



Careers Brochure

Welcome to Tucalo

Providing our customers with business support, SaaS and supply chain partner services

Empowering businesses across the globe

In today's fast-paced and interconnected marketplace, success hinges on robust partnerships, seamless technology, and reliable support. Our company specialises in delivering comprehensive supply chain partner services, cutting-edge Software as a Service (SaaS) solutions, and tailored business support that empower organisations to thrive and innovate. With a keen understanding of the challenges businesses face, we are committed to streamlining operations, enhancing collaboration, and driving sustainable growth for our clients.

Leveraging years of industry expertise, advanced digital platforms, and a client-centric approach, we work closely with companies of all sizes to optimise supply chain efficiency, harness the power of cloud-based tools, and provide strategic guidance every step of the way. Whether you are looking to forge stronger supply chain alliances, adopt scalable SaaS technologies, or access dedicated business support, our team is here to help you achieve your goals with confidence and clarity.



Our mission is simple – to provide high-level support, along with a seamless supply chain and SaaS to make businesses run like clockwork. When customers contact us for help, we step up and bridge the gaps that are causing them pain. Where companies are starting to fail, we work out why and help get them back on their feet. We take away the doubt people feel when things are going wrong and provide a firm plan to navigate straight through problems and out the other side.

Andy Donnelly

Director

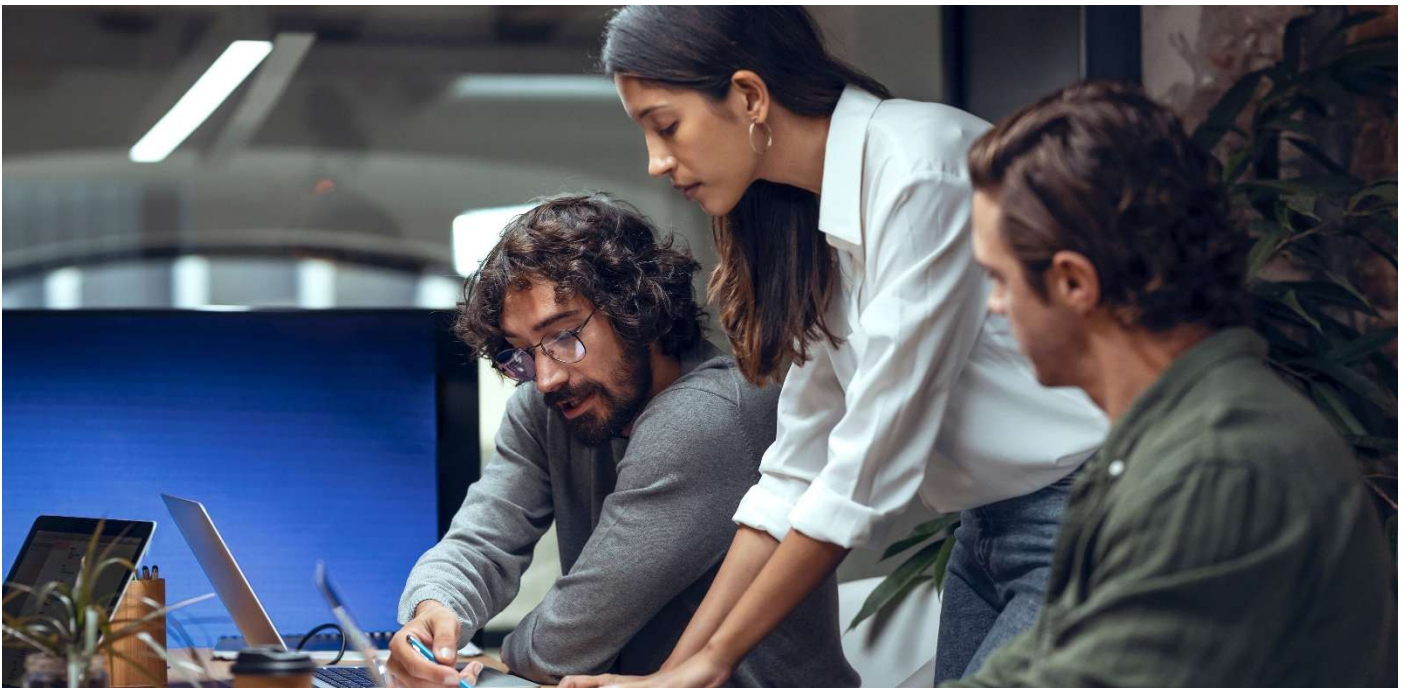
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Introduction

Tucalo - A trusted partner in business

Tucalo are expanding into worldwide markets and operating in twenty-six different industry sectors. From construction, road and rail to the fishing industry, commercial and leisure marine through to aerospace and defence. Tucalo really are an exciting company working with a very diverse range of businesses.

Our primary aim is to provide software as a service to companies so they can operate from one platform. To achieve this, we have recognised that unlike mainstream products that try to make one product fit all companies, we have segmented our software by industry to ensure it really does fit each individual situation. Companies first take the common schema, but then decide what additional industry sectors they wish to choose in order to build a tailor-made package that exactly suits their business.



Alongside the software we also work as a supply chain partner, so not only is the software in-house but so is the supply catalogue with its comprehensive range of products and services. This saves countless hours spent searching for products and reading reviews in the hope of avoiding buying unsuitable products. We back all of this up with a range of support services, so businesses can grow to rely on our help and assistance.

