



## Ray Edwards Show, Episode 562 From Lawyer to Copywriter- Anna Powers

**Announcer** 00:00

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**Announcer** 00:10

The Ray Edwards Show. This is the podcast for prosperity with purpose.

**Kris Edwards** 00:18

Hello, and welcome to a very special episode of the Ray Edwards Show. It's special because Ray is talking with Sara Anna Powers, aka Anna Powers. Like me, she is from the land where many get three names. But regardless of how you address her, she has made an amazing transition from her life as a licensed attorney, which by the way she still is. But that is not how she makes her living these days. She's a copywriter, she's an entrepreneur, she is successful, and she is amazing. Last week, Ray was saying change everything, break free and live. And Anna Powers is a great example of just that. Let's jump in the conversation.

**Announcer** 00:55

And now, our feature presentation.

**Ray Edwards** 00:58

Let's back up a few years when back when you were an attorney. So I want to talk a little bit about the business stuff for a few minutes. Then I got some more questions. We're gonna dig deeper. There's so much to talk about, that you I've been binging on your podcast episodes and kind of catching up with what what's going on in your life and so many interesting things. But let's start with you were an attorney, and for some reason you decided I'm going to become a copywriter. Who makes that decision? How did that happen?

**Anna Powers** 01:29

Well, um, I always loved to write, I always loved to write, and I started a business in 2015, I started as a health coach. And that was really prompted by my total obsession with Dave Ramsey's podcast, believe it or not, back in the day when I had, like no money, I thought, well, I

had like \$1,000, a month that I was living on in law school, and I got really addicted to Dave's podcast, or it wasn't a podcast, it was like a show, like a three hour radio show. They would play it on like Mississippi, some talk channel anyways, I had no money, but I would listen to it. And he had Dan Miller on. So Dan Miller, friend of both of ours from 48 Days to the Work You Love, and so that really started my entrepreneurial journey because I remember hearing Dan talk about his book and I thought 48 Days to the Work You Love, that is such a crock. Like that has to be total bull-

**Ray Edwards** 02:34

It's a scam. It's got to be a scam.

**Anna Powers** 02:35

It's got to be. And of course, I was my like first year law student, you know, just out to prove everybody wrong. And

**Ray Edwards** 02:43

You're right. I've I've had a few attorney, customers who are like, they'll call up and start asking all these questions. It's like, chill out.

**Anna Powers** 02:52

Yeah. But we're trained to do that

**Ray Edwards** 02:55

You don't have to bring the DOJ in with you. It's okay.

**Anna Powers** 02:57

Like, after being in law school for even a semester, I couldn't even stand next to the microwave if I was heating something up, because I was convinced my microwave would be the one that world explode. And glass would fly everywhere and like cut my face to smithereens. It just sounds terrible. But they make it's like you read so many bizarre, twisty cases where crazy stuff happens that you just you're you're ready for anything,

**Ray Edwards** 03:22

You start seeing the world through that filter. It's like medical students who think they have all the diseases they're reading about.

**Anna Powers** 03:28

Yeah, I would, I would have been a terrible medical student. Terrible. Anyhow,

**Ray Edwards** 03:34

Ya, back to your story. Sorry.

**Anna Powers** 03:36

It's all good. So we have this great little independent bookstore in Oxford, where I was going to law school in Oxford, Mississippi, and it's called Square Books. And so I'm wandering around Square Sooks, and I see Dan's book, and I'm like, there's that book, that book, that scambook. I'm gonna buy it, and I'm gonna disprove it. And so I bought the book. I bought the book. And I, I

read, I read it. And I was like, whoa, wait a second. I think this is real. These people seem like actual, pretty normal people who have these kind of things that they love, and they figure out this way to make a six figure business. And that was the, you know, when I think when you start out in business, most people when you start out, you're like, I want a six figure business. That's kind of the first goalpost. And I was like, "Well, they're, I think they're actually doing it." So I quickly transformed from a cynic into a believer, hired a coach through Dan's company, was building a health coaching business, because I have a background of being in recovery from anorexia and binge eating. And so when my coach heard my story, you know, she just said we should help people become comfortable with their body image because that was something I was passionate about. And the interesting thing about that is that I, I always had this hesitation in my spirit about that direction. And I kind of knew. But that's not how I want to make money. Like I'm passionate about that. But I'm not quite passionate enough about it, to roll with all the ups and downs of building a business around it. And I, I wanted to do coaching and leadership and so much like the things that I do now, that's what I wanted to do. But I thought, well, she makes a lot more money than me, and I'm paying her. And so she tells me, I should do this. So I better do this. And this is not to knock her at all. Like, she hardly knew me, you know, right. She's just going off what I'm telling her.

**Ray Edwards** 05:47

Yeah, there's a big lesson right here. I want to point something out.

**Anna Powers** 05:49

Yeah.

**Ray Edwards** 05:49

So when you pay somebody, you tend to listen to what they tell you. You value. I think Michael Hyatt puts it this way those who pay the most pay the most attention. So there's that principle at work. You knew internally, this is not really the direction but because you were paying for this guidance. You, you were, you allowed yourself to be guided.

**Anna Powers** 06:11

Yeah. And and I didn't, I didn't tell her. There was one session, Ray, one session, I said, I think we need to scrap this. And I think we need to do like leadership. And she went with me, she was like, alright, let's pit it. Let's do leadership. And I called my dad and I was so excited about it. And he was so excited about it. And I went to talk, I think I might have shared this actually, on your stage. I don't share this often. But I think at copywriting Academy live 2019, I may have shared this. But I was so excited about this new direction this like leadership coaching thing that I was going to build instead of the health coaching, and I went and talked to someone who was a friend of mine at the time in the law firm that I worked with, that I worked at, but she was several many rungs ahead of me on the ladder made probably double what I made. And and she said I don't know Anna, and and I do believe she was saying this as a friend, like just trying to look out for me. But she said, I just, you know, you're not really in a leadership position here at the firm, you're a staff attorney, like I can buy the health stuff, because you're pretty healthy, you know, you drink your smoothies, and you go on your runs. So that I can buy but I just I don't know, like I would maybe bring my nine year old daughter to you for leadership. But I don't know if you're trying to say your a leadership mentor for like, peers, if that's really gonna work. And there's another lesson too, because you have to be really, really careful who you let speak into

your life. And I don't think that she, again, I'm not, I don't think she was trying to do that to keep me down or to hurt me. I think she thought she was trying to help me. And there's a lot of really well meaning people in our lives who they just want us to, they want us to succeed, and they want us to stay safe. And they might not get the vision that God's given us yet. And, that, that I was like, oh, okay, well, if you could, I mean, you love me, and you know me. And if you could only see me as a coach for your nine year old daughter. Shesh, I guess I'll stick with health coaching. You know, so I stuck with health coaching for a year, about a year and 10 months.

