any kind of failure, these individuals come up with some new criteria, based on subjective short-lived statistics that cause them to ignore my carefully researched directions in order to dance merrily down a path of their own, despite the fact that so many others are winning following those directions which these few are ignoring or pirouetting away from. They simply ignore the all the mail from winners in Vox Populi that inspires so many others to accept and *follow* proven directions and win!

A few clients even seem to think that their problem is not in themselves but Fate and Luck. Whether it's their own or the horse's I've never been able to determine. All too often they zig when they should zag. Choosing a track dominated by winning favorites instead of surfing various tracks for value.

"Playing" the wrong races based on some old mainstream rules about the allegedly "PLAYABLE" race, often depletes the bankrolls of these few. They can't seem to get it through their heads that in today's racing, going against such rules produces the long shots.

One client claims to have lost all photo finishes and always has the disqualified horse in every inquiry. That's self delusion bordering on Paranoia. If he really believes it, he needs psychiatric help.

DIRECTIONS

Our directions say to handicap all races except maidens with too many first time starters (determining "too many" is up to you) and races with foreign horses that have no North American pacelines. If you're a trainer-breeding expert, you may go against such directions, but at your own risk. I tried Trainer-Breeding handicapping by the book and lost 17 in a row. Obviously I've never deluded myself into thinking that I'm expert in these fields. Thankfully, my 17 losing bets were made on paper only: the only test that validates expertise.

The directions don't even suggest that you bet all races you handicap. Only that you handicap virtually all of them looking for VALUE. When you don't find it through your readouts led by BL/BL, plus the help of some logic, experience and feeling - PASS. DON'T BET!

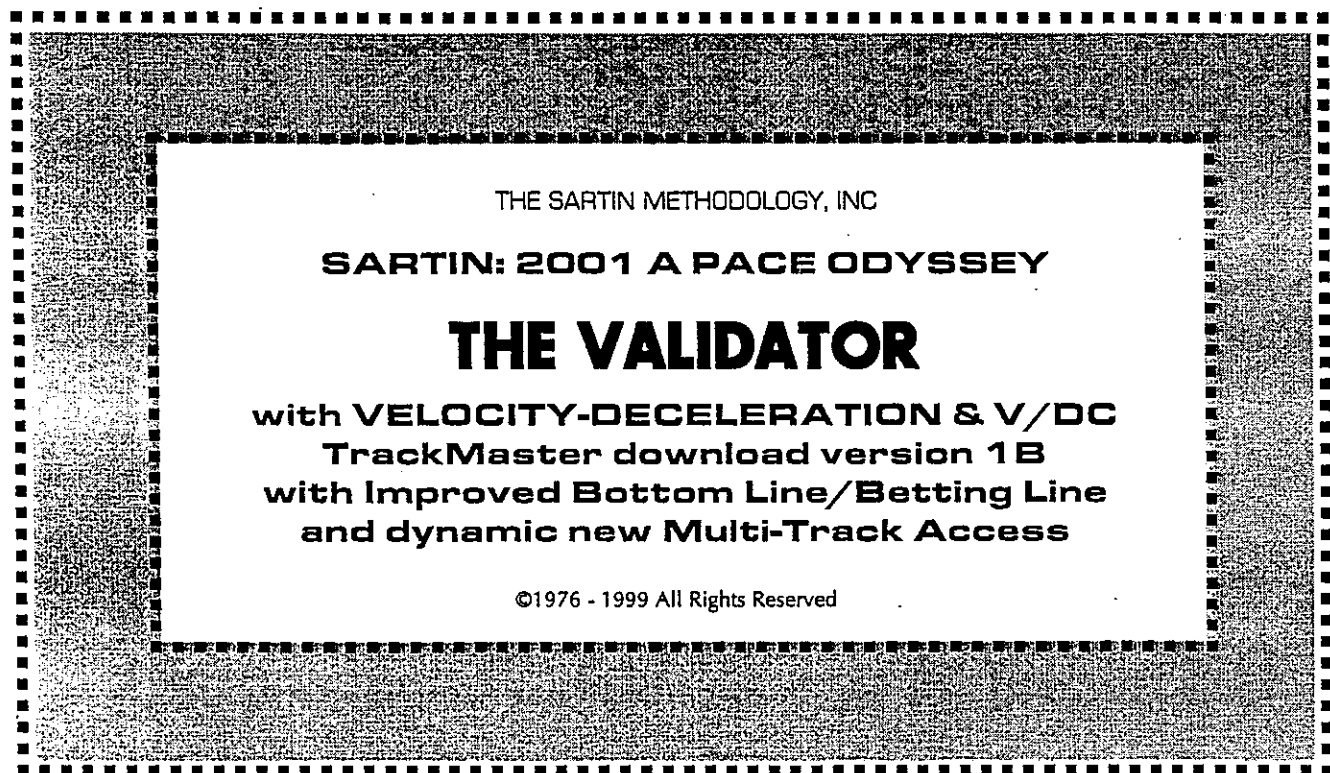
But you have to handicap them all. WHY? Go to some trackside seminar. The experts, because their sponsors tell them to, give selections for every race and always give out 3 horses, sometimes adding a 4th as a long shot possibility. They don't pass certain races because, with rare exceptions, commercial sponsors won't allow it. Consequently, they play it safe and usually come up with horses that have all the time-honored mainstream qualities of winners. As a result, playing it safe produces mostly lower paying winners in their top 3.

By playing safe they miss the horses that most often provide the big overlays. As I said in a recent Follow Up, I purchased a \$56 selection service for Del Mar just to test the above theory. This one didn't offer selections for every race but still gave out at least three horses in the races they did recommend betting.

For the meet, they had 50% winners but 75% of their choices were favorites or near-favorite. Only 8 double digit winners for the entire meet. Had we made even \$5 bets on their recommendations, we'd be at least a thousand dollars in the hole.

The experience was worth the \$56 cost. My experience with the choices of experts over a period of many years makes even our few non-winners look like gold. Most of our clients can out-handicap any expert at home on paper. Their problems come from anxiety and lack of focus at the moment of truth: wagering.

Now we come to the reason for our new program -



SARTIN 20001: A PACE ODYSSEY

"THE VALIDATOR"

KEY PHRASE: "THE VALIDATOR."

Several hundred clients had no trouble showing a profit from the combination of corollaries and Bottom Line/Betting Line Tiers from our advanced program, SYNTHESIS. Many won satisfactorily using the corollaries from the less advanced Pace Launcher 4, downloading from TrackMaster, but only when directions were followed.

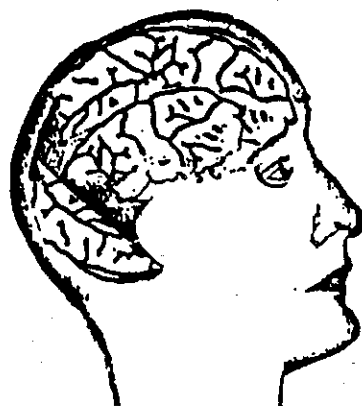
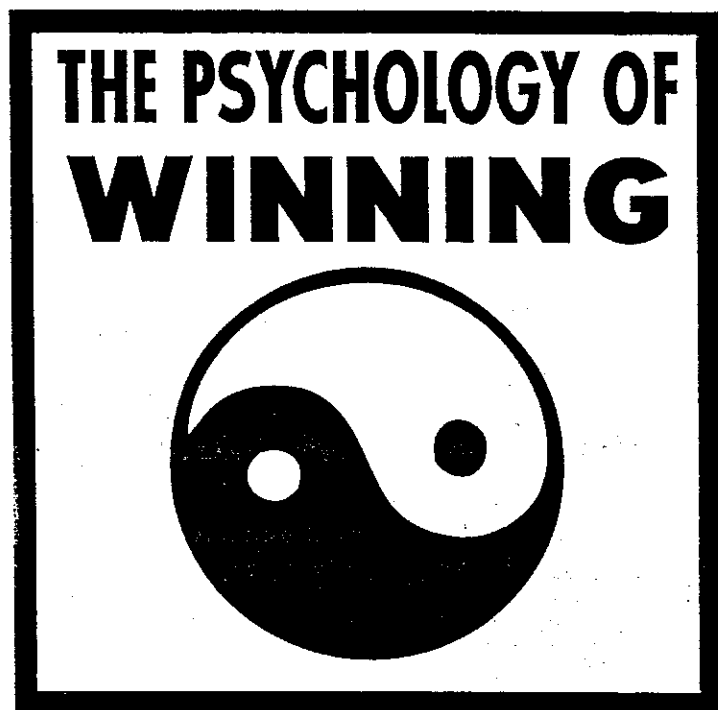
By the same token some do not win with these programs, claiming confusion over which corollaries they should use and use and when.

No amount of additional instruction offered in the Follow Up, e-mail or by letter seemed to ameliorate this confusion. Personal counseling helped. For short periods non-winners who sought personal counseling would win and profit. Then, as in all forms of recidivism, most reverted to their old ways and suffered the same problems. They failed to focus on what they did to profit for a week or two after seeking personal help.

Instead of giving up on those with insufficient will power, who said they couldn't (wouldn't) visualize and focus, I spent hundreds of hours developing formulae that would completely validate betting choices with almost no focus, visualization or compartmentalization. While it pains me to suggest it, anyone who fails to win with this VALIDATOR program, does not truly want to win.

To demonstrate this fact I'll take you to Del Mar, July 30, the 2nd race. Note that EMERALD, the horse that placed is HIDDEN for win only. It would be utilized in the BEFORE HIDES readout only for those who cannot resist Exacta wagering.

Howard G. Sartin, Ph.D



Successful Wagercapping is a **head** game. It is not like Craps, 21 or Roulette. Certainly nothing like playing the slot machines, although most horseplayers "play" it as if it were. In a "head game" there is little if any luck. Whenever someone says to me: "Good

luck", I always reply that it's not luck - good or bad - it's **skill**. Except for the rare savant, skill is the handmaiden of experience. Experience comes from making mistakes, correcting them through personal effort and then benefiting from them until success becomes a habit.

Winning or losing is a HABIT. It is just like any other habit. The trouble is most Horseplayers refuse to believe it. You should.

Habit is something that bonds stimulus and response. The more we respond in a certain way to a given stimulus, the more that response becomes automatic. i.e. HABIT. Those with the habit of alcohol dependency, addiction to narcotics or gambling, are responding to an initial stimulus of pleasure, usually in the form of mood elevation.

If you listen to the conversations of horseplayers you'll observe that they almost always make some reference to a *big hit*, or at least the HUGE exotic payoffs they "almost" had. This kind of rationalization helps them to tolerate sustained periods of losing. As their tolerance level rises, their minds are bonded by the stimulus of the hopeful dream and the response - or HABIT - of accepting the fact that the dream is elusive but always ready to come true, if ONLY.....

The potential of their dream fulfillment is always present in the **next** race, or the next one after that; and on rare occasions it happens. This recharges their ego and emotions enough to sustain them through another dry spell. With each losing period their tolerance for loss grows, resulting in a losing habit that is just as hard to break as any other addiction.

Through the advance technology of race track computer systems monitoring the tote board and the analysis of ticket purchase and payouts, racing associations have been able to determine that on any given racing day, 5% win, 20% break even and 75% **LOSE**. The 5% who win are almost never the same people. Hence, the conclusion that fewer than 2% win regularly and less than ONE percent win enough to call it a living.

However, most of us do not aspire to make our entire living from Wagercapping. The simple reason being that few of us are emotionally equipped to consistently wager enough to fully capitalize on our R.O.I. potential. Many of us have the ability to make \$37,000 in a single day, as one client did at Breeders' Cup. But few have the cold calculating ability to accept such wins with equanimity and go back the next day and wager as before.

One statement made by the National Council on Problem Gambling is true: Most people who become pathological gamblers do so after a BIG HIT! This is a danger we all face. After Tom Brohamer hit a sizable Pick Six several years ago, he found himself dissatisfied with going to the track and only profiting one or two hundred dollars a day. He was bright enough to realize that the strange gnawing at his gut was a precursor to a wild urge to splurge, to always go for the big hit.

After some reflection he quit going to the track for a full month and played golf. This period of abstinence and exercise put his mind back into focus, eradicated the stimulus of greed and the temptation to alter his consistent WIN habit. Now he seldom, if ever, "plays" the Pick Six. He mixes grinding out an ancillary living with lots of golf.

For most of us winning a couple of hundred dollars a day is more than adequate reward for our efforts. Since it can and is, being done by betting only \$20 a race, \$10 on each of two win wagers per race, as demonstrated on hundreds of Wagering Decision Form 20 race cycles, we don't have to suffer comfort level neurosis.

Peter Tolan, as you know, is one who doesn't object to his name being used. Others forbid it. They don't want to be bothered with questions about "How they do it." The truth is they do it exactly the same as the rest of us. They just bet more.

AND, they follow directions.

Most clients now have the **habit of winning**. One told Aline Best that today he considers a mere \$10 win mutuel as less than average when, only a few months ago he thought double digit mutuels were just something to covet. "I'm spoiled," he said. "The Methodology has raised my expectations so high I'm in the habit of getting much higher returns."

That's a *good* habit. Those who don't have it yet, are either new or they cherish their losing habit since it brings them the same kind of hidden rewards that border on true Masochism.

