

**Ep #75: Anything but Average Coach Mastermind  
Interview Series: Shaina Leis - The Leap of Faith**



**Full Episode Transcript**

**With Your Host**

**Lindsey Mango**

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## **Ep #75: Anything but Average Coach Mastermind Interview Series: Shaina Leis - The Leap of Faith**

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*. This week we are doing a series called the ABA Coach Mastermind Interview Series where I am taking five student's stories from the mastermind and sharing them with you.

Today I have a guest, Shana Leis, on. She is a life coach who helps people break the cookie cutter rules and lean into what feels good and true to them so they can create a life they are proud of.

Hello Shana, I'm so excited to have you.

Shane: Hi, yes, thank you so much for having me. I'm excited to be here.

Lindsey: I'm laughing because I said – I feel like I was like a student. I'm like my client, like she's like right here. I just think your story and journey is just going to be so powerful for so many people because of the transformations you've made, the results you've created. So I'm just super excited to have you on.

Shana: Yeah, thanks so much. I'm excited to be here.

Lindsey: So I want to go back to kind of the beginning of your coaching journey and how you got into coaching. Because, of course, our listeners, some of them are going to be the perfect fit for the mastermind. Some of them are on the fence about becoming a coach. So I think it's really powerful for them to hear about your journey and where it all began.

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Shana: Totally, yeah. So, for me it really began, I mean, I don't know how far back you want me to go.

Lindsey: As far as you need to.

Shana: When I was a little girl – No, seriously, when I was a little girl, I really dreamt of having a beautiful lifestyle. Like freedom, a beautiful home, all of the things. I remember that so clearly.

So, growing up I became a hardcore rule follower. I got caught up in that trap of get good grades, graduate, go to college, get a good stable job, and all of that happiness and success that you dream of will be yours. So that's what I did. And I really did think I was doing all the “right” things.

So when I graduated, it was my second corporate job that I really just hit a wall. And I was like, “Oh my gosh, there's got to be more to this, more to life.” And I'll remind everybody that I did not have these tools. Honestly, I don't even think I knew the difference between thought and fact at that time.

So I felt like I was drowning, I felt so trapped. I felt so stuck. And so the only really thing I knew how to do at that point was like pray to God. I'm not even kidding. I was like, “God, please help me. Just get me out of this mess, like anything.”

And so I think I thought my prayers were going to be answered with another job or winning the lottery or something. But honestly, it was like I woke up one morning, and I kind of consider it my come to Jesus moment. And what was given to me was, I'm not even kidding you, just a massive shift in my belief and my thinking.

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And I came to the moment where I was like, "I am meant to do something far greater in the world." And that belief in that moment felt so good, so true, so powerful, that long story short, it drove me to end up, you know, I quit that job. I drove cross country, 3,000 miles away from family and friends in search of just what I wanted to do. What I was meant to be doing in the world and really find work that I loved and create that lifestyle that I had always dreamt of when I was little.

And that's really how the journey started, as far as me finding this work. When I moved out to California, even though it was good change and the change that for sure I was meant to lead and that leap of faith that I was meant to take, it was not any less painful. You know what I mean?

It was a lot and I was by myself. And so at that point I was like, "Okay, I need some guidance here. I don't have the tools to navigate this big change that I'm going through." So the first thing that I thought of was therapy. I mean, that was the only thing I knew, I didn't even know what coaching was.

So I sought out a therapist and very quickly, I mean, she was lovely and all the things. But very quickly I realized this isn't the thing. This isn't the thing that I'm looking for. And so then from there I just found myself at the self-help section of the bookstore in Barnes and Noble. And I had that moment where I was like, "Oh my God, it's come to this." Where I was like, "What has gone wrong?"

Lindsey: Oh no, I'm that girl in the self-help section of the bookstore. I love it.

Shana: Exactly. But honestly, I fell in love with personal development. Off the bat, I fell in love with the tools, the concepts, the leaders, everything.

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And I just immersed myself into that world. And just by reading the concepts and practicing the tools in my own life, first and foremost, completely changed my life, it changed my perspective.

And that's when I really found out that life coaching was a thing. And I was like, "Oh my gosh." And so the rest is history from there, I was like, "Oh my God, this is what I'm meant to be doing."

