



Delivering to Portola V... 94028
[Update location](#)

Books ▾

Search Amazon



EN ▾

Hello, sign in
[Account & Lists](#) ▾

[Returns & Orders](#)



[All](#) [Early Prime Deals](#) [Groceries](#) [Coupons](#) [Pharmacy](#) [Automotive](#) [Amazon Home](#) ▾ [Prime](#) ▾ [Registry](#) [Video Games](#) [Baby](#)

books

[Shop Books](#)

[Categories](#) ▾

[New & Trending](#) ▾

[Deals](#) ▾

[More](#) ▾

[Your Books](#) ▾

Today: Earn 2x Kindle Points

boppo

New on Amazon!
The screen-free tablet for learning and fun



[Shop Boppo](#)

Books › Business & Money › Management & Leadership › Leadership & Motivation



[Read sample](#)

Follow the author ⓘ



[Jon Coss](#)

[Follow](#)

A Ten-Year Overnight Success: The Inspiring Story of a Business You've Never Heard of

by [Jon Coss](#) (Author) | Format: Paperback

5.0 ★★★★★ (11)

[See all formats and editions](#)

Coupon: ☐ [Apply \\$9.93 coupon](#) [Terms](#)

This is a story for the rest of us. Those who want to grow their companies but can't find relatable inspiration, or guidance, in current business literature. It's a story about a company that you've never heard of, but one that used computer algorithms to save the American taxpayer over \$60 Billion in government pandemic relief fraud. And it's about an unlikely founder who takes the risks and inspires his team to go from an idea to a nine-figure exit in less than 9 years.

In A Ten-Year Overnight Success, Pondera Solutions founder, Jon Coss, takes you with him on his journey through what he describes as the four stages of a typical startup. You'll share his raw emotions through the "rise and fall of enthusiasm", his

▼ [Read more](#)

📧 [Report an issue with this product or seller](#)

Print length

Language

F



400 pages



English

Min

[See all details](#)



The Amazon Book Review

Book recommendations, author interviews, editors' picks, and more. [Read it now.](#)

Similar items that may deliver to you quickly



Enjoy fast, free delivery, exclusive deals, and award-winning movies & TV shows.

[Join Prime](#)

Kindle

\$2.99

Available instantly

Hardcover

\$29.99

Paperback

\$19.99

[Other Used and New from \\$7.49](#) ▾

Buy New

\$19⁹⁹

Get **Fast, Free Shipping** with [Amazon Prime](#)

FREE delivery **Thursday, September 24** on orders shipped by Amazon over \$35

Or [Prime members](#) get FREE delivery **Sunday, September 20**. Order within **9 hrs 56 mins**. [Join Prime](#)

📍 [Delivering to Portola Valley 94028 - Update location](#)

Only 3 left in stock - order soon.

Quantity: 1 ▾

[Add to cart](#)

[Buy Now](#)

Shipper / Seller [Amazon.com](#)

Returns [FREE 30-day refund/replacement](#)

Gift options [Available at checkout](#)

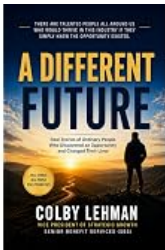
▼ [See more](#)

Used - Good

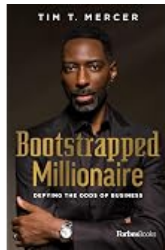
\$10⁰⁰

FREE delivery **Tuesday, September 29**

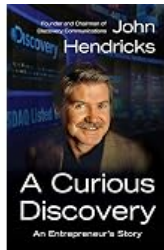
Ships from: BooksRun



A Different Future: How Ordinary People Build
Colby Lehman
Paperback
\$15.99
Get it as soon as **Wednesday, Sep 23**
FREE Shipping on orders over \$35 shipped by Amazon



Bootstrapped Millionaire: Defying The Odds Of Business
> Tim T. Mercer
★★★★☆ 36
Hardcover
-10% \$27.07
List: ~~\$29.99~~
Get it as soon as **Wednesday, Sep 23**
FREE Shipping on orders over \$35 shipped by Amazon
Only 3 left in stock - order...