GAME PLAYING

With notable deviations Wagercapping has many similarities to Poker. As played legally in Nevada and Atlantic City, et al, Poker is even more of a head game than chess. Players win or lose, not to the House, which takes but a small percentage or fee - like the Track Take, but from **each other**. It is governed by a quasi pari-mutuel system built in to the rules of the game itself.

Poker has rules. So does racing. Handicapping has none. However, the way one manipulates the "game" has no rules beyond those of the game itself: no cheating, the number of cards one can hold at any given time, etc. How one works the game within those rules, **has no rules**. When a hand holds no VALUE, a good poker player usually folds. That's comparable to PASSING a race without even having to put up an ante other than cost of admission and program..

On the other hand, the art of bluffing other players is paramount in Poker. In successful Wagercapping the bluff option is absent. You just can't bluff the pari-mutuel apparatus. However, the term "bluffing" is comparable to "*psyching out*." In Poker it's the other players. In Wagercapping it's psyching out yourself. Every famous athlete of our time has dwelled on it. Muhammed Ali, Michael Jordan and Joe Montana have been most eloquent about it.

Recognizing Handi/Wagercapping as a "Head Game," I have always been bewildered by persons who say they're not too bright or did badly in school or in some other manner discount their intellect or capacity to win. They justify their masochism by refusing to follow directions.

In truth they're playing a life game called "Poor Little Me." also known as "Wooden Leg." This is a subconscious (or conscious) plea to get sympathy that worked so well during their childhood. This little game leads to another, called "Do Me Something." Both embody the tired old phrase, "Who do you like"? Always asking questions but never acting upon the answers. As children, when they cried, their diapers were changed for them. They were fed and coddled, all as if by magic.

They never grew completely out of this infantile stage. They still want everything done **for them**. Horse racing draws a lot of persons who cling to this notion.

In truth most of these people aren't stupid and are really quite capable of succeeding. But, they have received so much sympathy from playing these and other "Games" that the payoff from the games themselves offer more reward than doing something *for themselves*.

For those not familiar with the definition "Game," it is:

"A series of ongoing transactions that have a CONCEALED motivation heading progressively to a well-defined PAYOFF."

Anyone who read Dr. Eric Berne's ***Games People Play***, will recognize themselves. Someone even wrote a song using Eric's title:

Oh, the games that people play.. now Every night and every day... now Never saying what they mean, Never meaning what they say...

Horse players are almost all game PLAYERS. They buy Tout Sheets, go to trackside conclaves where they get three selections per race, a bear claw, a cup of coffee and, if they're lucky, a program. Some even pay more for the *MIS*information they get from various alleged information sources than they actually bet per day. That's a sad fact. They don't really work at attempting to handicap the races by themselves, they're too deeply into the game of "DO ME SOMETHING."

The question is, quite naturally: How does one acquire the WINNING HABIT? Quite simple really, if one truly wants it: First, accept the fact that Handi-Wagercapping *is* a Head Game and use your head.

Toss into the garbage all those crazy things you did and felt you believed in when you were losing. Dare to be different. Stay away from racing buddies. Avoid all conversations, books, articles, et al, that have not made you a winner. Remember, self-proclaimed Racing Experts are often bigger game-players than their victims.

If you use your head and read each issue of the Follow Up several times, you'll find answers plus documented evidence of the fact that those following our guidelines are winning and so

testifying in Vox Populi. Tell yourself, over and over and over:

IF IT CAN BE DONE I CAN DO IT!!!

This was my problem in the beginning. I had never met or seen a consistent winner. I asked myself, "Am I on a fool's errand, trying to come up with a Method for consistent WINNING?"

Then I met a man named Sam Sedgwick at the Mexicali Racebook. He won every day because he could pick predictive pacelines. After a while he'd pick the lines and I would put them through the Methodology of that time which was on a Texas Instrument Programmable Calculator. Not even a computer. We won several 5-10's (same as a Pick Six) and lots of consolations and, Sam's favorite, the multiple race win-place parlay. I learned from Sam. The most important thing I learned was that he seldom went past the third running line back.

Now here's an exercise you can use to learn what I did:

Go back over every winning race in all your Follow Up's. Look under L for line used. You'll find the vast majority will be the BEST of the LAST THREE at a COMPARABLE distance, surface and competition level.

Non-winners have a hard time with the word comparable. Dictionaries sell at drug and discount stores for \$1.98. Luckily, I learned the meaning of the word back in the third grade. So, in fact, did YOU! Those pretending not to understand its meaning are playing the game "DO ME SOMETHING." They're looking for a Patsy, often myself, Shane or Aline (sometimes even a stranger) to give them their "PAYOFF" by claiming that they just **can't** (won't) **understand**. In the world of psychotherapy, the word CAN'T always translates as "WON'T." Since the time of Freud, the translation has been correct.

If it's actually possible that someone CAN'T understand, they should NOT be wasting their family income on horse racing:

Perhaps the above prescribed exercise will be the key to attaining the HABIT of winning. If one stares long enough at the numbers under L (for Line) and become mesmerized by the number of 1's 2's and 3's, one just might realize that all those little reasons for NOT using the BEST of the LAST THREE, comparable, are archaic examples of what MIGHT have been true in YESTERDAY'S racing.

I'm also guilty of having subscribed to certain things in the past that are **no longer valid** or necessary to consider. Things like isolating the pace-setter, analyzing percent Median or when a horse may or may not catch the leaders, **analyzing** anything but the vital readouts and the Mutuel Price. When I discovered that all such analysis or observation was no longer tantamount to winning, I admitted my errors and corrected them through Sartin Methodology **TODAY** computer programs, the best being the VALIDATOR.

In short, I changed my habit pattern. When certain, now archaic habits no longer produced a profit, I broke those habits and focused on finding new ones that do produce consistent profit. Now when a client asks me about some of the factors that contributed to the old habits, I have difficulty in answering. It's embarrassing to me, having to admit that some of the old stuff is no longer applicable.

Apparently it's not embarrassing to most competitors. They're still touting for sale books, articles and computer programs based on my concepts of the 1980's.

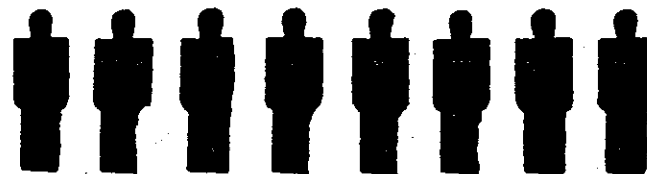
Question: How well do handicappers perform at the races?

ANSWER:



1 PER 9 PEOPLE (11%)

= ONE WINNER ANY GIVEN DAY!



EIGHT PEOPLE LOSE ANY GIVEN DAY!



1.8 PEOPLE BREAK EVEN EVERY DAY (20%)

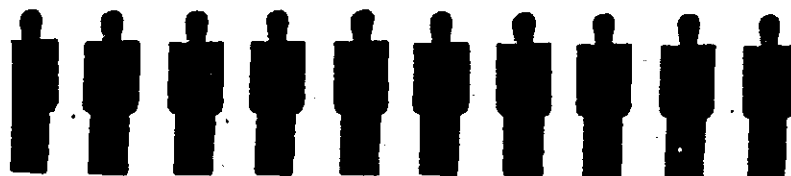
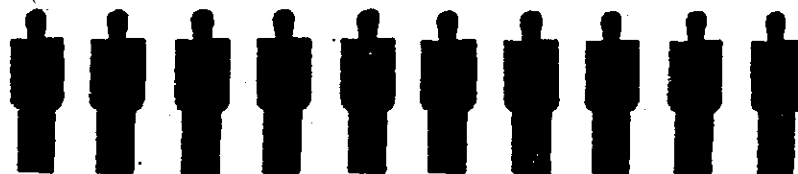
Question: How well do handicappers perform at the races during any given year?

ANSWER:



1 PER 21 PEOPLE (4.7%)

= ONE WINNER ANY GIVEN YEAR!

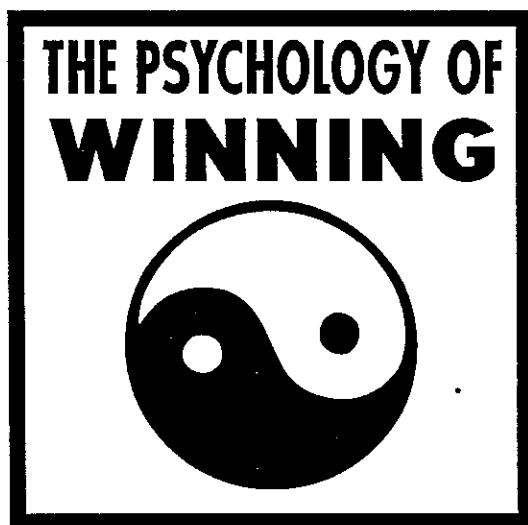


TWENTY PEOPLE LOSE ANY GIVEN YEAR!

OUT OF EVERY 21 PEOPLE, 4 BREAK EVEN EVERY YEAR (19.4%)

THE IDEA FOR THIS GRAPHIC COMES FROM PROFESSOR DAN DI PICO. AS YOU CAN SEE HIS STATS ARE MORE OPTIMISTIC THAN THOSE I COMPILED FROM A PARI-MUTUEL REPORT FROM A COMPOSITE OF 100 NORTH AMERICAN TRACKS. I'M TRULY DELIGHTED WITH HIS OPTIMISM, IT OFFERS MORE HOPE TO NON-WINNERS, WHICH IS EXACTLY WHAT THEY NEED.

Howard G. Sartin, Ph.D



Last issue I described both **WINNING** and **NON WINNING** as habits; behavioral responses to a Stimulus-Response bond.

This was met with a lot of skepticism and some downright denial. I expected this kind of reaction since most persons have not studied human neurophysiology. Therefore, they think that winning is a matter of skill backed by a depth of knowledge. That NOT winning comes as a result of lacking such skill and knowledge. A few mentioned luck. If they believe in luck they're going to be out of it if they continue to be aspiring handicappers.

HABIT is based on having your bio-electrons form a consistent synaptic response between certain axons and

dendrites. The axon is the sender neuron that goes to the dendrite forming a synaptic response we refer to as a *habit*. That's an abbreviated short cut to one aspect of neurology. Teaching M.D.'s who are specialists in Neurology will find it oversimplified, but they're accustomed to lecturing to med students, not handicappers.

Trauma, in the form of severe disease, especially when surgery is required, can cause synaptic short-circuits. I have stacks of mail from persons who have suffered mental or physical trauma, often involving surgery. When they recovered they were dismayed to find that their former handicapping skills and ability to win had deserted them.

One of their problems lay in the fact that, as a result of trauma, disease and/or surgery, synaptic responses were altered; short circuited. Hence *habits* were broken. During the physical recovery period one can expect neurons with their little electric transmitters to also repair themselves. Sometimes they never do, depending on the severity of the disorder.

Barring extreme cases, it is the working of the mind, or the will if you prefer, that restores the neurological system to proper functioning order. The same process can work in reverse. One who has developed a *winning habit* response can revert to an older, more firmly fixed synaptic response, detouring the winning habit back to an archaic non-winning habit.

This is one of nature's phenomenons: the mind's response to a trauma that may not be severe in a physician's view but is extremely serious to the traumatized individual. Can you imagine going to your M.D. and telling him/her you are suffering from severe trauma because you lost four races yesterday? You'd be laughed out of their office with the advice that "playing" the races isn't a healthy thing to do.

I have one client who has recently acquired the winning habit. Yet he still feels like he's walking on eggs whenever he goes to the betting window. His synapses are in good order when it comes to selecting his *winners*, but they have not yet formed a habit response to wagering.

What he is experiencing is the fact I've dwelt upon so often. Handicapping and wagering are two distinctly different entities. This is why I coined the term WAGERCAPPING.

I've repeatedly warned that good, even great "handicappers," are seldom consistent winners. The reason is they are overburdened with "handicapping" information that causes them to select and wager on the horse that "handicapping" logic and principles say is the "BEST" horse in the race. Like CAT THIEF, ridden by the invincible Pat Day, who finished third in the Malibu at Santa Anita December 26, 1999.

Like the author who said in reference to our selection of winners paying double digit mutuels: "By any *sane* or *reasonable* handicapping standard most of the winners selected by Sartin clients could not possibly be a pick."

Upon further investigation of this man's handicapping background, I learned that he *does* believe that we make such picks, he just doesn't understand how or why they defy all sane and logical handicapping standards that have been gospel for generations. He actually meant his statement as a compliment but says he'd **never** use the Methodology because it would rob him of the thrill he gets from occasionally picking winners as a result of his own mental prowess.

He's a very nice chap but I wouldn't want him as a client. His *habit* patterns are too fixed and systematized.

As for feeling like it's walking on eggs every time one goes to the betting window, that's natural in the early stages of developing the winning habit. I know. I had it myself; but as time passed and I got the habit of returning from the payoff window or machine feeling like I was walking on *sable*, the *winning wager habit* took hold. This is a fact that many clients at one time failed to appreciate.