**Ray Edwards** 08:34

Wow.

**Anna Powers** 08:35

A year in 10 months. And in that time, I made \$50 The first year, the whole year. And I made about \$2150 by October of the second year. So I was I was like, what is that from 50 to 2150. I mean, I like quintupled my revenue that second year, so you got to be careful about the way people present their numbers.

**Ray Edwards** 09:00

Right. We quintupled our revenue last year, we went from \$50 to \$2500.

**Anna Powers** 09:05

Whatever it was, I guess that's like 50 topple anyways.

**Ray Edwards** 09:10

But incredible, incredible feats of magical statistical misrepresentation.

**Anna Powers** 09:16

Exactly. But I got I was at an event in London with a coach that I had hired, and I've been working on this health coaching business. And the great thing about this, I think God wastes, I know he wastes nothing. So all that time that I was putting into building this business that never really did take off on the health coaching side, I was learning so much. Like I had learned, oh, there is such a thing as copywriting. And I had learned that I needed to get a lot better at it if I was gonna be able to sell stuff. And so I hit, I hit kind of this turning point and I was at this event in London and the coach who was leading it asked us "Does anybody want to do a sample coaching session at the front of the room?" and I raise my little hand because I'm like, I flew all the way across here. I'm basically on the edge of giving up the business. Let me just shoot my shot, whatever. And, and so she says, Okay, what's your question? And I said, Well, I just, I feel like such a failure, which is, I'm sure what anybody who's leading an event wants one of your clients, but it's just

**Ray Edwards** 10:23

The person you just brought up on stage. That's what you want to have them say,

**Anna Powers** 10:26

I look back on them. Like she handled that with such grace. Because if someone hadn't done that, at my event, just I don't even know, I would know now what to say. But to her credit, she, she helped me so much in that conversation. Because she started to pull out well, okay, you feel

like a failure. Alright, tell me what's the details around that. And the details were I've made, you know, \$2,150. And I had invested, which I say, aka spent. Think it was \$48,300 and something. I used to know the exact number like \$48,383.11.

**Ray Edwards** 11:05

Things are going great. And you're feeling good about it.

**Anna Powers** 11:07

Yeah. So I'm like, wow. And seriously, I thought, am I an idiot? I know. I'm smart. Like, I'm a lawyer, I have two law licenses, I was valedictorian of my high school, I had 4.0 in college, I speak French. I mean, I was like, I know, I'm not a stupid person. But I've spent all this money. And I see these other people that have gone into some similar programs. And they're they're making their six figures, multiple six, and I'm not. So what is, there's some issue. So she helped me get to the root of it, which she asked me, "Who are you working with?" And I was telling her, I'm working with these women who want to improve their body image, "and how are you helping them?" And as I was sharing, she could just hear it in my voice that I wasn't fully there. She said, "Who do you want to be helping?" I said, " Well, I love it when a client comes to me and says, I want to start a blog like yours, or I want to build on Instagram page like yours or something like that. That's exciting to me to build the business side of it." She was like, "so why don't you coach female business owners?" I was like, "well, because I haven't made six figures yet." And she said, "But you know how to do this and that you know how to build an email list. You know how to run a Facebook ad", I used to run my own Facebook ads, "you know how to set up a program, you know how to build a website, like, you know how to do all these things. How much did it cost you to learn how to do all these things?" I was like, Oh 48,000. And she said, and if you could work with someone in a program for \$1,500 Would that not be and teach them to do those things? Would that not be an incredible steal, and it just clicked and so I switched everything the night before a photo shoot a \$4,000 photo shoot that I had booked that I guess took my expenses to like \$52,000. I was like, while we're at.

**Ray Edwards** 13:01

\$1000 bucks a week.

**Anna Powers** 13:02

Throw in in a fancy photoshoot. But we had this photoshoot all lined up in London with all these health-coachy, flowy outfits, which I would never in a million. I mean, you know me I would never have you ever seen me wear anything like even slightly bohemian? No.

**Ray Edwards** 13:15

No. I'm trying to picture you hanging out with Gwyneth Paltrow now.

**Anna Powers** 13:20

No. It's like not me at all. I like her actually. But, um, but that's not my style. And that's a good key, you know, if you're getting ready for your photoshoot, and you feel like you're, you're playing dress up, you're probably headed in the wrong direction. So we switched everything and I went to Selfridges Department Store that night, bought like a black dress, like a dress that I would actually wear in real life. Wore another outfit that I just packed to bring on the trip, like scrap the whole, you know, I'm texting the photographer, we're changing everything. She's like,

amazing. But we changed everything. And the way that I the way that I started pursuing copywriting is I decided I wanted to work with business owners. And so I also decided that I was going to see myself as a success- period. But I didn't have to wait until I had made six figures to become a success. That my being a success was a was simply because God allowed me to be born and continue breathing and therefore success. And so I started operating from that place. And but I also like I want to be smart in the marketplace. So I'm thinking alright, there's a lot of business coaches, what is something that I can offer as a business coach, that will set me apart from all this sea of other samey samey, and this was, you know, 2016 what some people refer to as the year of the Paris photo shoot, you know, and all the coaches would take the pictures in front of the Eiffel Tower with their, you know, nice pumps and balloons and you know, so everybody looked the same, you know? And it's like, well, how are you different? So I thought of a skill. What is a skill that I can bring to the table that I know I have the potential to become really great at, that I actually enjoy, and that I know the marketplace will pay for? And because of Dan Miller, I knew you, because I think you had maybe been on his show a couple times. I don't know if he had interviewed, you're just talked about you. I'd heard of you through Michael Hyatt, I think Amy Porterfield, like all the people I was following all the breadcrumbs were leading to Ray. So I was like I've heard Ray say, he makes a lot of money with this copywriting stuff. I like writing. And I just decided I am willing to invest the time, to be humble, and freely admit that I don't know a lot of stuff and learn from the best, aka Ray Edwards, and start, you know, taking your programs signing up for your offers, following the people that you said to follow. You know, there were people that I mean, I would never have followed them on my own. But you said, check out this person. And so I got this, like really robust, I started to get this really robust education around copy. And so that's really my very long winded answer of how I found my way into the world of copywriting. And I can, you know, go on from there. But that's that's the, the winding road.

