

The Digital Broker: How to Build a \$5k/mo Recurring Side Hustle in Tech Sales

Most people think you need a Computer Science degree to sell technology. In reality, you just need a network and the right partner. Here is the 5-step roadmap to becoming an independent Technology Agent with Telosan.

\$5K

Monthly income potential

Build recurring revenue without
technical expertise

200+

Global providers

Access to major telecom and cloud
platforms

0

Engineering required

Focus on relationships, not
infrastructure

Your 5-Step Roadmap to Tech Sales Freedom

GETTING STARTED

01

Audit Your Current Network

You don't need to find strangers; you need to help people you already know. List 20 business owners or managers in your current circle—LinkedIn connections, former colleagues, or local business owners. Identify who is paying for internet, phone systems, or cloud security. Spoiler: It's everyone.

02

Learn the "Value Flip"

Stop selling products; start selling "found money." Learn how to look at a company's current telecom bill and identify overcharges or outdated tech. Your hook: "I'm not asking you to spend more; I'm showing you how to get better tech for the money you're already spending."

03

Partner for Infrastructure

Don't try to build the tech yourself. Use a master agency model. Sign up as a Telosan agent to gain access to 200+ global providers. They handle the engineering, quoting, and back-office support. You focus on the relationship.

04

Conduct Discovery Conversations

Avoid the hard sell. Use the 3-Question Audit: When was the last time you negotiated your internet or voice contract? If your phones went down for 4 hours tomorrow, what would it cost the business? Are you currently paying for features your team doesn't actually use?

05

Secure the "Infinity Check"

This is the most important step for long-term freedom. Unlike real estate or car sales where the commission stops once the deal is done, tech agents get paid a percentage every single month the client pays their bill. The math is simple: 10-20 clients paying their monthly bills equals a permanent, predictable second salary.

The Traditional Sales Model

- * One-time commissions
- * Constant prospecting pressure
- * Income stops when selling stops
- * Build value for someone else

The Agent Residual Model

- ✓ Monthly recurring revenue
- ✓ Growing passive income base
- ✓ Predictable cash flow
- ✓ Own your book of business

Ready to Own Your Book of Business?

Don't Build Someone Else's Dream

Every client you bring on becomes part of your permanent asset base. This isn't a side gig—it's equity you build month after month.

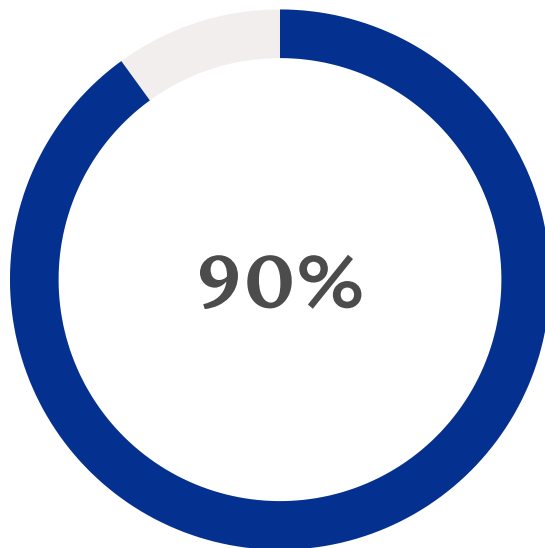
Build Your Own Residual Income

Start with your existing network and watch your monthly recurring revenue grow. The sooner you start, the sooner you build financial independence.

The best time to plant a tree was 20 years ago. The second best time is today. Your network is ready. Your skills are transferable. The infrastructure is waiting. All you need to do is take the first step.

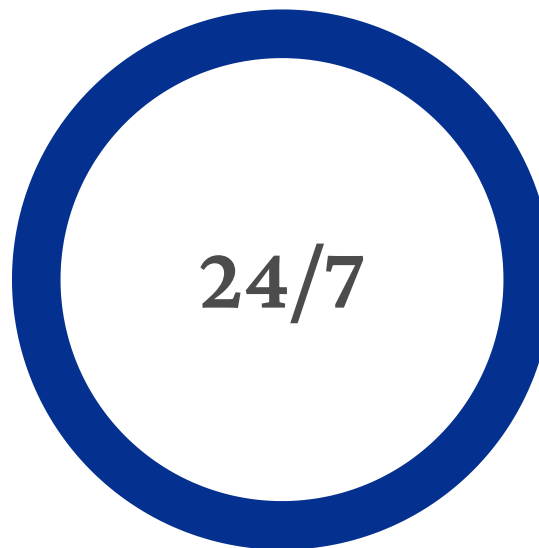
[Get Started as an Agent Today](#)

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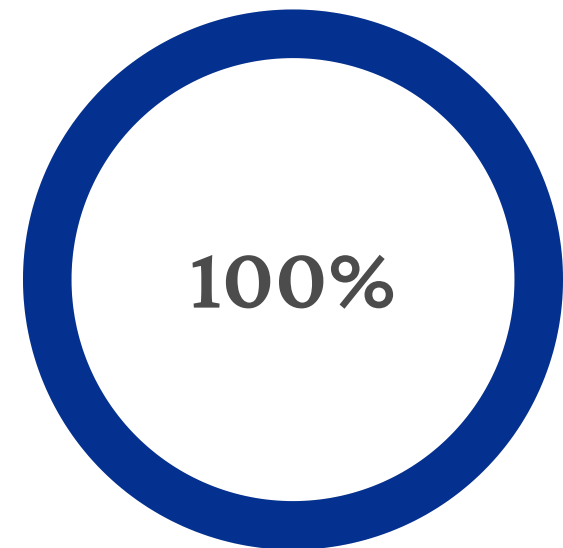
Agent satisfaction rate

Partners report high satisfaction with support and earning potential



Back-office support

Engineering and customer service handled for you



Focus on relationships

Spend your time building connections, not learning code