

Ep #69: Waiting to Retire at 2045 to Living Her Dream Now with Anna Brinkworth



Full Episode Transcript

With Your Host

Lindsey Mango

[Anything but Average](#) with Lindsey Mango

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Hey guys, think of this as a little pre-pre episode note from me because there's a huge bonus explanation following this. But before we jump into the interview, I just wanted to give you guys a quick heads up.

This interview was recorded a couple weeks ago and I must have clicked the wrong buttons when recording. So unfortunately, my podcast editor wasn't able to edit out some of the background sound. And interviews are a lot harder, there's a lot more sound going on when you're in an interview.

So this episode sound quality is not going to be as great as the other ones. Here's what I want to offer. There's two things. One, I wanted it to go out because I want you guys to know that perfection does not equal value. It's not going to be perfect. It's a little messy and there's still so much value in this.

The second thing is this episode is so good. I feel like we couldn't even replicate the value that Anna, who I interview on this episode and I create when we're talking. And so I just ask that you listen past the sound and you lean in to getting what you came for, even if it's a little distracting because I know you're going to walk away with so much value and so much from this interview. So I apologize but let's jump in.

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Hey guys, before we jump into today's episode, I want to make sure that you know inside Anything but Average, we are doing a huge bonus called 15 Days to Your First or Next Client. This is a bonus that only happens twice a year where we coach every weekday, every single day for 15 days straight to sign your first or next client.

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If there is a time to join Anything but Average, it is now. Go to lindseymangocoaching.com/anythingbutaverage. I will see you guys on the inside.

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Welcome to the *Anything but Average Podcast* where I will teach you how to create a coaching business one step at a time. I'm Lindsey Mango, a life coach passionate about helping you create the life of your wildest dreams by creating a coaching business. Let's get started.

Lindsey: Hello and welcome back to another week and another episode of *Anything but Average*. How are you guys? I am beyond excited because we have an amazing guest on today. Her name is Anna Brinkworth and it's actually really cool because she is the sister of one of Chris's childhood best friends.

Anna: Yay.

Lindsey: I love it. So I'm just so excited to have her on and share her story and her journey to starting her coaching business and all the successes she's seen. So welcome Anna.

Anna: Thank you so much. I'm so excited to be here.

Lindsey: And she's calling in from - where are you right now? I know you're on vacation.

Anna: Yes, I'm at Fripp Island in South Carolina. It's amazing. Everybody needs to check it out.

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Lindsey: So good. I've never heard of it. We'll have to go. Awesome. Well, Anna is a life coach, I forgot to say this. Anna's a life coach who helps people create the life they want through mindset and coaching. And she actually just kind of - I mean, we've met before in just other settings, but she just recently came upon coaching - at least this is my experience of it.

Joined ABA and has really amazing results and so I want to share her journey from before that, before joining the program and where she was in her career, to where she is today. So Anna, are you ready?

Anna: Yeah, I'm ready.

Lindsey: So where were you - tell us about your journey to finding ABA and joining the program and deciding you want to be a coach. And you can go back as far as you feel like is necessary to talk about where this all started.

Anna: Okay, well, let's just start with kind of that traditional what our culture tells us, like go to college, go to graduate school sometimes, and then your life begins and that's what it is. So I went to Purdue University, I got a bachelor's in health science.

Then I went straight to University of Indianapolis, I got my Doctorate in physical therapy in 2008 and began practicing then. And I'm still a PT now, I'm part-time now. I work with children with special needs in the school systems. I do that three days a week. And I love parts of being a PT.

I have always loved that. But there were many parts that a lot of people - I was not loving parts of it. But for me, for the longest time, it felt like, well, I spent all this money and a lot of education getting my doctorate and doing this, of course this is what I'm going to do for the rest of my life. This is it.

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And the thing is I think I was finding all the reasons that it was wonderful, kind of ignoring that there could be anything else for a really long time. Even when you mentioned my sister Renee, we would talk about it and I would talk about - she'd ask me about the job and I'd always say the things I loved and never - I kind of made myself feel content with what was.