**Ray Edwards** 16:30

I love that. I mean, one of the things that I'm committed to going forward, I want to back up and talk about this with you in just a moment. I feel like over the last couple of years, everything that happened with the pandemic, and none of us saw that coming. I mean, even when it started in March of 2020, I was in San Diego. And I just thought, well, at worst, this is going to go on for six months,

**Anna Powers** 16:53

Yeah,

**Ray Edwards** 16:54

then we'll be back to normal. And now I realized, you know, looking from the perspective of where we are in 2022, I realized, we're never going back to that world. It's always, it's always going to be different than it was. And and that's okay. It's just, it was such an odd, odd time. And what I was getting to is, I feel like a lot of people now have decided, I'm stepping into who I really am, I'm going to say what I really think I'm going to be who I really want to be. And I don't care what people think now. Because we've all been through something that made us realize, all that worry we did about what other people think about what was proper, what we'll get to later. We all, I think we all have a different perspective, we're like, I need to do this now. So I love, I love that we can all be at this place we can define for ourselves who we want to be and just go do it. You did it before all this you were like, super courageous and just decided it without any

external- I think the pandemics given us license to do what we want to. You just took license, which you always had, you had free will and I love that and I love getting into these deeper stories. That's one of the things I'm doing going forward, I'm just not, I'm not going to do the 30 only the 30 minute episodes that follow the typical template because I always want to know the deeper story behind people's success. And I always know there's there's difficult times that are in that story too. I want to hear about those, those are more valuable to me than just all the- I mean, I love all the great things you've done. I also want to know what was hard for you. So in that period of time, what was difficult for you after you got started, you started getting clients, you started making the kind of money you're hoping to make. Was there anything difficult after that? Or was it all just a bed of roses?

**Anna Powers** 18:41

Oh, there were so many things that are that were difficult. Slash, you know, there's challenges every day, I think in running a business or lots of days, you hope that the that the good parts outweigh the challenges and you know, they make you stronger too. But um, for me while I was still practicing law, the energy that it takes to write great copy, to get so into someone's brand, and to so thoroughly research that you actually can do the job well, it's not, I wouldn't say it's an easy job. I certainly don't think it's the hardest job in the world. I mean, there's definitely other things that are that are harder, but it's not. It takes brain- it takes a lot of brain power and energy. And law also takes a lot of brain power and energy. So that first year and this, about a year and four or five months that I was practicing law and writing copy, that was, that was energetically pretty exhausting. I was able to do it for that time, but I couldn't have sustained that interminably.

**Ray Edwards** 20:03

You couldn't have kept up the the energy you needed to be in law school and writing copy at the same time.

**Anna Powers** 20:08

To be a lawyer. Hey, I probably could have better done law school with writing copy. Because in law school, it's a trick, it's a dirty trick. Because in law school, you have actually quite a lot of free time. Like when I was in law school, if you're a fast reader, which I am, I mean, you do have a lot to read. But like, you're only in class for a couple of hours a day. And then you have your whole day. So I was teaching yoga, I was teaching Zumba. In law school, I could have done it probably more easily. But as a lawyer working already, you know, a full more than eight hour day every day. And of course, this is pre pandemic, so you've got your commute as well It was just a lot. So it got to where, you know, I was waking up, I was writing copy in the mornings I would write copy on my lunch break, I would write copy as soon as I got home into like 1am, 2am, like sitting up drinking coffee to just keep my eyes open.

**Ray Edwards** 21:06

When did it occur to you, I think I need to make a choice?

**Anna Powers** 21:09

It occurred to me, this is this is such a God thing. About 8 months in, because as soon as I started offering copywriting, it only took- I'd have to go back and look at my accounting software to verify this. So this is like this is my rough memory estimate. But I think it took about three months before I was making 5k months. And as an attorney, I brought home about 5k a month.

So I never made huge big bucks as an attorney, I practice for eight and a half years. But I was not a partner. And that's what a lot of people don't realize about law is that, especially if you're in a state like Mississippi, working, you know, as a staff attorney or an associate for a smaller firm, most people are not making a ton of money. So I was bringing home, after they took out taxes, I'm bringing him about five grand. So within about three months of offering copywriting I was matching my law salary. So about and within I think five, six months, I was bringing in 10k months through copywriting.

**Ray Edwards** 22:14

Dang.

**Anna Powers** 22:15

Right. Which, you know, I was like, "Whoa!" but remember, I had spent that 50,000 almost. So really what I was trying to do in the beginning of the business was catch up and kind of pay off, like pay back everything that I had put into the business before the business started working. So I didn't really feel like in the beginning, oh, I'm just floating in money, like I was bringing in a lot of money, but I had racked up, you know, some pretty significant bills that I was, you know, wanting to clear up stay on top of, etc. So it kind of felt just like I was catching up. And I also was a little bit, probably a little shell shocked, like, whoa, this happened so fast after I worked for two years and hardly saw any money. And then all the sudden I move into copywriting and it's like, floodgates open. So I think that maybe spooked me a little bit to where I was like, "Well, is this for real? Is this going to continue?" So about six, eight months into offering copywriting you know, making consistent 10k months, I went to my law partner, I worked at a small firm, and I said, I think I need to go part time because I was getting so exhausted. And I could see, alright, I'm bringing in double from copy what I'm getting paid as a lawyer but getting paid as a lawyer, first of all, it's a prestigious career that you worked really hard to be able to get. I loved the firm that I worked with. It was a family owned firm, great people like they came to our wedding. The couple who owns it and their little girl were so close. So I also very much appreciated and valued the position that I had there. And I didn't just want to jump ship, right. But I said, "Can I decrease my hours. And of course, will decrease my pay commensurately. So that I can just have a little more breathing room?" And and I was very honest, when I got hired at that firm, I told them I have a business it's not really making much money now, because this was before I found copy. But I want to keep pursuing it. And so I just want to be upfront about that. I have this thing on the side I'm going to be working on. I know I have a lot of potential somewhere. And I still like lawyering. But I'm also working on this thing on the side. So they took me knowing that, which was great. And in fact, they would talk about my work to other people. And oh, you should have to come in and be a speaker on this, you know. So anyways, they were they're amazing people, but I asked the law partner if I could do that, and he said, "Well, you know, timing wise for you to go part time doesn't really necessarily make sense. Why don't we cut your hours requirement?" And I think it was by like, 200 hours a year, if I remember correctly, and we'll just keep your salary the same. We'll just cut your hours. So we're not going to make you go part, we're not gonna have you go part time and just be here three days a week, he was like, I don't know that that would really work for the office. Why don't we just decrease your hours requirement? I was like, okay. You want me to work less and pay me the same? Let me think about that. Yes.

