



COACHING

CASE STUDIES

Some of my finest business projects, where I helped my clients to achieve their objectives

Contents

03

**SCHOOL TEACHER STARTED
A NEW VENTURE**

05

**A STRUGGLING BUSINESS GETS
A NEW LIFE**

07

**FRANCHISE SELECTION
MADE EASIER**

09

**DRONES BUSINESS IN A
COMPETITIVE LANDSCAPE**

11

WHY CHOOSE UMAIR

School Teacher started a new MVP Venture in Hongkong

Client Feedback

“ —

It is so pleasant working with Umair, he is always prepared, and the customized supporting materials he made for each session helped me to reflect deeply and plan further.

— ”



About Client

GY was a school teacher from China who was based in Hong Kong. She had worked in the field for 15 years, but now she wants to start teaching Chinese privately to her students. GY had one failed attempt on her business launch, and she wants to pursue the new business through professional advice.



Challenge



GY was a school teacher from China who was based in Hong Kong. She had worked in the field for 15 years, but now she wants to start teaching Chinese privately to her students. GY has a lot of ideas, but she cannot stick to one idea

Engagement

I designed a custom program for her path to business launch. There were 12 sessions designed for the client. Engaging templates and small projects followed each session to ensure the client is progressing towards the goals.



Result

The client achieved a clear vision of her business objectives and started the MVP for teaching the kids through her platform. She also started building a brand that helped teachers educate the Chinese language through visuals and templates.



A struggling business get a newlife in California

Client Feedback

I have been working with Umair for several months now, and he is an exceptional business coach who has helped me tremendously. He was always giving me great direction with my ventures and i can't recommend him enough, thank you Umair!



About Client



NZ is a middle-aged woman living in California; she started her dream business and struggled after a few months. She has no clue why things are not in her control.

Challenge

She hardly had any sales, which put her on the verge of closing her business. Alongside, there were also HR issues, and supplier issues started emerging. She needed a consultation to overcome her challenges and get back on track.



Engagement

We started one weekly session to understand the challenges of the business. We focused on one issue each week and worked on it diligently by analyzing the situation in detail. We develop dashboards to have clear visibility of the KPIs of the business.



Result



The sales started getting back on track, and she introduced new products to keep her business going. She gained full control of the business operations and could confidently pursue new goals.

A critical decision of franchise selection in Australia

Client Feedback

Umair was very flexible, cooperative, knowledgeable and delivered quality of work consistently during several milestones in this project. Will work with him again for sure and highly recommend him for business advisory and analysis projects



About Client



RK is an Arab businesswoman who wants to migrate to Australia. She is a qualified ACCA professional who wants to pursue a tax consultancy business with one of the tax consultant franchisors.

Challenge

The client needs a balance between short-term and long-term business growth. Each franchisor demands at least three three-year contracts, and there was a fee of at least \$ 15,000 in case of early withdrawal from the contract.



Engagement

I have analyzed all franchises and developed a report on the pros and cons of opting for each franchise. We had three rounds of consultations where we decided on the franchise selection based on clients' skills, ambitions, and terms of franchises.



Result



RK made her firm decision and opened here new law firm in Australia. She got highly successful in getting clients and had a profitable venture. She had a clear milestones of whole process and she followed it without any hassle.

An engineer got the direction for his drone startup business

Client Feedback

This is the second time I hired Umair services, and I hope it's not the last, quite impressed by the way Umair adapts and adheres quickly to the new job requirements and the science behind it, Job well done.



About Client



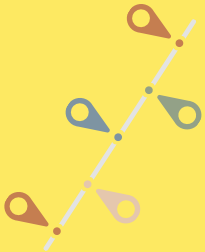
AM is a senior professor in an engineering faculty in a top reputed Chinese university. He is seeking to develop a drone manufacturing company in China for commercial purposes. He has a piece of extensive knowledge and wants to develop an innovative UAV.

Challenge

The client has a strong engineering background but does not have any experience in the business. There were many questions in the client's mind, such as how to establish a business and market it in a highly competitive market.



Engagement



We developed milestones with proper workflows to materialize the efforts and plan. I provided ten coaching sessions on finding the USP, driving the business, and identifying the customers' pain points.

Result



The client started developing his team and developed a website that outlines his vision. He was able to initiate a project that led him to the business. The client registered his business in the Middle East for better logistics and financial facilities.

Why Choose Umair?

Instead of just working on the textbook tools, I work in close coordination with my clients.

I understand the personality type of my clients and provide them the solution that is best suitable for their needs



97 % satisfied clients



Worked with over 500 clients across globe



Growth & Goal focused



Continuously grow my knowledge to overcome client's challenges

Areas I can help you



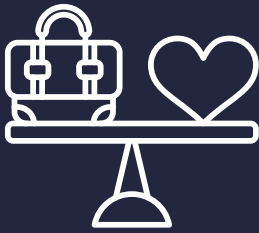
Startup building



Business model



Idea Validation



Work - Life Balance



Stress Mangement



Work Flow



Accountability



Goal Setting



Productivity



BI



Improving Focus



NPD

THANK YOU

Lets have a zoom call on upwork to discuss the potential of your project

