



We're excited to share our upcoming lineup of HVAC training events, each designed to help contractors, leaders, and teams excel in today's market. Covering sales, service, leadership, and financial growth, these programs deliver proven strategies you can apply immediately. Led by industry expert Weldon Long, the events provide a unique opportunity to gain decades of real-world insight and drive lasting success in your business.



WELDON LONG

Weldon Long is one of the most respected voices in the residential HVAC industry when it comes to building, scaling, and selling high-performance companies. As a New York Times and Wall Street Journal bestselling author of *The Power of Consistency* and the *Amazon #1 bestseller *Consistency Selling*, Weldon has spent more than two decades traveling the nation, teaching these proven principles to thousands of HVAC owners, service technicians, and sales teams—helping them transform into confident, disciplined, revenue-producing champions.

Weldon's expertise is not theoretical—it's forged in real-world execution. In 2009, his HVAC company was recognized by INC. Magazine as one of the fastest-growing small businesses in America. A decade later, in 2019, Weldon did it again—starting an HVAC company from scratch and growing it to over \$42 million in revenue in just five years, before selling it for a record-breaking multiple.

Today, Weldon remains deeply involved in the industry. Alongside his partner Gary Elekes, he currently owns seven HVAC companies across the country and works in the trenches every day, applying the same systems, processes, and mindset principles he teaches.

At the core of Weldon's philosophy is a simple belief: Think Better. Sell Better. His proven methodology blends mindset mastery, structured communication, and ethical selling into a repeatable system that delivers measurable results.

Weldon Long doesn't just teach success—he builds it.



GARY ELEKES

For the past 25 years Gary Elekes has actively been developing best practices in the trades, buying and building companies to scale. Currently via his private equity form, 7 operating companies are under the plan of The Contracting Edge to explosively build revenue, optimize profit, find acquisitions, and create/develop leadership/management teams to complete a transaction process. The blueprint is to build for scale, and create wealth for all stakeholders.

Prior to 2000, Gary Elekes spent 3 years in the public version of Service Experts and was the Director of Marketing and Operations, dedicated to integrating 245 centers of operation into best practices across all the trades. The development and finalization of marketing practices, key performance indicators, and all operational aspects tied to a 20% earnings blueprint. And prior 17 years in manufacturer-distributor leadership roles and marketing management.

41 plus years of experience to learn what to do, and more importantly what not to do. Experience is based on making many mistakes, and at The Contracting Edge the blueprint is designed on fundamentals, blocking & tackling, to scale for wealth.

GET IN TOUCH TO LEARN MORE: (949) 370-8106

January 13–15, 2026

 *Weldon Long's Car Barn, Colorado Springs, CO*

SERVICE OPERATIONS & MANAGEMENT

TRAINER: **GARY ELEKES**

January 30–31, 2026

 *Weldon Long's Car Barn, Colorado Springs, CO*

**CONSISTENCY SELLING: MASTERING
THE HVAC SALES PROCESS**

TRAINER: **WELDON LONG**

February 11, 2026

 *Las Vegas, NV*

SCALING FOR WEALTH

TRAINERS: **WELDON LONG & GARY ELEKES**

February 17–18, 2026

 *Weldon Long's Car Barn, Colorado Springs, CO*

PRICING FOR PROFITABILITY WORKSHOP

TRAINER: **GARY ELEKES**

February 19, 2026

 *Weldon Long's Car Barn, Colorado Springs, CO*

**CUSTOMER SERVICE EXCELLENCE:
THE POWER OF THE FIRST CONTACT**

TRAINERS: **WELDON LONG & GARY ELEKES**

February 20–21, 2026

 *Weldon Long's Car Barn, Colorado Springs, CO*

OWNING THE SERVICE CALL

TRAINER: **WELDON LONG**

March 10–12, 2026

 *Weldon Long's Car Barn, Colorado Springs, CO*

LEADERSHIP & MANAGEMENT DEVELOPMENT

TRAINER: **GARY ELEKES**

March 13–14, 2026

 *Weldon Long's Car Barn, Colorado Springs, CO*

ADVANCED CLOSING

TRAINER: **WELDON LONG**

March 17–19, 2026

 *Weldon Long's Car Barn, Colorado Springs, CO*

MARKETING PLANNING FOR CONTRACTORS

TRAINER: **GARY ELEKES**

March 20–21, 2026

 *Weldon Long's Car Barn, Colorado Springs, CO*

BUILDING WEALTH OWNERS EVENT

TRAINERS: **WELDON LONG & GARY ELEKES**

October 20-22, 2026



Weldon Long's Car Barn, Colorado Springs, CO

**COMPANY PLANNING & FINANCIAL
MANAGEMENT**

TRAINER: **GARY ELEKES**

October 23-24, 2026



Weldon Long's Car Barn, Colorado Springs, CO

**CONSISTENCY SELLING: MASTERING
THE HVAC SALES PROCESS**

TRAINER: **WELDON LONG**

November 3-5, 2026



Weldon Long's Car Barn, Colorado Springs, CO

**COMPANY PLANNING & FINANCIAL
MANAGEMENT**

TRAINER: **GARY ELEKES**

November 6-7, 2026



Weldon Long's Car Barn, Colorado Springs, CO

OWNING THE SERVICE CALL

TRAINER: **WELDON LONG**

November 17-19, 2026



Weldon Long's Car Barn, Colorado Springs, CO

**COMPANY PLANNING & FINANCIAL
MANAGEMENT**

TRAINER: **GARY ELEKES**

November 20-21, 2026



Weldon Long's Car Barn, Colorado Springs, CO

ADVANCED CLOSING

TRAINER: **WELDON LONG**

December 8-10, 2026



Weldon Long's Car Barn, Colorado Springs, CO

**COMPANY PLANNING & FINANCIAL
MANAGEMENT**

TRAINER: **GARY ELEKES**

December 11-12, 2026



Weldon Long's Car Barn, Colorado Springs, CO

BUILDING WEALTH OWNERS EVENT

TRAINERS: **WELDON LONG & GARY ELEKES**



VENUE DETAILS

Weldon Long's Car Barn

2515 Laramie Dr, Suite 130, Colorado Springs, CO

HOTEL RECOMMENDATIONS *(Within 10 Minutes of the Event)*

PREMIUM OPTIONS

The Broadmoor – 1 Lake Ave, Colorado Springs, CO 80906

Garden of the Gods Resort – 3320 Mesa Rd, Colorado Springs, CO 80904

Element Colorado Springs Downtown – 55 Costilla St, Colorado Springs, CO 80903

BUDGET-FRIENDLY OPTIONS

The Mining Exchange – 8 S Nevada Ave, Colorado Springs, CO 80903

DoubleTree by Hilton – 1775 E Cheyenne Mountain Blvd, CO 80906

Hampton Inn & Suites – 2910 Geyser Dr, Colorado Springs, CO 80906

TRAVEL INFORMATION

AIRPORTS

Colorado Springs Airport (COS): ~7 miles / ~12 minutes

Denver International Airport (DEN): ~90 miles / ~1.5 hours

TRANSPORTATION:

Uber or rental car recommended

Parking: Free on-site parking (limited availability — please rideshare if possible)

QUESTIONS?

For assistance or additional information, please contact:

Krysta Ortuno – (949) 370-8106

krysta@weldonlong.com

GET IN TOUCH TO LEARN MORE: (949) 370-8106