**Anna Powers** 25:36

So that went on, I want to say that was maybe the summer of 2017, when we did that. And that gave me back basically, a whole month, you know, throughout the year, and that gave me some wiggle room. And then, by the time I left law, which was April of 2018, was my last full month at the law firm. By that time, the business was bringing in more than 20k a month, and I had gone January of 2018. I did go actual part time we had another conversation. I was like, Okay, it's just continued to pick up. I can give you three days a week, like, are you willing to work with me where I can practice three days a week and work my business two days a week? I was just scared to not have that, quote, dependable paycheck.

**Ray Edwards** 26:24

even though you're making a quarter of a million dollars a year?

**Ray Edwards** 26:27

Yeah. Well, we did in 2017. We did 100, I think it was \$128,000 or \$132,000, something like that. And then in 2018, we did \$282,000. And the first four months of 2018 I was practicing three days a week. But yeah, we were certainly bringing in the money for it to make sense. Well, I think there was one, there was one week that I turned away, like 10 grand in copywriting projects in a week, because I just I had no bandwidth. And at that point, I was like, Now wait a second. You know, I'm making X amount as a lawyer, I could be making so much more if I could just take these jobs, but I cannot in integrity, take this work and keep this job. You know, it's like it's too much to handle.

**Ray Edwards** 27:18

So at that point, were you just doing copywriting for hire? Or were you already selling programs or products or any of that stuff?

**Anna Powers** 27:26

That is a great question. So I, the first six figures was built on copywriting for hire. And then in the fall of 2017, I folded in some business coaching, which is similar one to one stuff. But in my mind, it's a less energetically taxing than copy in some ways.

**Ray Edwards** 27:47

There's, there's less time that you're actually working on it.

**Anna Powers** 27:50

Exactly. That's it, it's not necessarily less energy, because that's a whole nother kind of energetic thing to hold space for someone as a coach and a mentor. But that let me, you know, I was selling like a \$3,000, 3-month program, and we're getting on three calls a month versus, you know, if you're selling a \$3,000 copy thing, and you might spend days on it. So I was full, I had folded in coaching at the end of 2017. And then in March of 2018, so two months before I left law, and I keep saying left law, I still have active licenses in Mississippi and Tennessee, like.

**Ray Edwards** 28:29

And I know that.

**Anna Powers** 28:30

I do my I do my CLEs every year, because I worked hard for them. And you know, as long as I can keep paying the fees and keeping up with the CLEs, I mean, I will. And I think it's such a valuable background to have as a business owner. But I started selling Magnetic Messaging, which was our leverage program in March of 2018. So just shortly before I left the law practice, I folded in that leveraged offer.

**Ray Edwards** 28:57

Now explain, somebody's listening and they're like leveraged offer. Some people are gonna think that means you borrowed money. That's not what you did.

**Anna Powers** 29:05

Okay, so what I mean is a one to many offer. So we built a program called Magnetic Messaging, that was more of a course with some coaching to it, but group coaching, so that that first one that I sold, I sold it at 497, \$497 a seat, and we put, I don't know, 18-20 people in there the first round, so it wasn't a ton, a ton of money. It was about eight, eight grand or so that we made from that first round. But it was more than what I was making as a lawyer, you know, and then you're just showing up on these group calls. And then when we got to the end, I did two months of group support with that original group and so many of them wanted to continue on and it was like there's a great Marie Forleo quote, which is I want to say it correctly but something like clarity comes from engagement. So I'm probably paraphrasing, but that's what happened for me. It was like, Oh, I built this thing. And people liked it, but they also needed these other things. So what can I offer them that would help them get these other things? So I just threw together a little six month mastermind I called it Mastermind: Messaging, Mindset, Momentum. And I had no sales page. I literally just like, got on calls with people just like sent a few emails. And we did 30 something \$1,000 The next month when we completed the Magnetic Messaging, we just opened up this new, you know, as coaches say, container, which always like, I mean, what are we like little roly pollys in a jar?

**Ray Edwards** 30:48

Ya, I'm not sure I want to be in your container.

**Anna Powers** 30:52

I know, right? It's a little creepy. Like, please don't box me in. But, but I opened that program, let's call it a program, and and it sold out so fast. There was like one spot that kind of lingered open, and then the perfect person came in and that was part of her God story, the way that she got connected to the program. So that spot was like, meant for her to be held. But all the other spots. I opened 15 spots and 14 just like went boom, boom, boom, boom, boom. I was like, whoa. I mean, I guess we're onto something.

**Ray Edwards** 31:26

When the light came on, and you realized this is going to get a lot bigger than maybe I thought.

**Anna Powers** 31:30

Why I was just kind of flabbergasted, you know, it was still like, it still felt very like, wow, I mean, I guess I do have valuable things to say that people are excited to hear.

**Ray Edwards** 31:44

Yes, you do.

**Anna Powers** 31:47

But it was actually it was a a conversation with, do you know Nick Pavlidis? You know Nick.

**Ray Edwards** 31:55

Yes.

**Anna Powers** 31:55

So Nick, a friend of both of ours, who I also know through Dan Miller, shout out to Dan Miller, all these amazing connections.

**Ray Edwards** 32:03

Yeah, Dan and Joanne are two of my favorite people on the planet.