Which isn't a bad thing, however, I think there was this fire, these embers that were always there that I was just letting kind of smolder. They were there and I could feel them and I wanted all this intensity and this lightness to my life. And I feel I'm a very passionate person and I'm a happy person and sometimes I would look and I would kind of feel that I wasn't necessarily aligning on the inside and the outside just day to day.

It was kind of like I was just going through in this semi neutral position to not be too big, not be too happy. And the biggest thing was I really cared so much about what everybody else thought about me. And I didn't realize all of this until I actually did your program.

What is it that I'm trying so hard for? And when I finally - Renee had told me, "Anna, I'm looking at being a life coach," and I thought, "Oh my god." She told me about it, I'm like, that sounds amazing. What I loved most as I grew into being a PT, really what I loved most was the conversations with my patients, was really connecting with them, listening to their stories.

I love motivating people. And so I realized that was the part of my job that I truly loved the most. And I love working with the kids even now, but I love working with their parents. I am a consultant to the teachers and the parent educators and the school systems. I'm a teacher.

And basically, I am a PT but I consult. And I love that interaction with people. And then when Renee told me about it and I looked at your program and I was like, amazed. You're so inspiring and it's just like, why

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not? Why are you waiting people? Just listen to your heart and go for it. That's all I needed.

I never knew how close I was to being able to do it. Then to just have one person, you were like, why wait? This is your one life. And why not? And so then when I did your - went through ABA and you've got to change yourself first before you can help other people. I really realized that my biggest thing was - it was kind of like that Type A, I got 3.9 GPA at Purdue, I got it at University of Indianapolis...

Lindsey: Checked all the boxes.

Anna: 100%. That's what I was doing my whole life. And I really wanted - my validation came from other people praising me, accomplishing everything and getting the degrees and giving to others 100%. Then I realized I need to do some work on myself because I want to be able to give from this place of fullness so I'm not resentful. All this stuff with being a mom and having three kids and having a career that it was hard.

And I realized as much as I was this happy, motivating person at work and on the outside, when I got home, I was noticing I'm feeling resentful, I feel like I'm doing everything and that's what was massively life-changing was into your first couple of modules of ABA, and you talked about the whole model and the dishes in the sink and how your thoughts create the reality.

And I thought, oh my gosh, I've been doing this for so long, shifting the blame, and making something mean something that it doesn't. And learning that I had the power to just change my thoughts to something that was real but something that I could believe, but that that could make any result that I wanted in my life, that I could show up differently through thought work, that you really can, that is so powerful to know that every place that you're in and you are creating it yourself.

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And we don't learn that in our culture that we have the opportunity, we have the ability to decide. I am going to take full ownership, I get to decide this one life that I have. How I'm going to show up. I want to show up for my family just like I show up for the rest of the world. That was just massive.

And it's not like it's easy every day to do that. I still feel sometimes that ego come in and those reactive thoughts come in. And then I have the ability now to kind of slow down and look at that, look at that first thought and then change my second thought about it. I can go to my reasoned brain instead of staying in that primitive like, comfort, protective brain. That is so powerful and you showed me all of - it's amazing what that did for my life, for my family. Honestly, I'm so grateful.

Lindsey: That's so powerful because that is why that's a part of the process because that is exactly how I felt when I learned this work because I just hired a life coach because I was like, okay, I'm stuck, I felt that same way like I have these embers and I'm seeing these same patterns play out in my life. And when I learned it over the course of just - you learned it in I feel like half a month.

Anna: I was like, binge doing the program because it was fantastic. Yes.

Lindsey: But I didn't even know I wanted to be a coach so I kind of was growing and then I was like, it just blew my mind so much the way you're talking about it. I couldn't help but want to share it with people. And that's exactly the energy I'm feeling from you and I believe that's why you created so much success, which we'll talk about in a little bit.

But it's like when you have that belief, when you are like, holy crap. The thought I used to have was like, this is - and I still have it of course, but when I first found it I'm like, this is the key to the universe. Nobody knows

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this. We all need this. And I think sometimes it can be really kind of scary to take that type of responsibility over yourself and your life.

The truth is it is the most freeing and empowering thing you can ever do. Really get to a place where it's like, I create every result I have in my life, I create every experience. When you take that power back, then you have power to choose differently.

