



# EPISODE 114: 6 QUESTIONS TO ASK YOURSELF BEFORE YOU INVEST IN COACHING WITH ANNA RAPP

**THE MARRIAGE LIFE COACH PODCAST | SEE SHOWNOTES AT: [MAGGIEREYES.COM/PODCAST/114](https://maggiereyes.com/podcast/114)**

Maggie Reyes:

Welcome to The Marriage Life Coach Podcast, I am so excited to have a very special guest with me today, her name is Anna Rapp she is a former client, a good friend, and amazing Business Coach. And she wrote a post recently about 6 Questions to Ask Yourself Before Investing in Coaching.

That lit me up, when I read it I was like, "This is something I want all of my community to think about not just investing in Coaching, but investing in personal development and something that's meaningful to you."

I know, I went back to school as an adult, and I've done a lot of different kinds of investing in myself where I think, being really clear on what matters to us and what our values are when it comes to investing in things is so important, so I really wanted to share her magic and her wisdom with you today and I am so excited to just dive in talking about this.

However, before we dive into that, I want to just say a few other things. One of the things I want to say is whenever somebody invests in Coaching with me, and I know Anna and I have very similar values, one of my personal values in business is to only accept happy money, it's one of my things.

So what that means is when I work with someone in any of my Coaching programs, it's because they're delighted to pay me to join a program. And I talked about this in depth in my interview with Serena Hicks, we will link to that in the show notes.





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And I really want to create a culture where we talk about money openly, where we talk about investing openly, and where people make decisions on investments in themselves from a grounded centered place where you're really making an empowered decision.

So I don't believe in things like scarcity or stuffs like that it's like, I want you to know, "This is the next time it opens, this is what's happening next, this is the next time you can..." All of those kinds of things.

And so today we're going to talk very specifically about investing in Coaching and how to think that through, whether it's marriage Coaching or any other kind of Coaching, and I really invite you to use these questions as I mentioned before, for any kind of big investment you want to make around getting support, whether it's a dance education or Coaching or something else, and now welcome Anna.

Anna Rapp:

Maggie I'm so thrilled to be here with you today.

Maggie Reyes:

I'm so excited. So first before we dive in, tell us a little bit about yourself, what you do, who you are in the world.

Anna Rapp:

Yes. So my name is Anna Rapp and I'm a business Coach and mentor. I've been doing this for about... Maggie and I we're just talking about this... for about six years now, which is so crazy.





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I quit my therapy day job and became a Coach six years ago when I was pregnant with my daughter and I love helping Heart Centered Entrepreneurs, heart centered women make money online, so that's what I do.

Maggie Reyes:

I love it so much. And you're a therapist who became a Coach, which I also love to just tell people that origin story part of it, I love that. And then we worked together several years ago now, and I told Anna before we started recording, is there anything about that you would like to share? So that's exactly how I'm going to ask it on the show too. What about that would you like to share?

Anna Rapp:

Yeah, I love that. So I had the honor and privilege of working with Maggie about three, four years ago-ish something like that?

Maggie Reyes:

Yeah.

Anna Rapp:

You can hear me cry and thank Maggie when I had her on my podcast, so we can link-

Maggie Reyes:

We'll link to that too. Yeah, we'll link to it. Yeah.





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Anna Rapp:

You want to hear the sob stories?

Maggie Reyes:

Yeah. Yeah.

Anna Rapp:

That I just... Maggie I'm so thankful for you, I would say that season, I'll probably cry again, nevermind don't even go to my podcast I'm so... That season and chapter of working with you was definitely a huge life changing part of my life for the better, it was very difficult but it was also exactly what I needed and I feel you showed up for me. I mean, I'm grateful that... Not to sound egotistical but I have a great support network-

Maggie Reyes:

Yes.

Anna Rapp:

... I have a lot of friends, I have amazing Coaches. I'm equipped but even in that, I feel as a high performing woman I needed you, specifically to speak into where I was at as a wife. To speak into where I was at in my marriage and you showed up for me with honesty, with care, with integrity.