Career opportunities with Tucalo

A diverse range of roles in a global company

Tucalo really is a great place to work, operating under a predominantly horizontal organisational structure, so you get to use your skills and innovation to the full. Front-line staff can simply ask for support when needed from partners within the organisation. We operate a twelve-month phase-in for sales staff so the less experienced are not put under immediate pressure and we have a range of training modules to guide employees to success in what they do.



We believe that we offer one of the best ranges of work environments due to the diverse range of industries we work in and the large number of companies we are expanding to work with. We are also reaching out to conduct business with a number of overseas companies, so the opportunities are far reaching for those who are dedicated to great customer service.

Your chance to break free and be your own boss

We have local, regional and national support partners who assist front-line staff with training, gaining correct experience and helping you realise your full potential. We recognise that each person has different goals and varying amounts of time they have available, so we simply ask how much time you can dedicate to us and we set your plan from there. You simply set your hours and work from any location, so you have full flexibility and control over your working environment.



For those wishing to push further and enjoy a fast-paced, work-driven lifestyle, you can advance to team support levels across the organisation and look further afield across the globe, incorporating travel into your working life. Whatever route you choose, you'll have autonomy in your schedule and work location, so you can find the important balance between work and your personal life.

Sales & Customer Service Consultants

With such a diverse range of products supplied to twenty-six industries, sales at Tucalo really is a great job to be in. It's extremely diverse, yet full product literature and support is available, so we can always provide the right advice to our customers. Knowing each industry and product is key to our success, as is great customer service, but we are here to fully support you on your learning journey.



Entry into Sales & Customer Service

All consultants start with basic training before entry. From there you can immediately begin earning through sales. All product purchases are taken care of by Tucalo, allowing you to keep your expenses to a minimum so you get maximum earnings. You can phase into the business, starting part time while you keep your current job if you want to see if this work stream suits your lifestyle and personal goals.



This makes entry extremely easy and also means you don't have to jump straight in but instead can incrementally phase into the business. With full support for training and progression, you can soon achieve full time hours and take the leap to leaving your old job.

For those more experienced in sales, you have the option to go straight into full time and may be able to progress into higher end products more quickly taking this route. Whatever you decide, we can accommodate you.

Our aim first and foremost for all of our Sales & Customer Service Consultants is to ensure you are trained to a standard that allows you to maintain our high level of customer service. You will be mentored on the product range and supporting literature to ensure you have the right level of knowledge, and you'll be shown how to access higher-level expert help when required.

Expanding into senior levels

You can move through the five levels set for Sales & Customer Service Consultants to access the higher-level product sales. The pace at which this happens will depend on experience and the time you can dedicate to Tucalo. Once level five is achieved, your sales potential will be significantly increased.

Logistics Consultants

For those who prefer to be involved with the products post sales, working as a Logistics Consultant could be the role you're looking for. Once a customer has placed an order, it is imperative that the product is despatched and received by the customer in the fastest and most efficient way in order to keep customer service to a high standard.



Products vary immensely in size, shape and weight, so this role is an exciting challenge for those who enjoy problem solving and working with a range of companies to achieve efficient delivery. By meeting our delivery targets we are also able to meet our customer service expectations and this is key to our business.

Deciding how to ship the product

As a Logistics Consultant, you may wish to deliver products yourself, or you may prefer to use third parties to achieve delivery. This will allow you to ship more products by freeing up your time to do more office-based work.



Whatever way you choose to work, we simply ask that you deliver the product on time and in its original condition, so our customers are happy with the delivery service.

Field Services Consultants

Tucalo don't just supply products, we also provide services to support our products. For example, where we provide construction materials, we also provide construction services. This can either be simple sourcing or a project fully managed by us. Where we take care of the entire project, we need Field Services Consultants to ensure that all our projects go smoothly and to manage teams on the ground.



Our diverse service portfolio spans from utilities and farming through to bespoke yacht construction and management programmes.

Field Services Consultants have a unique opportunity to manage a wide range of projects and provide customers with a great level of service. Projects range from quick turnaround to much larger and longer term projects and are undertaken globally.

A career in Field Services

Naturally, working in Field Services will require a more structured schedule to allow working alongside other contractors, and this is especially true for Field Services Consultants who choose to be fully immersed and hands on in the project. You will still have flexibility in planning and get to work on some great projects.



Field Services range from construction and farming projects to marine survey and inspection work using ROVs. For those who wish to have a diverse workload, this is definitely an opportunity not to be missed.

Projects are undertaken across all industry sectors so the range of services is so diverse that there will always be new and exciting challenges in the day-to-day operations of all of our projects.

For anyone dedicated to high quality delivery of projects delivered on time and with great customer service, this is for you. As with all of our roles, you will receive initial training where the projects are directly managed. For experienced contractors operating independently, you will receive our full support to ensure the customer's needs are met to the highest standards.

Software Development Consultants

A large part of Tucalo is its new and exciting SaaS product, Ai Work Agent. This is tailored to serve twenty-six industries, helping them to operate from one platform and runs with an integrated supply catalogue and tendering. The development of Ai Work Agent is a huge task, and we are always looking for new Software Development Consultants to help us.

Tucalo can allocate set projects to suit each consultant's talents and skills. You set your work location and hours, all we ask is that the project is finished on time and to the correct standard.

Because we operate a high level of security and the SaaS project is so diverse, spanning into multiple industries, all projects need to be coded individually. Our in-house code team then check and verify all work before it is added to our software product.