**Anna Powers** 32:06

I know. They're amazing. Love them. But Nick, I had met through Dan and Nick was a former attorney who had developed a ghostwriting career. And I was like this- that's so cool. Tell me more. And so Nick and I had gotten to be friends. And when all this was happening with the business picking up so much, and me just feeling like I just don't have any more time to any more hours to put into the business. And the law career isn't making me that much money. But it's kind of my little safety security blanket. I called Nick. And it was funny because I like took a just took a break. You know, you bill hours to the law firm. So like, you take breaks and then you just go off the clock. And anyways, I took a break to like walk around, get some air outside. I was calling, I called Nick and I just wanted to have a friend conversation with him. Like kind of, you know, I trust him completely here. Here's a situation with like, my finances. Here's what the business is bringing in, how long it's been bringing it in for. Like, I'm really feeling that I'm feeling, I was starting to feel like my lawyer brain was shutting down a little bit. Like I could still do the work but it felt so much harder than it used to. And I think that's kind of a God shifting. Sometimes I think he will, it's not like he was turning off my ability to do the work. I could still do the work. But it was it felt so much harder than it used to. And even simple things like answer and discovery, which are very like baby lawyer first year things that are just kind of formulaic. I would sit there and I'd be like, what objections do I want to raise to this? And it's like, oh, my gosh, I just raised the standard form objections. Why are you stressing about this? But, but it all felt heavy. So I was talking with Nick. And I remember he joked when he got on the phone, he's like, so you're gonna give your resignation after this call? And I was like, Oh, haha, you know, no, not at all. I didn't call him for that reason at all. Um, you know, to get inspired to quit, I just I called him as a friend for like, hey, helped me map out a timeline because I was seeing kind of the writing on the wall. And as we're talking, you know, he is a prolific ghostwriter, incredibly talented. And he had a bunch of projects. And so in the course of this conversation, he was like, Well, what if I give you this project, and I guarantee you this project for the next four months, and if you could give me two days a week, and you're now giving the law firm, three days a week, I'll just ask you for two days a week, and I'll pay you basically, is more than what the firm was paying me for the three days to account for, like, you know, taxes and stuff that the firm would have held back. So he's kind of like matching the firm. And he's like, I can guarantee it for four months. You know, that's, that's all I can say. But we could really use, you know, some support. And if you want to do it, this offer is here for you.

**Ray Edwards** 35:07

So, let me get this straight. Once again, you got an offer to be paid more and work less.

**Anna Powers** 35:15

Yeah. And I was just like, well, that is not at all Why I called. I mean, I did not call him to try to like get a ghostwriting job.

**Ray Edwards** 35:25

Yeah.

**Anna Powers** 35:26

But it just was to me, it was just a God connection. And I think he felt the same way. Like, you know, we're in a, we're in a place where we could really use the support. I know, you know how to write, I trust you. And I felt the same, you know, I so respect and admire the work that he does, and totally trusted him. And so I was like, Oh, my gosh, I think I'm about to try to go resign, because I said, "When do you need me?" and he's like, like, last month. And so, and then I just started praying because I, you know, again, like, I did not take that lawyer job for granted at all. And I love those people so much, you know, that that that family that has that firm. And so I never want to leave anybody in a lurch. And it wasn't always the easiest to get a meeting with that the head of the firm, because he's, you know, got a ton of cases on his plate. He's traveling, you know, going to argue the, where he was licensed in multiple states. So you know, kind of never knew, is he in office this week? Or what have you, so the chances that I could even get a meeting within a week, I was like, not sure that that would even happen. But I just started praying, I was like, God, let me get this meeting when I need to get this meeting. And I was able to have that meeting that afternoon. And we were able to have the most beautiful conversation where I was able to just explain, here's where the business is, I've got this opportunity. I'm so passionate about this. I love you guys. I'm so grateful for this opportunity that I've had, I really feel like it's time for me to give notice. And I mean, tears were shed, and there was just a, it was just the most beautiful transition to the next phase that anyone I think I could ever have hoped for. And it was just God's hand on on every step of it. And that was my peace of knowing. And I really do think you'll get to that place where you just know, like, I didn't call Nick knowing Oh, it's time now. I called him to chat through it as a friend. But then as our conversation unfolded, and it's like, well, he has this place for me if I want it and I, I mean, it's it just was so clear. It's like how could this not be the next step?

**Ray Edwards** 37:34

Wow. Okay, so I want to pause that story, because we're going to go is we started with you working at the law firm and just deciding you're going to make the switch to copywriting because you had made very little money compared to what you had invested. So we're gonna come back to where you are now, because you're in a very different place now. But I want to, I want to pause because you keep saying things that make me want to go a little deeper on a subject, and that is faith in business. Because I keep hearing you say it's a God thing. I was praying about it, God will show you, God opened that door for me. So talk to me about your faith in your business. And then I know you talk about it publicly. But how far does that go? And how did you decide you're okay with that?

**Anna Powers 38:20**

Yeah. So for me growing the business, starting the business, like living in the business has been, I mean, one of, if not the biggest pieces of my faith journey, it's grown my faith so much. Even more, I would say then, moving through the eating disorder, which was also very faith growing. But it's like, when I had a job, you know, and I got this pay every two weeks or what have you, 15th and 30th, it's easy to start to rely on that as God, like, Oh, that's my, that's my provision. And when you run your business, you very quickly clearly see that God is your provision, like it's God who's bringing the clients that I'm meant to serve. It's God who is making a way in their hearts. It's God who is letting me see the potential in people and be able to draw out good things from them. It's God who, you know, we're looking at an end of a month, and we're not even close to the goal. And then like these random opportunities open up the last two days of the month, you know, that happened a couple years ago, and I was just like, whoa, that's I thought we were gonna so undershoot and then, and then it's like, it's such a faith building journey that month after month after month after month after month, He's always provided. Always provided. So my faith is integral to who I am. It's like it's the lens through which I see the world. So whenever I started the business, for me, it was never a question of am I going to be open about my faith and to be clear my faith in Jesus Christ as Savior, that it just it was just like, well, it to me felt that it would be dishonest not to be open about it. Because if you're a client of mine, chances are high that I'm going to pray for you. And I might like to pray with you. And so I don't want you to come in and think that I'm, you know, just kind of like all, no particular faith, just kind of like, oh, there's something and then I start praying for you in Jesus name, you know, and you're freaked out and you don't like it. I mean, we did have someone join our messaging program. And I totally forgot when I was like, I did this rap on your stage as part of my part of my keynote years ago, but I made up a Bible rap when I was like nine or 10, I totally forgot I had, like, done a piece of the Bible rap in my course just forgot that I had given it or said something about God or something. And someone wanted a refund, because I talked about Jesus. And it's not in our refund policy, but I was like, that is fine, we will give them a refund, if it offends them that much. This is, I am not, I am not, you know, trying to keep someone in a place where they are uncomfortable because I talk about God. So I just always felt like it would, it just made sense to talk about- to be myself. I guess that's it, because people have asked me a lot as a business has grown. What's your favorite part about running the business? And my answer is usually I get to be more me than I have in years. And now I've kind of gotten used to it. But I remember in like 2017, 2018, I was like, Oh, this is crazy. I get to be who I am. Because as a lawyer, you can't do that kind of stuff. You cannot really, I don't know. I mean, you can I guess you can talk about your faith, but it's probably going to get you in trouble. I mean, gosh, I remember a friend of mine got kicked out of court because she didn't have, she had a sleeveless dress on, you know, she was showing her arms, like you can't be in court and show your arms in Mississippi, in certain courtrooms. Some judges will enforce those rules, and some will not. But she had a very nice like 1000s of dollars designer dress, but it happened to be sleeveless, so she got sent home. You know, and when you're in a profession where like, you have to go by rules that are so strict, for me, I felt like my whole personality was just squashed down. And then it's like, well, my faith is a huge part of who I am. Why would I not share that?