A Curious Discovery: An Entrepreneur's Story – A Powerful Autobiography...
> John S. Hendricks
★★★★☆ 54
Hardcover
-27% \$21.11
List: ~~\$28.99~~
Get it as soon as **Wednesday, Sep 23**
FREE Shipping on orders over \$35 shipped by Amazon
Only 1 left in stock - order...

Sold by: BooksRun

Add to List

Other sellers on Amazon

New & Used (9) from \$10⁰⁰ & **FREE Shipping**

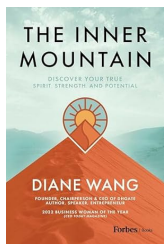


Customers also bought or read

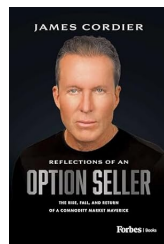
Similar books

Business Culture

Entrepreneurship



The Inner Mountain: Discover Your True Spirit, Strength, and...
★★★★☆ 34
Hardcover
\$24.96
Delivery **Sep 24 - 26**



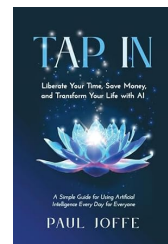
Reflections of an Option Seller: The Rise, Fall, and Return of a Com...
★★★★☆ 54
Hardcover
\$24.49
Delivery **Fri, Sep 25**



Airing Out Your Vagina: Being a Real Woman in an Unreal World
★★★★☆ 44
Paperback
\$14.99
Delivery **Wed, Sep 23**



Courageous Fire: Courageous and Passionate Leadership
★★★★☆ 14
Paperback
\$23.45
Delivery **Wed, Sep 23**



Tap In: Liberate Your Time, Save Money, and Transform Your Life w...
★★★★☆ 51
Hardcover
\$19.99
Delivery **Tue, Sep 29**

Frequently purchased items with fast delivery



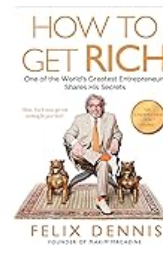
Start. Scale. Exit. Repeat.: Serial Entrepreneurs' Secrets Revealed!
> Colin C. Campbell
★★★★☆ 248
Paperback
\$24.99
Get it as soon as **Wednesday, Sep 23**
FREE Shipping on orders over \$35 shipped by Amazon



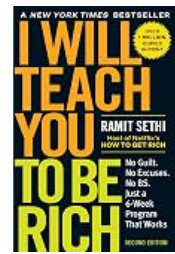
How I Built This: The Unexpected Paths to Success from the World...
> Guy Raz
★★★★☆ 1,790
Paperback
-47% \$9.99
List: ~~\$18.99~~
Get it as soon as **Wednesday, Sep 23**
FREE Shipping on orders over \$35 shipped by Amazon



Entrepreneurial Leap, Updated and Expanded Edition: A Real-World...
> Gino Wickman
★★★★☆ 152
Hardcover
-36% \$19.18
List: ~~\$29.95~~
Get it as soon as **Wednesday, Sep 23**
FREE Shipping on orders over \$35 shipped by Amazon



How to Get Rich: One of the World's Greatest Entrepreneurs Shares H...
> Felix Dennis
★★★★☆ 2,644
Paperback
-39% \$15.23
List: ~~\$25.00~~
Get it as soon as **Wednesday, Sep 23**
FREE Shipping on orders over \$35 shipped by Amazon



I Will Teach You to Be Rich: No Guilt. No Excuses. Just a 6-Week Program That Works
> Ramit Sethi
★★★★☆ 23,797
Paperback
-40% \$10.17
List: ~~\$16.99~~
Get it as soon as **Wednesday, Sep 23**
FREE Shipping on orders over \$35 shipped by Amazon

Product details

Publisher : MindStir Media
Publication date : August 15, 2024
Language : English
Print length : 400 pages
ISBN-10 : 1963844165
ISBN-13 : 978-1963844160
Item Weight : 1.02 pounds
Dimensions : 5.5 x 0.82 x 8.5 inches
Best Sellers Rank: #3,026,881 in Books (See Top 100 in Books)
#19,850 in [Personal Finance \(Books\)](#)
#20,984 in [Leadership & Motivation](#)
Customer Reviews: 5.0 ★★★★★ [\(11\)](#)

About the author

Follow authors to get new release updates, plus improved recommendations.