If we are a victim to our husbands leaving dishes in the sink or whatever, anything, then we don't have any power. Life and our life circumstances have power. And take back your power. It doesn't mean there aren't circumstances out of our control and things that happen, but we always get to choose how we respond and that creates our results and I think that is so - just to hear you talk about it, it's so cool because that's really why that is the first part of the process is because it lights that fire. When you really slow down, do the work, it lights that fire and then you're like, oh my gosh, I've got to tell everybody about this.

Anna: Yes, oh my gosh, yes. Well, I wanted to say something about being a PT and then all my life it was like, so this is what I am. And I had mentioned this in one of my posts, it was like, I'd always thought like okay, I like this, but in the back of my mind it was like, how long do I have to work in this job until I can retire? And I was calculating - it was 2045.

Lindsey: Before we started talking, I need her to talk about how she was like, 2045 is when...

Anna: I still work in the schools and I'm there part-time and now in my head, that was going to be the only job for - it's a great job, it's got great benefits, kids are awesome, the teachers I work with are awesome. But I truly - so I didn't even think that there could be something different.

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And I think one of the coolest things is when I looked at your site, when I decided to join the program, that was all the - for myself. That's all I needed to say, well, why not? Why couldn't there be something more? And whether I continue doing both or maybe someday I become a full-time life coach, my journey is happening and it's because I decided to say why not. Of course I could do more.

I really realized that it was purely my thoughts limiting me from ever exploring anything else, from ever questioning is this all there is for you, and why couldn't there be something else. All you have to do is decide to do it, Anna. And it's like that is what happened when I dipped my toes into this world.

Very quickly you realize that your mindset just shifts everything. When you reframe your thoughts, then the whole day can change immediately just by a simple reframe. And there's so much power in that. And plenty of people are not going to become life coaches, but in your life, from day to day, when you get up and you give something else power instead of taking it yourself, this is a bad day, look at what's already happened to me, just shifting the mindset like okay, that happened, it is what it is, I'm moving forward now.

Mindfulness work, oh my goodness. Just being present to the moment so that we can really start to watch our thoughts and know that we're the thinker of our thoughts. We're not our thoughts. You are not that thought.

Lindsey: There's words happening in my brain instead of being like a robot to them.

Anna: Yes. I took a 12-week intro to mindfulness meditation course at the Passionist Earth & Spirit Center in Louisville, Kentucky. It was amazing.

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And I started to practice meditation and I had dabbled in it, but it kind of was that - the waves of in and out of doing it.

And still, even though I took that, my life, that big shift did not happen until I did your course where it became so - for some reason it just clicked with me. Like you can be present but then you can make a decision to change your thought. Just being present and mindful, it's a wonderful thing, but you can go further with that.

And when you learn the model and you're mindful, you have to be mindful to realize your thoughts and have the ability to change them. But learning the model that you teach is - I think that's the magic. That's where the magic happens, with thought work.

Lindsey: Putting all the things together and making it simple. So good. So I'm curious, I have a couple things that I jotted down. What was the - as you were talking, I was like, I have to ask her about this. So what were your - it sounds like you were similar to me and a lot of my students. Not all of them are like this but you were like, heard about coaching and you're like, okay, wait a minute, that's a thing.

And then you were like, okay, let's do this. Was there any reservation or what was the biggest thing that kind of weighed on your mind when making that decision to actually enroll in the program and decide you're going to start a coaching business. What were the biggest things that kind of came up for you?

Anna: I think because I realized this has been a big thing for my whole life, it was what are other people going to think? And it was the whole imposter syndrome thing. I'm a PT, this is what I did, how can I really be anything else? How can I call myself a life coach?

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And that felt - there was definitely some hesitation there. And as much as there was hesitation, I still felt this huge excitement that I couldn't - I remember in the couple - I started looking, it literally took like two days and I purchased the program that second day towards the night.

I couldn't sleep. I was awake, I was excited, I was nervous, but I was so excited. I realized there's got to be - why can't I sleep? I am so excited about something. The possibility. And so that just - it weighed so much more than the fear. I was so ready for - maybe it's because I'm 38 years old and I've done these things and it's like, I think there should be something more, shouldn't there?

It was like, Johnny and I kind of joke like every couple of years we kind of want something big to happen. So we had a kid, then we had another kid, then we had another kid. Then we bought a house and bought another house. And then things kind of leveled off for a while.

