

IMPACT MARYLAND MONTHLY

with Stacy Allgood-Smith

"HOW TO THRIVE IN EVERY KIND OF MARKET"

NOVEMBER 2019



Bringing Back the Old Traditions

Have you noticed how much things have changed over the years?

As I was fixing my breakfast this morning, just simple eggs and toast, I was also having my cawfie and getting ready to pour a glass of orange juice. I had to open a new bottle of OJ, so herein lies my frustration.

Remember the days when if you wanted orange juice, you just opened the bottle and poured?

Now, because of incidents where people tampered with products on store shelves 40 years ago, opening the bottle is only the beginning of your troubles. You now have to also wrestle with the plastic seal that's adhered with what appears to be the stuff they use for sealing the tiles on the space shuttles.

There is no way a mere mortal's fingers are easily going to pry that plastic seal off the bottle.

So, I did what any self-respecting person would do and pried it off with my teeth. I think I may have nearly chipped a tooth in the process, too!

I miss the old days where you can just simply open a bottle, whether it be of orange juice, vitamins, Tylenol, or anything else sealed tight, and enjoy the product without incident.

The Traditions and What They Represent

After fixing my breakfast and avoiding any further injury, I sat down at the dining room table to enjoy my meal and orange juice. I thought about my dining room table and how much I admire it for what a treasure it is. Maybe not the table itself, although it is pretty cool, but what it represents...

Family, friends, and love.

Continued on the Inside...

At Impact Maryland Real Estate we live by the philosophy that "Stories are the Currency of our Society." That's why we say, 'We Don't Sell Homes; We Sell Dreams.'

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If you have friends, neighbors or family members who, like you, are a savvy homeowner who is concerned about how to maximize the value of your investment, and you think they would appreciate IMPACT MARYLAND MONTHLY, I'd be happy to make that happen...and, have it come as a gift from you. Here's how it works: Simply shoot us an email (subscribe@ClientProfitSecrets.com) with your name and the name and address of the person whom would enjoy this newsletter. I'll include a note explaining that it is totally free because you arranged for a free subscription.



The massive dining room table, set up for fall celebrations.

It's the table where stories are shared over a meal.

When Rick and I first fell in love with this house, it wasn't something specific about the house, but the whole "feel" of the house. It's like we sensed the warmth, and the love the previous family shared in the house.

It's a very modest house, Cape Cod style, and the rooms are quite modestly sized.

Except for the dining room - it's huge!

I think it's actually the

largest room in the house!

Whenever they designed and built the house, it's clear that the dining room was intentionally built to be a place for large family gatherings around the table.

After buying our house, I realized that we were going to need a massive table so that it wouldn't be swallowed up by the rest of the room.

Mark, my brother-in-law, knowing I was looking for a big table, found one on Facebook marketplace for like \$500 from a couple who was downsizing. It was perfect for our home. It's Amish-built and made from repurposed barn wood.

And it fits perfectly in the dining room. It's about 9 feet long, it easily seats 10 people, and ironically, there are 12 people on my side of the family.

How Traditions Create Beautiful Memories

Rick and I both grew up with family close by, and Sunday dinners were a regular part of the week. His family got together at his parent's house or one of his uncle's houses, and they were close with their cousins and everybody.

When I was growing up, we would go to my grandmother's house for Sunday dinners and enjoy a meal with whoever showed up. We'd enjoy time together and some good ol' homecookin' by Grandma. We usually feasted on fried chicken or roast beef.

And don't forget mashed potatoes. Talk about a comfort food!

Later, after my Grandma passed, and my brother and his wife had kids, we got together at Mom and Dad's house for meals and hangout time. There are even pictures of the family going to the park and playing

basketball together! That was a very rare occurrence, which is probably why there are pictures.

At some point, Sunday afternoon family times changed to Friday night family times, but the concept was the same: get together over a meal and enjoy each other's company.

It gave us the opportunity to watch the boys grow up into fine young men. They are now grown adults with families of their own, and thanks partially to those gatherings, they have many fond memories of their grandparents.

About a month ago, I read an article on the NBC News website about how important Sunday family dinners are. Not necessarily because of the food, but because it was a time to gather and share life and love together. It stated how there are multiple benefits to families sharing a meal, ranging from building cognitive abilities to physical and psychological ones.

It was a reminder to me that we need to bring back the Sunday dinner. A few weeks ago, I let my family know that I will be cooking on Sundays because I want us to have that traditional dinner every week. Whoever can make it, they are invited to come and



Blake and I, playing some basketball, circa 1987. I possibly tried to skateboard, but I'm sure that didn't go too well.



