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# IMPACT MARYLAND MONTHLY

*with Brittany 'Hashtag' Reaver*

"HOW TO THRIVE IN EVERY KIND OF MARKET"

DECEMBER 2019



## December 2019: Surrogacy and Selling Homes

My journey of surrogacy is very similar to buying or selling a home. Most of my clients have a general knowledge of the process, or at least know some of the details, since they may have purchased or sold a home already.

However, every transaction is different, and unless you know a knowledgeable agent that can think on her feet, jump right in to answer questions at 9:30 at night, and has a team in her back pocket, things may not work out as perfectly or as smoothly as we all want.

The way I and Impact Maryland Real Estate differentiate ourselves is by educating our clients before the process even starts. We meet with them and hold their hand when they need it throughout the process.

We stay in constant communication throughout the whole process so that they know what's going on, even if it's something they'd rather not hear. We discuss what the next steps are and what needs to happen get to that settlement table, all while ensuring the least amount of stress possible. We foster that relationship with our clients so that trust is built along the way, which leads them to refer us.

### Having Support to Lean on When You Need it Most

The process of my surrogacy journey is much like buying or selling a home. You go into it excited, nervous, knowing there is going to be a grand finale at the end. But along the way, there are so many ups and downs as well as twists and turns that having a skilled agent or team in your corner to problem solve, call in the troops, or simply answer questions, makes all the difference in the world.

*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.'

### **HEADLINES**

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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](mailto: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.

I never want my clients to feel alone or like they have no one to talk things through with. I have been lucky enough to work with an agency who is beyond supportive and can anticipate my questions and needs before I even ask. I am building knowledge along the way, with a lot of help, and I hope I provide that same service to my clients.

Buying or selling a home can be extremely stressful, much like the surrogacy journey I am on. Having the support of not only my Frederick tribe but the agency and countless others, I know that no matter what happens, we can navigate anything that comes up.

With my surrogacy agency, the surrogates located on the East Coast are required to meet together with the head case manager and members of her team. We met in Annapolis every quarter, with 20 – 25 women, including myself, who participate in a round table discussion to hear each other's stories, ask questions, and get support from each other. Even after this meeting, there are lots of people involved who are there to check in with you and are aware of where you're at in the process.

It's just like how I treat my clients. I'm aware of their birthdays, their kid's birthdays, and I do everything possible to ensure they know I'm available for support, questions, or simply to take care of them. I take the stress out of the whole process, just like the surrogacy agency has done for me.

### **Handling the Ups and Downs Throughout the Process**

I went into this journey knowing I wanted nothing more than to carry someone else's child since they couldn't do it themselves. I can't imagine my life without my girls. And, I can't imagine having fertility issues and wanting the one thing that I knew I couldn't have.

I knew the gist of surrogacy. I had a general knowledge of the process, but never really got into the nitty-gritty details. There have been so many details along the way that I was able to learn from the agency and group meetings, and I am still learning.

I jumped on board in October 2018 and was immediately overwhelmed in the best way. Things moved very quickly as I needed health insurance before the cut-off date, which meant I had to be matched with a couple quickly.

As it is with buying a house, this was a huge deal. I looked through a few profiles but didn't feel that immediate connection. It's the same thing I hear from my clients, if they don't feel an instant or emotional connection with a house, they keep looking.



Pre-Transfer beers #imissbeer  
#theirbunmyoven

Then my caseworker called the week before Christmas and sent a new profile over. Within two sentences, I knew they were my people. There was an instant connection, much like I see from my clients when they walk into 'the one.' It is an amazing feeling! Within two weeks, we met over a Skype call, which was incredible. Everything felt natural, and we spoke for almost an hour. The bond continued, and they were

even more amazing to meet in person.

The process from there was extremely long and tedious. There was tons and tons of paperwork, much like writing an offer for a house. I was dealing with contracts, attorneys, endless doctors' appointments and tons of lab work. I swear there was no part of my body left undiscovered!

After all the paperwork and doctors' appointments, the real stuff started. It was time to get ready for the transfer! There was a lot of prep work, just like when clients need to get their own homes ready for a listing, and I had to endure shots, shots, and more shots. Oh, and many more doctors' appointments.

No matter how much you do to get ready and prepare, unfortunately, things don't go as planned sometimes. Your offer may not get accepted, you may sell your home too quickly and have to rent before finding your new home, or inspections on your dream home turn up far too many items than clients can handle.

And with my surrogacy, my first transfer did not take. I was devastated. I blamed myself, but I had to move on. Thankfully, I have a loving couple who knew this was a possibility and were unbelievably amazing during this time. As I tell my clients a lot, the timing just isn't right; it wasn't meant to be... and that's ok!

After some tears, I pulled it together, and we started prepping for the second transfer. That meant finding a new egg donor, so the process slowed down quite a bit. In real estate, this happens as well. We call it a COP or change of plans. You switch gears and make a new plan based on what is now in front of you. As agents, we have to think on our feet a lot!

Now, I'm happy to share that transfer number two was successful!

To be honest, it was a rough three months. I was scared to do anything to jeopardize the baby, but everything has been smooth sailing. I recently went for my 12-week appointment with the intended mom. Seeing her face when she saw her baby on the sonogram for the first time was breathtaking. It was exactly what I needed. There is nothing that will compare to that moment, other than seeing that baby in her arms. The entire doctor's office staff was smiling. They all knew why we were there that day.