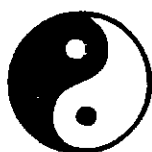
Winning races and winning money are *not* synonymous. Often they are mutually exclusive. They do not stem from the same mental or physiological factors that create habit. Most clients have accepted the stimulus-response factors that have given them the winning habit. Yet, about 15% have yet to accept the procedures that will give them the wagering profit habit. They are not yet Wagercappers.

I see it all too often: the disorder I call Top Two-itis. Persons who wager on the computer's top two while ignoring the fact that their own Wagering Decision Forms prove their biggest overlays come from TIER 3 of BL/BL and are also quite often 3rd ranked on the new Validator. This is stubborn resistance and, in a war on the battle field, may lead to victory. But not in Wagercapping.

In our endeavor it's just plain stupid. Fortunately, the vast majority of our clients have overcome, telling me just how they overcame. They read and re-read the Follow Up and often confer with me on the phone or at the office, finally learning that total acceptance of certain facts, many of which they had never before even considered, is the key to developing the stimulus-response bond that creates the habit of winning both races **and** wagers.

In short, we all have habits; so learn to accept the fact that winning and NON winning are HABITS. Like any other habit you can develop a positive one and break a negative one. It's all in the power of will!

Psychology of Winning



THERAPY VS *Handicapping Lessons*

The jury is now in. A review of the many personal sessions I have held with clients in the office *and* a record of personal phone calls to me show close to a perfect success rate. Clients who have afforded themselves of one or both of the above

means for personalized therapy have almost all become winners.

The only question that remains is: **for how long?** There have been cases where, even with personal consultation, Old Sisyphus has ultimately reigned over psychotherapy. Since the advent of the Validator this regression has not yet occurred but my fingers stay crossed. In all fairness to those whose success has continued without interruption, it looks like we're getting closer to beating Sisyphus altogether.

Unfortunately, it is less successful for those whose ego demands that they still try incorporating old "Handicapping" and self-perceived "Interpretation Analysis" into their Wagercapping. Very few can do this no matter how high they score on an IQ test. IQ does not win money at the races. What does win is quite undifferentiated and is internal, both mentally and emotionally. One client wrote me that he doesn't want to become too mechanical. Not to worry. The program may be virtually mechanical. The individual persona is *not*.

For those of you who have been with us only a short time, Sisyphus refers to the Greek legend of a man who was condemned to roll a heavy stone up a hill. Just as he was about to reach the top, the stone rolled back on him and he had to start all over. This used to happen regularly to clients who would get to the top of the hill, start winning consistently, then failed again through the interjection of their own ego and old familiar habits about "Handicapping" factors that are no longer valid - assuming they ever were.

For methodology users who have been with us a while, the Sisyphus Syndrome has all but disappeared and since the Validator, has yet to appear at all. My fingers remained crossed.

Backsliders who did so well after personal consultation and then came to the office or phoned me all got back on track and started winning again. Some required more regular consultation to keep on winning. Most needed very little after the first two or three sessions. Now they call or drop by just to say how well they're doing.

As with any kind of psychotherapy, some lied to me or tried to play the game of "I know more than you do." They have since left us. Some are even selling old versions of my programs.

For the many clients who are grateful, Vox Populi is the outlet for their expression. The Follow Up #79 Vox Populi was particularly gratifying because many letters were from relative newcomers who are already winning. I'm still laughing over the one supposedly from Russia. The perpetrator is Patrick Bryk who wrote the "Foul Up" parody a few seasons back.

In truth, it is I who should be grateful to them: They, not I, were the ones who proved for certain that for all clients accepting the facts, successful Wagercapping is almost totally psychological.

I suggest that any client struggling with anything other than purely technical support, read and re-read Vox Populi. If it does not truly inspire everyone and assure them it can and is being

done, then the only alternative is to contact me for an appointment.

When you do, expect to be told "like it is" as that other Howard (Cossell) was fond of saying on TV. I'm kind but I'm firm and tend to speak loud enough for anyone to hear. You'll be receiving *therapy*, NOT lessons in "handicapping" per se. What those with problems truly lack is self-confidence. Primarily confidence in their own ability to make a firm **decision**. As an example, here is a letter sent to me as I was writing this - along with my answer.

"Doc, I'm in need of help but I don't exactly know what kind. I went to an off-track betting place, won \$380 at two different tracks and left happy. That night I had a dream that scared me. I woke up worrying that my yesterday success would all go away today. I just lack the confidence to believe I can do it again. As a result I downloaded and figured the race at two tracks but decided to wait, not bet, just to see how the races came out. I would have won 5 of the 7 I handicapped but failed to bet. Even then, I woke up the NEXT morning with the same fear of betting so I didn't even download. HELP!"

MY ANSWER:

Dear _____

"It would helpful for me to know if the Anxiety you tell of in your letter is also apparent in other aspects of your life. If so and you have a true Anxiety Neurosis, you should seek professional treatment before you go back to handicapping/wagercapping EXCEPT on paper.

If such anxiety appears ONLY when you try betting, then only YOU can cure this. You're like pilot who has been well trained and knows the mechanics of flying an airplane, but freezes when climbing into the cockpit. I saw a lot of that in WW2. These pilots washed out because flying and freezing is a LOT more dangerous than what you're doing.

I don't know how much you're betting but you should NOT bet more than \$2 a horse until you have developed enough true WILL POWER and DETERMINATION to conquer your demons. If these anxieties exist ONLY in your Horse Racing endeavors, they're possibly some outgrowth of your early childhood development pertaining to "Gambling." Only YOU can decide if the "social protocols" involved in your anxiety are correct. If you decide they ARE, then quit racing, since it means that your FEARS are stronger than your WILL." (end of my answer)

It is a tragic fact that most people aspiring to win at the races are not emotionally prepared to consistently succeed. Our endeavor is an **investment** opportunity. Those not accepting this fact should go to the races for fun. STOP just DREAMING about winning. SEEK TREATMENT!

SISYPHUS

The name SISYPHUS comes from the Greek legend about a man who was condemned to roll a heavy stone up a hill. Just as he was about to reach the top, the stone rolled back on him and he had to start all over again. In psychotherapy this is known as an "OVER & OVER Life Script. Regardless of the pain, many persons aspiring to become what is popularly called "handicappers," were so condemned because they kept trying the same things over and over, never learning to attempt something DIFFERENT. They had the Losing Habit and were hard pressed to even try breaking it.

Over the years we have helped many hundreds of clients to overcome this Sisyphus Syndrome. But there are still some who, after climbing the mountain and reaching beyond the peak, forget to let go of the rock. That rock represents old, archaic concepts and habits born of information, myth and factors that do not contribute to winning with a PROFIT.

Although they have successfully negotiated the mountain but encumbered still by the rock, they forget to let go. They envision the perils of the other side with a fear and trepidation. In their mind's eye they see treachery and peril in the uneven terrain beyond. Frightening shapes, like snakes and monsters haunt them.

If they have Synthesis, or better, yet the Validator, they have a map showing a clear pathway to their goal. Yet, in their fear, in their hallucinatory perception of peril, they either do not believe the map or, their perception becomes so blurred they can't interpret it, although interpretation has been simplified beyond reasonable doubt.

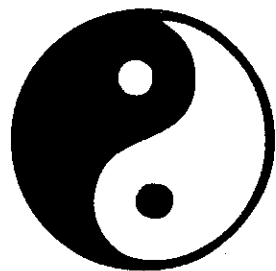
So they turn back, longing again for the base of the mountain on the other side. They would rather NOT profit even while knowing they won't. They would rather lose with old habits than win by accepting the geology of the unfamiliar mountain side where profit dwells.

They long for that safe camp at the old base where non-winners park their campers or pitch their tents. NOT winning at a profit is a habit shared by the many. Better, they feel, to be among those many than dare to tread unfamiliar terrain to a new campground where dwell only those winning races at a profit.

In short, many of those aspiring to be successful Handicappers/Wagercappers do NOT in their hearts truly want to profit. They just want to stay at the safe base camp and hope to win a few races for bragging rights, all the while praying to break even.

It's a real tragedy. But many unknowing or unscrupulous purveyors use this tragedy haunting the minds of NON-winners to make big money from selling what was, or never was, rather than what is. It has been ever thus in our little world. I seriously doubt that I can change it much. Yet, I continue the attempt.

Psychology of Winning



Howard G. Sartin, PhD

“IT”

The subject is “**projection**.” It is defined in the Psychiatric Dictionary as: “Attributing one’s own ideas, impulses or failures to another” Further defined, “It is the act of giving objective or seeming reality to that which is purely *subjective*.” In our field it is exemplified by the person who genuinely feels: “If I can’t succeed with **IT**, nobody can; anybody who says they can is a liar!”

Projection is a favored mechanism practiced by non-winning horse **players**. Since only 5% of all persons engaged in our avocation win, this attribution is common to 95% of all who “Play” the races.

The IT refers to the procedure or computer program being criticized. The same program others are using with great success. The Projector cannot (will not) accept the fact that these others are succeeding. Therefore all who succeed must be lying.

In non psychological terms, a line from Kipling’s IF, explains it well. “If you can keep your head when all about you are losing theirs and blaming it on you—”

In our early years we heard from a lot of Projectors. We were new and untested by enough people to make us credible. Recently they have been scarce, almost dormant. Yet, every now and then one crops up: Like the one who wrote me” “IT works great at Santa Anita but NOT at Golden Gate.” We used to get this a lot. IT working well at one track but NOT at another. My reply has always been, “I think you meant to say that YOU work well at one track but not at the other.”

Using Santa Anita and Golden Gate as examples, The Corollaries that nail winners at Santa Anita are *not* necessarily the same ones that isolate the winners at Golden Gate. The same can be said of any combination of tracks in North America.

Clients get attached to specific Corollaries that work for them most of the time at one track and expect these same corollaries to work equally well at another track. They fail to accept the fact that geography, surface, the class of horses and other factors indigenous to Track A may be entirely different from those at Track B.

If they're referring to Synthesis, they can view as many as 18 different Corollaries. By keeping records of *which* Corollary combinations signify winners at different tracks, they'll enjoy equal success at all tracks.

For some this kind of record keeping and close analysis is sheer pleasure. For others it is torture.

To those for whom it is torture, we developed the Validator where only one readout is essential - V/DC. It works equally well at *all* tracks if directions are followed and subjectively oriented visual perception of pacelines, i.e., "Handicapping" is reduced to only the essential minimum.

In his studies, noted psychiatrist Ferenczi determined "Projection" is usually a subconscious defense mechanism. He could have been writing for the Follow Up when he stated. "The person who blames others for his own mistakes or seeks a scapegoat, is using the classic PROJECTION MECHANISM." In general Psychiatry has accepted Ferenczi's UNconscious theory so I guess I cannot truly blame or feel anger toward anyone for making me a scapegoat for their failure (although I'm often tempted).

The "Projection" phenomenon was quite prevalent in our first few years of dealing with the public. Since 1989 it has virtually disappeared as more and more clients accept the tenets of The Handicapping Revolution and begin to consistently win and profit. They have come to understand that believing in the Methodology and its developer is essential to winning. Doubting is tantamount to losing. Doubt still crops up now and then. The last was from a client who strongly suggested that most of the readouts from races in the Follow Up were faked because he did those races and did not bet the same horses (winners) as the clients sending in the races. He did get the same horses but wagered differently. An extension of this accusation is another we seldom get: that I, or some associate, write all those glowing letters in Vox Populi.

This accusation is "Projection" in the extreme, reaching almost a level of pathology. All original Vox Pop letters, often hand written, are in our files and available for inspection if anyone wants to take the trouble to come take a look. I'm not naive enough to think that for every "Projector" who comes out of the closet there are not at least five who want to blame IT (or me) any time they fail to win. As for feeling that all good items in the Follow Up are faked, I think that's limited to just a few bent on self-destruction. Those who want to blame IT, will find a lot of races in this Follow Up sent in by clients who bet and won them. Several are from Golden Gate where two clients have insisted "IT" doesn't work there.

Our most recent correspondence from a "Projector" wanted me to stop using client reports and readouts and publish only races done by Aline and myself with the condition that we fully explain our wagering decisions down to the last detail. For starters, when we do publish races done by me, I always explain the rationale for my wagers, even when I lose. However, showing off races won by Aline, Shane or myself is not the best way to help people. Publishing results of success earned by clients themselves is far more important. Examining their readouts to learn what they accomplished, opens the door to fully understanding how they reached their conclusions.

We give all subscribers the chance to get **into the minds** of those who are profiting. Those who choose to ignore the mind-set of others and insist on remaining in their own (non-winning) mind-set, are allowing themselves to be non-winners through the mechanism of PROJECTION. My quarrel with virtually every book or article on handicapping and wagercapping (except for Tom Ainslie's masterworks), is that they constitute little more than exercises in narcissism: Ego-centered expressions of "How I did it." Having read all those books and subscribing to all the handicapping periodicals, thoroughly digesting their content, I find that the authors are seldom consistent or fully explanatory in stating just how they did it. Frequently they contradict their own statements from race to race.

One of their most irritating expressions is — "As everybody knows." I guarantee you that in our field there is *nothing* "everybody knows."

