

Enspira Business Advisory Case Study



Access Factors



Christen Perry

Shane Perry

“Business coaching helps you to set and measure Key Performance Indicators, which means you focus on what you want to achieve in your business. Our business has definitely improved!”

Most small businesses find it unproductive spending time chasing up payment for invoicing. The Perry family, when facing this issue in their labour hire company, decided there must be a better way. They researched invoice factoring and found the service added so much value that they decided to begin their own factoring business.

“We first purchased a factoring franchise and later went on to acquire another independent factoring business,” Christen says.

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

“We wanted to take our business from a family enterprise to a more professional run corporation and we sought help from our Accounting firm who put us on to their Business Advisory service.”

What have you gained from having a Business Advisor?

“We have implemented a number of changes in our business since taking on the advisory service. We have developed policies and procedures and systemised much of our business. For example we now have job descriptions for our staff, quarterly goals and overall, a much more professional approach.”

What results have you achieved?

“Beyond having the assurance of a third party independent sounding board to help with ideas and strategies, we have also seen an increase in both sales revenue and bottom-line profit.”

What advice do you have for other business owners?

“Business coaching helps you to set and measure Key Performance Indicators, which means you focus on what you want to achieve in your business. Our business has definitely improved!”



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