Become part of a brand new globally expanding SaaS product

For those skilled in coding any of the languages HTML, JavaScript, PHP and CSS, we can offer a project-based workload for Software Development Consultants. This is a great way to earn while working to your own schedule and having a flexible work location.

Our designs are extremely in-depth to ensure we meet our customer requirements so coding can become complex, but if you know your language inside out and have a real passion for what you do, this could be an ideal role.

Security is at the forefront of everything we design, and each module we add to our package needs to enforce this. But for those with the correct skills, this is a great opportunity and can be part-time or full-time hours, or even just supplement your current income.



If you take pride in being a great coder and are always learning or expanding your knowledge base, why not join the project and become part of a new and exciting SaaS product that will serve companies globally.

B2B Catalogue Products

Tucalo operates a business-to-business integrated catalogue that not only supplements our Ai Work Agent software product but also provides a comprehensive range of products and services to assist our customers. This saves them countless hours of searching and removes doubt if products will meet their needs.



Our business-to-business catalogue spans across twenty-six industries including sectors such as farming, forestry, hospitality and leisure, film & photography, construction and civils. Because we operate at such a diverse level, getting to know the product catalogue can be quite a challenge at first. But through carefully working your way around the product range, you can become conversant with each industry and study the supporting literature when you need more in depth knowledge on a product, service or industry.

Carefully Sourced Products Our Customers Can Rely On

Fundamental to the supply chain process is ensuring each product is reliable and serves the purpose for which it is intended. It is important for consultants to exactly match the products to customers' needs to ensure they remain enthusiastic about our level of service. Where they do not have the time or the knowledge to source what they need, it is the job of Tucalo Consultants to guide the customer to the correct product.



When services are also required, either along with a product or independent of any product purchase, it is vital that Tucalo Consultants understand the best contractor to carry out the work. Experts are always at hand for next level technical support should this ever be required.

Join Our SaaS Sales Team

If you have a passion for working with businesses to improve their workflows, increase productivity and streamline their efficiency, working with the Ai Work Agent SaaS sales team could be the ideal career choice for you.

You'd be helping businesses understand how to convert and how to maximise the benefits of using Ai Work Agent to improve their business.



Working With Companies to Understand Their Current Processes

Ai Work Agent conversions all start with consultation to see how companies currently operate, how existing processes can be improved upon and how Tucalo can achieve this for our customers. The importance of this initial strategic reconnaissance should never be underestimated as it will ultimately ensure successful conversion and minimise conversion time.



Ai Work Agent SaaS offers businesses a chance to join an expanding software supplier with dedicated industry modules, making this a product that doesn't take a 'one size fits all' approach; instead, Tucalo do the hard yards to deliver a true industry tailored package that actually works for each industry. For those who are ready to take on the challenge of deploying Ai Work Agent to businesses, you can become part of a unique and challenging deployment project, delivering new levels of data security to businesses.

Full automation can offer businesses a new way to expand by saving costs in the short term, allowing them to redeploy staff into new processes. Technology is now moving faster than ever as we fast approach the quantum computing era. The drawback to this is security, which will also move into a new era. Ai Work Agent has been designed to overcome that hurdle. So along with its individual designs that meet each industry's expectations, it really is the emerging SaaS product in the market.

Ai Work Agent SaaS Sales Roles

For those with an analytical mindset who are prepared to work methodically to seek genuine improvement in businesses, Ai Work Agent offers a great career opportunity.

Support Services

Tucalo have a range of support services to ensure the smooth running and co-ordination of our consultant roles. This ensures that help is always available when required by our consultant sector, enabling you to deliver a top-rate service to our customers.

For those consultants who wish to expand their skills within Tucalo, we offer training to help our Support Services team during busy periods.

This includes duties such as marketing and advertising, product sourcing and assisting in purchasing negotiations. We also have overflow work in our legal and accounting teams. After completing the training, consultants can vary their workload by assisting in these departments when we require them to do so.



Providing the perfect team with the optimum support

The success of our consultants depends largely on them having the right support services in place ready for when they are needed. From marketing and advertising assistance to training and industry expert advice for product support, we always ensure that the correct people are on hand to ensure Tucalo runs smoothly and efficiently, allowing us to provide the best possible customer service.



So, if you have the correct skills and believe you could supplement the Tucalo support team when required, this could be a potential role for you. Tucalo aims to deliver both great customer service and a workforce who feel valued and love what they do.

Support Contacts

To make sure you always reach the right people when you need assistance, we've got a list of contact details to help you along the way. For general support email us at:

support@tucalo.com

UK & Ireland:

support-uk-east-midlands@tucalo.com
support-uk-east-of-england@tucalo.com
support-uk-ireland@tucalo.com
support-uk-north-east@tucalo.com
support-uk-north-west@tucalo.com
support-uk-london@tucalo.com
support-uk-scotland@tucalo.com
support-uk-south-east@tucalo.com
support-uk-south-west@tucalo.com
support-uk-wales@tucalo.com
support-uk-west-midlands@tucalo.com
support-uk-yorkshire-humber@tucalo.com

USA & Canada:

support-usa-california@tucalo.com
support-usa-arizona@tucalo.com
support-usa-florida@tucalo.com
support-usa-georgia@tucalo.com
support-usa-nevada@tucalo.com
support-usa-new-york@tucalo.com
support-usa-texas@tucalo.com
support-canada-bc@tucalo.com
support-canada-ontario@tucalo.com
support-canada-quebec@tucalo.com
support-usa-alaska@tucalo.com
support-usa-hawaii@tucalo.com