I thought I was going to be like a motivational speaker of some sort. And so I tried that out, as far as leading workshops for high school students. And I really just dove in and engaged to see really where my place was in the self-help world, because it is so big. And then I really narrowed down. The idea of coach training just kept coming up, coming up, coming up. And I was like, "You know what, I'm just going to do it." And it just felt really good. And that's how I got into it.

Lindsey: So good. I just have to ask, because I think it's so cool that you just were this rule follower, and then you pick up and move across the country, quit your job. How did you make that transition?

Shana: I know, everyone asks me that question. They're like, "How did you have the courage to do it?" I think that, looking back I was a rule follower for so long that it got to a point where I was just like, "Wait, this is where it led me." And I was in so much "pain," I was just like, "I got to escape this, I got to find another way here."

So at that point I think I was just willing to do anything to find my way. And I was in my 20s, I was in my early to mid-20s. I had a relationship, but it wasn't solid. I didn't have any kids. And I was just like, "You know what? If this is the time, this is the time. I just got to do it."

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So I guess I was motivated by the pain I was in. But I was also motivated by the pleasure. I was motivated by my dreams and what I knew deep down in my soul that I was meant to do, even though I didn't have a clear vision of what that was. I knew it was something bigger. And that's all I needed.

I didn't even need the thing. I just needed that clear one reason why I was worth it and my dreams were worth it. And I just dug my heels into that. And that drove me to take massive, inspired action.

Lindsey: I have chills, that's so good.

So you go through the coach training and you kind of are off and on your way, what happens next in your story?

Shana: Yeah, so that's the next chapter of the story. I went through coach training, I actually went through two coach trainings because I definitely fell into that early trap of I need to learn more, I need more trainings, I need more credentials to call myself a coach. So I fall into that trap at first.

And then I just started out as really just a hobby. I think looking back, I was like, "I have a coach business." But I really didn't have that mentality that I needed to adopt to really take it seriously and take myself seriously and make money as a coach. So I just pretty much took everything that I learned and I started a YouTube channel.

And I did it for fun. I wasn't making offers at the time. And my channel grew very fast, very quickly. And it was all organic, I didn't pay for ads or anything. And I think looking back it grew so quickly because I didn't have the mind drama and attachment to building a business.

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Lindsey: Yeah, totally.

Shana: So I didn't have any drama about it, I was just doing it for fun. I loved helping people. I loved talking about the tools and the concepts and teaching and all of that. So my channel grew pretty quickly. I wasn't making any money, I just had these trainings in the back burner.

And then it wasn't until really a couple years later, I had met my boyfriend who I'm with now, and he's an entrepreneur. And he was like, "Shana, listen, we got to step it up here." He's like, "You need to be making money. This is the goal, right?" And so he really helped push me to take it from just a fun hobby to a paid thing.

So then that's when it started where I just started leading with massive action. If you think about the saying of like, "Ready, aim, fire." I was ready, fire, aim. And so I was just misfiring here and there and I was definitely out in the world trying to prove my worth through my action. And that meant building a fancy website, and working on my funnel, and doing all of those trying to get too fancy too fast type of things so that people would think I was a real coach.

And I wasn't letting my ideas really incubate, and mature, and really create that clear vision first and foremost, and then take action. And that's where it became a heartbreaking experience for me. I think that's the best way to put it, to be honest.

I mean I spent so long just taking action, taking action, burning out, exhausting myself, stressing myself out with little to no results to show for it. And that's when I hit a wall again. And I was like, "What am I missing here? You know, what am I doing wrong? What's the missing piece of the pie?"

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And then that's when I ultimately found you and your private coaching program, first and foremost. And I was like, "I'm all in. I got to figure this out because what I'm doing is not working."

Lindsey: So good. I think heartbreaking is the best way to describe it because it is the most frustrating thing when you are trying, like it feels like you're trying your absolute hardest, doing everything you can and you're not seeing the outcomes.

Shana: Yeah, yeah.

Lindsey: You're just like what else can I do?

Shana: Yeah, totally. And I just feel like – I mean, I think too it goes back to the old rules, right? What we were taught growing up is like, hard work, hard work, hustle, the grind. And so because I think I just believed that and I hadn't yet broken that rule, I was just following it.

And I was justifying my burnout and the stress and the exhaustion of it all. And I was like, "Oh, this is how it's supposed to be. I'm just paying my dues." And I was just kind of like, again, just taking so much action and kind of sitting back being like, when is it my turn? When is this just all going to magically pan out?"