I told one "Projector" who entered the same horses as those in races in the Follow Up but bet them differently, that nobody could make his wagering decisions for him. Like choosing a wife or religion, these decisions are personal. In one instance one of my bets was on a horse he bet. Fortunately my other bet was on the horse that won as cited by the client who sent us the race.

In short, it is absolutely essential that we publish as many races submitted by clients as possible. The power of any Methodology cannot be measured by the success of its creator or those under his personal tutelage. It can only be proven by the success of a diversified group of users exercising their right to be correct or incorrect in accordance with their own powers of comprehension and WILL.

"Projection," blaming one's failures on others and a near paranoid suspicion of other people's honesty, is taking the fast lane on the freeway to failure.

Shakespeare said it better: "The FAULT, dear Brutus, is not in our stars, BUT in ourselves, that we are underlings." (Non-winners)

Still good after all these years... SARTIN MANUALS AVAILABLE

THE TANDEM RACE: How to Spot It, How to Win It \$29.00

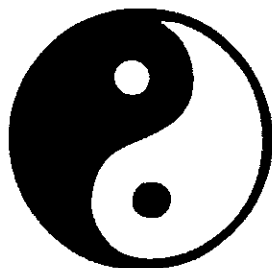
Dr. Sartin's elegant, counter-intuitive handicapping procedure that can give you the insight to win those "un-winnable" races. After months of study of his own and others' losing races, he developed this whole new insight into handling horses coming from the same race and facing each other again today. A must for the intermediate and advanced handicapper.

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An in depth study of Chaos theory applied to handicapping

Psychology of Winning



Howard G. Sartin, PhD

Just had a long conversation with Alex Milstein, MD, psychiatrist and long time client. He sensed a degree of frustration exhibited in some of my recent Follow Up writings. So he reminded me of my own words: Those involved in Handicapping/Wagercapping are a microcosm of the public at large. Therefore, he opined, clients, relative to their total number, will suffer (percentage wise) from the same problems and disorders as the overall population.

This means we'll have a certain percentage of clients with reading disorders, Attention Hypo/Hyper Deficit Disorder, feeble mindedness, Schizophrenia, Depression or Bi-Polar Disorder, Hypomania, alcohol and narcotics addiction, Ph.D's from Harvard etc., etc., equal to the percentage of the public with the same disorders and/or addictions. To date we find that Reading Disorders lead the way. Even those who can read tend to sometimes see what they want to see in the Follow Up. Quite often this is contrary to what was truly written.

By the same token we have in our group the same percentage of highly intelligent individuals, intellectuals, geniuses and near geniuses, computer savants, those with higher scholastic degrees and superior cognition, et al, as in the general population.

He suggested, therefore that I return to my original premise. That of operating a practice rather than a business. In a business, clients inadvertently become customers. As a result the old adage of the customer being right tends to prevail over individualized therapeutic treatment for that minority of clients who are representative of the above disorders or addictions.

We do have a few clients who are, at least, functional psychopaths. Most have no chemical imbalance that would qualify them for a clinical diagnosis. A few do. In our earlier days I could sort these persons from the rest and give them personal attention. In many cases I would recommend that they not attempt to become Handicapper/ Wagercappers until they went into treatment.

Most or all of the above disorders, whether functional or structural, will render the user of any computerized methodological procedure virtually helpless when attempting to cope with the intricate complexities one needs to accept in order to profit.

One doesn't need to understand them to achieve consistent success in this stochastic, decision oriented field we're determined to master. This is an important fact to remember. Some of our winningest clients have been truck drivers, carpenters, house painters and plumbers.

I dislike the term "preponderance of evidence" when applied to our field. However it is applicable when it comes to assessing the human natures of those who win and those who do not. Based on that old legal phrase I know that anyone who has subscribed to the Follow Up for the last six issues is winning unless they are suffering to some degree from one or more of the previously named disorders. This is what is causing them to deviate from prescribed instructions. It also applies to those having cyclic success with the corollaries in Synthesis. They get hooked on a self-determined set of readouts and do not adapt to changes that occur every few days. There is no way that any individual can successfully rely only on just a few corollaries in Synthesis and expect to win. Those who so rely are victims of stubborn resistance!

This is not true with the Validator, which is why it was created. One readout, V/DC, is sufficient to turn the vast majority of clients into profitable winners.

The name of one problem not listed previously has been discussed at length in past issues. It called the Repetition Compulsion. It applies to many who fail. I may sound a bit harsh here but actually I'm being quite charitable in attributing failure to a known disorder other than ego-centered obstinateness.

It is very difficult for most of those at the office to ask the kinds of questions that might determine the difference between those who: (A) don't read the Follow Up, (B) those who won't thoroughly read the Follow Up, and (C) those with some kind of disorder that prevents them from understanding what they see in the Follow Up.

NOTE PLEASE: This does NOT apply to relative newcomers.

Recent statistics on the disorder we know as ADHD (formerly ADD) show that it is quite often misdiagnosed by those not qualified to make a diagnosis. What many elementary school teachers and general practice physicians are calling ADHD is nothing more than stubborn resistance to informational and/or social reality.

The true problem is rooted either in environmental stimulus or to a chemical imbalance not subject to cure or amelioration with Ritalin.

Call it what you will: Anxiety, Panic Attack, etc. It boils down to one thing: FEAR. Those showing no fear in normal or even dangerous intellectual or physical pursuits, suddenly encounter **fear** when faced with interpretation of readouts and making wagers. A few repress this fear, overcoming it with unreasoning macho or betting too boldly. Most get the feeling they're walking on eggs and, as a result function with choice and wagering decisions clouded and distorted by their fears. They lose, then kick themselves afterwards because the winner was right in front of them in their readouts.

Feeling anxiety when engaging in a stochastic event is normal, even desirable in the earlier stages of the endeavor. Freud would call it your Super Ego at work. Dr. Eric Berne would say it was CATHEXIS to your guiding Parent Ego-State. Others would merely explain it as a normal precaution against losing. Psychiatric or therapeutic analysis would strongly suggest that *first* you explore your fears, carefully examining their potential substantiation as opposed to their being curbed or channeled by empirical reality.

The object of this is for you to actually work through your fears as if you were not you but an objective person or someone from Mars viewing you and your fears with no emotional or self-involvement. Weigh your anxiety against the reality of your handicapping/wagercapping over at least a 20 race cycle. If your long term records demonstrate that your are becoming successful, your fears are not based on reality but on fear itself.

If you're not successful, your fears are justified and you should be a \$2 bettor until you do show a record of success. In short, your fears are protecting you from yourself. Hence, you must examine yourself with objectivity and ask why you are failing while so many other clients are enjoying profitable success.

If you choose to rationalize away your failures with self-serving B.S., then you should quit entirely until you can face reality and actually do something about it.

No matter how successful or unsuccessful one becomes, there will always be some degree of underlying fear involved in our endeavors. It is felt far less by those with lots of money, but felt nevertheless.

Fear is the handmaiden of any endeavor that is stochastic, governed by variables and requiring multiple decisions over a short time span. To those who will accept a therapeutic solution, fear itself is therapy. A little self-catharsis will help reveal the source of one's fears. They are seldom rooted in handicapping itself. Picking winners or losers and betting them is merely the trigger mechanism that exposes more deep-rooted fears.

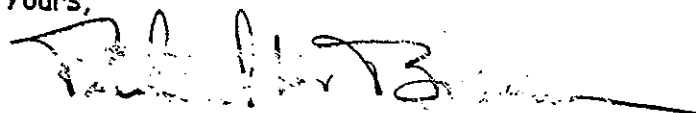
Often your response to fear is not just psychological. Among other things, it is often associated with your Serotonin levels. These are subject to radical changes caused by physical/psychological trauma, or emotional mood swings and can have a great deal of effect on your manifest skills.

At one time medical testing for Serotonin levels was expensive. Now it's routine. Anyone who is continuously beset by anxiety, cyclic ups and downs or an unreasonable fear of risk, especially our kind of risk, should have a Serotonin level check.

Statistical studies of population trends notwithstanding, I still cherish the dream of all clients becoming winners. Intellectually I can understand the remoteness of that possibility. Yet dreams are the stuff that separates man from beast. So I'll not give up the dream but continue striving for a formulae that overcomes population statistics.

In closing, let me say that I consider it a break for me that its taken the Doc this long to find his thousand winning handicappers. I never really thought I'd have the opportunity to be one of them. I look forward to it.

Yours,



R. L. B.

The writer of this letter has surveyed the potential of all the many "products" available to would be handicappers. He has the one positive thing that the lack of keeps most horseplayers in the loss column: ATTITUDE! His attitude will make him a winner.

To expect even 1,000 persons to join and continue following the tenants of a "Handicapping Revolution" that defies mainstream inspired attitudes is asking a lot.

Serious studies of horse racing winners, break evens and losers began in the 1920's. Ever since that time to this day, the percentages have changed very little. Based on a full racing year, 5% win. 20% break even and 75% LOSE.

It is a matter of record that 67% percent of our clients are winning. Some less, some more - *much more*. That's a statistic never achieved by any other methodology. The reason is we focus on attitude and curing psychological problems that cause 75% of the public to lose.

For almost a century that public has been subjected to the brainwashing techniques of mainstream experts writing and otherwise expounding "conventional wisdom" that helps create the above stats.

The 5% who win have somehow managed to overcome the effect of that ol' boy network of "experts" who are content to endlessly "market" things that are of little or no value to the aspiring winner.

I repeat with some pride, since 1982 our Methodology has produced *more* profitable winners than any other handicapping product on the market. While you may not number 1,000, I cherish each of you. I work daily to alter that nagging statistic saying that 33% of you are not winning consistently at a profit.

Unfortunately, that one-in-three statistic applies to the various disorders I mentioned at the beginning of this article. Yet, as long as I have breath, I shall work to overcome the realities of population statistics that say one third of any group is destined to fail.

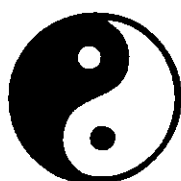
I have surfed the net and read the various commentaries "HorsePLAYERS" make about other people's work, programs, books, et al. Then I read our letters and e-mail and take heart. Perhaps we have appealed and kept within our group a following that does not reflect the percentages that dominate mass population studies. It is consummation devoutly to be wished.

If none of what is written in this column applies to you, just take comfort in what Freud said: "Sometimes a cigar is just a cigar."

***"Think you can, think you can't;
either way, you'll be right."***

Henry Ford

Psychology of Winning



Howard G. Sartin, PhD

Successful Wagercapping "The Mental Game"

FEAR: False Evidence Appearing Real

1. What are you afraid of?

Take out a sheet of paper and write down your fears. Don't edit your thoughts. Just see what comes out. Writing down your fears takes them out of your head, out of your unconscious chatter and makes them tangible. Acknowledging that you have the fear is the first step toward change.

Ceci Russell

It's become a favorite subject of TV Sports Announcers:

"THE MENTAL GAME"

In the 3 hour telecast where a flu-ridden Tiger Woods lost by a stroke in Palm Desert, Al Michaels and the other announcers must have used the expression "mental game" at least 50 times.

The vast majority of purveyors of handicapping systems and methods claim that this is an "information" game. Few will accept that it's 90% mental *if* one has a selection procedure that is even reasonably accurate. Where the "mental game" dominates is in the **decision making process**. The word I get most often is, "The winner was right there in my readouts but I failed to bet it."

Selling Information is what keeps handicapping magazines and book sales healthy. I have yet to meet anyone who actually learned to **win consistently** by reading magazines or books on handicapping. They all offer diverse bits of information that's *supposed* to lead us to the Win Window. Most avoid teaching the true **art and science of winning** itself. They devote a lot of space telling their readers who "should" win. Unfortunately the horse that "should" win does so about 22% of the time. Ironically most experts - one horse bettors - do not even claim that they win more than 22% of the time. However, they do claim that these 2.2 winners in ten races all pay double digit mutuels.

Tom Brohamer is a rare exception and wins a higher percentage of his races but, unlike his hyperbolic counterparts, doesn't brag about getting nothing but double digit mutuels. His double digit figures come in his golf game which is still around par. Pretty good for a 60 year old man. He says he's no longer very interested in handicapping, preferring golf. 60 years old! Egad, I knew him when he was kid!

Lately I've been getting more correspondence about being "In the zone" than any other kind; Right brain, left brain and other psychologically oriented questions. In fact *most of the questions*

we get are essentially psychological, even when the clients don't frame them that way. It is a delight to receive those where the client recognizes his/her problem as being psychological. Not so with those who will never admit that their personal psychology has anything to do with handicapping success or failure.

Happily the latter group is small. Sadly, they are apparently semiliterate or just obstinately put themselves in a mental set that glorifies ignorance. This is the tyranny of the mediocre also known as **intimidation by ignorance**. More of us are intimidated by this kind of behavior more than we are by persons with superior knowledge. It's one thing to succeed in life bragging of an education that ended in the 10th grade, but another to *fail* and *still* brag about it.

I see ads for "Hooked on Phonics," where they guarantee at least one higher grade in reading after six weeks or your money back. Also, most public high schools also offer remedial reading classes at night.

I'm well aware of the fact that than much of the alleged semi-literacy claimed by that nagging minority of clients stems from laziness and/or stubborn resistance.

