

Business as Unusual Part 2: Managing Cash Flow During Covid-19

Managing cash flow is always the number one priority of a small business, and even more challenging in this time of uncertainty

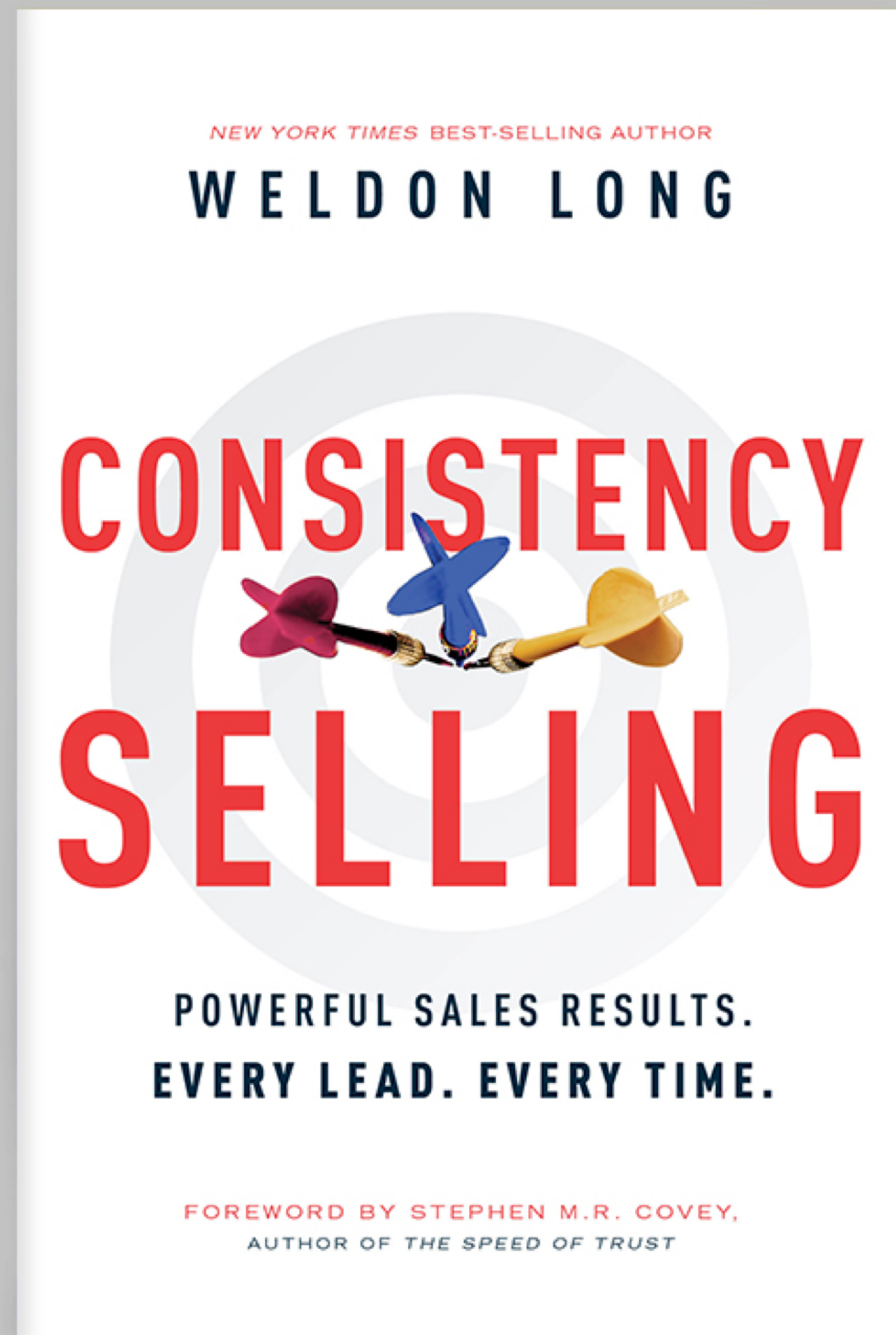
May 28, 2020

Guest Speaker: Weldon Long

Weldon Long is a successful entrepreneur, sales expert and author of the NY Times Bestseller, *The Power of Consistency - Prosperity Mindset Training for Sales and Business Professionals*. In 2009, his business was selected by Inc Magazine as one of America's fastest growing privately held companies.