**Ray Edwards 42:24**

Yeah. And I love that you do. I just wanted to dig a little deeper and that you talk very openly about your faith on your podcast. Do you run into any resistance just generally in the

marketplace where- I mean, I've encountered some people who they have tolerance for every faith except the Christian faith. Do you ever run into that?

**Anna Powers 42:48**

I have to say it, it hasn't felt like that, to me, with the exception of like, when that person it, it hurt. It stung when that person asked for a refund, because I talked about God. You know, again, the Magnetic Messaging is not a faith based course. So like, I didn't even remember that I had mentioned God, it is just so much a part of who I am, that it's probably going to come out like anytime I talk in some way. But that one hurt, especially because I kept seeing that person in programs. And they were struggling for like more years after that. And I was like, gosh, I could have helped you. You know, but I'm pretty careful about not holding myself up as a standard, if that makes sense. Because I'm not perfect. And I'm flawed. And I'm a sinful human being who gets it wrong. And so I think that we're kind of all hypocrites in some way. And I think that's one of the biggest things that's turned people off from, for example, the church. And when I say the church, I don't mean like, the church, as the Bible talks about the church, like the body of believers, I mean, like the actual kind of institution of the church because, understandably, people are kind of grossed out when it's like, well, you're preaching this from the pulpit, but you're doing this.

**Ray Edwards 44:10**

Yeah.

**Anna Powers 44:10**

So I try to be very careful not to, to basically, so so what I'm trying to do with my faith is just live out that Jesus loves me, and died for me and forgave me everything. Therefore, if I'm walking in His image, I need to try to love people, forgive them, that doesn't mean you don't have boundaries, or like, you can't separate yourself from things that aren't healthy for you. But I try to approach everyone with the benefit of the doubt, love forgiveness, I do a lot of work on forgiveness. And I think I think people feel that. I do. And I think that there, of course, are always going to be some people who are cynical and skeptical and they'll make fun of you. And those just aren't the people that I'm meant to serve, at least not at this stage. And I also am very aware that I'm never going to change someone's heart to believe in Jesus, like that's a Holy Spirit work. So that's really not my job is to get someone to believe something, because that would never work anyways, it's just my job to try to show up with a loving spirit, with a kind spirit, and I think that that desire that I have is genuine and so I think people feel that.

**Ray Edwards 45:27**

Yeah, I think they do. I take a similar approach. And I mean, just for the record, so anybody listening is clear. I also believe that Jesus Christ is the Son of God, and that He died for our sins, was resurrected, and we accept Him, and we step into his life. And I want to be super clear, I think he's the only way.

**Anna Powers 45:48**

I do too.

**Ray Edwards 45:49**

And that's not super popular to say, because it's not really inclusive. It's like, No, this is the only way. How that all works and how it's fair. That's, that's not my department. It's just how it is, it's what I believe. I mean, I occasionally get challenged because of that. I tend to be in groups with people who are of other faiths or of no faith or of the woo faith.

**Anna Powers 46:13**

Yeah.

**Ray Edwards 46:14**

I say that because I'm not making fun of just covers a whole bunch of different ideas and thoughts. And I think some of that stuff is helpful. And I think some of it is misguided. And some, I think some of it is wrong. And I've kept my opinions to myself on that, pretty much because nobody really wants to hear, nobody's asked me. But if you ask me, I'll tell you, and I try to operate out of, and I fail miserably all the time. I try to operate out of the love of Christ, for everybody and treat them with the utmost respect. And I don't, I don't tell other people how to live or what to believe, not my job. So I think we're in agreement on that. So I think you've already talked about this, but your faith is is deeply embedded in your day, you're praying constantly, you're looking for God's guidance. How do you How does that show up? How do you know when God's guiding you to something? Or when it's just your own idea?

**Anna Powers 47:10**

That is a great question. And not always like the easiest thing to put a I guess, like a guide book behind. But I call it Holy Spirit intuition. So I believe if you have Jesus, and you've accepted Him as savior, you do have the Holy Spirit living in you, and a spirit of God's discernment that you can ask Him for guidance and direction and he will give it. And for me that comes in a peaceful knowing. So how it shows up practically, is for example, if I have a sales call with someone, I will pray before that call more times than not, I'm sure I forget sometimes. But usually, I usually remember this, I pray, Okay, God, if I'm supposed to work with this person, please take away all blocks, take away the money blocks, the it's the right time blocks, just take away the hesitations. Make it an easy yes for them to step into. And if I'm not supposed to work with them, please make that abundantly clear. And gracefully release them from my presence. And I have such peace. So it doesn't become like, Oh, I didn't get the sale. I failed. It's like, I feel it, Ray, like I feel, I'll have a call with someone and I'm like, Oh, darn it. I was hoping this 10 grand project was gonna come through but like, this energy is all wrong. Like, these are not my people to work with. Like, I'll feel it so clear in my spirit. Like, every alarm bell in me is like, no, to the extent that if I try to, like this happened in the fall, there was a project and it was like a 13 grand project, which would have been nice. I mean, that was it was a, we made a lot of shifts in the business last year. So I was like, Oh, that would be a nice little chunk. And I had kind of a bad feeling. But I was like, Ah, I'll keep going, you know, and then the person like wanted a second call. And then they wanted to reschedule the hour, an hour before the second call. And I was like, alright, I'll give you one more chance, like in another week, but they knew I had a call before their next call. And they're like, can I put down a deposit? Because I think it's you I just want to do this one other checking, and I was just like, No, no, no, it just became so clear to me all at once. I was like, I wish you all the best. I think that we're just not the right fit. You know, and I think it takes courage to walk in that faith that oh, this is not it. And if it's not it, and God is a Good God, then there will be something better. Like I'm being protected from this. And whether it is better financially or just like I'm going to sleep better at night, you know that is to be

seen and determined. But I have learned that that it has always worked out for me that way and when I have done things from a place of striving and like, I just want this, I want it, I want this money, or I want this prestige or whatever. It doesn't ever turn out how you wanted it to be, if that makes sense.