I know a number of our supposed competitors who deal in volume sales. They will grant that much of their response comes from persons boasting of a kind of ignorance disguised as knowledge. They just sell what they can to these people and ignore their failures. That's the advantage of volume sales to a mass market. We've never had or wanted the luxury of mass acceptance.

Over the years our Methodology has appealed almost exclusively to those looking for an intellectual challenge. As a result of the many caveats in our Information Package, only a few of the other kind slipped by our scrutiny. I wish they hadn't.

I get many intelligent questions about Right-Left Brain Hemisphere Topology and "Being in The Zone." Don't worry about Hemisphere Topology. It's good for popular magazine articles but makes no difference if you're using one of our Advanced computer Programs. The "Zone" subject was very big when Michael Jordan was still playing and has reemerged with the amazing feats of Tiger Woods.

Along with Mohammed Ali, Jordan and Tiger are **advocates of meditative visualization** and attribute the success of their "mental" game to this practice. It's also a basic teaching in Buddhism. In Tiger's case, it also helps to be able to see in the dark.

Despite Follow Up articles on the **losing power** of trying to use more than six bits of information, **many clients still think that more information equals greater profit**. For years both Cognitive and Behavioral Psychologists have made many extensive studies of "HorsePlayers" and found that when they tried to apply more than Six pieces of information their skills deteriorated. While their confidence rose with the extra ammunition, their profits dropped dramatically. It's also quite interesting to note that the majority of the "Horseplayers" under study who won using a minimum amount of information, went back to seeking more information at the end of the studies. They *lost*. But they lost with a lot more confidence.

That's "HorsePlayer" mentality for you.

A successful example of **minimal information** is Tim Brothers from England. They have no real "information" in the U.K. that applies to North American Racing. All Tim knows about U.S. Racing is what he reads in our manuals and Follow Ups. He uses nothing but Bottom Line/Betting Line, The Early-Late Graph and the V/DC from Validator 2. Val 2 also helps him when he has any doubts about Paceline Selection. Oh, yes. He can also read a Tote Board.

Since getting the Methodology, he has never bet a British race. He downloads our races through TrackMaster and bets by internet or phone through a New York site.

Virtually every other purveyor in this field sells information. Sells it and claims that the more

information we have the more we win. As with most of the claims of handicapping hucksters, these claims are 180 degrees opposite of truth. Yet, even some of *you* believe in the "more Information" theory. It's hard to abandon.

This is why newcomers with *no handicapping experience* who have never read anything on the subject, often do better than old hands. Do better that is, until some old hand contaminates them with the kind of Information that destroys their profit potential.

The excessive information concept has done one thing for sure. It has been a major contributor to the fact that in today's racing, favorites pay less while Overlays pay much more than ever. The only time when both favorites and overlays paid more was in the days of minimal track "take" and before Incremental (fractional) times and beaten lengths were published.

Here, for the benefit of those who didn't see them - or who ignored them - are results of two "information" studies.

Dreman Value Stock Report

Published by FORBES MAGAZINE and DREMAN VALUE MANAGEMENT LLC

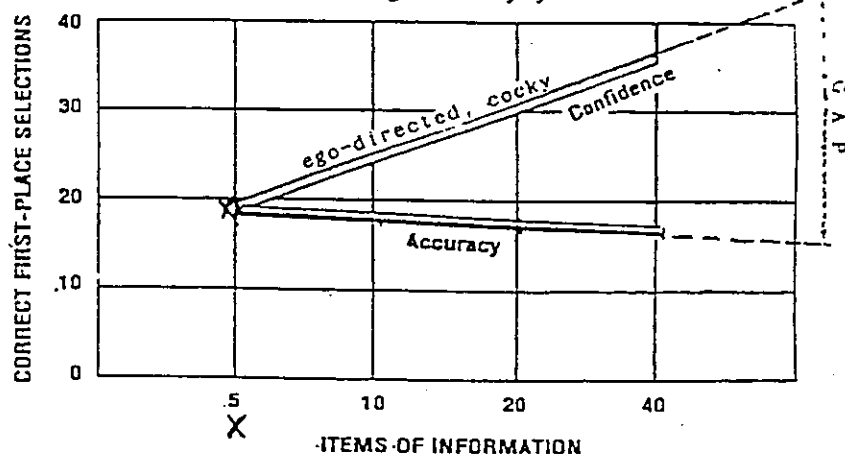
THE INFORMATION PARADOX

There is a tremendous demand among investors for incremental information on stocks. Every scrap, every fact, and every rumor is devoured eagerly. Investors believe that the increased dosage of information gives them a shot at "the big money." Would that it were so straightforward. Paradoxically, what might seem like an information "edge" may not help you. A large number of studies show rather conclusively that giving an expert more information doesn't do much to improve his judgment.

Interestingly, the finding seems universal — no improvement with more information. The same results were obtained using track handicappers. Eight veterans of the racing form were progressively given 5 to 40 pieces of the information they considered important in picking winners. As the nearby table shows, their confidence rose directly with the amount of information, but the numbers of winners, alas, did not.

BAD NEWS FOR HANDICAPPERS

Average changes in confidence and accuracy with increasing amounts of information

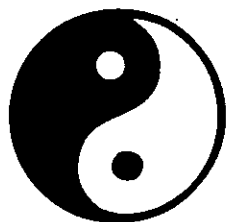


The Age of Information Overload

I thought I'd send you a copy of this article which appeared in the June 28 issue of *U.S. News and World Report* magazine. It is actually an "article within an article." In this issue, the magazine did a major story on retirement. But within the article they referred to "A study of horse-race handicappers done by Paul Slovic, a professor of psychology at the University of Oregon." In the study:

Slovic asked 17 handicappers to predict the outcome of races already run. Slovic doled out information about the horses a little at a time, each time asking the handicappers to predict the winner and to note their confidence in the predictions. He found that as the amount of information increased, confidence increased, but the accuracy of the predictions did not. Maybe what they are saying here is the more information you receive, the more confusing the situation becomes.

Psychology of Winning



Howard G. Sartin, PhD

Stress & Brain Chemistry

There will undoubtedly be those who will use this column as a crutch, as an excuse for not following directions or blaming failure on some source other than themselves. So be it. The information is vital.

When an individual is under stress, brain chemistry is altered.

Extreme stress alters brain chemistry so extremely that neurotransmitters responsible for cognition fail to function. In short, stress can cause one to **not think straight**.

Even a few clients with the **winning habit** are under some kind of stress but not enough to seriously affect brain chemistry. About 75% of all horseplayers are under stress but most don't recognize it since their brain chemistry has been permanently altered just by the fact that they are horseplayers. 25% don't give a damn. They have *no* high expectations to begin with. They *play* for the fun of it. We have a few clients like that. They're wealthy and like to play around with computer programs, never caring very much if they win or lose.

Some of you tell me you're under stress, especially when it's time to make wagers, so I cannot vent any real anger when you fail to make correct decisions. Malfunctioning brain cells create a temporary state that is akin to psychosis, and one shouldn't get angry with psychotics.

The happy news is that most of our stressed out clients have overcome by gradually acquiring the *winning habit*. Even so, stress is always lurking in the wings. For many clients a couple of losing days or even four losses in a row can cause stress to rear its ugly head and render cognitive powers impotent. When this happens I hear the phrase: "I had the big winner right there in my top 3 but didn't bet it." How many times have *you* said that to yourself or to me?

All this goes back to what I've emphasized since 1975. Successful Handicapping/Wagercapping is at the very least, 80% psychological and 20% skill. In recent years those figures have become more like 90% psychological. The need for skill has been virtually eliminated by Validator 2. Aline Best says that if every client used this program there would be no need for tech support.

Eric Penicka, publisher of the Ohio Turf Report, says that our latest program "Actually takes handicapping out of the picture and does the work for you." (see his review, this issue). He is careful to include the caveat that this statement is based upon the user precisely *following directions* without deviation.

This is true. Yet stress-related deprivation of cognitive brain chemistry is the chief cause for most people failing to adhere to directions. When stress is coupled with stubborn resistance to new or revolutionary concepts, it is even more damaging.

STRESS AND RECIDIVISM

Recidivism means nothing more than a relapse or recurrence of a disorder. In our field that disorder is **non-winning**. The word is most often used in Criminology defining those who backslide into past criminal behavior. It also applies to alcoholics and other addicts who seem to be on the road to amelioration but return to their addiction.

Were it not for recidivism my work would have been successfully concluded several years ago. Since 1982 I've received almost a thousand reports from clients who expressed elation over the fact that they were winning. Then, with a predictable few, these reports gradually stopped. Some dropped out, others had sense enough to call for a phone or office appointment.

As a result they went back to winning. Most persons involved in any kind of stochastic activity require continuous outside support.

Many of those recidivists who dropped out did so because they heard about or read advertisements for some system that was faster and "easier" than the Methodology. "Simple" and "Easy to Understand" are key advertising words that tend to hook persons under the kind of stress that makes understanding anything complex difficult.

Unfortunately for them, handicapping is complex and success cannot be achieved by means that are simplistic or easy. Ironically, within a period of six months to a year, many of these dropouts returned. They cursed the names of those who sold them the allegedly "Simple" methods and computer programs for which the recidivists claimed to have paid thousands of dollars. Failing to win or profit, they blamed the purveyors.

In reality they should have looked in a mirror and blamed themselves. The almost universal chicanery of entrepreneurs selling "sure fire" systems has been well documented. Anyone who thinks there is a simple, easy to understand, surefire system that will consistently win at the races, is delusional and in need of a reality check.

The upside to this is the fact that 95% of all horseplayers are naive and delusional. If they were not, most mutuel pools would be minus pools and horse race wagering would offer us no edge or profit.

The truth is that winning at the races is mostly *psychological*, while losing is *emotional*. Mental attitude alone determines a winning or a losing outcome. Few, if any horseplayers will ever accept that fact.

Every aspiring handicapper is burdened by the socially imposed premise that betting on anything, including horses, is **gambling**. This was recently confirmed when California's governor

vetoed a Bill, passed by both the State Legislature and Senate, allowing interstate, internet wagering on horse racing. Several other states have followed his lead. The reason given: "Too much gambling already."

This conclusion is directly opposed to why most states legalized pari-mutuel wagering in the first place. Legally what we do is considered a skill, that if mastered, is **not** gambling. Unlike lotteries or casino games, ours is not a random event but a stochastic one governed by variables. Through the pari-mutuel apparatus we are not betting against the house or fixed odds, but against a mass of others. Odds are determined by the betting decisions of the "crowd," not the track. Hence what we do is not gambling (unless one chooses to make it so).

So the Governor was in error when he vetoed the Bill on the basis of "Too much gambling already."

The problem shared by recidivists and those who constantly vacillate between winning and losing, is that while they may intellectually accept the concept that Wagercapping is not gambling, their hearts won't buy it. They are the victims of long-term social conditioning that says all gamblers end up losing. This conditioning is re-enforced by so-called "friends" loudly voicing ego-centered ideas based on prejudiced and unreasonable opinions that serve to confuse and intimidate the fragile security of the winner. And please accept the fact that some winners are emotionally and cognitively less secure than others.

Many like to compare pari-mutuel wagering to investing in the stock market where multiplicity of information and insider tips and manipulation *do* play a big part in outcome. The **big difference** between our pari-mutuel apparatus and the stock market's is the method of reward. When a lot of persons buy a stock the price goes **up**. When a lot of horseplayers or Wagercappers bet a horse, the reward goes **down**. Therefore, in the stock market, **profit** comes from betting *with* the majority. In our field it comes from betting *against* them.

It's just that simple.

For persons who have always adhered to socially accepted behavior, rules and attitudes, revolting against others who are so conditioned causes the kind of stress I wrote about in the beginning of this treatise. Even though this nation began as a *revolutionary* one, conformity now dominates. We still have a lot of revolutionary minds in North America but for the most part, they don't handicap races.

So, in our endeavor the **mainstream dominates**. To sell any system or method to the masses, an entrepreneur must appeal to the mind-set of the masses. I don't. That's why I have clients instead of customers. Most horse race fans and bettors cluster toward a mean that I reject. Happily it's the masses who give us those closing odds that produce favorites and second favorites that win races about 50% of the time with mutuels that are not profitable.

In order to profit consistently from Wagercapping one has to overcome social conditioning and become a Revolutionary. To such a person, stress is replaced by a degree of fanaticism that fosters a benign kind of contempt for those complying with socially accepted views.

I say benign, because, even a revolutionary can love his/her neighbor - except when it's time to handicap and bet.

For those who ask friends, even strangers, "Who do you like?," losing is the natural result. Success comes from a "Me against the world" attitude when selecting contenders and pacelines and making wagering decisions. Those who cannot be **self-contained and self-focused**, which actually means totally *selfish*, while working and betting races, should never expect to become consistent winners. For example, those of you who have met them, will recall the behavior of both Jim Bradshaw and Tom Brohamer when they were engaged in making handicapping/betting decisions - a harsh "Leave me alone," either in words, eye contact or body language.

When not so engaged, they're two of the nicest gentlemen around.

In other words - don't ask a famous Matador to sign your autograph book while he's engaged in the moment of truth with a charging bull.

To be a consistent winner one must learn to be like a Matador, alone at the moment of truth facing a charging bull. Yes, mounted Toreadors are somewhere behind you in the form of this office and the Follow Up.

