

BUILDING INDEPENDENCE TOGETHER

Victoria & Selvin Tiul
Pozo Seco, Guatemala



VICTORIA TIUL LIVES IN THE MOUNTAINOUS VILLAGE OF POZO SECO IN NORTHERN GUATEMALA WITH FIVE CHILDREN AND HER HUSBAND, GUILLERMO. Their eldest son, Selvin, 14, is affected by a physical disability which makes it difficult for him to walk. Despite the discrimination he faces from children and adults alike, Selvin attends school with his two brothers and has graduated to the **third grade**. But the family had trouble covering all their basic needs. Guillermo's work cultivating corn, beans and cardamom was not enough to feed the family of seven, and even with Victoria's help, the family could only eat small amounts of corn and beans each meal. What's more, the scarcity could mean they could no longer afford the expenses of schooling. The family needed a more reliable and steady income to keep food on the table and their children in school.

When Victoria began working with Trickle Up and our local partner FundaLachua, she received \$125 to start a business selling chicken by the pound in two communities nearby. Selvin became an integral part of the new family business, recording their costs and revenues. Now, he says, "I'm happy to support my parents because we can eat meat almost always."

In their first few months, the family earned a profit \$173, and increasing revenues from the business meant they could now eat more and better meals, buy clothing, medicines and save. Then, Victoria and Selvin's business flourished. Sales in the second half of their first year exceeded \$800. They built a shop and diversified their products to include vegetables, and financed the purchase of a freezer to keep their chicken fresh for longer. Selvin,



who now interacts with customers, has become more confident and wants to finish school and earn his degree.

For Victoria, this isn't the end of her dream. She wants to move her shop to a better trafficked area to increase their profits. She sees the shop as a source of income for her family well into the future, and hopes one day that Selvin can take over the family business.



Victoria, Guillermo, and Selvin Tiul, outside of their home in Pozo Seco, Guatemala. The family began working with Trickle Up and our local partner, FundaLachua in northern Guatemala as part of a project to support families living in extreme poverty who are affected by a disability.



Selvin Tiul, 14, bags chicken at the family store. He not only helps sell at the thriving shop after school, but is also responsible for bookkeeping.



Selvin Tiul looks after the family's shop in Pozo Seco, Guatemala. The business, which provides the small community with essential goods, specializes in butchering and selling chicken. It has been so successful, the family has been able to invest in a freezer so they can store greater quantities of chicken to sell for longer and increase their profits.

Read more stories like Victoria and Selvin's at trickleup.org