**Ray Edwards** 50:09

Yeah, it totally does. I've been, I've done it both ways and I recommend following the path of peace.

**Anna Powers** 50:15

Yes,

**Ray Edwards** 50:17

The biggest example for me as I had, there was a New York Times bestselling author, who approached me about doing a project. And he even knew how much my flat rate was for something like this. So he called saying, look, we've got I know your \$150,000, I've got it, I'll send it to you, we'll sign the contract and something in me was just like, I felt, you mentioned alarm bells, I felt the alarm bells. And I said, Well, could you send me the book first. And he did. And I read halfway through the book, and I realized, I cannot do this project. Because it was, it was just anti biblical, it was the complete antithesis of my worldview, and my faith and my commitment to Christ. And I so did not want to call him back the next day and say, I'm not gonna be able to do this project. And I prayed about it. And I just, we had the conversation. And I didn't, I didn't say, this is the antithesis of my worldview, I did express it was, there was a clash between our beliefs. And I just felt like he'd be better served by working with someone else. And I connected him with several other people. And I got that call. And I felt peace about the decision. But I also felt like, and, you know, I would have liked to have had that \$150,000, but I made the right decision. The next day, we got a call from somebody who had been listening to my podcast, who knew nothing about any of this, and said, Hey, I'd like to hire you have this project. I know what your rate is. I'll send you the check. And we did the deal for the same amount of money.

**Anna Powers** 51:55

Wow.

**Ray Edwards** 51:56

It doesn't always happen that way. I just want to put that that little caveat there for somebody who thinks that that's the way life with God always works.

**Anna Powers** 52:04

Yeah.

**Ray Edwards** 52:05

But in that case, it did. And I was, felt so grateful and so good. And I just know, I mean, I've had situations where my faith was really tested but God always comes through for me with something better than I was hoping for. To begin with. I just give it enough time to develop.

**Anna Powers** 52:22

Yeah, and I love that you shared that, because I've had it happen both ways too where God's like, very fast. Look, Okay. I got you. And then other times when it takes longer to unfold, you know, but it always does. It always does unfold. Like he's, he's got the best for you.

**Ray Edwards** 52:42

Let's, let's back up to the point where you, you were just telling us about where you negotiated out of the law firm, and you negotiated this deal where you were ghost writing, you had this group program. Where is your business gone since then?

**Anna Powers** 52:56

Yeah. So we've kind of come full circle, which has been another just beautiful, beautiful journey, and also total faith walk. So 2018, I retired from law. And we had built that six month mastermind, and then that was a success. So we built out a year long mastermind. And then we ended up building like a six month group coaching program. So back in 2019, 2020, we had kind of Magnetic Messaging as our core offer. And then we had a six month Magnify Group Coaching Program, faith-centered coaching program, really, for any kind of online business owner. And then mostly women that we don't discriminate against men, but just seems that mostly women are drawn to me. And then we had our High Level Mastermind. And so we ran, we ran all those programs in 2019 and 2020. 2020 was, as we all know, was a very strange year, and we had a super successful live event in 2019, where we sold out our mastermind. So that was a huge, huge blessing from the Lord that we had kind of set our 2020 financially up as far as under contract for more than what we needed. Those payments, we're gonna run through October of 2020. So that was a huge blessing that, you know, again, you look back and you just see God's working, because leading that event that we did in 2019, was not easy. It was quite the endeavor to put it together. And apparently, it was an extraordinary success. And that was an example of something that we, we went into where I just said, God, I know that if I have to just pay off this event, if we don't sell anything, I just have to just pay it off. Like I know we will just chip away at it. I have two prayers I want you know people to get exactly what they need out of this event. And then I also want lifelong connections to be formed. So my, my prayers were about what people would receive from the event versus like our sales goals, and I just left that open handed for God and he totally blessed that event, helped us, you know line up our revenue for 2020. But as we went through 2020, my mastermind was very energy- you lead masterminds, I know, so you get this, it was very energy intensive for me, because we had 10 business owners. And there were few couples, husband and wife couples, so ended up being like 13 people, and every business got a one on one with me every month, every business had unlimited Voxer with me, every business got a one- a VIP day, like a whole day throughout the year, one day, and then they had I think they had two calls, I can't remember it was one or two group calls a month, and then three events. Then when the pandemic hit, I added some bonus extra calls to try to make sure people were supported. Obviously, our last two events of the year, we had to change to virtual. So it was such a rough year for so many people and an unsettling year. And so imagine holding that space for a whole bunch of people who now are kind of thrown topsy turvy, because this idea that they thought is gonna have to shift and it was just a lot, a lot, a lot. And so when 2021 came around, I started filling the mastermind again. We had sold for seats, and it was a high level, you know, \$2,500 a month mastermind, we'd sold four seats, and I looked at the people who had signed up who were all wonderful people, business owners, but it wasn't a mastermind. It was like we had this one woman making 350 grand a year we had another person making like 80 grand, we had another person making, you know, 100

and something but the business she was working on wasn't the one that was making 100 and something I was like this is gonna be like, this is not right for a mastermind, because we need people who are at a similar space kind of asking similar questions. So I decided to turn off the mastermind. And stop selling it. And basically the four who had enrolled, I offered them the choice of converting into a one on one, like a great deal on a one on one program or refund. Only one person took the refund. And that happened to be the one person who had paid in full.

**Ray Edwards** 57:15

Of course

**Anna Powers** 57:16

I learned my lesson because I had already like given a half-day VIP day and then it was so much money in bank fees just to do the refund because they paid with a credit card. And so then of course we have to eat all those fees. I was like oh, and that was a faith journey, too cause I just I knew it was the right thing to do. You know, I didn't even take a partial refund because I thought she might not have bought a half day VIP day, you know, without the mastermind she wanted the mastermind, so in integrity, I need to give her you know, offer her full refund, but it hurt when she took it. I'm not gonna lie.

**Ray Edwards** 57:48

I think this is the part of the conversation where I'm going to ask you just some weird random questions. Is that okay?

**Anna Powers** 57:54

Oh, yeah, I'm so excited.

**Ray Edwards** 57:56

What did you disagree with? When you were younger? That makes sense to your now.

