



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**

**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**

**January 5, 2027**

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

**MAINTENANCE AGREEMENT STRATEGY**

TRAINERS: **WELDON LONG & GARY ELEKES**

**January 6, 2027**

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

**FINANCIAL MANAGEMENT WORKSHOP**

TRAINERS: **WELDON LONG & GARY ELEKES**

**January 7-8, 2027**

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

**PRICING FOR PROFITABILITY WORKSHOP**

TRAINERS: **WELDON LONG & GARY ELEKES**

**January 12-14, 2027**

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

**SERVICE MANAGEMENT & OPERATIONS**

TRAINER: **GARY ELEKES**

**January 19-21, 2027**

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

**MARKETING FOR CONTRACTORS**

TRAINERS: **WELDON LONG & GARY ELEKES**

**January 22-23, 2027**

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

**OWNING THE SERVICE CALL**

TRAINER: **WELDON LONG**

**February 2-4, 2027**

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

**COMMERCIAL MAINTENANCE & SERVICE**

TRAINERS: **WELDON LONG & GARY ELEKES**

**February 5-6, 2027**

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

**CONSISTENCY SELLING -  
CORE HVAC SALES TRAINING**

TRAINER: **WELDON LONG**

**February 10-11, 2027**

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

**LEADERSHIP DEVELOPMENT**

TRAINERS: **WELDON LONG & GARY ELEKES**

**February 12-13, 2027**

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

**ADVANCED CLOSING**

TRAINER: **WELDON LONG**

**March 12-13, 2027**

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

**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 Geysler Dr, Colorado Springs, CO 80906

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## **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:

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krysta@weldonlong.com