If you guys listen to Maggie's podcast and you're like, "Wow, she seems like a really great person." That's who she is behind the scenes. Right? That really who is who you are with integrity,





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and so the fact that I got that experience of working with you in your program was just the biggest gift and not just to me, but to my kids and to where I am today. So I'm just really grateful for that.

Maggie Reyes:

And in that Coaching, what ended up happening somewhat later it maybe even a year later or time passed later, but eventually Anna decided to end her relationship.

And one of the things I want to be an advocate for being a marriage advocate, teaching people how to strengthen the relationships that they want to be in, is I always want to deeply honor when the highest and best outcome for a relationship is for it to end, and that sometimes you need to go through the process of making the relationship as best as it can be, to then determine if you actually want that or not.

Anna Rapp:

Yeah.

Maggie Reyes:

And what would you say to someone who's listening now who... I don't know that you just want to speak love into them where they're going through a really challenging time in their marriage.

Anna Rapp:

Totally. I think for me, what was really useful is knowing that I was cleaning up my side of the fence, that I was doing everything I could do within my power to show up for the relationship, for







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my partner at the time but honestly for myself too, because I'm someone that takes marriage very, very seriously.

And so because of that, I really wanted to be someone that showed up to my best capacity for, and I feel you really helped me do that, changed everything I could on my end and look at everything on my angle on, whether it's for this partner or for a future partner.

How can I really show up as the best version of me in that? And then just kind of surrender to God or the universe the outcome. It's just super effing hard, but also was definitely the best outcome.

Maggie Reyes:

Yeah. So thank you for sharing that, someone needs to hear that today, so thank you. So let's talk about investing in Coaching, so you wrote this post and I immediately messaged you, I'm like, "Anna, we must discuss!"

So we're just going to go through these six questions that Anna has and we're going to talk a little bit about, what is the filter that we use when we're going to make investments for ourselves and the things that we invite you to think about when you're going to make an investment in Coaching.

So the first one, I think is so important and it's, what is my biggest challenge right now and how will this investment help me very specifically with that challenge? So tell us a little bit about your thought process behind that question.





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Anna Rapp:

I love this question, and I want to bring it back to Target because I love Target. Right? When you go to Target and you're like, "I need, a new sports bra." Right? You go in, you get the sports bra, maybe you get a little distracted and you pick up a candle in the dollar section but you leave with a sports bra. Right?

Maggie Reyes:

Mm-hmm.

Anna Rapp:

If you just go to Target and you don't know what you want and need, you just go with what's on the end cap. Right? And then you walk home with a blender. Right?

Maggie Reyes:

Right.

Anna Rapp:

And I mean, certainly it's okay but I think it's the same thing in our own lives. Right? Asking ourselves, starting with us, starting like, "What's that thing in my life, that is the biggest challenge, that is worth my money, my time, my energy." Right?

If that's your marriage. Right? If that's your relationship, going shopping for that solution. Right? If it's something else like your health, going shopping for that solution but I think so often we get so confused because we hear what the online world is telling us, or even what the stores,





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instead of really starting with us.

What's that biggest pain point that if I fixed that, if I worked on that, everything else would become a little bit easier and is how I'm spending my money and my time contributing to fixing that challenge.

Maggie Reyes:

I love that, so there's a book I love called Essentialism that I reference all the time, and that's one of the things that I constantly ask, is what is the one thing that would make everything else easier?

Anna Rapp:

Mm-hmm.

Maggie Reyes:

And for some of us it is, if we are suffering every time we come home, if our home doesn't feel like a sanctuary, if it's just strife on a regular basis-

Anna Rapp:

Yes.

Maggie Reyes:

... then dealing with that will make everything easier.







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Anna Rapp:

Absolutely. Right? Our relationship with our partner is something that is so key to all of the other areas. Right?

Maggie Reyes:

Mm-hmm. Yeah. So important and I love thinking about one of the concepts that I teach and live by is getting what you came for Coaching. So you have to know what you're coming for, to get what you came for is I'm constantly inviting my clients to be really clear.

Like when we're going to Target, are we going for the blender? Are we going for a cute little summer outfit? What are we going there for? And I can leave the store knowing that I got what I came for, but I have to enter the store knowing what that is.