And I kind of got into this comfort zone, and the excitement of this stuff was so compelling to me that even though the fear was what are people going to think, like, just looking through your stuff it's like, who cares? You are not living your own life if you're basing everything based on what other people think.

That was so huge to me. Anna, why does it matter what other people think? It doesn't if you're true to yourself, if you're being true to yourself. Then you're living in this beautiful authenticity and then anything can happen from there because your validation is no longer coming from anything else but yourself.

And to me, for myself, to work on that, when I can look at anything I'm doing and if I feel comfortable and I feel good about it and I feel - sometimes it's scary. Sometimes it gets a little uncomfortable, but I am

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comfortable knowing that this is something I want to do. It's something I want to push into no matter what other people might think. That has been so - very transformative in a very short amount of time. I mean, a very short amount of time.

Lindsey: When did you join? Two months ago?

Anna: Yes. I joined in April and then signed my first client I think on June - at the beginning of June.

Lindsey: And you launched your business, when was that again?

Anna: Well, I launched at the beginning of June and in the first week I had two consults and two clients in the first week.

Lindsey: She joined the program in April, she got all this transformation, she went deep with the work, changing her own life, became - literally when you slow down to do that, the reason why I'm really harping on this is I think this is a step a lot of people miss.

They just are so antsy to get started that they don't slow down enough to really, really do the work to a place where they're just compelled to start their business. They just are like, of course I'll start my business. You went through that process. And that only took, what? A month or a month and a half?

Anna: Probably a little shorter. But it was just - it was so right. It just felt so right. And it was just like, this is amazing, I love this stuff, it has never felt like work. I'm excited, I'm at the beach right now on vacation, and I love having this conversation.

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And I love getting to have consult calls. I have one for this Friday and I have my plan to walk on the beach and work with my client. I just absolutely love it. It does not feel like work. It does not. It's fun. And so it happened fast because I think it was something that was deep down something I could have done for a long time.

I don't know, and maybe everything kind of lines up in life for a reason. It all kind of led to here, even though I didn't know it. It just worked. It just flows with who I am and how I want to be and how I want to show up. And that other people, any single person can have this, have anything they want. And it's just your thoughts that will get you there.

It's so simple yet it's so hard and it's a constant thing. But it's a beautiful thing to realize and then it is like the rest of the life's work, even for yourself, even for myself. I realize if I can take this mindset every day, knowing that I'll fall into my ego, I'll fall into my subconscious of those protective thoughts, everybody does, to not judge myself for it, to allow it, and then to say hey, how do I want to change this?

I can change it right now, I can sit and sulk for three days, but when I'm ready, I can change this. And any other person out there can too. I think that's so powerful.

Lindsey: So good. I love it. So you went through that whole process, you launch your business in June, you sign your first two clients the first week. How does it feel?

Anna: I was stunned. It was an amazing feeling. It was helpful I think because I think it could be very easy as a coach - I try to look at the situation myself and thinking how am I feeling and knowing that signing clients does not make me a coach. But it does feel extremely rewarding

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and like okay, this is the right thing to have signed them. But I really, really also try to think what if I wouldn't have? That would have been okay too.

I am a coach because I am a coach. In my mind, I am a coach so I am a coach. And I keep trying to work on that. Like, signing clients doesn't make you a coach. Having this or that behind your name doesn't make you a coach. It's just totally 100% believing it relentlessly. That's what I have done.

And I have said it to the world, I say it to people I meet, it's like, it gives me chills because I wasn't like that before I started your program. I was more - I think I just held back more. It's not even about being humble. It's like I didn't want to be too big or too much because I worried about what people thought.

Now I just feel this - I have to remind myself it's okay if that person thinks you're too much, or it's okay if that person thinks you're a little bit too happy. Their opinion, that doesn't do anything. But if I worry about that, that's when it becomes a problem.

And so it's never been too much. I've jumped in 100% and I'm really working on finding that validation within myself that yes, because I've decided this is what I want to do, because I've decided that I am a coach, I am a coach. And like you said, if you're genuine in this and if your whole goal is to serve others and help them achieve that mindset that gets them any result that they want in their life, when that is pure and that is how I feel that it is for me, I genuinely want that for anybody that is ready to want that for themselves.