**Anna Powers** 58:04

I'm thinking of all these kind of like, strange, like, religious kind of things. But it's more things that I might have said I would have agreed with or thought I had to agree with when I was younger that I don't necessarily agree with now can I take that path? That train of thought?

**Ray Edwards** 58:21

Oh sure, absolutely, ya.

**Anna Powers** 58:21

Okay, so I was raised Presbyterian, frozen chosen. And and I remember that, oh, there was this woman, she sang this beautiful, solo and I just clapped, I just clapped my little heart out and someone at the church like kind of pushed my hands down and said, No, no, we don't clap for a human in God's Church. We only clap for God. And I was like, oh. So I don't I don't necessarily like I think I I agreed with that. Because it made sense. So okay, we would just clap for God. But now I would say no, we clap for all of the beautiful things that God has allowed people to be able to do, like we clap for the singer. And how beautiful and why don't we want to clap and show like, that's part of worship to me, I think is like, sharing, hey, thank you, God for giving this

woman this incredible voice that so blessed us and like brought us closer to you in this service. That is really random, but you told me that it would be random.

**Ray Edwards** 59:28

It's good. I like that. It reminds me of when I was about 10 or 10 or 11. We went to a Baptist Church and the the Baptist preacher used to be at Presbyterian. And he was talking about the frozen chosen one Sunday and he said, because you know they're going to get preferred treatment on resurrection day. Because it says in the Bible, the dead in Christ shall rise first.

**Anna Powers** 59:56

Hey, I have a Calvinist joke you want to hear it?

**Ray Edwards** 1:00:01

Yes.

**Anna Powers** 1:00:01

Okay. What did the Calvinists say after he fell down the stairs?

**Ray Edwards** 1:00:08

I don't know.

**Anna Powers** 1:00:09

Well, I'm glad that's over with. It was always going to happen.

**Ray Edwards** 1:00:19

Okay, next random question. Okay. Does your life feel too busy or not busy enough right now?

**Anna Powers** 1:00:25

Oh, that's a really good question. If you'd asked me like, a month ago, I would have said too busy. Because there was so much going on, then I got sick, and had to like, rest and sleep and be in bed a lot longer than usual. So then I would kind of say, not busy enough, but no, I would always I tend to err on the side of staying too busy. So I think my life could almost always use more space and more downtime. And that's something we're actively working on, for me is building in better work life boundaries. Because I love what I do. And I will tend to just fill up with, you know, just, there's always more that you could do. So I would say I veer toward too busy versus, like, there's never a time when I'm just like, bored, ever. I just don't even know what it feels like.

**Ray Edwards** 1:01:21

One more question, What has surprised you about married life that you did not expect?

**Anna Powers** 1:01:28

I love, love having Diego in the house, like in our home. And it may sound crazy, like that surprised you. But I mean, I'm not ashamed to say I am 41 years old. And I have lived by myself for a lot of years. And you get kind of set in your ways. So before we got married, of course, I knew like so in love with him, I'm absolutely committed to him. I'm so excited to marry him. But there was that piece of me that was like, this is gonna be really hard. Like, I was also like, kind

of bracing up for it's going to be hard to, you know, kind of have another person in the house and just getting used to that dynamic. And I love it. It has so enriched my life. And oh, man, it's just the best. It's just so great. So it's a good, it's a great surprise.

**Ray Edwards** 1:02:30

That's a great answer. Because I could see, I mean, you were at a point in life where you pretty much had your home life figured out exactly how you wanted it to be.

**Anna Powers** 1:02:45

And you and Lynn got married so young, right? So it's like

**Ray Edwards** 1:02:49

Yes, 20,

**Anna Powers** 1:02:50

You know, you get married that young. And I feel like at 20 I didn't I mean, I didn't know what I was doing. You know, you just kind of probably figure it out together. Versus I think we have two people, because he's a little bit younger than me just, you know, a couple years. But he's also, you know, lived on his own for a number of years. And so you kind of bring two people who have their own patterns and their own. But I mean, it's just like, we work so well together. And it's just been beautiful.

**Ray Edwards** 1:03:21

I love that. All right. Final question. If you could put any message you wanted to on the homepage of Google for a week.

**Anna Powers** 1:03:30

Oh, wow.

**Ray Edwards** 1:03:31

What would it say?

**Anna Powers** 1:03:33

Oh, that's such a good opportunity.

**Ray Edwards** 1:03:36

I mean, especially for a copywriter.

**Anna Powers** 1:03:37

I know. I think, I mean, what's coming to me right now is I'm just gonna say it because we're gonna be who we are. I think I would say there's power in Unity. Do not let them divide us.

**Ray Edwards** 1:03:49

Yes, I'll endorse that message. I love that. And, Anna, I love you. I love who you are.

**Anna Powers** 1:03:58

I love you, too. This has been such a treat.

**Ray Edwards** 1:04:01

The energy that you exude is always so good. And you always have marvelous things to say. You're one of the smartest, most fun, most vibrant, most talented people I know. It's no wonder you're enjoying the success that you are now. You certainly deserve it, my friend.

**Anna Powers** 1:04:20

Oh, thank you so much. And thank you so much for believing in me and encouraging me and seeing something great in me because when I was a part of your apprentice group, and there was a sales page and you said some nice things about a sales page I had written and that truly like, that boosted me so much to give me the hope. Okay, this amazing copywriter, see some talent, sees that I have something in it. It just gave me that that oomph to keep going and to pursue it and to grow it and I'm so grateful.

**Ray Edwards** 1:04:55

Well deserved. I think we're gonna have to have you back for a round two at some point.

**Anna Powers** 1:05:01

I would love it

**Ray Edwards** 1:05:02

If people want to follow up with you online where do they do that? What's the best way for them to do that?

**Anna Powers** 1:05:08

You can find me at Sara Anna Powers on Instagram and there's no h on the Sara so it's S-A-R-A A-N-N-A P-O-W-E-R-S. I'm at Sara Anna powers on Facebook. And then my website is surprisingly, [www.SaraAnnaPowers](http://www.SaraAnnaPowers) but I do go by Anna so you just gotta remember add the Sara in front of it.

**Kris Edwards** 1:05:31

Thanks again to this week's guest the amazing Anna Powers. We will have links to all of her socials and her websites at [Rayedwards.com/562](http://Rayedwards.com/562). Ray's back next week with another fresh podcast and as he would say, live long and prosper. Peace to you and your house.

**Announcer** 1:05:52

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