And when you're thinking about getting any kind of support in your life, it's like what is the thing that you actually want to feel relief around? We'll help you narrow down what to invest in, and what to pursue and what to think about, I love that.

Anna Rapp:

It's so true. Right? And I think even thinking through someone that might hop on a clarity call with you, if they're thinking about one of your programs. Right? From them to be able to tell you, "Maggie, this is exactly what I'm looking for." That helps you to be able to say yes or no. Right?

Maggie Reyes:

Yes.





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Anna Rapp:

But it really is the woman or the human to come and say, “Maggie, this is my challenge, this is what I’m looking for.” That helps you to be able to tell them, “Hey, my program helps with that or actually know it doesn’t.” Right?

Maggie Reyes:

Yes. So with The Marriage MBA, we do that now by application and we actually have that question on the application, which is: what is the biggest challenge in your marriage right now?

Anna Rapp:

Yes.

Maggie Reyes:

And I’ll give you everyone an example. So in The Marriage MBA, we talk about your sexual self and really unleashing and having a relationship with your sexual self. It is one small component of a six month program where we have basically two workshops that are talking about that.

So someone applied recently for one of the rounds, where that was the primary issue in her relationship, so what I did was I wrote back to her and I recommended my favorite sex Coach, her name is Danielle Savory she’s been on the podcast multiple times, we will link to one of her episodes on Setting a Sex Goal, so that you can check her out.

And I said, “You know, based on everything that you’ve described here, this program focuses holistically on your whole relationship and it really sounds like you just want to focus on this one





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thing, so here's my recommendation for you."

It's the more clear you are, the people in your life can also help you better to get the thing that you actually want and need because then a lot of us, especially in the Coaching world I have so many colleagues that are experts in so many things that can say, "Hey, if you're doing this, call Anna." Right?

Anna Rapp:

Yes, yes. By getting clear on those deeds and desires and wants. Right?

Maggie Reyes:

Yes, it's so important. Okay, so the other one, one of the next ones was, am I scared sighted and feeling stretched in a good way with the investment or is this a debilitating panicky stretch?

I love how you wrote that because I think that's so clear, and I think both of us are really committed to having Coaching practices and Coaching businesses where we don't want anybody making debilitating panicky stretches, so tell us more about your thought process there.

Anna Rapp:

It's exactly what you said when you said the happy money piece. Right? And I really want to make this distinction though, because I think if someone's never invested in a big program before, it may feel a little bit uncomfortable. Right? Or different, or maybe even selfish to spend that much money on themselves.





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But I think just really distinguishing that difference, is it scary and exciting, but it feels aligned and right and you're all ready to go or is it feeling like it's going to put me into a spin, into anxiety? Right? And I just think it's okay to invest before you feel ready.

I spend money all the time in my business before I feel ready. Right? Or I'm like, "No, that was a lot of money!" Right? Or in my life, but still knowing that it's right and feeling excited and so just knowing the difference in your body of how that feels, I think is useful.

Maggie Reyes:

Yeah. I think so too, and when I was reading your post about it, one of the things that came up for me is, it's okay to invest like you said, before you're ready or you feel a little nervous. My opinion, is it's not okay to invest when it completely shuts you down or freaks you out.

Anna Rapp:

Yeah, because then the investment's not going to work anyway. Right?

Maggie Reyes:

Yeah, because then you're so focused on that, that you are not able to engage meaningfully with whatever the material is or whatever it is that you wanted to accomplish in the first place.

Anna Rapp:

Yeah.





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Maggie Reyes:

And I think talking about that is really important and just calling it out. Right? I think is really, really important, so I love that. What do I believe about the money I spend on myself?

Anna Rapp:

This is a juicy one. Right? I think, that I wrote here too, is I believe it's safe to get support. Right? And the money I spend on me, there's this belief I have and that's the money I spend on me, and my health, and my happiness, even if there isn't a tangible return on your... It's so unquantifiable. Right?

Your happiness, your health but believing that all of that money always gives me a return in my life that I see the fruit, whether it's through your career or business, growing through your children, becoming happier and happier.

Just knowing that it's okay and it's safe, especially for women that are givers and want to sacrifice, and spoil everyone else with gifts. Trusting that the money you spend on yourself is good, safe, healthy money to spend.