Caribbean & Bahamas:

support-antigua-and-barbuda@tucalo.com
support-bvi@tucalo.com
support-bahamas@tucalo.com
support-cayman-islands@tucalo.com

Central Europe & European Alps:

support-alps-france@tucalo.com
support-alps-italy@tucalo.com
support-alps-switzerland@tucalo.com
support-alps-austria@tucalo.com
support-germany@tucalo.com

Mediterranean Sea Regions:

support-spain-mainland@tucalo.com
support-spain-balearics@tucalo.com
support-france@tucalo.com
support-italy@tucalo.com
support-corsica@tucalo.com
support-sardinia@tucalo.com

Aegean & Adriatic Sea Regions:

support-croatia@tucalo.com
support-greece@tucalo.com
support-turkey@tucalo.com

Australasia & Oceania:

support-australia@tucalo.com
support-french-polynesia@tucalo.com
support-new-zealand@tucalo.com

Nordic & Baltic Regions:

support-denmark@tucalo.com
support-finland@tucalo.com
support-iceland@tucalo.com
support-norway@tucalo.com
support-sweden@tucalo.com

Asia:

support-china@tucalo.com
support-indonesia@tucalo.com
support-japan@tucalo.com
support-philippines@tucalo.com
support-singapore@tucalo.com
support-thailand@tucalo.com
support-vietnam@tucalo.com

South America:

support-chile@tucalo.com
support-uruguay@tucalo.com

Africa:

support-africa@tucalo.com

Our enquiries team is always on hand to offer help and support. We usually respond within 48 hours of your email being sent.

Joining Tucalo

The process for joining Tucalo is straightforward. You just need to decide firstly on what areas you would like to cover. You may want to work locally, regionally or nationally. It is important to realise your potential without overstretching yourself when making these decisions. Similarly, you also need to decide on how much time you can dedicate to Tucalo each week. This will help us when deciding where you would be best placed.



Another factor you will need to consider is the level of training you'll need. Everyone has to undergo the basic training course to ensure you are up to speed with how Tucalo operates. This is an online course and typically only takes two to three hours, depending on the number of responses and questions received during the course.

Training to work through the levels and for industry sector specialisation

Unless you are vastly experienced, you will normally require time to phase into Tucalo roles so that we can ensure you are fully skilled to meet our customers' expectations. Whilst those with extensive experience can fast track to higher levels within the business, most new recruits will find the higher levels pressurising and this can negatively impact progression, so we always advise the 'slow is smooth, smooth is fast' approach.

New recruits can benefit from advice and support provided by local, regional and national partners who are at hand to assist the less experienced consultants when they need help. Our horizontal structure allows you to conduct your own business at your own pace, while knowing there is a support structure at hand, should you need it.

Team Structure

For Sales & Customer Service Consultants, Tucalo generally aim to have small teams with a Local Sales Partner and two Sales & Customer Service Consultants.

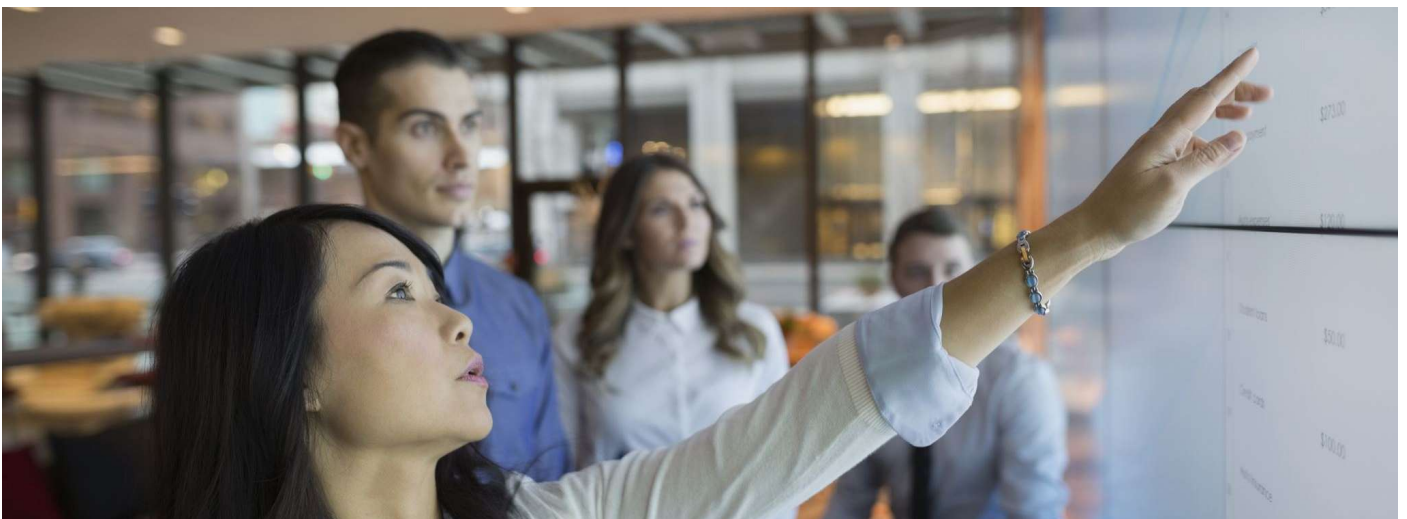
Local Sales Partners help in recruitment and assist Sales & Customer Service Consultants with deciding on sales targets, obtaining training and helping with any general problems.