Jon Coss

Following a spectacularly unsuccessful professional tennis career, Jon landed a job at Oracle Corporation where he cut his teeth in technology. After leaving the corporate world, he would start four technology companies, three of which were acquired and the fourth which he prefers not to talk about.

Jon's most successful startup, *Produce Solutions*, was one of the first companies to combine cloud computing with Artificial Intelligence.

Follow

✓ [Read more about this author](#)

Rate today's book shopping experience



1

2

3

4

5

Very poor

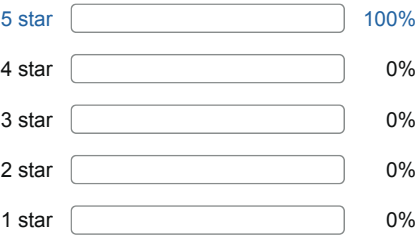
Neutral

Very good

Customer reviews

★★★★★ 5 out of 5

11 global ratings



[How customer reviews and ratings work](#) ▼

Top reviews from the United States

 Matt Lenzi

★★★★★ **A Must-Read for Entrepreneurs and Public Sector Insiders Alike**

Reviewed in the United States on April 17, 2025

Format: Paperback | **Verified Purchase**

As an entrepreneur who has yet to have a life-changing exit—let alone a nine-digit one—I was immediately intrigued by the chance to read the real story behind such a journey. A 10-Year Overnight Success delivers exactly what I hoped for: a candid, insightful, and refreshingly grounded account of where it all began, what it took to get to the finish line, and the often messy middle in between.

What made this read even more compelling for me is my background in large-scale government technology contracting. I was aware of Pondera through industry chatter, understood the critical value of fraud detection, and even worked at organizations that interacted with the company. I also knew a few individuals who were part of the Pondera team—so seeing their story come to life through Jon Coss’s lens added a fascinating, personal layer to the experience.

This isn’t just a book about building and selling a company. It’s about perseverance, timing, and navigating the nuanced world where public sector impact meets entrepreneurial grit. Highly recommended!

Helpful | Report

 Joseph Morris

★★★★★ **Real, honest and inspiring**

Reviewed in the United States on September 23, 2024

Format: Paperback | **Verified Purchase**

Jon’s book is both inspiring and filled with real-world practical insights from a founder in the GovTech and regulated industry market. His humility and vulnerability, as he delves into the founder’s experience, are captivating.

Helpful | Report

 Our Town Book Reviews

★★★★★ **a fun read that teaches you something...**

Reviewed in the United States on December 10, 2024

Format: Kindle

Jon Coss has written a book that includes three very important things on my normal checklist. It reads well, almost as if he is speaking to you. It has humor to make the bad things that happen to us all a little easier to swallow, and it contains tidbit after tidbit of points for you to store away for another day.

It’s been a long time since I had my business, but I think what I might have enjoyed most about A Ten-Year Overnight Success is being able to read that it happens to us all. This is an intelligent book, but it is also written by someone who has had those things happen. You know, the things you think happen to only you. Those things you need to hear someone has had to handle too.

A great read. I rarely (99% never) read a book twice. There are too many books out there to inhale. But this one, I think you’ll gain from it each time you read it.

Helpful | Report

 Laura S.

★★★★★ **It’s The Small Stuff**

Reviewed in the United States on October 23, 2024

Format: Kindle

Jon is a solid storyteller who takes us on an adventure with him as only he can. What I found amazing is how, more than once, it seems major events on his journey turned on the seemingly smallest detail whether for good or not so great.

This tells me about Jons unique insight into the world of business. He knew he had something valuable and one couldn't help but to feel his frustration trying to help those who desperately needed it, see what he offered as the right solution as well.

Just as importantly were the personalities he often had to deal with, employees, colleagues, and customers alike, knowing ultimately how to blend them together to get the job done.

Not coming from the high tech world in which his role ended up becoming so vitally impactful, Jons gift of visualizing results and explaining the subtleties of getting the most from what other talented people can bring to the table, certainly translates well into most any business one can name.