Still, like the Toreadors, they cannot get to you in time to halt the charging bull. That task is yours alone.

An Important Message from TrackMaster!

Dear Mary, Doc and friends,

We've just added an unlimited option for TrackMaster PP's and wanted to let you know so you could put it in The Follow Up. It should save many of your clients money as they use the TrackMaster PP files to power their Sartin Methodology programs.

We now have four options:

1 month \$79.95
3 months \$219.95
6 months \$409.95
12 months \$799.95

To change to any of those options from the Pay-Per-Use options they currently have users can do so on line on the TrackMaster PP Race Card Selection Page by clicking on line near the top of the page that says:

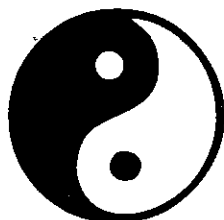
Click here to **CHANGE** your billing **INFORMATION** or Password

For any other inquiries please call us at (800) 334-3800 from 8 am to 6 pm Pacific Time, Monday through Saturday, Sunday our hours are 8 am to 4 pm. We will be closed Thanksgiving Day and Christmas Day.

WISHING YOU A HAPPY and HEALTHY Thanksgiving and Holiday Season.

Ellis Starr
TrackMaster- An Equibase Company

Psychology of Winning



Howard G. Sartin, PhD

THE MASOCHISTIC HORSEPLAYER

Over the past 13 years we've had two different responses to this column. Most winners say it is largely responsible for turning them from non-winners to winners. Others avoid it like the plague, calling it "psychological" crap. They refuse to accept the fact that one can not consistently win just by using numbers and/or information alone.

Winning stems from an **attitude** and attitude is based on how one "internalizes" information or numbers or any other given factor.

Unfortunately this is also true of non-winners.

It is quite human to internalize negative experiences from childhood in such a way that traumas from these experience, while more often consciously forgotten, continue to affect attitudes with negative responses to anything beyond mundane and repetitious aspects of daily life. This is the basis of the "Over and Over" script. We persist in repeating behavior and experiences beginning as unpleasant, that we have somehow twisted into being okay.

This is the phenomenon of "Negative Strokes." Translated: If I can't have positive loving experiences, I'll take pleasure from abuse to the point of *masochism*. From the expenditure of this two-sided coin comes the subjective wish to lose. Many would-be handicappers are afflicted with this. It's the old, "I can't stand the thought of dying so I'll commit suicide," syndrome.

Foremost in this category are those who were mistreated or abused, physically or mentally, in childhood who grow up mistreating others, often to the point of being abusive. For the purpose of our endeavor we can eliminate the term "abusive" as it is used in criminology and substitute the word "discounted." Parents, often unwittingly, discount their children by dashing their loftier dreams and ambitions, telling them they're not capable of such heights and should "settle" for less.

Usually these parents feel they are just being pragmatic when they advise their children to strive for more reasonable goals, such as a career in less challenging low-profile jobs that historically offer a life and livelihood that is safe and secure.

Go to any track or off-site wagering center and you'll witness the adult results of such childhoods. The vast majority of the crowd consists of frustrated dreamers, whose wish-fulfillment is a big score from betting the horses. With little clue or psychological conditioning preparing them for the realities of winning at the races, their hands are filled with Tout Sheets or Telephone Service Information or notes from a Trackside Seminar, their mouths filled with "whojalike."

They seek Manna from heaven in the form of authority figures, touts, or even strangers. Anyone but themselves. Momentarily, at least, they believe anything they see or hear that supports their elusive dream.

This is why 75% of all race-goers lose money on any given day, 20% will break about even and 5% win. That's on a given day. Over a longer period time all will lose money except a few members of that 5% who will continue to win and profit consistently.

To be a member of that elite minority I suggest that you take one of those voice-activated tape recorders, mingle with the racing crowd, record their comments and go home and listen. You should conclude: "There for the grace of whatever, go I." If you fail to so conclude, you belong with "them" not us.

When I started out I did this. I listened and said to myself, if I can't do better than these people, I have no right even attempting to win. Instead of "treating" myself I should run like hell to a psychiatrist because the attitudinal reasoning of the vast majority of these people is neurotic.

Winning is **attitude** and **reasoning**. It is also a lonely venture where anyone else, including friends, are detrimental to our Handi/Wagercapping health. This is hard to get across. Too many people, including a few clients, fail to win because they treat our endeavor like some group venture. In this field, you're not a member of an orchestra, you're a soloist, a single act. Refusing to recognize this vital fact becomes tantamount to non-winning.

Group Handi/Wagercapping is akin to group hysteria. The loudest, most domineering of the group influences all. And please don't kid your self, this also applies to famous experts who go with each other as a group. They also do not win consistently. I found this to be true many years ago. Believe me, these were (are) the best known of all the author-experts in the business. The very best of these, two that I know, would accept losing for a short while then go off by themselves.

The only possible exception to this rule would be having a true group leader who can teach while making betting decisions. A rare bird, so don't be duped by anyone who acts the part but does not qualify.

I often go with others but I never listen to a word they say. Usually they respect my attitude and don't say anything, at least about the races. They may ask a question after I've already made a decision but never before. I just refuse to go with anyone who behaves otherwise.

The handicapping part is easy, especially with Val 2. Making proper wagering decisions is the hard job and it must be done all alone, completely within the Self. It is the Self that wins or loses and only the Self can be blamed or celebrated.

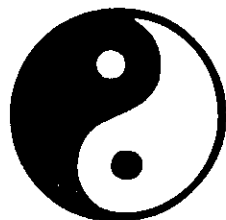
Knute Rockne told his Notre Dame football players that a "team that won't be beat, can't be beat." Nice motivation but not true. The biggest, fastest and most skilled win physical contests. Ours is a mental one. Rockne's motivation speech **does** apply to us. We can only be beaten if we beat ourselves. Every non-winner with whom I've been in contact beats him/herself. The sad part is, some seem to enjoy it.

Time for an attitude check.

***"I skate to where the puck is going to be,
not to where it has been."***

- Wayne Gretzky

Psychology of Winning



Howard G. Sartin, PhD

Winning at a Profit... Now 90% Psychological

I keep getting e-mail, letters and phone calls from clients who win a greater percentage of the races than I. They praise the effectiveness of our programs, yet confess to a lack of self-confidence when it comes to betting for profit. They make a little but, according to their own records, not as much as they should relative to their own Win percentage.

The history of this Methodology is replete with win percentage records that dazzle the outside experts whose own win records don't even approach ours. However, they say we're a bunch of wimps because most clients are "afraid" to use their advantage for optimal profit.

In many cases they're correct. That's a tragedy because the average number of wins per 20 races enjoyed by the majority of clients exceeds that of **all** the best known author-experts in the field.

This is probably my fault. Historically psychologists, as individuals and psychotherapy in general, have always appealed more to those who are fundamentally insecure and beset with doubt and self-confidence problems. The Methodology itself appeals more to persons with intellectual bents who constantly seek answers to everything but seldom accept solutions from an outside source. They continue to probe beyond the obvious - often toward the ridiculous - seeking self-resolution of all questions, not just once but almost daily.

This is the essence of the exploratory mind. It is the foundation of genius and many socio-intellectual advances. In our field it may work for some but certainly not all.

Many a known genius has probed the potential of stochastic events in the laboratory: Pascal, Einstein, et al. None have ever gone to the track and attempted to make or augment a living with their theory.

Contemporary members of the handicapping community with I.Q.'s higher than their peers, write books that hold great promise. A scant few of them actually succeed in making or augmenting a living by following the dictums of their own books or articles.

I regret that most of you have not met or bet with many of them. I have.

On the other side of that coin is the general race-going public - dreaming of windfalls by betting hunches, jockeys, tout sheets, and probing strangers with "whodoyalike?"

There are far more psychological help books on the market than there are about handicapping. For those who can win but profit little through lack of confidence, I suggest a change in focus on what you read, listen to on the radio or watch on TV.

With my daughter's help, I'm always finding books and special interest TV shows designed to cure minds and souls suffering from ambivalence, confusion and self-doubt. The material is out there but you won't find it in a popular handicapping book or magazine.

In past issues I've repeatedly asked the question: Do you really want to win?

By win, I mean winning races for profit. During the best of economic times we took a client poll on this subject. Back in our salad days of the 1980's, the majority of clients were more keen on winning races than money. That's because they had never before found a system or method that worked to a degree where they could earn a profit.

Within a short time the statistics of the same poll were reversed. Clients were starting to make real money. Their faith in making profit increased. Many began supplementing their income using our computer programs. A few even made most of their living. And that was before we developed our current programs that prove the amount of profit one makes is in direct ratio to the amount wagered.

However, from the beginning, as today, personal psychology is the sole reason that many profit and an ongoing minority fail to do so. Individual attitude (mind-set) makes the difference between Winners and Non-Winners. Attitude is also what keeps that minority of our clients from properly understanding directions. Some seem to interpret me and my audiovisual aids according to their own whims.

The Follow Up is our means of constantly "nagging" and repeating things to all clients hoping they will begin believing in themselves and their Methodology, betting enough to justify their efforts. That's why we publish winning reports and Vox Pop letters to demonstrate that *it can* be done.

When I was developing this Methodology my only problem was knowing if it *could* be done. If it can be done, I told myself, I can do it. At the outset I made a search of tracks, legal books in Nevada and Mexico to find someone who consistently won at a profit. I found very few.

I had no Follow Up or Vox Pop to encourage me. I had to search for and find that consistent winner on my own. The first was Sam Sedgwick, (now deceased). We formed a bond. First he picked, then taught me how to Improve, my selection of contenders and pacelines. We put our lines through my old Texas Instruments TI-59 programmable calculator.

We both won. But then I refused to go to anyone else when handicapping or wagering. My absolute prerogative was to "Do it on my own."

Everything that Sam taught me, Huey Mahl's *RACE IS PACE*, and all I've learned since; much of it after 1991, is contained in our various manuals, audio and videos and, especially in the Follow Up.

The Follow Up was born in February, 1987. That same year I was speaker at the Seventh International Conference on Gambling and Risk Taking. It was held at the University of Nevada, Reno and featured a group of psychologists, psychiatrists and sociologists who specialized in the treatment of Problem Gamblers. There I introduced a paper and lectured on "Win Therapy." It was later published in a leatherbound volume (that's even better than hard cover). My audience consisted of practitioners who advocated complete abstinence - gambling's Volstead Act. While the top M.D's and Ph.D's in the field completely debunked any idea that Winning could be taught (if limited to pari-mutuel events), a surprising number of sociologists wanted to know more. Even some Ph.D's coming in from Europe and Australia defended me aloud from the floor after I was discounted by the symposium's chairman.

The result was that an American psychologist - Dr. John Rosecrance, an Australian Professor, Michael Walker and a German, Dr. Gerhard Meyer wrote books with full chapters and other entries dedicated to the **positive aspects** of my research and its results. Meyer's was written in

German. I was never able to read it, but he praised my work. I should think so, I bought him and his wife a gourmet dinner.

Rosecrance even went so far as coming to several Beaumont workshops interviewing attendees. He learned more about the tragedies of their past gambling experiences than I. They had lost homes, cars and wives and had taken bankruptcy as a result of their former gambling habits.

In a book called *Compulsive Gambling, Theory, Research & Treatment* (cost \$44.95), he wrote that they were now winning or at least breaking even at the horse races. That book is vintage 1989, long before the era of the Pace Launcher Series, Synthesis and Validator.

It is important to add that all attendees at our Beaumont workshops were immersed, by direct contact with me, in the psychological aspects of winning and its effect on their success.

We've come a long way since any of those and other books praising my "Win Therapy" were published. But it's still in the Follow Up.

After treating only problem gamblers since 1975, I went semipublic in 1982. For the first five years I emphasized Handicapping procedures over the psychological protocol essential to winning. Otherwise the majority of potential clients would not be interested, even as a few are still not interested. As a result, the 1982 Methodology, Phase III, caught on and we soon became the talk of the "Industry."

In 1987 I began to emphasize the psychology of winning by declaring that consistent success in our endeavor was 80% psychological. We immediately began losing some clients who called my efforts "psychological crap." Good riddance.

Over the ensuing years the power of our computer programs grew to the point where winning has become at least 90% psychological. Now, in 2001, virtually every report I get from our winning clients makes some reference to the "Psychology of Winning" and how it changed them from non-winners to winners both in racing and in life. The "psychological crap" group have remained non-winners. Their failure is as much a tribute to our success as that of the 85% of our clients who win.

Let this be food for thought for all of you who still ignore The Psychology of Winning or Vox Pop: Psychology of Winning is the cause, Vox Pop is the result. You see the majority of client responses make reference to how much the Psychology of Winning helped them. I'm waiting to see Vox Pop letters from the 15% who remain non-winners.

For those who refuse to understand this, here's why: Selecting profitable winners is a matter of **decision making**. Decisions are cognitive - the focus of Cognitive Psychology. Psychologists from all fields have proven over the years that profitable horse-race wagering decisions do not come from a large store of information. In fact, more than six slices of information lead to lower handicapping and wagering proficiency. Even though one of the mainstream's top leaders has a Ph.D in Educational Psychology, his books or lectures never include this fact. He makes his living selling information.