Brooks and Mom, watching to see if she made the basket.

enjoy food and family. It may just be Rick and me with Nita and Mark, my sister and her husband. Or, other weeks, Bina has joined us, who is my brother's widow along with her two sons, their wives, and kids.

I have to admit that I have made some pretty awesome meals so far. One week was meatloaf; another was roast beef with carrots and potatoes. One meal was chicken and dumplings, and last week, I made vegetable beef soup.

I also made sure they know that I am basically my mother's guts. So, the house isn't going to be spotless, and there's probably going to be some clutter around. But it's not about my house, or even what the meal is. It's about time together and maintaining relationships.

In just these few weeks, it's reminded me of how, in today's digital world, it's essential to take a step back from devices and social media. It's good to go back to the times where we sat around the table and just talked with our family, friends, and loved ones. Even if it's



At the Health & Wellness Fair at FCC, and I ran into this sweetie: Eric's Mom, Cookie.

to disagree on politics, or discuss sports, it's essential to have those personal interactions.

It may be a bit different than it was back then, but I wanted to bring back those family traditions and help maintain relationships.

How the Way I Work Reflects Those Old Traditions

As it is with family, it's also important for me to build those "Sunday dinner" relationships in business. I want to be that person that you can pull to the side and have a real relationship with.

In today's digital real estate world, anyone can go on Zillow or a similar site and find tons of real estate agents within a few blocks of where they live. They all have online reviews and got their real estate licenses in just a few weeks. In fact, it was harder for me to get my massage license than it was to get my real estate one!

You can look at all the reviews you want, but at the

end of the day, regardless of those reviews, those agents can't hold a candle to building a real relationship with their clients.

Just recently, my sister started looking for a house so that she can be closer to family, and I'm happy to help her with that. Of course, she's family, and I care about her, so I want the best for her and to make sure that she gets the best deal.

But I treat all my clients the same, whether they are family or not. I truly want the best possible outcome for everyone that I work with. It's essential for me to maintain relationships with my clients, be there to answer the tough questions, or when something goes haywire. I can be a shoulder to cry on or to give advice.

When I have worked with folks to help them sell or buy a house, or even when someone is on my massage table, a relationship is naturally formed. People who were at one time strangers to me become friends, and I always want the best for my friends.

People have had emotional releases, or cried, on my table, and I am honored that they feel safe enough to share that part of themselves and be vulnerable with me.

Helping my new friends find that perfect house so they can have those Sunday afternoon family meals together – what a treasure that is!

In a world where you can't trust orange juice from a non-sealed bottle, I want to be that person you can rely on. I understand the value of real relationships and the impact a home can have on developing and maintaining those relationships.

Until next month, Happy Thanksgiving!



Roast beef and mashed tators!!!

Stacy

Don't Forget to Have Fun!!!!

November Quiz Question

Q: What element has the Atomic number thirteen on the Periodic Table?

Everyone who texts, emails or calls in the correct answer by the last day of this month will be entered into a drawing for a \$25 gift certificate to Amazon.

October Question & Answer

Q What famous US landmark opened to the public on 9th of October 1888

A: The Washington Monument

Congratulations: Pickle!

2					1			
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	7				9			
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	2			6	5	3		

A Happy Birthday

Here are November Birthdays from our friends of **Impact Maryland Monthly**. If you have a birthday in November and don't see your name on this list, please email or call us so that we will include your birthday.

James Knowlton	Nov 1st	Barrett Shoemaker	Nov 12th	Emberleigh Keeney	Nov 21st
Brian Edwards	Nov 1st	Daniel Barnas	Nov 12th	Mattie Darby	Nov 21st
Bella Risbeck	Nov 2nd	Steve Cohen	Nov 13th	Brandon Fandel	Nov 21st
Annie Walters	Nov 3rd	Trish Lopacienski	Nov 14th	Jacksyn Fandel	Nov 21st
Carlos Sayles	Nov 3rd	Caroline Maerten	Nov 15th	Berl Long	Nov 22nd
Harper Reaver	Nov 3rd	Brynn DiSanto	Nov 15th	Isabella Tan	Nov 22nd
Stephanie Murphy	Nov 3rd	Jos Long	Nov 15th	Beth Eccard	Nov 25th
Sydney Sutherland	Nov 4th	Ella Edwards	Nov 15th	Bill Keefer	Nov 25th
Haley Hornung	Nov 5th	Shelly Simmons	Nov 15th	Leslie Reen	Nov 25th
Jocelyn Hornung	Nov 5th	Margie Davis	Nov 16th	Tres Kelly	Nov 25th
Rick Grubb	Nov 6th	Trevor DeLauder	Nov 16th	Stephen Basile	Nov 26th
Grant Kelly	Nov 8th	Rachel Reitz	Nov 16th	Mark Lawson	Nov 27th
Amber McCauley	Nov 9th	John Throckmorton	Nov 17th	Josh Grubb	Nov 27th
Kristie Graves	Nov 10th	Rob Shoemaker	Nov 18th	Payton Hanna	Nov 29th
Aleena Steele	Nov 10th	Lee Anne Little	Nov 20th	Dario Cavazos	Nov 30th
MJ Rawlett	Nov 10th	Carmen Monzon	Nov 20th	Julie Martinez	Nov 30th
Laurie Luck	Nov 11th	Tiffany Moore	Nov 20th	Kerah Fouts	Nov 30th

