



How to Achieve Personal and Professional Greatness in the Face of Adversity

In his signature personal development keynote, Weldon Long takes the audience on his poignant and incredible journey from 25 years of poverty, desperation, and incarceration to becoming a successful entrepreneur, speaker, and New York Times and Wall Street Journal best-selling author.

From agonizing over his father's death in a cold and lonely prison cell to maintaining a tenuous relationship with his young son through the years of incarceration to finally realizing his true potential as a father and a man, the story will mesmerize the audience. With a sharp wit and brilliant storytelling skills, Weldon takes the audience on a powerful journey of pain, laughter, tears and his ultimate redemption.



Weldon will also demonstrate how the sales profession can help attendees realize their personal income and wealth goals. The presentation demonstrates the necessity of having a simple sales process to achieve a high level of sales performance. Consistent Sales Results come from Consistent Sales Activities. Period. The audience will learn Weldon's powerful formula for achieving sales greatness regardless of economic, competitive or other external threats.

The Consistency Selling sales process teaches the audience a simple yet incredibly powerful sales system that catapulted Weldon from a life of desperation and poverty to a life of wealth and prosperity. The audience will learn how to simplify and organize their sales activities as well as the most powerful way to deal with the most common sales objections. In addition to being wildly entertained, the audience will learn Weldon's powerful formula for achieving personal and professional greatness regardless of any challenges, obstacles or adversity.

The presentation is based on Weldon's award-winning memoir, *The Upside of Fear* and his New York Times and Wall Street Journal bestseller, *The Power of Consistency*, and Weldon's

newest book, Consistency Selling- Get Powerful Sales Results. Every Lead. Every Time.

This presentation is ideal for the team, association, or organization that seeks to learn:

- How to achieve higher levels of SALES PRODUCTIVITY in the face of economic or competitive threats;
- How to achieve or maintain PEAK PERFORMANCE and THRIVE the face of adversity;
- How to create the PROSPERITY MINDSET necessary to ACHIEVE GREATNESS;
- How to effectively manage CHANGE and/or UNCERTAINTY from internal or external threats;
- How to work together as a UNIFIED TEAM to achieve organizational objectives;
- How to take PERSONAL RESPONSIBILITY for reaching the organization's objectives and their individual performance WITHOUT BLAMING OR COMPLAINING.

The audience will learn:

- How to identify our most important priorities in life and business and DREAM BIG;
- How to harness the power of FOCUS and clarity;
- How to identify and simplify the activities necessary to achieve greatness;
- How to create a simple plan and get EMOTIONALLY COMMITTED to achieving greatness;
- How to take ACTION and execute on the plan on a consistent basis;
- How to take RESPONSIBILITY for the personal and professional decisions which create our results.

SOCIAL MEDIA LINKS

 Facebook - <https://www.facebook.com/WeldonLong>

 LinkedIn - <https://www.linkedin.com/in/weldonlong/>

 Instagram - <https://www.instagram.com/weldonlong/>

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 YouTube - <https://www.youtube.com/user/WeldonLong>