Maggie Reyes:

I love that so much. I believe that I always get way more than what I invested-

Anna Rapp:

I love that.





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Maggie Reyes:

... it always multiplies, it always compounds, that's one of the beliefs that I hold. And one of the things that I think about as a Coach, leading Coaching containers and teaching marriage skills, and relationship concepts and stuffs like that, is I think a lot about the lifetime value of the skills that I'm teaching and that my clients and students are learning.

So I think about when you learn to communicate better, when you understand how your stress cycles work, when you have a better relationship with yourself, when we recognize how internalized patriarchy affects how we show up in the world.

When you start thinking about these different things, and then you have those internal resources for the rest of your life, I believe on behalf of my clients and students that it's like one call or one concept or one powerful question, is worth the whole investment and that everything else is just bonus.

Anna Rapp:

I love that.

Maggie Reyes:

And I think that's such a juicy, abundant way to think about it, so fun. Are there any past investments I need to process or forgive myself or someone else for? This is a big, deep question. Let's dig in.

Anna Rapp:







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Let's do it. I think I would even expand this question to say, is there a money that I've spent? Period. Right?

Maggie Reyes:

Yes.

Anna Rapp:

That I need to process or forgive myself or someone else, for again I think as women. Right? Or as humans I really do think that we're spending our money our whole life because money is just an energy exchange. Right?.

Maggie Reyes:

Yeah.

Anna Rapp:

So of course we're going to spend some money we're proud of, and because we're human, we're going to make mistakes and we're going to spend money that wasn't the best money to spend, but I think what we do sometimes is we really get stuck in the past. Right? And instead of learning from it, we beat our... Same thing, not just with money but with life. Right?

Maggie Reyes:

Yes.

Anna Rapp:





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And I think it can really hinder us from investing in things we really want or need, and so I think it's just think asking yourself the question, "Is there a specific time in the past that I spent money, that I regretted or that it went awry and it was someone else's fault or my fault that I just need to process so that I can look at this investment with fresh eyes?"

Because here's what I've seen people do, sometimes they'll invest extra when they shouldn't be because they're not healed from it. Other times, more usually they'll really hold back from spending and investing where they want to, because they're nervous to do it wrong again. Right?

Maggie Reyes:

I think this is such a powerful question and I've seen it in my own life and with my client's lives, and the story that comes to mind for me is one of my clients invested a lot of money in an advanced degree that she ended up not using, and then she felt really guilty about not quote, unquote, "maximizing" that investment or squeezing the juice out of it, all that sort of mindset.

And what was so fascinating is we went through a process of seeing how that investment served her in different areas of her life. It may not be literally in the thing that she thought it was going to help her, but then it ended up helping her in all these other ways.

And we went through that process of forgiveness, of really connecting with the ways it was meaningful for her to make that investment and really letting go of the judgment she had about that investment.





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Anna Rapp:

Yes.

Maggie Reyes:

And that is something that what ended up happening is several months later, she ended up making so much more money and having a completely different relationship with her money, because she went through that forgiveness practice.

So anything that we feel guilt over or that anytime somebody mentions money, we go to that thing and remember that thing, that's how you would know if there's something to let go of or to forgive.

And I just highly recommend opening a Google Doc or pulling out a journal and writing down the amount, writing down what it was, writing down and I forgive myself and then all the reasons or all the things that you, I forgive myself for and anything that...

Not making the most of it or not using it towards maximum or investing when I shouldn't have, whatever it is that you want to forgive yourself for. It's incredibly powerful it sounds really simple, it's incredibly powerful.

Anna Rapp:

Agreed.

Maggie Reyes:





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Yeah. I love that, and then one of the things you suggested, which I loved was to write an email, a pretend email to process it out. Tell us about the pretend email because I've never tried that and I like trying new things.

Anna Rapp:

Well, warning, make sure when you write the pretend email that you don't put anyone's name in the subject to line. Right? Make it really blank or even in a Google Doc, but I'm a big fan of...

In therapy world we call this the empty chair exercise, but basically it's just really giving yourself permission to, let's say the investment you made, there was someone that sold you something and then they didn't show up for the investment or whatever, write a letter to them.