Lindsey: Yeah, so good. I actually wrote a note down. I was like, "Rule follower," and I was like, "How did that follow you into your business?" And it totally does, it's such a hard thing to break. It's so powerful.

Okay, so we work together one on one. And you, I think about who you are now, because that was like what, a year ago maybe? Or a little bit more than a year?

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Shana: Maybe over a year, yeah.

Lindsey: And I think about who you are now and it's like just mind blowing. But talk about that journey. So we start working together, you have this coach who's like, "It's not your action, it's not your thinking." How was that experience for you?

Shana: Oh my God. Well, first of all, investing in it was the start of the experience. I was freaking out, I think I sent you a voice message and I was like, "Okay, I'm really excited. But I also feel like I'm going to throw up." And you're like, "Okay, this is how it's supposed to be."

So it was that next big leap of faith that I was definitely meant to take. And it was that equal parts excitement, equal part fear. But I knew I just had to do it. I was just like, "I have to do it. I'm all in, this is the thing that's going to move the needle."

And so, yeah, so when I signed up to work for you, the experience was different. You were actually – Yeah, you were my first one on one coach. So that was something. And it was the biggest investment to date that I had made. So that was another thing. And then the other thing was, yeah, it was putting my thoughts and my feelings before action. And that was a very strange thing for me to subscribe to.

And I remember, I think it was like our first or second call. You probably don't remember this, but I was like, "Wait a second, Lindsey," I said to you, I said, "You're telling me that all I have to do is change my thoughts and my feelings?" And you just with like a hard, like nonchalant answer you were just like, "Yeah." And I was like, "Oh, okay."

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And you believed it so hard that I was like, “Okay, so I'm just going to go with this.” And again, at that point I was willing to try anything. And I was like, listen, I'm not just going to keep repeating the same experiment over and over again, expecting different results. So I'm just going to go all in with this new approach. And I did. And yeah, I mean, we worked together, what, three months?

Lindsey: Yeah, it was only 90 days?

Shana: Yes. And by month three I did my first 10K month. And then the next next month I did 12K in a month. And I'm not even kidding you, I probably made that much money, 10K, yearly for the past three years. So that was a huge mind blowing thing.

Lindsey: Huge.

Shana: Yeah, it was really good.

Lindsey: That is so good. So I remember the end of that, like the end of our coaching and you were still nannying, I think, right?

Shana: Oh yeah. Oh my god, yeah.

Lindsey: So the 90 days ended and we set you free off and on your way. And we had coached on leaving that job and all of that. So what happened? Because there's a gap in between us working together, what did that whole process and growth look like?

Shana: Oh my God, yeah, you were the one who was like, “Okay, you need to pull up your PayPal right now.” Because I was making more money at

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that point and I had already replaced my income. And you were like, “What are you doing?”

Lindsey: Yeah, here’s the thing, you guys listen to this. I remember you saying like, “But I have to replace my income.” And I was like, “Do you even know how much money you've made?” And you're like, “Well, no.” And I was like, “Okay, well, let's look.” And then we discover the thing that she was saying, like, “Well, I have to get here.” She had already gotten there. And so then I'm like, “Wait a minute, what's happening?”

Shana: Yeah. But you know what that was – It was so scary. It was a different experience because I didn't hate my day job. I didn't hate it and I really liked working with them. So to be on the side of really just being motivated by pleasure and something bigger, and really stepping into the role of full time coach and what that could be was a different experience for me.

I was used to just escaping pain and escaping jobs that I hated and being motivated by that. So it was bittersweet. But I knew, and you helped me put this into perspective and shift my thinking around it of like letting go of this, you step into really that full-time role as a coach.

And so yeah, I remember at first, I was terrified. And I just sat in the scariness of that leap of faith for, I think, like a week or two until I finally pulled the trigger. And I think for me, it was the shift of like, okay – And I think you said it too. Because I was getting super scared and you were like, “Listen, you don't have to do this. You don't have to leave your job. You can totally stay there.”

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And I think when I realized, “Yeah, I don't have to,” it gave me the capacity and the space to really dig my heels into, “Wait a second, I want to.” And that was the moment where I was just like, “This is what I want to do.”