Be Sure to Wish these Friends a HAPPY BIRTHDAY if you see them.

'Stories From The Street'

Stories from the Street is a series monthly articles using real life examples, told in 'story' format to give you knowledge of what actually happens behind the scenes of a Real Estate Transaction.

Death Blow!

Imagine this...

You go to your chiropractor because you have lower back pain and when you get out of bed in



the morning you have trouble putting your shoes on.

Logically you think going to your Chiropractor is the first step in lessening the pain and getting back to your 'normal' life. You've been to the Chiropractor before and know that they have helped you and will likely need 5-6 sessions to make you feel good.

They always start with an analysis of your spine, of your lunbar, of your hips, and take in the total spine function before prescribing a course of action to alleviate your back pain.

You go to the table to get ready to start getting tested and the chiropractor notices a mole on your lower back.

SHE GASPS IN HORROR.

She, your chiropractor, breaks down in tears and tells you that you **ONLY** have 2 months to live and you have Stage 4 cancer because this mole is going to kill you.

You start freaking out. You are breathing heavy. Your heart is racing. Start thinking about your family, your kids, I'm gonna miss their milestones.

You ask yourself, "How did this happen?"

I feel fine, well beside my back. My diet hasn't changed. I don't get too much sun exposure. And **NOW I HAVE 2 MONTHS TO LIVE?**

Or would you rather have a Chiropractor that, upon seeing the mole says, "You know I have some concern of this mole, it looks irregular, but it is nothing to be alarmed by. I would suggest you go to your medical professional and have them check it out further. Now let's move on to getting this back of yours fixed and get you feeling better."

Which one would you choose?

I make this point to *illustrate the obvious.*

Recently I have come across a professional in our industry that

acts like the first Chiropractor. Buying a house, it has been said, is right up there with death and divorce as far as the level of stress. Tensions are High. People's emotions are frayed.

And to have a professional **OVERREACT** on issues that may or may not be present is **NOT COOL**. Frankly it doesn't matter if that professional ends up being right in their assessment the damage is already done in **THEIR DELIVERY** of what might or might not be an issue.

When buying or selling, ask around... Can the professional you hire find solutions to potential problems or do they over-react at ever mole they see giving the client a death sentence.

I know who I'd choose.



IMPACT CLUB™

Cause and Effect

In life there is black and white. Then there is gray. There are actions and reactions.

There is Cause and Effect.

When building something or when trying to grow personally you quickly learn that you have supporters, you have skeptics, and you have critics. Think about it. People will typically fit into one of those 3 categories when you try something new.

You would think that you want all supporters and for the ego it helps you to surround yourself with supporters. But then I would say that also you need to listen to your skeptics. They are skeptical for a reason and it will boil down to one of 2 reasons: 1) Their own history of beliefs. Their own experiences. Their own mindset. OR 2) They don't believe IN YOU. IN what you are doing. You haven't done enough to convince them YET!

If you have critics. Most likely they are already way on the other side of the fence and won't support you NO MATTER what. I would say let the critics go.

But the 'Skeptics', there is hope for them.

If you believe in your cause. If you are passionate. If you are pure in your reasoning then you could be able, over time, to show those skeptics under reason (2) above that you are who you say you are and you are doing what you say you do.

Or, if you are VERY good at controlling the narrative. At telling your Story. At connecting and inspiring your audience, then slowly you can change



(1) mindset and they will actually become your BIGGEST supporters.

I relate this to ImpactClub® Frederick and our journey.

We've had all 3. LOVE the supporters who when ImpactClub® was announced jumped on board. All 182 members.

I'm sure there were some skeptics in there, but mostly we've had a TON of support.