Then people will come to you. People will message you. And that's what they did. They said, Anna, I've been kind of looking at your stuff - actually, every single one of my clients is and the consults I've had is just people

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that I've known for a long time and some for shorter. They're not - it's like I don't even have that many followers. I think I have 200 on Instagram, 500 on Facebook, that's it.

Lindsey: Listen, you do not need a bunch of people. You just have to show up and serve. It's so good.

Anna: That's exactly it because I started - before I got into it, you start looking at other coaches and you start looking at how many followers they have, you're like, oh my gosh. You start looking at all their pictures and how professional. I don't have a professional headshot. All my pictures are trying to take a selfie and make it look as professional as possible, but it doesn't matter.

The people that called me, they said I've just kind of been following you for a long time, I just love who you are. And now what you're doing, that looks amazing, and I kind of want that, can you help me with this part? But I want that. And it's like, of course, let's go, this is awesome.

So it was just that they connected with my style and with me and it was people that had just been looking at me post pictures of my family and my kids and our adventures and day to day kind of things. And then when I turned it into my vibe is my brand and I don't have to do anything else, it just continued - I've looked at other people and it's like, should I do that, should I do that. And then I'll talk with Johnny about it, he's like, Anna, just keep it like you are. Because that's you.

Lindsey: It's working.

Anna: Yeah, and it's working. I don't know, I'm still a little blown away because when I looked, if you would have asked me even in March of this

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year, before I talked to Renee and she was like hey, I'm doing this thing, and I'm like, wait a second, that's freaking awesome, why can't I do that? Like, if you would have talked to me in March of this year, I would have said yeah, I'm a PT, I'm going to do that the rest of my life until I retire.

And now it's like I would have never thought that would be possible for me. I would have never said I'm going to start my own business, I'm an entrepreneur. No. I would be like, I have no clue about that stuff, I could never do it, my husband is the entrepreneur, that's not me.

And when I decided I am going to do it, I can do this, that's all it took. And you just figure it out, you just do it. You just do it. Of course I loved your vibe, I love the way you show up in this free way, this happy way, and it's just like you're living and you're just doing it.

And it's not like you started where you are now. You started just like everybody else. It was like, and that's okay. You don't have to be Lindsey Mango, even though Lindsey Mango's awesome. You be yourself and you can build that if you want that. You decided and you did it and anybody else can decide and do it too, but that decision, that's the hard part. Doing it. But once you decide, oh my god, it just opens up anything and everything.

Lindsey: So good. Mic drop you guys. So I want to reiterate just to make this clear to you guys. Anna does not have a website; she doesn't have professional photos. She is literally - she takes beautiful photos and amazing value out into the world, but she just shows up to serve. She believes she has something amazing to offer people, she believes this work is profound and that's why her first month, you signed three pay-in-full clients, three paying clients.

Anna: Yes. And honestly, I have a consult with someone this Thursday with someone that I'm so excited about. I just really think I'm - I just have the

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feeling. So yes. I don't know, I'm just blown away, I'm humbled, I love it. I just absolutely love it. So yes.

Lindsey: Okay, so let me ask you this. So you have three kids, you work three days a week, how do you juggle all of this? I mean, that's quite a bit of things on your plate.

Anna: Yeah. Honestly, it's just been - my husband and I have a really good - we've kind of grown into being - our routine, how we do our thing. And we're both I think even now that I've done this, worked on mindset. It's so much better. He's like, Anna, who are you? This is awesome.

We have this equal share and when we don't, we talk about it and so that's huge. Having a partner for me is huge to helping with the kids and doing all of that. It helps that for me, working part-time as a PT, I love that flexibility. It's always been important for me to have time to be with the kids and to not have - I never wanted a nine to five thing.

That's kind of why I went from working full-time in the hospitals to working in the schools. I've always tried to shift - make shifts and changes so that I have more flexibility. I always have. Even while doing something that I really do love.

But now, the flexibility is even greater. And so I work during the school year so I work Tuesdays, Wednesdays, and Thursdays. Right now I'm doing coaching on Fridays and we'll see as I get more clients how that can change and add because - come August, I know that things are going to feel different and it's going to feel stressful because right now I'm doing it and it's summer. I'm off right now and I started it right as summer began, so I know I'm going to have to work through that for sure. I will need your help.