They teach that six-factor statistic at the University of Oregon. It's hard to believe they didn't at U.C.L.A. (more on this in the C.I.A. Report, this issue).

Indecision (Abulia) is so common that it is not even considered a neurosis unless it's contributory to a person's mental health at a clinical level. Yet inability to make proper wagering decisions is responsible for people losing at the races: 15+% of our clients and the vast majority of "HorsePlayers," alike.

Hence, in Win Therapy, indecision is clinically neurotic since we've provided all clients with so many tools to overcome. Remember when I passed out rubber bands to all? The rubber band helped many.

With Val 2, losing through Indecision has been considerably reduced. Remember, almost all of us make a losing decision at least once on each day's racing card.

One answer for those who make bad decisions too often is: Pass races where you have a doubt. Any decision-making problem - pass. If such problems persist more than three times in ten races - give Mary a call and make an appointment to speak with me.

Indecision can often be emotional, resulting from some interpersonal level conflict or even from a bad cold: anything that upsets the body/mind system. I have sometimes left an off-site wagering center very early because my Psycho-Physiology wouldn't allow me full focus.

Too many clients with the same problem are just forging ahead. Then they wonder why they don't win, since they did so well yesterday.

As I said at the beginning of this column, more books are sold on the subject of health (physical and mental), than on any other subject. They all stress the fact that we should pay attention to any sign indicating an inability to fully focus.

In Wagercapping lack of total focus is tantamount to losing. Such focus becomes impossible when one attempts to handicaps in a group of friends or otherwise. Most wives or significant others, are often okay. They're usually kind enough to make you think you know what you're doing, so you rise to the occasion. But when Wagercapping with friends, you don't need any enemies.

Ours is a lonely business. It's us against them.

Not a very humanistic attitude, I admit. It's selfish and somewhat paranoid. Yet it's essential when striving for profit. It's like the difference between playing an instrument in an orchestra or being a soloist at a piano bar. Just don't let them sing along.

To atone for this self-absorption, give more to charity.

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Issue 71, 72 and 73 ~ *An objective testing of our Bottom Line/Betting Line with real money by Mark Cramer.*

Issue 74 ~ First of the Cracking the Corollary Code series, Art & Science of Passing Races

Issue 75 ~ WAGERCAPPING issue

Issue 76 ~ WAGERCAPPING pt 2 - Diagnostics, Prognosis & Treatment

Issue 77 ~ THE VALIDATOR includes the White Paper by Dr. Sartin

Issue 78 ~ 1999 Holiday Issue - More on the Validator

Issue 79 ~ Y2K + MORE PROFIT

Issue 80 ~ Do YOU Truly WANT to WIN?

Issue 81 ~ Here's to the WINNERS

Issue 82 ~ Probability Convergence: The New Science

Issue 83 ~ Validator 2 NOW, Testing Validator 2, Successful Wagercapping, Betting by Example

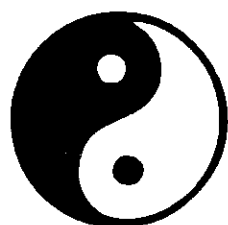
Issue 84 ~ Optimal Use of Validator 2 Paceline Indicator, Contender Selection - The Correct Five

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Psychology of Winning



Howard G. Sartin, PhD

Short Term Hypnosis

In the final three months of 2000 most client calls went to the Tech Support Line, even if the problem was not technical. Today they're better

balanced. More are coming to me. Unless the problem is purely technical, they should be directed to me since they deal with handicapping success which is at least 90% psychological.

I can apply gentle confrontation and still ask specific key questions, the answers to which clients find "denial" more difficult. Except for true newcomers, non-winning is as much a kind of denial as it is in other addictions. When all is said and done, non-winning, with the tools we provide, is an addictive habit. It is just as much a form of self-punishment as alcohol or narcotics abuse.

This should not come as a surprise. Virtually everyone who came to us in the first place did so because they were non-winners. This is wise. No truly consistent winner needs a psychologist or a psychiatrist. They should avoid them at all cost, even at cocktail parties.

All psychotherapy is designed to guide persons to affect a *change*.

Throughout the world people spend billions of dollars annually in fees to psychotherapists from various disciplines. This tells us that millions of people want to change but, as testified to by the fees they pay, are resisting the efforts of those trying to help them make that change.

There's a statement some of you who selectively browse the Follow Up should linger upon. If you're a non winner, it is telling you more about yourself than an entire self-help textbook.

I have dwelt often and long about the "Do Me Something" Lifescript. One in which an individual is in constant search for Mr. Goodbar or, as in the TV ads, Mr. Goodwrench. Someone to fix everything for them. Someone with all the answers, which in truth means, someone who will take full responsibility off the intellectual shoulders of that particular individual.

The other side of the "Do Me Something" Script are the victim Life-scripts "Kick Me" and "Poor Little Me."

"I make a date for golf and as sure as heck it rains... I try to throw party but the guy next door complains.... Everything happens to me..."

People who love to play golf or throw parties are never victims of these Lifescript. They want to golf or party. The "Kick Me" victim, in our field, does **not** truly want to win.

It is as simple as that and no amount of rationalization can make it otherwise. Hence the solution lies not in answering handicapping or wagercapping questions. It is motivating a person to have a true *desire to win*. The message: "I go to Beaumont, spend a day with the Doc and for about a week afterwards I win like crazy. Then my handicapping goes right back into the dumpster."

When they called me with this problem I queried them on changes in their psychological mind-set and changes in the things they did when winning and to what they might have reverted when they suffered a few losses.

Invariably it was (is) trauma from losing several races in a row that threw them. They panicked. Then regressed to their old ways - following rules by which they abided and lost before they joined us.

(1) Recency. Adhering to outdated Mainstream Recency Rules for Paceline selection. There is a lot of difference between using a 120 day old line and eliminating a horse laid off for 120 days

(2).Picking contender/pacelines by outdated "class" designations.

(3) Making 2nd Call velocity and position calls their top concern.

(4) Ignoring Counter Energy on the Early-Late Graph and "Playing" Exactas with the false notion that the horse second most likely to win is the horse most likely to Place. This is true less than 25% of the time and such Exactas invariably pay very little since they are also the primary choice of the "crowd."

These are just a few of the mistakes they make that send them back to Beaumont for reminders about their fallacy. Especially confusing Recency of pacelines with a long layoff.

Often "playing" exactas at all as merely a desperate means of recouping losses. Exotics of any kind are difficult unless your skills are in the "Exotic Zone." That is most certainly not where they are when in panic over a few losses. When one is in a such a mental and emotional state where Win horses elude him/her, there is no sense in attempting to pick a win/place combination. It is pure folly.

Such folly, along with trying to pick contenders by old fashioned "Class" designations: claiming levels and earnings top the list of mistakes made. Using position calls and best 2nd Call Velocity will land one on low paying favorites - if they win at all.

When they come to Beaumont and I have them do a card of races, they seldom do these things because I openly question them and remind them of the facts, all in the Follow Up, that apply to **Today's Racing**.

I make them use the Adjusted, Equalized and Normalized Lines from our TrackMaster download and caution them about using dirt lines in Turf races and vice/versa. Also about using lines other than Fast (unless they can give me a rational reason). I also help them spot races destined to be won by a low paying winners just by looking at the readouts and the Morning Line.

Probably my chief assistance is in forcing them to look at ESP and the E-L Graph to determine which horses are most likely to dominate: Those that can survive their Early Rankings and win

and those that will be overtaken - usually a long shot.

When they call me and asked why they are again losing after a long win "streak," they reveal that when the Beaumont glow wore off, they "dis-remembered" and/or ignored most of these winning nuances.

That's why I sub-titled this article, "Short-Term Hypnosis." In truth when they came here they allowed their minds be completely open to suggestion. That is comparable to "Hypnosis," which is nothing more than helping the subject open his/her mind to suggestion. No magic spell is involved. Many ministers accomplish the same thing every Sunday and, for most of their parishioners it is effective for even a shorter period than some of my Beaumont one-on-one sessions.

Condemning yourself to non winning is a self-fulfilling prophecy.

Thankfully, there are many exceptions, for both the ministers and myself. There are those who leave and never regress. Who "Go forth and Sin No More."—Be that sin Non-Winning or Biblical impropriety.

As I've written in many Follow-Ups, I welcome these one-on-one sessions, especially on a Monday or Tuesday, when my tracks are dark. I have also described the technique for self-hypnosis. It has similar but longer lasting power, since it comes directly **from you to you**. You can hypnotize yourself through focused meditation or by standing in front of a mirror and reciting certain Follow Up messages that other have used to help them become profitable winners on a consistent basis.

Consistent is the operative word here. The occasional big hit is very exciting while the euphoria lasts, but the enjoyment from getting in to the rhythm of consistent winning over every 20 race cycle is far more gratifying. It also makes one much less susceptible to ulcers, hypertension and arrhythmia.

I know it is frustrating to drive to a track or off-site wagering center and find that most races are going to be won by low paying horses. To many, the exigencies of phone-betting are equally frustrating. The temptation to pick a winner at any price, or taking chance bet against two low paying obvious choices, is something everyone has experienced. For some, the solution goes back to our original strategy: wagering 60/40. Betting \$20 a race that means \$12 on the 2-1 horse and \$8 on the most likely Overlay. If a \$14 Overlay Does win you get back only \$56 instead of \$70. But when that \$6 horse wins your return is \$36.

Since \$6 winners are more frequent than those paying \$14, the 60/40 bet is a more profitable way to wager for those who still cannot get Overlays in their top 3 Tiers.

Whereas some clients who have come to Beaumont are the *beneficiaries* of hypnosis, those who can't get Overlays in their Top 3 Tiers - and have the wisdom to bet accordingly - are the *victims* of Hypnosis.

It's the kind of hypnosis exerted by mainstream books and magazines that are far more numerous and pervasive than anything I've said or written. I'm far outnumbered and some people still think that the majority is right. That's a saying that goes back to the days of the American Revolution. It most definitely does **not** apply to the Handicapping Revolution. In our

field the majority wins about 33% of the time with an average mutuel of \$5.80 - $5.8 \times 3.3 = \$18.55$ for every \$20 total bet ($10 \times 2 = 20$) on just one horse to win. By the same token, limiting bets to those same \$5.80 winners and betting 70/30, will return \$24.75 total bet on a \$5 winners. That's a profit of \$4.75 for bets only on the Lowest Odds horse. (24% profit).

I have yet to see a report where \$5 winners dominated.

(See article on "Basics," this issue).

On the other hand, the least skilled clients of our Method, win 48% of the time on horses paying at least \$6. Betting 60/40, these winners will pay \$9 each. $4.8 \times 9 = \$43.20$ for only the low odds bet. And that must assume *never* getting a winner paying over \$6 (\$9) when betting two horses to win as prescribed. I must add that I have yet to see a report where this scenario has eventuated.

I see a few reports where those who cannot get many overlays in their Top 3 Tiers, or when they do, fail to bet them, lose because they tried to bet 50/50 before it was warranted by their individual skills. All it takes is a little 4th grade math for people to determine whether they should be holding out for 5-2 minimum payoffs or accept on of \$6 or even an occasional \$5.80 winner, betting 60/40 or 70/30. At 60/40 the return is \$8.70. We can't bet 70% of \$5 so take 70% of \$10. $3.5 \times 5.80 = \$20.30$

There is no way to actually lose with this Method if directions are followed and one is not beset by self-destructive psychological problems. On the other hand, there are many ways to win less; far less than those who send us a bevy of winning 20 race cycles and/or letters to Vox Pop.

As I am writing this, I had four phone calls. Two were from clients trying to win but using too much peripheral information. The information included used when trying to combine old mainstream dictums into a smorgasbord with the *all the corollaries* in Synthesis. Our Method does not work in any kind of smorgasbord and not everyone has the skill to interpret Synthesis.

I've been saying that since before Validator 1 or 2 were released. I've also stated that we have had a number of winning clients who use Synthesis. The reason most moved up to Val 2 is because of current economic conditions. They needed the profit. They wanted it faster and more consistently than the results they were getting with Synthesis and completely dependent on their own interpretive skills.

That was the gist of the conversation in the third call. The client had interpretation troubles with Synthesis and is getting big overlays with Val 2. Synthesis must have helped him, though. He's become a much better handicapper. He gets most of his Overlays in Tiers one and two. Pretty hard to tell a guy like him to pass races where the *more obvious* low paying favorites show up in Tiers one and two.

The fourth call came from a client who had been handicapping since 1975 and never won more than he lost. He almost broke even with Synthesis but, he too had a problem interpreting the readouts. He got Val 2 and has enjoyed a flock of high paying winners ever since.

COGNITIVE RESTRUCTURING

In the last decade Cognitive psychology has gained more advocates and practitioners than any other single therapeutic discipline. Cognitive psychology looks specifically into the mental process utilized by a client in solving problems. Simple ones at first, then more complex. During the diagnostic process, the client is asked to write out or verbalize a step by step procedure for reaching a final conclusion in solving whatever problem is chosen.