I feel like we go to one or either extreme. Right? We either let the person know and we really let them have it, or we like don't say anything at all. And I think there's a middle, which is saying everything that's on your heart without a filter, but then not sending it and then choosing if you do want to say something to them, it'll probably be a different version of that raw one.

Maggie Reyes:

Right. Yeah.

Anna Rapp:

Giving yourself permission to first raw, get it, be angry, be upset, maybe it's at yourself, maybe it's at someone else, but allow yourself that emotional brain dump and then from there, figure out like, "I should probably just delete this." Or, "I can share with a friend so they can see me





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around that.” Or, “I do want to tell that person, but kind of take a little bit of my stuff out.”

Maggie Reyes:

I love that so much, and if it was an empty chair, you would just sit and talk to an empty chair. Right? You could do that too.

Anna Rapp:

Yeah. Exactly.

Maggie Reyes:

I love that so much because sometimes when I say things out loud, things surprise me when I say things out loud, so I love the idea that you could do it on email, in writing, in a journal or you could just pull up an empty chair, make sure nobody’s in the room or the house with you and just let it rip.

Anna Rapp:

Yes! And I think we’re afraid to... And I think yes, it’ll probably be a little intense for three minutes, but then it’s going to be over. I think that we carry these things with us because we’re afraid to just dive in but usually once you do, you probably just needed a good four minute cry session talking to a chair. Right?

Maggie Reyes:

Ah, oh my gosh this reminds me of something. There was a time a year ago I was really freaking out about something, and I don’t remember what it was, but I remember writing an email about





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it later where I said, "I thought, I had so many problems and it was this huge thing, that was this mountain I couldn't climb."

And when I gave myself those three minutes to just sit and think about it, literally it was one thing that I had to resolve. Having that moment of clarity of like, "Oh, it's just one thing I have to resolve. I can do that." It was so incredibly powerful to give myself those three minutes, instead of freaking out telling myself the story that it was this unclimbable mountain.

Anna Rapp:

A hundred percent. Just talk to the chair for three minutes. Right?

Maggie Reyes:

I love it, so good. The empty chair exercise you heard it here. Okay.

Anna Rapp:

I didn't invent that by the way.

Maggie Reyes:

Yeah. No, I love it. Yeah. So it's like a therapy exercise, so good. Okay, how do I like to make decisions? And then you said a little bit about, is it intuitively? Is it journaling? Is it through prayer? Is it talking to a friend? But really slowing down to thinking about, how do I like to make decisions before I make a big investment? So tell us a little bit more.

Anna Rapp:







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Yes. So for me, I really try to ask people as they're thinking about investing with me or someone else. Right? Like, "Well, how do you like to make decisions?" Right? We're all different. Right? We all have different values and so I think really getting clear with yourself, some people like to take a long time, some people to make decisions quickly and it's not making yourself wrong for what that looks like.

Some people love talking to everyone and their mom before making a decision, some people they don't need to talk to anyone, they just have this inner knowing. Right? But I feel they make themselves wrong for that because they're like, "Maybe I should."

But it's like just asking yourself, "When I'm my highest and best self, what process is most aligned to my personality to make decisions in the shortest amount of time, the most effective way." And then using that.

Maggie Reyes:

I love that so much. How do you like to make decisions? For me, doing marriage Coaching, do I like to involve my partner? If I involve my partner, in what way do I involve my partner? Do we have a conversation about it beforehand?

Do we not? I make very significant investments in Coaching support and I like talking it over with my partner. I like having that conversation back and forth about what we're doing and how I'm doing it, and what I'm thinking through about a particular investment, and then some people don't, but it's just being having awareness around it, I think is so, so, so powerful.





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Okay. Next question is, am I making this investment from an empowered self-trusting space or from a save me quote, unquote, “save me” quick fix, headspace? Let’s talk about that.

Anna Rapp:

Oh my gosh. Yes. So for me what this means is of course, whenever we’re investing something, of course we’re wanting the person to help us. Of course, we want support. Of course, we want solutions that’s why we’re paying for the thing. Right?

Maggie Reyes:

Yeah.

Anna Rapp:

But I think it can be also really quick to look for a miracle, an overnight fix or success. Right? And your program Maggie, I think is six months or how long is that?

