

“Success in life and business is not about the big things you do on Christmas Day or New Year’s Day. Success in life and business is about the little things you do EVERY day.”

-- Weldon Long, Author, The Power of Consistency

Once upon a time there was a man who had destroyed his life by the age of thirty-two.

On June 10th, 1996, he stood motionless in the prison cell that served as his home, devastated over the news that his father had died. He looked deeply into the eyes that glared at him through the scarred stainless steel mirror in his tomb.

Through the initials scrawled by unknown tenants before him, he saw the reflection of an unemployed high-school dropout and a three-time loser who had spent his entire adult life in this hopeless state of despair. For as long as he could remember he had known only this life of prison, poverty and addiction. He was a garden variety loser who was giving a bad name to the community of self-respecting losers everywhere.

He had no money, no hope, and by all accounts, no future. He had never had a steady job. He had abandoned his three-year old son. He had never owned a home. He had never done an honorable thing in his life.

As he stared at his pathetic countenance grieving over his dead father, his abandoned three-year-old son and his wasted life, he considered the words of Emerson, which he had just discovered:

“To map out a course of action and follow it to an end requires courage.”

He concentrated on these words and repeated them as a mantra to the man in the stainless steel reflection.

“To map out a course of action and follow it to an end requires courage.”

He thought about the words intently as he gazed into his own miserable reality.

He stared at his reflection and noticed he was getting old. His teens and twenties had raced by at warp speed. He noticed the lines on his face and his thinning hair.

He was growing older before his very eyes. How had he wasted his life? How had he allowed things to get so out of control? Was it too late to do anything about it? After all, he wouldn't see the streets again until he was nearly 40 years old.

He considered Emerson's words once more.

Again he wondered. Was there more to life? What would it take to find out? Was he even remotely capable of altering the course of his seemingly forged destiny by mapping out a course of action and following it to an end? He had never planned out anything. He had never finished anything.

Despite seemingly insurmountable odds, he decided to give it a try

He set out on a journey of creating a plan for his life - what he later came to call his Personal Prosperity Plan - and taking actions that were consistent with that plan. He began studying business and sales. He thought he might be good at both.

He was desperate, and desperate men do desperate things.

He became obsessed with changing the course of his destiny.

And he did.

By the time the man was released from his third and final trip to the penitentiary in 2003, he had earned a Bachelor's degree and an MBA. In 2002, just one year before his release, he was credited with saving the life of a prison guard.

After his release he married an amazing woman and together they raised his son to become a remarkable young man. They started a small company from their living room and grew sales to \$20,000,000 in just 60 months, earning a spot on Inc Magazine's 2009 list of "fastest growing privately held companies in America." They bought beautiful homes in the mountains of Colorado and on the beaches of Maui.

The man went on to write a memoir called ***The Upside of Fear: How One Man Broke the Cycle of Prison, Poverty, and Addiction***, which won numerous awards and was endorsed by personal and organizational development titans, Dr. Stephen R. Covey and Tony Robbins. He went on to create ***The Power of Consistency for Sales Excellence*** that teaches individuals and businesses the Sales Training Program he used to transcend twenty-five years of poverty and misery and create an exceptional life of wealth, happiness and peace of mind.

Despite being the underdog of all underdogs and the longest of long shots, he now lives a life of honor and unimaginable prosperity.

I know this man's story well because it is my story. I am that man. I am Weldon Long.

After living a desperate life of prison, poverty and addiction, including thirteen years behind concrete walls and razor wire, I emerged a transformed man and built the life I once dreamed about in my dark, cold prison cell.

My life was transformed by ***The Power of Consistency*** - a Sales Training Program so powerful it can create unprecedented levels of sales success, yet a force so subtle it's easily overlooked. ***The Power of Consistency took me from wanting and knowing to doing and creating. It is the one thing that changed everything in my life and sales career.***

Creating wealth and an exceptional sales career is well within your reach if you use The Power of Consistency for Sales Excellence. I want to you to learn what I have learned so that you can build the sales career you deserve and create the life of your dreams.

"This comes from a magnificent person who learned the lessons of life out of profound prison experiences. Weldon Long is a true diamond in the rough who produced this inspiring account of the path he took to freedom and prosperity."



– Stephen Covey Author of *The 7 Habits of Highly Effective People*