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Lindsey: I think that's such a - I love to explain to them, how does that feel to know? Because when you join ABA you get lifetime access to coaching and in the program and the modules to go back through. How does it feel to know that when that gets more challenging, you have access to that?

Anna: It's everything. Because even now, weekly as I show up for the Lives, it's just this wonderful refreshing - I leave with this fullness and this lightness and it's like a remotivation every single week because we all need that. That's why I think every single person needs a life coach because I need it every single week.

Because even life coaches, we all have our - we have life coaches because that's how important it is. It's so easy to kind of fall into our routine and our normal way of thinking. It's so easy. And with any stress that comes up, that protective thought is going to come up first.

And I know when I go back to work, I'm going to feel my protective thought is going to be like, what are you doing? How can you sign another client? You don't have enough time. I can already see what will happen. But knowing that I'm going to jump in on my coaching with you and I'm going to work on that.

And there's no perfect. I know I will never have this perfect mindset. That's impossible. Knowing that, allowing myself to be human, allowing myself to know that I need coaching just as much as every other person, and I can see it help. I can feel the difference, I can see myself show up differently after that Wednesday session every week.

I absolutely love that. And I know when I work with clients and you can feel how it is after the session, I feel better after I coach other people. It's like I remind myself. It's like okay, me too Anna, you too, do that, think that, show up that way, how you want to show up. So it's everything.

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The support of a life coach, and I have it through the group sessions with your Facebook Lives, I absolutely love it. It is always - there's always something to take note on, to work on, to grow on, to evolve on. I realize that evolution is going to be a forever thing. And that is beautiful. We have one life. I have this one life, I can continually become whatever it is I want to be and I want to show that to my children.

My daughter is 10, she's almost 11, and you kind of get to that age where she's going into fifth grade and we took a picture on the beach and I was looking at that picture and I was looking at the way she looked up at me and I thought, I want to show her by the way I live, I want her to see her mom just going for it and truly I want her to see that I know that I'm worthy despite all the opinions and despite other people's views and that I validate myself.

Because for the longest time, I didn't. I really looked for it from other people but I can see that through life coaching and through jumping into this, that's the best way I can show Adeline that I know by doing the work myself every single day and helping her get through these years coming up that are so challenging for girls especially, with friends and middle school and all this stuff, for her to have this deep-rooted example and idea in her head that the truth is you're enough.

You're imperfect but you're perfect just as you are. And I want that for my boys too. And so I don't know, that's - it's just huge. And I just think doing the work and growing and knowing that that's a forever thing, I don't know, for my kids is one of the best things I could do. And you talk about that.

You talk about the most selfless thing you can do is take care of yourself first and I see that now. If I am functioning from where I have taken care of myself, I can give to however I want to give to my husband and my kids. I

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can show up from this place of fullness and love and abundance. I love how you talk about that.

And I'm not doing things out of resentment, feeling like I'm doing all these things. And you want to do it but there might be this little twinge of gosh, I'm doing so much, I work, and I do all the doctors and all the appointments and all the cooking. And there's a different way to go about all of that and to feel it and to show up. And it's just so powerful. I don't know, I love it. I love it all so much.

Lindsey: So good. It's almost like - guys, I didn't send her any questions and I literally wrote down and you started talking. I was going to say, how do you think it's impacted your kids to watch you become this person and pursue your dream. And we kind of talked about that.

Anna: I would say it's so - they are so proud of me. They're like, "Mom, are you doing your coaching thing? My mom's a life coach." And I've got to talk to them about it and I talk to them. When we work through any kind of kid thing now and they're having a meltdown, they're like, are you doing life coaching right now?

Because we break it down and we talk about their thought and we talk about - it's been unbelievable for just showing up as a parent. And they are so proud and they think it's so cool. And I swear, it has changed the vibration of our family unit. And I'm not saying it was bad before but it has changed the vibration.

There's so much more patience for myself. I'm not a patient person. I'm like that Type A go, go, go, oh my gosh, I told you five times to do that, then I'm yelling, and it's like, there are things that I'm working on but this has shifted everything because when mama's happy, everybody's happy.