Maggie Reyes:

Yeah. Six months. Yeah.

Anna Rapp:

Six months. Right? And so I think you can even look at the containers that you’re buying to see like, “Oh, this is something that is six months because this Coach knows that it’s not an overnight fix.” Right? Is going to be in it with me, so I just think it’s being wary of people that promise that but I also think being wary of our own mindset and coming in, feeling empowered.





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Coming in knowing that you're going to do the work, that you're going to show up, that you're going to take action, that you're going to be present and that a lot of it is on you. Right? That you're going to save yourself and that whoever you're hiring to support you, is going to partner with you in that.

Maggie Reyes:

Yeah. It's so interesting, I was talking the other day to someone about something in my copy and I was like, "We never use the words, save your marriage, it's not in my ethos or in my value system. It's saving the energy behind, that is not what I'm about and it's, we want to empower you to make decisions about your relationship from our grounded, loving, centered place and I want to help you tune into your highest inner wisdom and to your own discernment, no matter what I think about it one way or another."

Sometimes when we start The Marriage MBA and I'm doing all the orientation modules, I'm like, "Listen, I'm going to make recommendations based on what I've seen in the research, based on what I have worked for my clients, based on things that I know and I want you to take every single one of those things through your inner wisdom, through your filter and you decide what's really right for you no matter what I say." And I think that's so important to, for all of us to remember.

Anna Rapp:

Mm-hmm.

Maggie Reyes:





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Right? I think that sometimes we have messages that are different than that, and we just want to question them.

Anna Rapp:  
Yeah, absolutely.

Maggie Reyes:  
It's anybody who says, "Oh, you wouldn't have to do any work just question it." Anna almost fell out of her chair, laughing.

Anna Rapp:  
It's true though. Right?

Maggie Reyes:  
Yeah.

Anna Rapp:  
Sometimes that's what we want. I remember we kind of a related, funny story so we both worked with amazing business Coach Lacey Sites before, so shout out to her but I remember when I first hired her in my business, this is probably sounds so egotistical, but I'm going to say it anyway.

What I remember telling her was like, "I know my success is going to be inevitable, I already know that I'm going to do great, but I need your help along the way, is that okay?" And this is why I still...





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But I think it's useful when you come to a program with that energy like, "I know I can do it, I know I can figure out, I know I'm just missing some pieces and I know I'm stuck, but I know I'm going to figure it out and would you help me to do that?" Right?

Maggie Reyes:

I love that so much and that reminds me of the baseball analogy that I always use when I'm trying to explain, what is Coaching or what's the difference between Coaching and therapy and stuff like that.

And I'm like, "You know, a baseball team would have a team doctor where if somebody breaks their leg and they need a diagnosis and they need some treatment, the doctor helps with that, but they have a Coach that helps them win games."

They're very different roles with what these professionals are doing. And so when we think about a baseball player, think, "I know I'm a good baseball player, and I also know that I need a Coach to help me see what are some of the best ways for me to leverage my strengths, where are the places where I'm leaning into my weaknesses, where I could make tweaks and changes." Right?

So I also have a lot of, and in my Coaching practice, I have youth therapists, Coaches, people who are super into their personal development and they're sometimes, we're certified even in the same modalities and the same thing, so like, "Is this really going to help me?" I'm like, "Here's what I know, even Olympians have Coaches."







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Anna Rapp:

Yes.

Maggie Reyes:

Right?

Anna Rapp:

As being willing to come. Right? To your programs with the mindset of like, "I know I have the capability to be a good wife, maybe I'm not doing it right now. Right? Or maybe there's some missing gears. Right?"

But I know at the end of the day I have what it takes to do it, I just need someone to help, hold me accountable, give me fresh ideas, give me fresh perspectives, encourage me along the way." Right?

Maggie Reyes:

Yeah. I love that so much. Okay so the last one is, do you believe... Which is exactly what we're talking about. Do you believe your success in whatever you're getting support around, is inevitable and that whoever you hire is just helping you get there? That is such a spacious, abundant way to think about any investment that you're going to make. I love that so much. Tell us more from your point of view.

