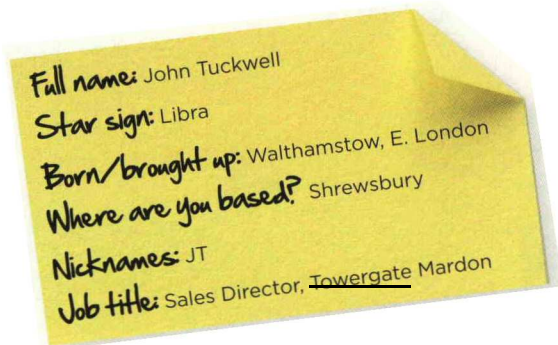


A day in the life of...

John Tuckwell

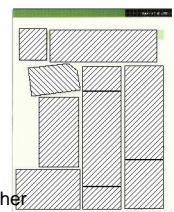
A keen sailor, John works for marine insurers Towergate Mardon



What does that entail? I head up a team of seven new business Sales Advisers, ensuring they're hitting their targets. I work closely with the Marketing Director to implement new initiatives and generate business from my own contacts within the marine industry. I also sit on the Towergate Mardon Management Team, so am involved in strategic decisions.
 Partner/children: Beautiful girlfriend Amanda, a minor injuries nurse. Amanda's children Chelsea, 13 and Luke, 10.
 Pets: A Staffordshire bull terrier - the dog is as mad as a box of frogs.
 Favourite food/drink: Full English breakfast and a Sunday roast.
 Favourite films: Cool Hand Luke, Heat, Godfather trilogy.
 Top pinup: The perfectly-formed Kylie Minogue.
 Five essentials on a Caribbean island: Girlfriend, books, sun cream, barbeque and food to cook.
 What's under your bed? Dust and the odd sailing magazine
 Favourite sailing club: Stone SC, because of the great atmosphere (and the showers!)
 Favourite boats to sail: Having spent the last 20 years sailing catamarans, my heart is still in catamarans. I loved my Hurricane and F18 sailing, although I wished I had more time to devote to F18. More recently I've been sailing Flying 15s which is great

- albeit really tactical.
 Do you own a boat? I have an RS400 called 'Fortune and Glory' with insurance4dinghies stickers on the sail.
 Education: I left college with three A-levels, in Maths, Economics and Accountancy, and started working for Prudential Assurance as a District Agent. Most hated subjects at school: French - because of my cockney 'A'.
 Other sports or hobbies: DIY, circuit training and trying to get back on my road bike.
 How did you get to where you are today? After leaving the Prudential I set up my own brokerage, Red Insurance. Due to my sailing connections and being chairman of the Dart 18 association, I was increasingly approached to arrange boat insurance, and over 17 years the business developed a very successful marine account. In 2006 it was acquired by Towergate and I was asked to work for the marine area 'Towergate Mardon'.
 Your typical day: Checking web leads that came in overnight to understand what crafts we have quoted for. I then run the new business figures for the previous day, to see who is on track to meet their monthly target. Discuss timescales and progress of various marketing initiatives with the Marketing Director and talk to key partners, such as Premier Marinas, regarding promotions. I also check for

any sailing news which may be relevant.
 Who was the last person you spoke to on the phone? Olympic sailor, Hugh Styles. He organised a training event for the Dart 18 fleet at Parkstone YC, which was of course sponsored by Towergate Mardon. Can't get through the day without... lots of coffee
 Essential tools for the job: Emails and Excel for my many sales reports
 What can you see out of your office window? The Shropshire hills
 Best part of my job: Talking to people about boats and sharing their enthusiasm for all things boat-related. Attending awards ceremonies and giving prizes for the many events we sponsor every year.
 Worst part of my job: The huge amount of time I spend travelling, especially in the car. The sooner they invent the Star Trek transporter the better.
 Best memories: Camping holidays in France with family and friends, plus sailing on Lake Garda and Como in Italy.
 Most amazing sailing experience: The 2000 Hurricane Europeans in Greece. It was the day of the long distance race which was around two large islands. More by luck than judgement we were able to lead the fleet all the way out to the two islands. My crew at the time and myself just kept looking back to see all brightly coloured sail against the blue of the sea. Needless to say we did not win the race, - probably due to all the looking back!
 Most embarrassing moment: One year during the London Boat Show after going out for a few beers, I got a lift at the same time as Ossie Stewart, the 2000 470 Olympic representative. In my drunken state I said: 'You're Ossie Stewart



aren't you? You're a sailing legend.' Ossie could not get out of the lift fast enough to get away from this drunken fan. In the morning I woke up cringing.

Who/what inspires you? Anyone who achieves something in the face of adversity. I was really inspired by Lance Armstrong's book and him winning the Tour de France after being diagnosed with cancer. Also by Ross Brawn winning the 2009 Constructors Championship, after the start of the season the Brawn team may not have existed.

Favourite quote: Rolling Stones - 'You can't always get what you want'.

By the time I'm 70 I would like to have...

A house by the sea so I can sit and watch the sailing from the balcony. ■



RIGHT Speaking to boat owners and event organisers is a key part of the job.

