

Enspira Business Advisory Case Study



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Tim and Talal began their business, i4property Pty Ltd in 2014. “We’d always had a keen interest in property,” Tim says “and realised there was a gap in the market with not many buyers’ agents around. We felt that all we’d learned over the years... the good, the bad and the ugly... could be shared with others so they didn’t make mistakes and could also leverage on our successful strategies.”

What made you decide to use the Enspira Business Advisory service?

“From Day 1, we approached Enspira and asked for structural advice. Initially we understood we needed a good Accountant but in the first 6 months we knew we needed more than that... we needed advice and help with strategy and making decisions. We engaged Advisors at Enspira as an integral part of our business.”

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What have you gained from having a Business Advisor?

“We have gained so much... the team at Enspira has allowed us to see the future, where we are going as a business. He also helps us see the reality of ‘now’ and has paved stepping stones to show the path of growth. We always knew we wanted a profitable, scalable business and this is the reason for having a coach.”

What results have you achieved?

“We doubled both turnover and the number of customers in our first year. The strategic thinking from our business advisory sessions helped us to achieve this.”

What advice do you have for other business owners?

“When you consider business coaching, it’s easy to focus on the investment of time and dollars. Yet anyone who wants to fast-track their business results, honestly needs a coach. We would be way behind where we are today if we didn’t have Enspira.”



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