Regional Sales Partners

Regional Sales Partners generally do not engage directly in the customer sales process but are instead there to provide assistance to Local Sales Partners and to help with customer service in instances where higher level input is required to solve more complex problems.

These roles will generally be better suited to those with experience and consultants that have worked through the training programmes, so they are fully conversant with Tucalo working practices and are able to stand out in support roles.



National Sales Partners

National Sales Partners again are not usually involved in the frontline sales process. They are there to support Regional Sales Partners and pass back information on how Tucalo can grow and improve based on performance and feedback from customers and consultants.



Building a Customer Base

Once you have joined Tucalo and undergone the initial training, you can then begin to build your customer base. This is a vital stage in the business, as you need to aim for developing long term relationships with customers who trust your advice and expertise.

In order for our customers to be best matched with the correct products and services, you will need to understand not only the products but also exactly what the customer needs.

It is important to become skilled in listening carefully to your customers, getting to know what they like and what they don't like. If they constantly look for new technology, you'll need to keep pace with emerging products, but if they prefer what they know, it is important that you support them with products that are familiar to them.

Repeat Business and Recommendations

Through building a great customer base, you'll soon experience repeat business from customers who are highly satisfied with the great level of personal service they receive from you. Customers who are happy with the products and services you provide them will also be prepared to recommend you to friends, associates and even family members. This will help your customer base grow to new levels.



Each customer should be given the time and dedication to ensure you are looking after their needs. It is not about making a sale, it is about identifying the customers' needs, understanding their pain points and helping to solve these.

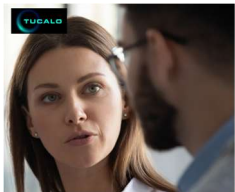
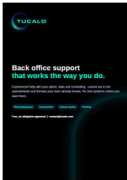
As you build a good reputation and expand your knowledge on industries, products, services and how to best meet customers' needs, you will quickly grow a solid customer base that you can continue to work with in the years ahead.

The Key to Happy Customers

By providing a consistent and reliable service, customers grow mutual trust and that is what Tucalo strive for. Always take the time to meet customers' needs.

Sales Literature and Promotional Merchandise

All Consultants can purchase support literature as required such as business cards, catalogues, leaflets, promotional merchandise such as mugs and pens. The products and prices are listed below:

Product	Description	Price
	Business Cards Business cards are normally supplied in minimum batches of 25, though larger orders are accepted and will be cheaper per card the more you order.	£9.99 per 25 Cards
	Recruitment brochures Printing quality is greatly increased with professional printing. Brochures are supplied with a minimum order quantity of 10 brochures but ordering more will reduce the price.	£16.99 per 10 Brochures
	Sales Brochures You can order professionally printed copies of any of our sales brochures. Our general brochure is supplied with a minimum order quantity of 10 brochures but ordering more will reduce the price per brochure.	£12.99 per 10 Brochures
	Mug Personalised Mugs Product Name: Personalised Mugs Colour: Black and White Material: Standard Print Area: 2-Sided Printing	£4.94 Each
	Pen Skyra Retractable Rubber Grip Ballpoint Pen Product Name: Skyra Retractable Rubber Grip Ballpoint Pen Ink Colour: Black Colour: Black	£14.99 for 25 Pens
	Keyring Keyring Full Colour Insert Print Product Name: Keyring Full Colour Insert Print Colour: Clear	£1.21 Each