This is often a painful process for both the client and the therapist. The primary problem for the client is staying on course rather than rambling away from some practical solution. Instead of a 1-2-3 sequential approach, clients will become confused and wander away from the prime subject into tangential areas, totally out of sequence with steps leading to any practical solution. The term "logic" is never considered by the therapist. Conventional logic plays no role in Cognitive Restructuring. In fact, no interpretation comes from the therapist. No attempt is ever made to assess the client's use of conventional logic in the steps taken. The client is given all the latitude, imagination and creativity he/she wants in order to reach a final solution.

In the initial phases of Cognitive Restructuring, the client will invariably fail to make a mental imagery of even the most simple steps toward solution. Basically the problem lies in the patient's failure to mentally *internalize* a solution. This makes "externalization", articulating or writing out fluid steps toward a solution, virtually impossible. The most frequent client response is frustration leading toward a tendency to assign blame to others - and finally the therapist.

Previously I used the term "out of sequence." This refers to the client's, not the therapist's, interpretation of "sequence." When the client wanders completely away from any attempt to arrive at a solution and places a mental block against going further, both the client and therapist conclude that the sequence has been broken.

In the early days of the Methodology prospective clients needed a great deal of Cognitive Restructuring. They followed all kinds of "accepted" mainstream directions, like Recency, Class Drops or rises, Sprinters in Routes, Routers in Sprints, universal Track-To-Track adjustments, Turf-Dirt differences and over-dependence on Trainer-Jockey statistics. etc. etc.... Of all these, adhering to so-called "Recency" rules was the most devastating. In reviewing readouts from some clients, I see that their attitudes about recency is keeping a few from winning.

Despite a wealth of positive results posted in Vox Pop and winning readouts accompanied by photocopies of winning tickets and W-2G Forms, I had a couple of new clients tell me they don't believe anyone ever won with this Methodology. The reason is simple. They try mixing all they're so sure they know about handicapping with the Methodology. What they don't seem to want to know is, *what they know is what's hurting them*.

They can actually go 20 straight races without an Overlay winner. Reasons: (1) Refusal to use the Adjusted, Equalized and Normalized Lines from their TrackMaster download. They use "Original Lines" because they "know" how to interpret and adjust "Running" Lines.

(2) One refuses to bet two horses to Win. Another thinks that using a mile race from "original" lines is a better way than ours to handicap 7 Furlong races. The fact that the 2nd Call at 7 furlong

is the half mile and at 8 furlongs it's the 3/4 mile, doesn't seem to bother him.

But their chief problem is following those outdated "Recency" rules. If a horse has no viable line within the past 30 days, it stands to reason that refusing to accept any line from over 30 days back is **not** going to get winners other than low paying favorites and near favorites. The main reason these Recency horses are bet down is because they had a recent good race.

There are a myriad of factors that every fundamentalist handicapper takes for granted. So they refuse to accept, much less follow, my directions. As a result the actual winner quite frequently in never in their readouts at all. Asking them to read, digest and accept the material in Follow Up 84 and 85 is anathema to them because they *know* I'm wrong. After all, every book they ever read says that going back more than 30 days for a line only wins only 6.8% of the time. Over 90 days, 2.6%

Sad to say the books originally offering such figures are from 14 to 22 years old. Not so the authors who parrot those stats, carrying what was myth to begin with into a new millennium.

Those statistics were derived from what mainstream authors call *playable* races. In our Methodology the only **non**-betttable races are those with too many First Time Starters or races with Foreign horses having **no** North American Running Line.

Racing has changed dramatically since the 1991-92 season. Look back over old Follow Up's. At least sixty percent of the races are won by horses who may have raced recently, but their winning pacelines came from as far back as 303 days. (See Article on Recency in this issue)

All doubters would have to do after losing a race for any reason, but especially because of "Recency Rules," is go back over the pacelines and enter several lines as detailed in the Follow Up. It would also help to look at the many races submitted by winning clients.

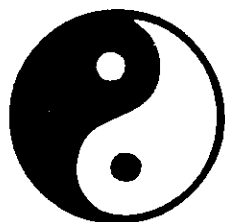
Why anyone would throw away money based on a personal prejudice that conforms to any statistics based on dubious data garnered from old books, is beyond me.

Yet, that's what any article dealing with Cognitive Restructuring is all about. This problem was quite common in the 1980's. Recently it has only cropped up a few times. Usually it comes from newcomers, always from non-winners. Apparently they know far more about "handicapping" than I. They probably do as long as we keep the quotation marks around "Handicapping." Apparently they consider defying all my attempts to make them winners is more fun than making a profit.

We have a few trainers and owners with the Methodology. They use it less to handicap and more to know in what races to place their horses and to make claims. I talked to an owner yesterday. He's a New Yorker who races his animal's mostly in Northern California and Kentucky. We got on the subject of using lines based on "recency" rules to evaluate a contender's performance ability. When he was in New York, he used Len Ragozin's "Sheets" to help place his horses. He learned, and continues to realize, that often a line from over 300 days back is quite often **more** indicative of what a horse will do **Today** than one from the past 30 days. Trainer Dick Mandella who comes from Beaumont, agrees.

However, he says he'd never reveal that to anyone who didn't already know it, or in a public interview. It would mean giving away what he considers to be a "Prime Secret."

Psychology of Winning



Howard G. Sartin, PhD

Self Confidence

There have been times over the past decade when I've wished I hadn't spent so much time in becoming a psychologist. It is a calling that demands understanding of and empathy for emotional frailty. In truth, such understanding and empathy have little place in the dog-eat-dog world of successful handi/wagercapping.

Andy Beyer (and several other authors) have proclaimed that most Sartin followers are a bunch of wimps who don't press their advantage over the "crowd." I've published that quote in several past Follow Up's hoping that all clients would resent it enough to do something about it. Some have; many haven't.

The reason: lack of self-confidence.

In the Psychology of Winning, I've offered both diagnosis of and amelioration for dozens of emotional problems that are counter productive in our avocation. Response has been twofold. Clients with a true desire to succeed have benefited greatly. A minority of others have merely used the diagnosis as an explanation for failure and an excuse to "have" one of the disorders mentioned. In such cases Psychology of Winning becomes a crutch non-winners use to rationalize and justify their failure by putting it in the convenient category of "disease."

All 12-step addiction programs are based on supporting the addict in an ongoing process of "self-cure." None offer cure per se.

The chief purpose of psychotherapy is to help the patient-client gain insight into counterproductive personal attitude and behavioral problems. From that insight should come the will to change. Additional therapy only serves to encourage and monitor the results of such will.

At \$150 plus an hour for psychiatric help, only the wealthy can afford **not** to convert their insights into positive change.

The question becomes: If one has insight and can correctly define and isolate a disorder from which he/she is suffering, why can't (won't) that individual affect the necessary change?

The over-and-over behavior pattern is most prevalent and the one most clients refer to when describing their non-winning problem. They keep making the same old mistakes over and over. If they have insight into this, why won't they simply alter their behavior pattern? That's the

question most asked by winners who overcame the problem or who never had it in the first place.

The answer will not be to the liking of those with an over-and-over script. Quite bluntly, they are comfortable with an entrenched habit pattern and what little self-confidence they possess would be shattered if they tried to embark upon the sea of new behavior.

This kind of smug satisfaction may be purely subconscious, causing vigorous denial. But those so denying would not be able to withstand the close scrutiny they would experience on a therapeutic "couch."

Without the **will** to change, no change occurs. The universal reply to this statement is: "I'm really *trying*". The therapist's response: "Trying is lying. To *do* is true!"

In our field, one is never asked to completely alter behavior. The only change demanded involves changing **attitude** about the concepts that determine winning and non-winning. Logic would indicate that losing would affect a change of attitude and concept. Apparently it doesn't. If it did, all it would take is following a procedure that leads to winning both races and money.

Most persons think that this "procedure" comes first. It does not.

Attitude and a full understanding of the concept behind winning must be the primary driving forces. Until they are, we'll keep getting questions from non-winners that clearly demonstrate they do **not** understand our concept and thus have a negative attitude. This attitude is the precursor to a lack of self-confidence: the main reason for failure in a stochastic endeavor.

Those who visit me personally for help usually have some measure of self-confidence. They spend a day with me in front of my computer to enhance their self-confidence and hone their procedural skills.

3 out of 4 leave with much more self-confidence. One in four does not. Despite getting a plethora of double-digit mutuels when doing the exercise races I use to test them, typical parting words of the one in four are, "Golly, I sure hope I can do as well at the betting window as I did here." "Sure hope I can-" is not a phrase of self-confidence. The 3 in 4 grab my hand firmly and say, "I **will** do as well!"

Like an AA or a narcotics counselor I can only do so much even with directed, in-person therapy. I offer a thirty-one step program; but as with any twelve step program, the ultimate cure must come from within.

A factor in lack of self-confidence that I've seldom mentioned, is **trauma**: A devastating life experience in which a fortune was lost through bad investing. I experienced such a stock market setback in 1974. I had to go into private practice to overcome. Yet, from that disaster the Methodology evolved. Maybe the fates were at work in my behalf, after all.

This letter is from a very nice man. It is very generous of him to share his fears with us all in the hope that a solution will benefit everyone who's been financially traumatized. We thank him for his open kindness.

Dear Dr. Sartin:

Thanks for your replies to my e-mails. You must be very busy and it was very kind of you to take the time. Enclosed are a couple of readouts re the \$275.00 Winner at PHA July 9, 2002, Race 10.

This same day I passed a race in which I had the \$103.00 winner at DEL.

You mentioned in your previous letter that losing money was a traumatic experience for me. You couldn't have been more right. A major reason for that is probably due to the fact that in 1992 I lost everything I had (house etc. except for my Toyota) trading commodities. I was on Welfare for 2 weeks before I found work. They even pressured me to sell my car.

I used to be much 'braver' with my money than I am now. At the beginning taking a \$4K loss on a currency trade didn't faze me at all (IT SHOULD HAVE FAZED ME BECAUSE I DIDN'T KNOW WHAT I WAS DOING!).

A couple of year ago I went at it again for 2 years and made 90% on my account. Pretty good but I closed out for other reasons. So here I am worried about taking a \$4 loss thereby missing out on the \$103.00 winner at Delaware.

Facing even a \$4 loss per race, the past trauma reasserts itself. This is regression similar to any flashback, or what some call "rubber-banding" to a past fear. It creates a defense mechanism that often precludes correctly applying directions for using our programs and client-proven wagering strategies, be they 50-50 wagercapping or proportional bets of 60-40. Sometimes even 70-30.

When the trauma springs from stock market losses, it is essential to know that the parimutuel system functions in a manner exactly the opposite from the equity markets. In those markets a popular stock drives the price upward. In our market public popularity drives it *down*. As a result Stock Market investors, as opposed to speculators, look for equities with consistent earnings and all the other positive factors that are not unlike what mainstream handicappers look for in horses that usually become favorites or near favorites.

In our Method we seek value and chart its consistency by keeping Tier Level records of our winners 1,2,3 and occasionally 4 (if the price is high enough). One vital fact we accept: when standing at the finish line of most races, if we blink our eyes, before we reopen them, as many as five horses will pass. From this experience we know that the difference between 1,2, 3, even 4, is minuscule. Hence, our use of Tier Levels in which #3, relative to price, can be regarded as having a level superior to #1 or #2.

Tough to get through elementary school with that kind of reasoning but it will earn you a doctorate in horse racing profit. As I recall, Albert Einstein had a few problems getting through elementary school.

If we chart profitable Tier Levels often enough we begin to see a consistent pattern develop. This pattern will remain consistent **if**——the procedure used to eliminate and ultimately select contenders itself remains consistent. Otherwise, you're guilty of the same old emotional zigzag that's been the monkey on the back of non-winners since racing began.

Those so traumatized have this tendency to zig and zag. It is the enemy of consistency; tantamount to disaster by waking up in a new world each day with no effective memory of the previous day. Such individuals dwell on losses instead of wins. Their mind becomes obsessed with losing. So, they persist in "trying" something different to correct a "yesterday" loss when, in truth, doing what was initially prescribed would make "Today" a winning one. The cure is simple: Keep a record of where your acceptable low odds and most consistent high odds winners Tier. Take \$100. Bet 20 races: \$3 on your acceptable low odds contender, \$2 on the higher (not necessarily the Highest) odds contender from the tier levels you know produce the most overlays. **Do not deviate** from the lessons learned from Follow Up 82 on. They explain how to correctly utilize all readouts for optimal Tier Level wagering.

Knowing that the most you can lose is \$100, accept that potential and plunge boldly ahead. This should leave you totally without fear, since you've already accepted the possible \$100 loss.

If you have truly followed directions and function **without** any deviation for 20 races, you will win. If not, you won't.

Go over each race you lost. Ask yourself whether or not you followed directions: picked contenders and pacelines as directed and wagered consistently. Please answer yourself with complete honesty or the exercise will be in vain. I find more clients lie to themselves than they do to me. If you lost and you're truly honest with yourself, you'll realize you did **not** perform consistently without deviation. You lost because you decided to improvise.

Improvisation is great for writers, actors and comics. Not good for those who want **consistent** profits from racing.

So, before you take any winning exercises, face yourself in a full length mirror, Ask: "Do I truly want to win and a profit?"

An honest answer may surprise you.

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