Anna Rapp:

Yeah. I think it's just trusting that you're on the winning path. I'm a huge believer in hiring people







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to help us with all the things in life. I mean I have a Spanish tutor, I have a... I just, anytime I need help, I'm like, "I'm just going to hire someone to help me get there faster." Right?

M

aggie Reyes:

Yeah.

Anna Rapp:

So it's just knowing that you're on the path, but then also being willing to pay humans to help you get there faster. Right? But knowing that you are the one that's on the path, you're the one that has the sovereignty, you're the one that's going after it. Right?

Maggie Reyes:

I love that idea of sovereignty, and agency and always remembering that you're always in a space where you get to choose, and Coaches and mentors or just people who are on your team to help you create the things you want.

Anna Rapp:

Absolutely. So good.

Maggie Reyes:

So one of the things I like to do when I have a guest is, ask a question from The Questions for Couple's Journal, and today's question is, what are your top three priorities in life right now?

Anna Rapp:





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I love those questions so much. So I'm an ENFP, enneagram 7, so it's very hard for me to narrow it down to three but because I also, I feel in business I make myself simplify. Right? But I would say the biggest three things are, like I mentioned Spanish, so that's something I've, dove back into recently, so working with my Spanish tutor every week.

Being a patient and present mom for my kids is a huge priority for me they're five and seven, and then also in my business currently opening the round of my next mastermind and so those are kind of my big three focuses.

Maggie Reyes:

That is so fun, I love that so much. So tell me why you're learning Spanish, is there just an interest or is there a reason that you'd like to share?

Anna Rapp:

So I, well, I live in San Diego, grew up in San Diego, so I kind of grew up speaking Spanish and I speak a lot of it and I have a lot of girlfriends that speak Spanish, but I don't always feel confident speaking Spanish with them and so I just wanted more confidence in speaking it with my good girlfriends.

Maggie Reyes:

That is so fun. I'd love that as a hobby, so I can't wait for you to feel more confident because I speak fluent Spanish and I am here to have conversations with you.

Anna Rapp:





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Next time on the podcast we'll do an episode in Spanish.

Maggie Reyes:

Oh my gosh. I will be launching a Spanish podcast at some point.

Anna Rapp:

Really Maggie?

Maggie Reyes:

You heard it here first. It's not quite ready, I will announce it to everybody when it is but when it does happen, you will come on, we will do a Spanish episode.

Anna Rapp:

Oh my goodness. No, no, I'll listen. I don't feel qualified to... Maybe we'll just commentate or something.

Maggie Reyes:

I love it. I love it so much. Okay, so tell everyone the best way to find you, how do they can keep in touch and we'll link in the show notes as well.

Anna Rapp:

Yes. The best way is Instagram, everywhere, I'm Heart Centered Entrepreneur. Also, you can email me [@annaheartcenteredentrepreneur.com](mailto:@annaheartcenteredentrepreneur.com), also, [heartcenteredentrepreneur.com](https://heartcenteredentrepreneur.com) website.





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Maggie Reyes:

I love it. Heart Centered Entrepreneur and if you were going to tell people the type of person you work with the best, or the focus of your particular practice, how would you describe that person who would be best served by the type of work that you do in your mastermind?

Anna Rapp:

Yes, definitely that are Heart Centered, so they want to make money online, but also they feel icky or awkward about selling, making money and most of my programs are geared towards the woman that has an existing business that has a little traction. Right? So you maybe made \$25K in the lifetime of your business, but aren't yet hitting \$8K months, \$10K months so kind of like that middle range.

Maggie Reyes:

Got it. I love it and it's all online entrepreneurs. Right? So it could be somebody who has an Etsy store or someone who does sells different kinds of things, is that right?

Anna Rapp:

Primarily, service based businesses so either I would say, half my ladies are done-for-you ladies, so virtual assistant, social media managers, the other half are Coaches, health Coaches, life Coaches, business Coaches.

Maggie Reyes:

Love that. Okay, so good to know. Thank you so much for everything, for your beautiful energy, for sharing this time and space with all of us. I absolutely just love every time I get to see you.





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Anna Rapp:  
Thank you Maggie.

Maggie Reyes:  
Bye everyone.