And from there I ended up cutting my hours in half. But then I quit full time, I think like two months later. So it was a pretty quick change for me. And then, oh my God, I mean, now looking back I'm just like, “Oh my gosh.” I have so much freedom. I always say this, I have so much freedom I don't even know what to do with it anymore.

Lindsey: But you know what to do with it because you're going to Napa, you're going to hide. That's what you're doing with it.

Shana: Yeah, I mean, I'm really living in the having of all that I've created and all the results that I've created. And it feels really good. It does, I mean, it feels a little unsettling at times because there is so much space. But it's also just an amazing feeling and an amazing thing. So, yeah, I'm living in it all, planning trips and doing all the things.

Lindsey: And I think it's important to point out, I mean, you came to the mastermind, and we'll talk about this in a second, a little bit later in your journey, right? Some of the girls are working on going full time, we kind of went through that process in our one on one coaching. And this is about taking you to that next place.

But I think you make a really good point because that process of making that decision is really challenging and really scary. I think sometimes we get over that first scary thing and we think that's the end. That's for sure the scariest thing that will ever happen.

Shana: For sure.

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Lindsey: But there's just more discomfort, there's just more things to grow past. And that is one of the big things in this mastermind and in the work that I do, is helping people continue to walk up to those uncomfortable things, grow past them, and get on the other side.

And so we all think by the time we're at that place where we leave our job, we're just going to run out of there and be ready to go. But it's a process and it takes a lot of growth. And that is a huge part of this space at every level, is helping you guys and my clients walk up to that and grow through that so that we can continue to create more of what we want.

And I think on the flip side that's the other shift, is learning how to drive your behavior out of pleasure, out of desire, out of, "I want to create more money just because I want to. I want to help more people just because I want to and that's a good enough freaking reason." And that's a very hard transition to make when – Because I was definitely in that same boat too throughout my journey of got to get out of this job or I hit that rock bottom moment and I'm going to do whatever it takes.

It's really a huge shift to go from that, which really works, to be at the level you're at right now too. And to be at a level where things are really working and things do feel really good, and create a new level of motivation to keep going, to push to that new place to do those uncomfortable things.

Shana: Yeah, absolutely. And, I mean, having that experience, now knowing that that experience is available, I'm like, "I don't ever want to go back to the place of letting things get so bad." Because it doesn't have to be like that. Even when I left that family and I left that job it was like a beautiful experience. There was sadness, obviously, there's always going to be sadness, but it felt clean. And that's what I want.

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Even we think about we live in the city and the place that we live, and we love our apartment, we live in a great neighborhood and all of it. But now we're already talking about like, "Let's just start thinking about what's next in the direction that we want to go." Because I don't want to get to a place where I'm cursing the place that we live.

And I think that knowing that that other experience from pleasure, not pain, is available is really important to know and to decide on purpose like, "I want it to be like that."

Lindsey: Yes, that's so good. And I think that's what it takes to take your business to full time, to take your business to multiple six figures.

So you go through that process, leave your job, and then you join the mastermind this round. Tell me about where you were when you joined

Shana: Yeah. So, again, I think it was a pleasure decision, because I was in a good place. I could have easily not joined and not enrolled. But I was like, "Okay, well, if I'm thinking forward, I'm thinking long term, and the amount of money that I do want to make and the results that I want to create in the future, what are the decisions I need to make today to get there?"

Instead of, again, just getting super comfortable where I was. And obviously that's not to say you don't enjoy and appreciate where you are, but I think you can do that and grow at the same time.

And so my decision came from that place where it was just like, "Okay, I had so much success and growth from investing in myself before, why wouldn't I do it again?" And I think it was nice to know it was a different

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environment with a group of people instead of just me. Which I was pleasantly surprised by that, which I can talk about too.

Yeah, so I think for me, it was just a dedication and commitment to my own personal growth through and through. And that means investing in myself time and time again.

Lindsey: That's so good and such a unique perspective to have. Because I think everybody joins in kind of a different place. Some people are like, "Oh my gosh, I got to keep going, I got to push through this, I'm struggling." Which is fine, too.

But then there's the other side of the coin of people who might be listening to this and they're like, "Things are really working." And it's such a shift in self-concept and thinking to make decisions, put yourself in a room and to make yourself uncomfortable or whatever, like, invest just because you want to. And that just takes you to an entirely new level.