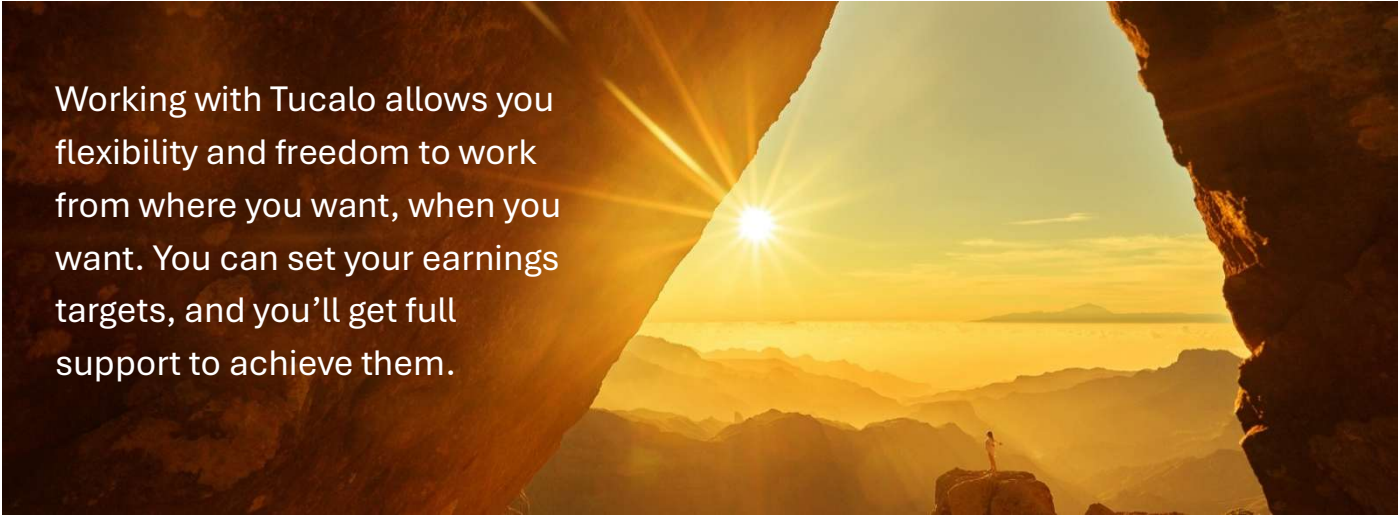
Product	Description	Price
	Cap Embroidered Cap Product Name: Embroidered Cap Reverse side: Blank Substrate Colour: Black	£14.50 Each
	T-shirt CottoVer® Crewneck Unisex T-shirt Product Name: CottoVer® Crewneck Unisex T-shirt Reverse side: Blank Deco Area: Left Chest Decoration: Direct-to-Garment Colour: Black	£24.99 Each
	Polo Shirt Fruit of the Loom® 65/35 Polo Shirt Product Name: Fruit of the Loom® 65/35 Polo Shirt Colour: Black	£25.25 Each
	Fleece Jacket Sol's® Norman Fleece Jacket Product Name: Sol's® Norman Fleece Jacket Reverse side: Blank Decoration Area: Left Chest Colour: Black	£35.55 Each
	Backpack Promotional Laptop Backpack 17" Product Name: Promotional Laptop Backpack 17" Substrate Colour: Black	£37.99 Each
	Tote Bag Large Cotton Tote Bag – 38.1 cm H x 47 cm W Product Name: Large Cotton Tote Bag – 38.1 cm H x 47 cm W Reverse side: Blank Substrate Colour: White Decoration Technology: Direct-to-Garment	£15.99 Each

All product orders should be emailed directly via our Support Services using the following email address: merchandise@tucalo.com

You will be contacted for payment, or if you have sales commissions due and these exceed your order value, these can be deducted from your next commissions payment.

Local Development

Tucalo operate a horizontal organisational structure so that consultants can work to their own schedule and from a location that is suitable. Each consultant can set their own appointments and meetings with customers and decide if these need to be face to face or online. We do recognise though that it is vital to have a support structure in place to ensure consultants get the best possible support to ensure their success.

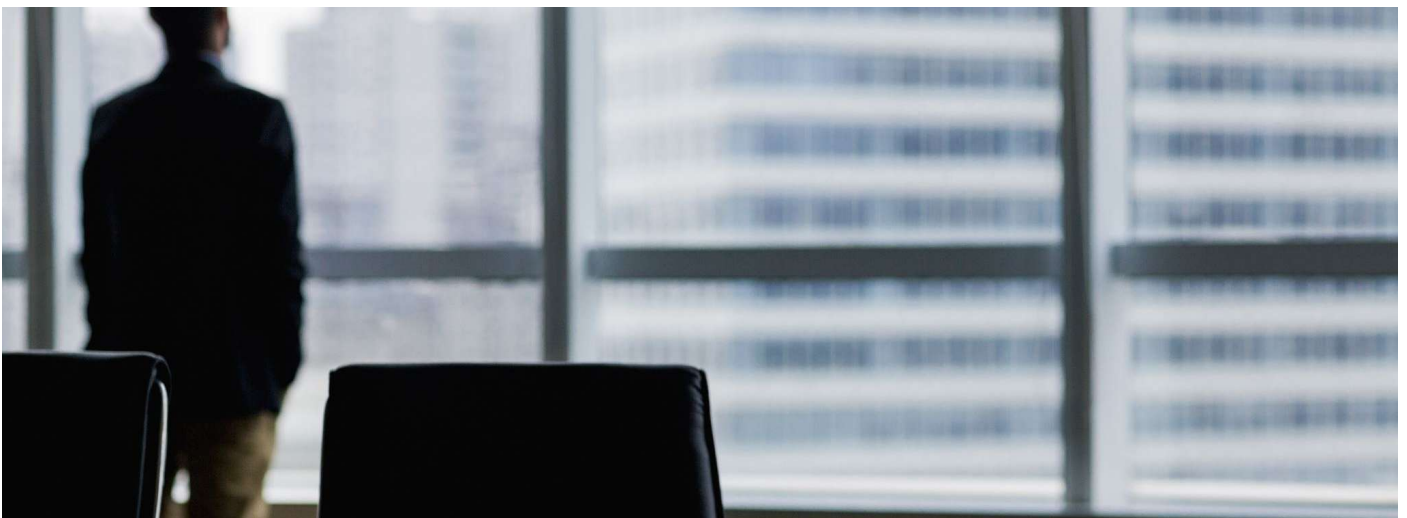


Working with Tucalo allows you flexibility and freedom to work from where you want, when you want. You can set your earnings targets, and you'll get full support to achieve them.

We recommend teams of three, consisting of a Local Sales Partner who works with two Sales & Customer Service Consultants, but your team may be larger (especially if some consultants are part time) or you may choose to work alone. For those who feel they need support, working with a Local Sales Partner can ensure you get the support you need.

Assistance Developing Your Sales Plan

Deciding on a plan for business hours, sales targets and training to ensure you receive the remuneration you require can feel a bit overwhelming when you first begin. It is useful to get help to set your goals.