Well done and thanks for the ride

Helpful

| Report



Claybeaster

★★★★★ **blown away...**

Reviewed in the United States on September 13, 2024

Format: Kindle

i just finished and i'm honestly still processing everything. it's not just the story of building a business, but the way jon walks through the ups and downs with such humility and honesty that really got to me. it's refreshing to see someone lay out the reality behind what looks like "success" from the outside.

what i appreciated most was how real the book felt—there's no sugarcoating, just valuable lessons about grit, failure, and the perseverance it takes to make things happen. i found myself genuinely reflecting on my own goals and challenges while reading. it's not just a story about business; it's about resilience and staying true to what matters.

i'm really grateful to have read this and would recommend it to anyone looking for honest insight, not just about business, but about life and the long road to achieving something meaningful.

Helpful

| Report



Elena Anderson

★★★★★ **Exceptional founder**

Reviewed in the United States on September 25, 2024

Format: Paperback

I've worked with Jon Coss for nearly a decade now, and in that time, I've known him to be both a highly motivated and remarkably ethical founder. Jon prioritizes doing right by the world, and because of (not despite) this focus, his companies have done incredibly well. I recommend this book to anyone who shares a similar vision of what entrepreneurship can accomplish. Big company, small, or in-between, there's a lot to learn!

Helpful

| Report



Katherine Gaibor

★★★★★ **The Underdog's Triumph**

Reviewed in the United States on October 18, 2024

Format: Kindle

A Ten-Year Overnight Success offers an inspiring and relatable account of a company's journey from a humble startup to a billion-dollar success. Author Jon Coss shares his personal experiences and lessons learned, providing practical guidance for entrepreneurs and business owners. With its honest and engaging storytelling, this book offers a refreshing perspective on the challenges and rewards of building a successful business.

Helpful

| Report

[See more reviews](#)

Videos

Help others learn more about this product by uploading a video!

Upload your video

Back to top

Get to Know Us

- Careers
- Amazon Newsletter
- About Amazon
- Accessibility
- Sustainability
- Press Center
- Investor Relations
- Amazon Devices
- Amazon Science

Make Money with Us

- Sell on Amazon
- Sell apps on Amazon
- Supply to Amazon
- Protect & Build Your Brand
- Become an Affiliate
- Become a Delivery Driver
- Start a Package Delivery Business
- Advertise Your Products
- Self-Publish with Us
- Become an Amazon Hub Partner
- › See More Ways to Make Money

Amazon Payment Products

- Amazon Visa
- Amazon Store Card
- Amazon Secured Card
- Amazon Business Card
- Shop with Points
- Credit Card Marketplace
- Reload Your Balance
- Gift Cards
- Amazon Currency Converter

Let Us Help You

- Your Account
- Your Orders
- Shipping Rates & Policies
- Amazon Prime
- Returns & Replacements
- Manage Your Content and Devices
- Recalls and Product Safety Alerts
- Registry & Gift List
- Help



English

United States

- | | | | | | | |
|--|---|---|---|---|---|--|
| Amazon Music
Stream millions of songs | Amazon Ads
Reach customers wherever they spend their time | 6pm
Score deals on fashion brands | AbeBooks
Books, art & collectibles | ACX
Audiobook Publishing Made Easy | Sell on Amazon
Start a Selling Account | Veeqo
Shipping Software Inventory Management |
| Amazon Business
Everything For Your Business | Amazon Fresh
Groceries & More Right To Your Door | AmazonGlobal
Ship Orders Internationally | Home Services
Experienced Pros Happiness Guarantee | Amazon Web Services
Scalable Cloud Computing Services | Audible
Listen to Books & Original Audio Performances | Box Office Mojo
Find Movie Box Office Data |
| Goodreads
Book reviews & recommendations | IMDb
Movies, TV & Celebrities | IMDbPro
Get Info Entertainment Professionals Need | Kindle Direct Publishing
Indie Digital & Print Publishing Made Easy | Amazon Photos
Unlimited Photo Storage Free With Prime | Prime Video Direct
Video Distribution Made Easy | Shopbop
Designer Fashion Brands |
| Amazon Resale
Great Deals on Quality Used Products | Whole Foods Market
America's Healthiest Grocery Store | Woot!
Deals and Shenanigans | Zappos
Shoes & Clothing | Ring
Smart Home Security Systems | eero WiFi
Stream 4K Video in Every Room | Blink
Smart Security for Every Home |
| | | Neighbors App
Real-Time Crime & Safety Alerts | PillPack
Pharmacy Simplified | Amazon Renewed
Refurbished tech you can trust | | |



