

Kemi Egan

BSc(Hons) Sports Sciences, 2008



From physiotherapy to property

Kemi Egan had a clear vision of what she wanted to do with her life but hasn't take a traditional route to achieve her goals.

The fact that she studied physiotherapy and started her own practice yet is now a very successful property investor is testament to the determination she has shown throughout her career so far.

Making a difference

Kemi says, "I always wanted to make a difference and start charities which formed part of my reason to study physiotherapy. After a few years running a private practice I realised that it is rare in a service industry to ever make as much money as you need to be able to dedicate resources to charities so I started researching how to make more money."

After discovering property investing, not only was I making much more money than I ever could in physiotherapy, I also applied the new found skills to my practice. Within 12 months I had turned my clinic around, sold it for a nice lump and had a very comfortable passive income from my property portfolio."

Property investing

Explaining her everyday role she says, *"I split my time between overseeing our developments and projects and training others to do the same thing. I've built a team that are great at what they do so I don't have to be onsite everyday."*

My time is spent mainly on the bigger picture aspects such as planning the business growth, building and supporting the team, meeting with investors and advisors."

A new way of thinking

Kemi had to alter her mind set when it came to business, something that she has done with great success.

"I didn't come from money, I come from a single parent family. My family never had much cash and I didn't think property investing and building businesses was ever something that happened to people like me and I know there are thousands of people ruling that out for themselves."

She believes that where once a degree was a guarantee of a job and good income, that's not the case anymore.

"For my role and probably most non vocational roles soft skills like people skills, communication skills and passion and commitment are far more important."

And her advice to any budding business people? *"If you know the sector you are interested in go networking, make genuine relationships and friends, help as much as you can. Then when YOU need something the law of reciprocity will kick in."*

The future

"My future plans are based around continuing to grow the businesses, setting up my charity to create a centre for victims of domestic violence, supporting schools I helped to build in Kenya and teaching the skills and tools I've learnt to anyone that wants to change their life whatever their background."



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