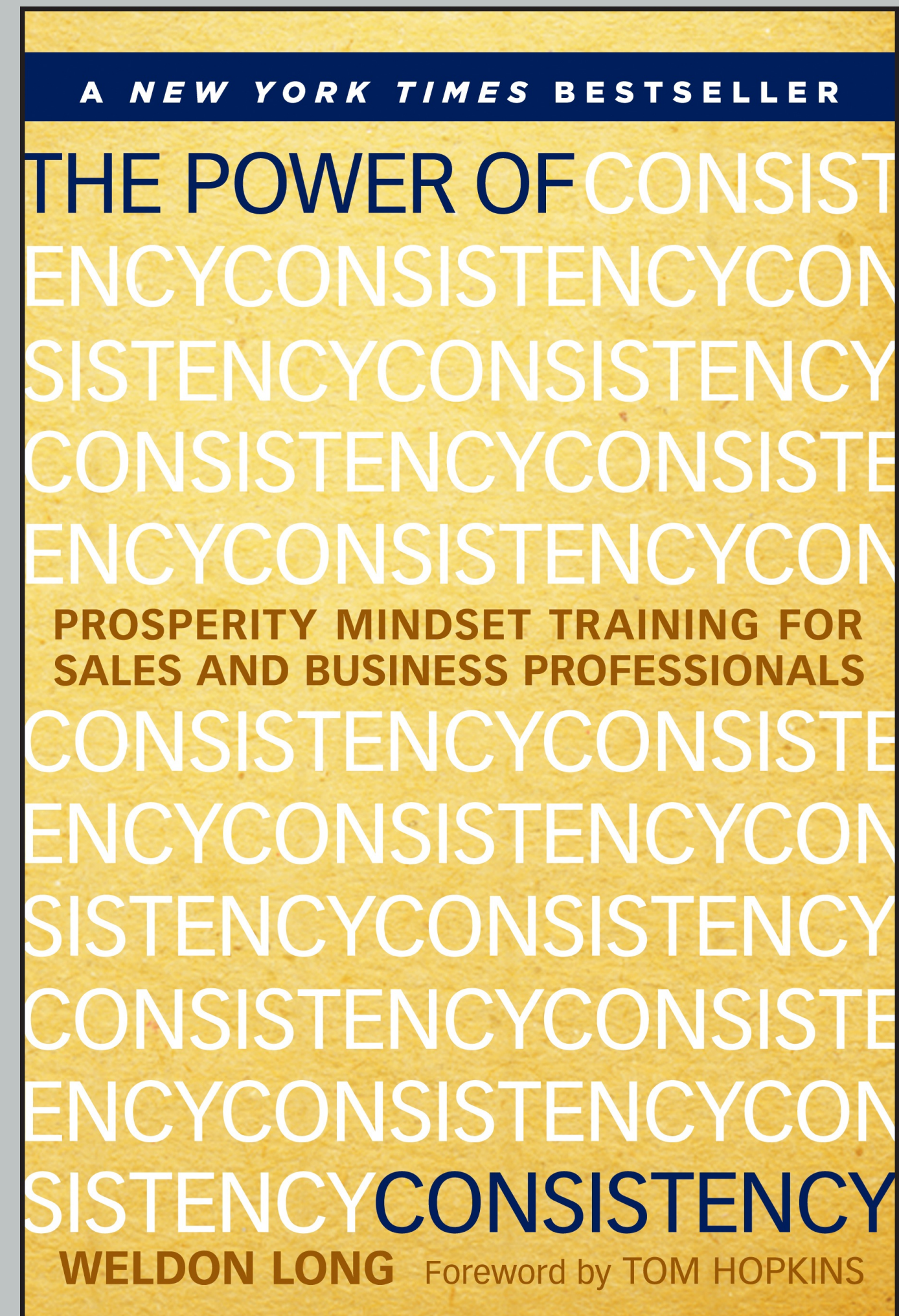
Today Weldon Long is one of the nation's most powerful speakers and a driven motivator who teaches the Sales and Prosperity Mindset philosophies that catapulted him from desperation and poverty to a life of wealth and prosperity.