Local Sales Partners work upstream, keeping everyone informed of new products and services, while also providing advice and mentoring when and where it's needed.

Regional and National Development

Because Tucalo are an international company, we have support partners working at regional and national development levels. This allows us to maintain orderly reporting of monthly information and to cascade communications on new developments or changes within the company.



Regional Sales Partners work with Local Sales Partners to ensure the full region is supported and kept up to date. They provide support and advice to Local Sales Partners when needed and this allows local support where extra help is needed.

National Sales Partners bring everything together for each country so the International Sales Director can ensure Tucalo runs smoothly from a sales point of view. The International Sales Director raises matters to the board for discussion.

Progression Through the Support Structure

The structure of Tucalo allows for progression so that our consultants can achieve their personal goals and targets. We understand that some of our consultants simply wish to earn a part-time or supplementary income, while others will be more career driven and want to achieve much higher earnings, putting in more hours and making a conscious choice to have a career lifestyle.



For consultants who wish to incorporate travel into their schedule, because we are an international company, we can accommodate working in other locations. Some consultants may wish to work locally while others may feel the allure of exotic or sunny locations to work in.

The flexibility of location is attractive to many and when combined with the flexible working hours, this really does suit a very wide range of individuals, from those with young families to those deeply entrenched in their careers.

By working internationally, Tucalo are able to source products and network to distribute them between Sales Partners. This offers a global opportunity which, when combined with the fact we serve twenty-six industries, makes us an extremely interesting and diverse organisation to work for, with a host of opportunities for consultants who choose to work with us. Tucalo really is a company that can make you feel at home and help you achieve your career goals.

Training and Support

Tucalo offer full training for consultants, from introductory training through to advanced level for those wishing to sell the most expensive products. We currently have over twenty-five different online training courses available and as you work through them your earning potential rises, as you gain access to selling the more expensive products.

The training courses are designed to guide you through each level of sales, ensuring you are ready for each sector of the business, and that our high standards of customer service are always maintained.

We run courses based on demand, so when you feel ready to progress just let us know and we'll send course dates. Each course normally takes between two and three hours, depending on the quantity of questions put to the training team.



Increasing your skills to go deeper into Tucalo

As you work your way through each module, you'll increase your skillset and be better equipped to handle the larger accounts. Needless to say, this will open up higher earning opportunities for you, so you should look at your training path early on when you join Tucalo.

It is important to fully understand the products and services that Tucalo supply to our customers, but it is equally important that you know how to get the right products to the right customers.

Taking time to work with and get to know customers is vital to success. It is the only way you will correctly match customers' needs. It also makes your work more fun by feeling engaged and creating a more friendly approach.



Once a customer's trust is earned, and they know you will deliver what you promise, you will find they are far more willing to work with you and even become reliant on you. When hitches do occur, swift resolution is paramount to retain customer confidence. The training gives you the fundamental principles at each level, meaning you'll know you're prepared and well placed to quickly build up a satisfied customer base. Email us to find out more: training@tucalo.com

Initial Training

The entry level Tucalo training course will prepare you for initial product sales and also covers a couple of other essential topics. It includes some basic health and safety, so we are comfortable you're conducting business safely, and we also cover some IT security as you'll be engaging with our systems. We also cover some basic finance in the module, so you understand the product pricing.

Because our product range spans over twenty-six industries, getting to know your way around it can take time, and it's essential that you take time to familiarise yourself with this before starting out on your sales journey.

As your knowledge grows, so will your customers confidence. They come to us for expert help and advice, or at times when they simply can't handle peaks in their workload, so they need us to be ready to dive straight in and deliver.



Training is about preparing, and preparing is the most likely way to succeed

Training allows you to become the best version of yourself as your skills improve and your confidence grows. You'll notice your self-development as you become more successful in your chosen field within Tucalo. Tucalo rely on knowledgeable and skilled consultants, so we want to help you achieve this as quickly as possible.



Each consultant that engages with our customers represents us, and by keeping our reputation to a high standard, we all benefit through growing sales and repeat business. Training is designed to help make sure you are ready to answer questions, or to know where to seek higher technical advice when required. It is also designed to make you skilled in listening and proficient in problem solving, so you portray a great company image to our customers.

Development and Promotion Training

Naturally as consultants progress through the company sales levels, you will move onto bigger and more expensive products. At the high end, this can be millions, so it is important that the executive level sales consultants know and fully understand how to deal with the higher pressure end of sales. At this level, customers' demands and expectations will be extremely high, so preparation, knowledge and development of skills is essential.



Sales levels

Level	Name	Description
1 - Month 1	Entry	Closely supervised after basic training. Sell basic products, low-cost flats, low-cost boats.
2 - Month 6	Associate	Sells lower range products such as basic machinery and starter priced homes.
3 - Month 12	Intermediate	Sells medium range products such as tractors and average price houses.
4 - Month 18	Senior	Sells high range products such as new combine harvesters worth £1m, higher end houses and small estates.
5 - Month 24	Executive	Sells the most expensive products such as super yachts and large multi million pound estates. Helps Seniors prepare to reach Executive sales level.

Our higher tier training packages of senior and executive sales levels prepare you for the high cost sales. By this stage the sales process should no longer feel daunting and you should have become more fluent in your processes and strategies for tackling problems and winning your customers' trust. Some consultants with many years of sales experience prior to joining Tucalo will often reach this stage quite quickly.