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I finally realized like hey, I am empowered to show up how I want to show up when I work on my thoughts. And so my kids see it. My husband sees a difference. I see a difference. And it's not all perfection but it is just - we're riding the waves so much better now. It just feels light. It feels good.

Lindsey: So good. I love it. Okay, so what would you tell somebody who's listening to this and they're on the fence about starting a coaching business or joining ABA or starting their journey, whatever that looks like for them?

Anna: Well, I would say if you have that feeling of I want to do it but I'm not sure, I would say trust your gut and go for it. Because you have the whole framework. You hold our hands through the whole thing, it's a constant support system. Everything you need is there.

The only thing you have to do is make a decision, act on it, and then you're golden. And you are there every step of the way. Like you said, your program is forever. We have life coaching forever. Anything that comes up, that could come up, you're right there for. You've got the whole community of all the other coaches that weigh in and they're supportive.

And it's a huge network and a huge community that you have in ABA. So there's nothing but yourself holding you back. I would just say why not? What do you have to lose? And even about the investment, before I ever launched Lindsey, literally two weeks into starting the modules, Johnny was like, Anna, this investment was already worth it.

Because he could tell, I'm serious, that investment, my life had already changed because I had decided I'm changing my life. Of course this is exactly what I need to do, it's what everybody needs to do. When you have the awareness to say I want something a little different. I want to show up a little different.

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So the only thing holding yourself back is your thoughts so just go for it. Because it is incredible once you commit to yourself and you actually invest in yourself for a change, like powerful change, where that takes you when you're like, I'm doing this, I've got this. It's unbelievable. Everything's there in the program that they need. Just invest in yourself. It is absolute golden once you do.

Lindsey: So good Anna, thank you.

Anna: It is.

Lindsey: I love it. So where can people find you and connect with you and just if they have a question or if they want to work with you.

Anna: I do not have a website. I'm on Instagram and I'm on Facebook. Instagram is @anna.brinkworth and Facebook is just my name, Anna Brinkworth. And yes, I'd love for people to check me out and if they feel like they have some questions or anything, contact me, DM me, that would be awesome.

Lindsey: So good. We'll make sure to link those in the show notes so you guys know exactly where to go. I love it. Thank you so much Anna for your time and I'm just so excited for you and what you're creating and the clients you're helping and just to have your words and your energy here today. Is there any last thing you want to share? Anything on your mind that you don't feel like you got to say or share with everyone listening?

Anna: I don't know. I just want to thank you so much. I'm honored, I'm humbled, this has been so much fun. Thank you. I don't think so. I just love it and I think life has turned into this beautiful journey that I didn't realize it could turn into until I realized that it could. You don't realize it until you do.

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And when that moment happens, in your heart when you're like, maybe there's something more, maybe there's something a little different, listen to it. And act on it. Because it's beautiful what can happen. I do want to end with a quote, it's by Tim Grover. He was Michael Jordan and Kobe Bryant's - their mindset coach.

And he said, "Stop being afraid of what you'll become. You should be more afraid of not becoming that." That's everything. So just become whatever you want to be because that's who you are. That's who you are.

Lindsey: So good. I love it, Anna. Well, thank you so much.

Anna: Thank you.

Lindsey: You are welcome and everybody go to lindseymangocoaching.com/anythingbutaverage if you are ready to start your coaching business and change your life the way Anna has. And thank you so much Anna, I love you, I'm so grateful for you and I hope you have an amazing vacation.

Anna: Thank you. And everybody listening like, if you do it, just decide to do it, invest. I love Lindsey's program and it will be the best investment of your life hands down. It has been of mine. I'm so grateful for you Lindsey and I'm so glad I took a chance on myself and yes, thank you.

Lindsey: I love it. You're welcome. Alright, I will talk to you guys next week and I will see you in the group Anna.

Anna: Okay, thank you so much. Bye.

Lindsey: Bye.

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If you're ready to take this work deeper and create your own coaching business, join us in Anything but Average, where I will walk you through the step-by-step process to become a coach, start your coaching business, and start signing clients. Go to lindseymangocoaching.com/anythingbutaverage and I will see you on the inside.