WALL STREET JOURNAL BESTSELLER

NEW YORK TIMES BESTSELLER



#1 SALES LEADERSHIP BESTSELLER

AMAZON #1 BESTSELLER

CASH IS KING

**CASH IS ALSO KING FOR
YOUR HOMEOWNERS**

**THE PROSPERITY MINDSET
OF CASH IS KING**

Work

Home

Directions



Work

Home



Directions

100K

200K



250lbs

200lbs



**YOU GET WHAT
YOU EXPECT TO GET**



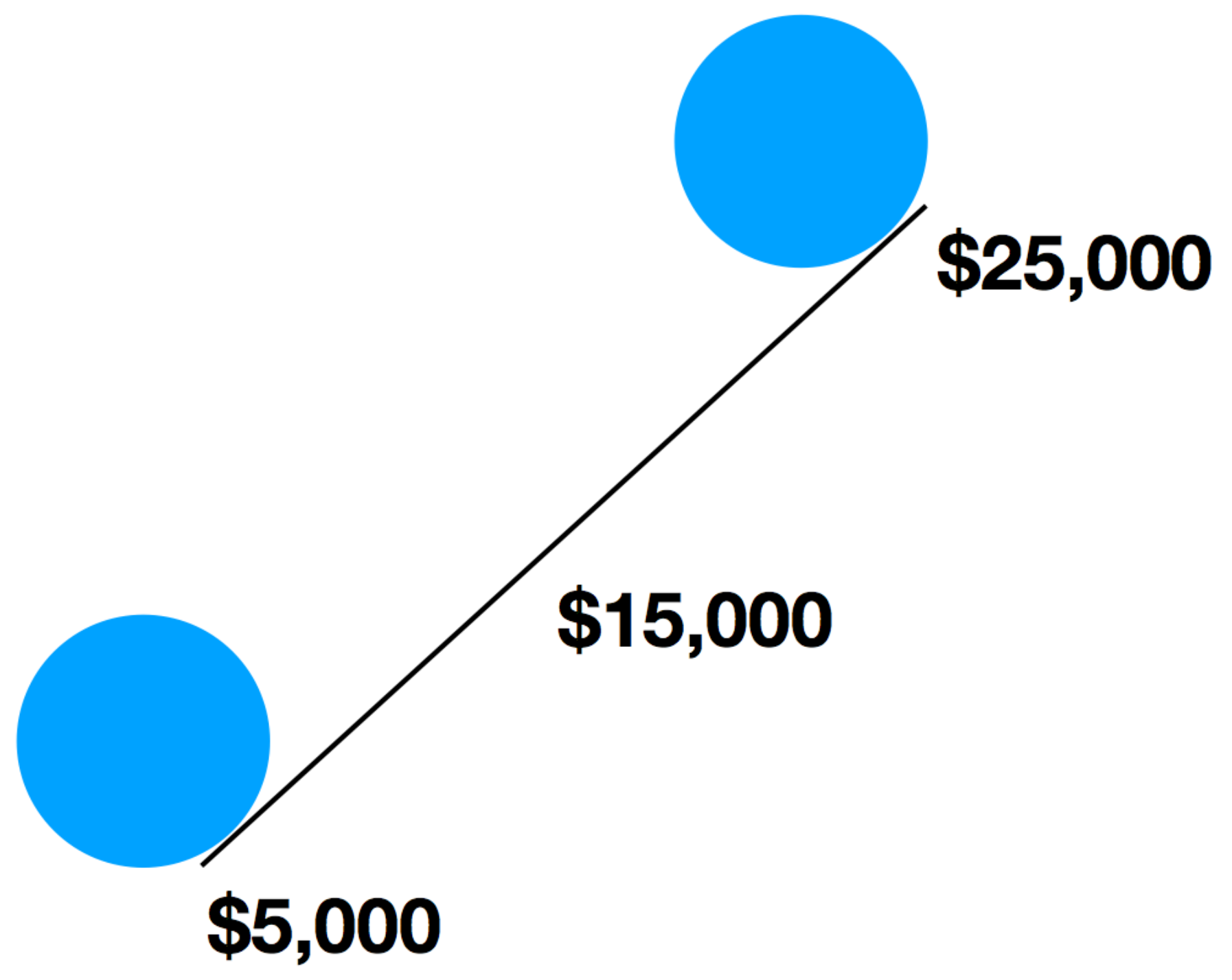


PROCESS VS. RESULT

**STAY FOCUSED ON WHAT
YOU CAN CONTROL**

**OFFERING FINANCING OPTIONS
TO EASE THE PAIN**

**OFFERING FINANCING OPTIONS
TO INCREASE REVENUE**



KNOW YOUR FACTORS

**MATCH YOUR BEST FINANCE
OPTIONS WITH YOUR
HIGHEST END SYSTEMS**

FINISH THE DEAL



WELDON LONG

THINK BETTER | SELL BETTER

Emerson: Fit Matters – Video Series



Shift your mindset and get big results with Weldon Long's simple program



Increase sales through effective goal setting strategies from Mike Treas



Drew Cameron shares best practices for building a profit-generating sales force



Operate smarter with savvy business tips from James Leichter

These industry leaders offer best-in-class HVAC business training to offer you the information and support you need to make your job easier. Learn about business and revenue management, lead generating sales strategies, goal setting and business success skills and how to change your mindset to grow your business.

LEARN MORE >

Thanks – Keep an eye out for our next webinar!