Email us to find out more: training@tucalo.com



Setting Your Hours and Sales Targets

Everyone has differing lifestyles and personal financial goals, and these often change throughout life. That's why it is important to take the time in deciding how much time you want to dedicate to your new career path. If you decide to go all in then you will probably want to spend most of your week making as much progress as possible. Or you may want to slowly train and progress into a new role, taking time to build your confidence before taking the big step to going full time.



If you are simply looking to supplement your income, perhaps while keeping your existing job or while raising a family, then again, you can match your hours to suit your situation. All you need to do is set a level for anticipated hours and sales so that we can calculate the number of consultants we need to adequately cover each sales area to ensure we can maintain our high levels of customer service.



You may wish to work out your desired sales targets and work out your hours from that approach. We can help you do this with our sales model.

Whichever route you choose, it is important not to overstretch yourself in the early stages. You are better off building up your hours and sales targets as you gain confidence and experience. For those new to sales, we usually factor in a twelve-month phase-in period, so you do not feel unduly pressured in the initial stages.

Local, Regional and National Sales Partners can assist you with this stage, should you need help or assistance. They can also help with your progression into more hours, higher level sales and training, or you can arrange that with us yourself if you wish to work alone.

Financial Information

When you work with Tucalo you'll quickly see all the benefits of being your own boss and setting your own schedules. It is still important to stay organised and keep to appointments, but they will be appointments you set to fit your schedule, and you will have organised your day to get the most out of your working day, while balancing that with your leisure time, giving you that perfect work life balance.



Tucalo pay a generous commission on all sales, with front-line self-employed consultants taking 80% of the available revenue, after cost of sales, taxes and profit.

The remaining 20% will go to marketing and advertising, partner support and general support services that assist you, so you'll feel 100% of the benefits. You set your targets, so there is technically no limit to your earnings. You can choose a supplementary earning level, or progress and work a career lifestyle to maximise earnings.

Experience the financial freedom of running your own business

When you work for your own business, you have the freedom of making decisions on when and where you work. This will allow you to better align your personal goals with your work and let you decide on your financial goals, while giving you perfect control over how to integrate the two aspects of your life.

Having the freedom to choose that brand new car or book an exotic holiday may be your aim, or you may want to upgrade to a property with more space and privacy.

As you master your sales techniques, become an expert and begin to build a great customer base, you'll begin to feel the benefits, and for those who choose to progress to become a Local, Regional or National Partner, you have the opportunity to earn extra commission.



For those who feel like their jobs simply are not fulfilling, the simple answer is that they probably are not. Taking the step of taking charge of your career can be daunting, that's why Tucalo structure our business to allow progressive integration for new members. That means you don't have to do everything all at once but can gradually move over to your new career path, with confidence that you've made the right choice. To find out more, look for the area closest to you on our email list on page 13 in this brochure and drop us an email, or contact us through our website tucalo.com

International opportunities

Because Tucalo operate globally, consultants have the chance to work almost anywhere they choose. Our sales expansion reaches all corners of the globe, so whatever your expectations, you can fit them into your development plan. International and global presence also opens up opportunities, with contacts all over the world.



Our customer base stretches from the Caribbean, USA and Canada right across to Asia, Australia, New Zealand and all across Europe. We also have locations in South America, Africa and as far north as Iceland.

So, wherever you are, or wherever you want to be, we can pretty much put you there. With a global network, you'll be in touch with partners across the planet, making it easier to source and distribute products to our customer base.

Cross Working with Tucalo and Fazuba

If you wish to expand even further, Tucalo can help. Our partner company, Fazuba, offer cross collaborative sales consultant working. By engaging with Fazuba, you'll open up an even broader sales range, including holiday accommodation, domestic and commercial property sales, business and franchise sales. You'll also access the yacht market and be able to work with property services and even financial services. It's a great way to expand your portfolio even further.



To access this additional sales opportunity, simply contact us or talk to a sales partner who will be able to advise you. It's a great opportunity and will make sales so much easier as you'll be covering both domestic and commercial sales, so just about anyone you talk to may lead to an opportunity.

Events

Tucalo hold events from time to time, and you will be made aware of these. We hold sales events, where you may wish to come and work on building your customer base and maybe even make some sales. Our other events are about team building, knowledge sharing, learning and we don't forget the social aspect of our business, so we make sure there are plenty of opportunities to meet other consultants within the Tucalo team.



Sales events can be extremely useful by helping you meet and talk to potential new customers. You can practice your skills and see how your knowledge stands up against questions. This can be done alongside a sales partner if you wish, who can give you feedback to help you learn.

Learning sales skills and becoming excellent at dealing with customers is a life skill that will serve you well once you have mastered it, and events are a great place to practice with support around you.

A great chance to collaborate with others in the Tucalo team

Tucalo believe that work should never be about simply turning up and doing a job, it should be enjoyable, make you feel passionate about what you do, and inspire you to go further. Once you become autonomous, you will begin to feel like you have greater control over your life, and it's great to get together with others like you and unwind.



We'll keep you up to date on all our events, and if you feel like joining us to have fun, learn, get new ideas and unwind, then join us. We'll send out emails well in advance of all events so you have plenty of time to make plans, should you have commitments you need to cover. If you want to register an interest in getting involved in organising events, email us: events@tucalo.com



- **Supply Chain Partners**
- **Business Software (SaaS)**
- **Business Support**

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Contact us today to start your Tucalo journey