Because, I mean, your goal I know is like \$200,000. So it's like that's what it takes. Because at some point in your business, and I remember hitting this, and I'd love to hear your thought too. I remember hitting my first six figures and you get to a point where you have money to do most of the things you want. Maybe not buy a Chanel bag every week, but you can do the things.

And getting to that next place, if you're using like, "I want to make more money. I've got to have more freedom," from that pain driven place, it's fine to get to that point. But to go to 200K, to go to half a million, to go to a million and beyond, no one needs more money than that. You have to be able to make those decisions from desire.

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So it really lines up that you made the decision to join out of desire and your next place is really a goal from desire, from like, “I want more abundance, I want more for my life just because I want it. Just because I deserve it.” So what are your thoughts when I say that?

Shana: Yeah, absolutely. I think getting over that first hurdle in coaching is for sure the hardest. And that is the place that I was when I hired you one on one. I was just like, “Wait a second, nothing's moving.” And I was in that pain place.

Lindsey: Totally.

Shana: And so once I got over that, yeah, it does get easier in the sense where you've learned to manage your own mind to an extent, you've created a certain amount of results and evidence where you can just lean into the having and the appreciation and the feeling of sufficiency.

Where then you are okay, you don't necessarily need to get to the next level. The amount of money I'm making now, I could be fine for the rest of my life. I'm okay if I just keep making this amount of money every year, of course.

But that's where you have to look in the future and beyond and be like, “Wait, but no, I want to get to that next level, next level, next level.” And that just means continuously investing in yourself and looking at your areas for growth. And those are always different. It's going to be different from making your first 100K to the 200K, and a million and beyond.

Lindsey: Yeah, so good. So now I'm so curious, tell me about joining. What were your thoughts about joining the mastermind and being in this group? And what has your experience been like?



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Shana: Yeah, I think the thing that I benefit from the most is the thing that surprised me the most. And I think coming from a one on one relationship, you think, “Oh, come on, how can a group setting be as good as the one on one?”

But it is, if not better, to be honest. Because I get so much from watching other people getting coached. I think, well, A, we're all struggling with the same shit at the end of the day. And then two, I think that people bring things on that are so in your blind spots that maybe you would have never uncovered in a one on one setting.

So I love that part of it. I love watching other people getting coached. Of course I'll volunteer to get coached myself, but that component of it is so beneficial. And more than that, too, I love having the weekly calls because then it gives me an area of growth to work on in between calls.

I think that even in between the time of our one on one coaching and me signing up for the mastermind, I didn't have a structure, like I didn't have a one on one coach or anything like that. I was just kind of on my own self coaching.

Which is great, I'm really committed to my own self coaching. But sometimes I feel like I was just pulling things out of the air to coach myself on instead of really having something, something specific, a thought, a feeling, a result, whatever to work on in between the calls. And I really appreciate that about the mastermind.

There is not one call since it started that I don't take something away from it, where I can then practice it, live in it, work through it, whatever, until the next call. So I really love that aspect about it as well.

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Lindsey: I love that. I mean, I think it can be very – It's so fascinating because I used to feel that way too. Especially when I used to sell one on one and that was what I experienced. And making that transition is definitely a little wobbly, a little weird.

But I totally agree, I'm in a mastermind too, that it's just being in a place where the thinking is so elevated, where you're around people who are growing through similar struggles is you. It's like instead of having just two brains, like you're coach and you, it's like you're taking 20 brains and just bringing them all into the same space. And it just completely, exponentially helps you grow.

Shana: Yeah, absolutely. Absolutely. Someone will get coached and I'm like, "Oh my god, I'm struggling with that too and I didn't even know it." Or like, "That thought is tripping me up and I didn't even know it."

And then on the flip side, yeah, people offer new thoughts, new ideas that you're just like, "Oh, that's such a good one to adopt." Whether it's from you or somebody else on the call, and you just take it and run. And it's a great thing, yeah. Really, really good.

Lindsey: So what's been your biggest transformation since joining the mastermind?

Shana: Oh, gosh. I mean, definitely the results that I've created. The belief in myself as a coach, and what I offer people wanting to buy, that has elevated, which of course goes hand in hand with the results that I've created. And, yeah, I mean, what is it we started in what February? And so it's been like four months? And I'm 40K and beyond, or continuing from there.