Now, 3 years later... Coming up on Event #12 on Nov 19th at The BlueSide in Frederick we are going to crack the 300 member (currently at 296) plateau that we've tried to reach for the last 18 months.

It's been a slow journey, but those Skeptics, they are coming aboard.

Where does my \$100 donation each Quarter go? Do I get a say in the vote? Is this sustainable or a flash in the pan? Who 'sponsors' the events? What charities are eligible to present? Will my \$100 make a difference? Is this a Networking Event?

All those questions, from proof of concept, from history of 3 years and \$300,000 PLUS... YES \$300,000 PLUS in 3 years. Cold. Hard. Donations - \$100 at a time has been INVESTED in 12 LOCAL charities.

I ask you... Are YOU In?

Still have questions? Still a skeptic? Come check out ImpactClub® on the 19th and see for YOURSELF!

Social Media Stories

I share quite a bit on Social Media platforms, especially on Facebook. I know some of you may not be on Social Media, so here are a few of my **Social Media Stories** that got some interest, likes, and comments.

Stacy Allgood Smith is with Rick L. Smith in Akers Acres, Maryland.
October 28 at 4:43 PM

Mondays are what we call "domestic days" since it's the one day we're usually off work together. (For most people, this would be like their Sunday)
Today has been a successful domestic day of changing water filters, replacing headlamps, and laundry.
What an exciting life. 🥰🥰



Stacy Allgood Smith is at Dutch's Daughter Restaurant.
October 26 at 9:47 PM

Awesome time at the Howl-o-ween party! #u2sa #frederickmd #howlooween #beauties #wehotandweknowit



Rick L. Smith, Michelle Lynn and 34 others
2 Comments

Like Comment Share

Jackie Lamothe Great shot!
Like Reply 4d

Inez Donmoyer



Eric Verdi is with Brittany Seiter Reaver and 2 others.
October 25 at 1:51 PM

A lil pre - ImpactClub Frederick - Nov 19 planning to test and figure out where to place our 'red carpet backdrop' so you - ImpactClub® Frederick - can take your pictures in front of ImpactClub logo.

Excited for the new 'swag'. See you on Nov 19th at The Blue Side.



You, Rick L. Smith, Brittany Seiter Reaver and 73 others
9 Comments

Love

Comment

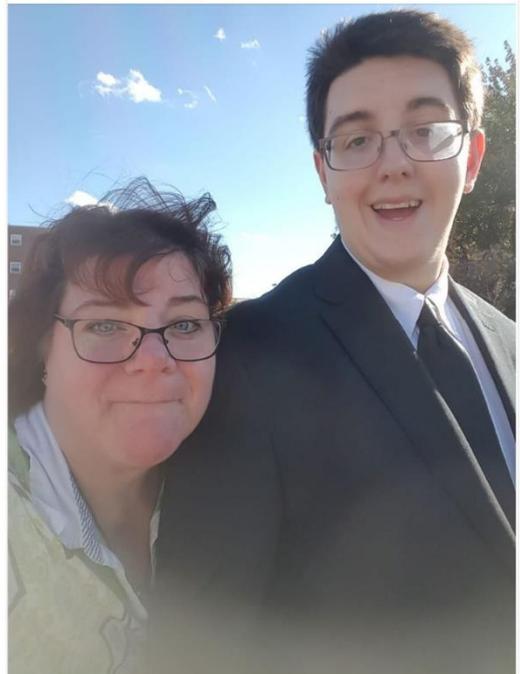
Share

View 4 more comments

Lee Anne Little
❤️❤️ 100

Stacy Allgood Smith is with Bailey L Murray in Gaithersburg, Maryland.
October 23 at 7:29 PM

My handsome God-son. ❤️❤️



Rick L. Smith, Michelle Lynn and 49 others
3 Comments

Like Comment Share

View 2 more comments

Rick L. Smith Bailey ain't no boy no more ha ha.
Like Reply 1w

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Testimonials from recent 'IMPACT Maryland Monthly' Members

We LOVE our clients and work tirelessly to get Superior Results when you hire us. We realize that your home is your most important investment we treat the entire experience knowing that it is YOUR family and YOUR life that we are involved. We don't take this responsibility lightly. The following review is of one of our Partners and is taken off our Facebook Page. If we have worked with you, we'd love your feedback. www.facebook.com/impactmarylandrealestate

- Eric patiently walked me through the entire selling/ buying process & was readily available to answer all my questions. (Tim W.)
- Eric and the team at Impact Maryland Real Estate are incredible, I didn't think buying a home could be this easy and smooth. (Katie S.)

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