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So, yeah, I've definitely made more money than I ever have as a coach and just – Oh, and the other thing too, just like that internal personal growth aspect of it, and I so appreciated you bringing this to the table even when we first started because it was like, “Oh God, she knows exactly what I need to work on,” is just my energy level throughout.

I was definitely guilty of having extremes. Extreme high, extreme lows, and just learning how to be more calm, cool, collected and really tap into more of that neutral energy no matter what. No matter what results that I create has been super beneficial for me as well.

And just my quality of day to day life. And, yeah, embracing all the things, the good, the bad and the ugly, and just seeing it for what it is. And then just getting in there and evaluating, problem solving. And then going back in and doing something different.

So, I mean, just so many things. I think, yeah, so my results, yes. And the amount of money that I've made. But also my energy that I've adopted along the way as well.

Lindsey: So good. \$40,000, how does it feel to say that in the last four months?

Shana: Yeah, it's a lot.

Lindsey: If you were to think back to when we first started working together, what would you think about that?

Shana: I don't even know if I would believe it. I'd be like, “Wait, what?” And it kind of happens, I don't want to say it happens gradual, but kind of. Where you're just like, “Wait, how did this happen?”

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Lindsey: Yeah, I just talked about that. On the interview right before you. It's like Chris, my husband, always says everything happens gradually then suddenly. And it really does, it's those micro shifts that feel like in the moment something's happening but not a lot.

And then over time, and I think that's how the mastermind is really structured. And when I teach is really how it's structured is it's like making those shifts and setting yourself up at the foundational level so that your business will grow exponentially.

And that might look like holding yourself back a little bit from like, go, go, go, go, go, try harder. And that's really uncomfortable. But what it does is it lays this foundation of a self-concept, and belief, and thinking that you can just multiply without sacrificing yourself, your life, and doing more things.

And so I think that is really what the gradual and then sudden kind of thing, and it's playing out in your life so beautifully, is a reflection of. It's like when you slow down to put those necessary things in place and do the deep work, you can only like multiply that over time.

Shana: Totally. Yeah, and that goes back to how my old self was do, do, do, do, do. And learning to slow down and think long term and nurture things. And that process, again, it's like a breath of fresh air. I mean, it's just so amazing. It's so nice.

But yeah, so when I think about 40K and, obviously, I've made that amount of money before. But doing it solely as a coach, the money, the freedom that comes with that. And it's just wild. I don't know, I'm like, "How did I get here?" But I created it so I'm going to celebrate that.

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Lindsey: That is so good. So is this going to be your first over six figure year?

Shana: Yes, it will be, which is super exciting.

Lindsey: I love it. Is there any last thing that you want to share with the listeners?

Shana: I think the last thing I want to share for anybody who is wanting to be a coach or thinking about investing in themselves or any of that, there are so many traps I got caught up into. But the other one that I totally got caught up into was going at it alone for so long.

And that was the years of heartbreak and just I'm a super independent person by nature. So it was like, "I can do it, I can figure out anything." I had the drive, but one of the biggest lessons was truly we are way too close to our own problems. And that's where coaching comes in. And especially if we're selling coaching to other people, it's like why aren't we investing in our own coaches if it's so amazing?

And so going all in and investing in myself really was the thing that changed the game for me. And I know it's scary, again, I've wanted to throw up every single time I do it. But that's when you know you're headed in the right direction, when it feels 50% exciting 50% scary. And those are the leaps that really do change the trajectory for you. So if anyone's thinking about it, don't think any longer just do it.

Lindsey: So good. I love it. So where can people connect with you Shana?

Shana: Yeah, totally. So I'm on YouTube, my channel name is just my name, Shana Leis. And then also my website shanaleis.com, I have all my

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coaching info on there and all the things. And then Instagram as well. So everything's just my name, Shana Leis.

Lindsey: Love it. Well, thank you so much for being here, Shana. Your story, it's just so fun to like hear it all together and all play out. And I just know it's going to inspire so many people. So thank you so much.

Shana: Thank you for having me. Thanks so much.

Lindsey: So if you want to be one of the 20 people in this room go to [lindseymangocoaching.com/abacoach](http://lindseymangocoaching.com/abacoach), applications close September 5th. I love you guys and I will talk to you on the next episode. Thank you so much Shana. Bye.

Shana: Thank you, bye.

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](http://lindseymangocoaching.com/anythingbutaverage) and I will see you on the inside.