Going through these ups and downs the last few months has given me a whole new perspective on what happens when one of my client wants something and it ends up being ruined. But in the end, it makes it all worth it to go through the sacrifices and rough moments to get to the end result.

### **Having a Support System Along the Way**

We currently have clients who have purchased one home before. They are now selling and buying, which is a complicated scenario when you need to sell in order to buy. Luckily, they have #teamimpact!

We met with the sellers beforehand, gave them several scenarios, and talked through the process of selling and buying. They immediately did the work that needed to be completed on their end, and we did ours. We set up appointments with the photographer, worked on the listing, and searched homes that met their criteria.

It was all seamless and relatively smooth sailing. They got lucky with the offer on their house, and the same week wrote an offer on their new dream house. They have had dozens of questions along the way, and we have been right there to answer them or ask our team of experts.

Without the relationships we have with others in this business, we probably couldn't get as far as we have. With a simple text, we can ask dozens of people in our industry questions, from septic to settlement to lenders (who may not even be the loan officers for our particular clients), and they are always willing to help out!

Much like surrogacy, before the real process even began, I started meeting with caseworkers and counselors at the agency. Everyone was so kind and

willing to answer the millions of questions I had (and still have!). It correlates to when a client comes in and has to go through a 47-page offer. It's my job to walk them through it and ensure they know what's going on.

I have a whole handful of people who I can turn to from caseworkers to counselors to nurses. It really is nice to have peace of mind during this journey, where you literally never know what is going to happen. Much like buying or selling a home, the unexpected can be just around the corner to derail your plans, which is why it's essential to have an agent who is prepared for anything and everything that may get thrown your way.



12 week appointment #dadonastick  
#somanysmiles #wombmate

I work extremely hard for my clients, even though they don't see much of all that I do behind the scenes. I am constantly making calls, correcting other agent's paperwork, and endlessly searching for homes that fit their needs. I am always present for inspections, even when my clients can't be.

I am always working for them. I want to take some of the stress

away because it is a challenging time when you are buying or selling a house. I am incredibly thankful for all of my clients who have not rolled their eyes when I showed up in yoga pants or unwashed hair in the last few months. Even though I may look like a mess, this pregnancy has been ROUGH; they knew I was up early and stayed up late doing anything and everything that needed to be done for them, no matter what!

I am honored beyond belief to give another family a baby they wouldn't be able to have otherwise. And if I can be trusted to carry someone else's child, I can definitely lead you through the home buying and selling process!

While helping someone to buy or sell their home is important, it pales in comparison to the joy of watching the intended mom see her baby on that sonogram. I can't wait to see her hold her baby!

Until next time, Happy Holidays!

*Brittany*

## Don't Forget to Have Fun!!!!

### December Quiz Question

**Q:** Who won the World Series in 2009?

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.

### November Question & Answer

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

**A:** Aluminum

Congratulations: Ken Barnas!

2					1			
				4			1	
1	5		2		8	4		
	7				9			
	3	1		5		6		
	4		3	1			2	
4			8			9	6	
		3	9			1		
	2			6	5	3		

## A Happy Birthday

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

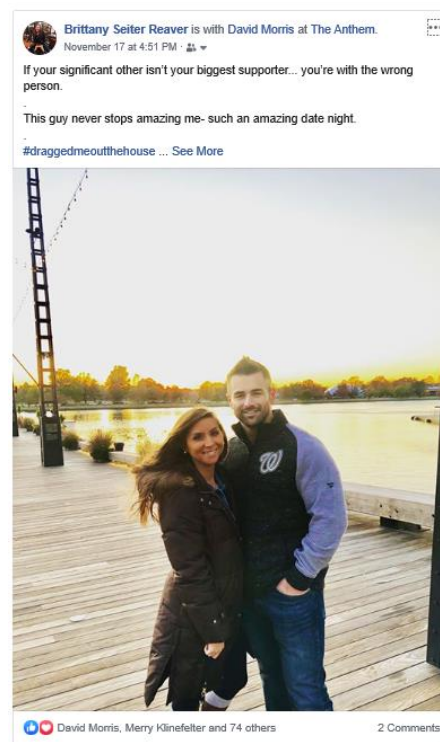
Morgan Covert	Dec 1st	Lizzie French	Dec 12th	Claire Murphy	Dec 19th
Shannon Gorman	Dec 1st	Cassy Roderick	Dec 13th	MaryKate Keefe	Dec 19th
Mary Ellen Farrell	Dec 2nd	Peyton Reaver	Dec 13th	Taylor Tuel	Dec 19th
Cole Hamilton	Dec 2nd	Megan Clark	Dec 14th	Teresa Brewer	Dec 21st
Johnny Brosnan	Dec 3rd	Bryan Beachley	Dec 14th	Keith Tapley	Dec 21st
Sue Kemp	Dec 3rd	Laura Haraway	Dec 14th	Angie Keeney	Dec 22nd
Abby Cooper	Dec 4th	Jack Wharton	Dec 15th	Becky Maerten	Dec 22nd
Tammy Artman	Dec 4th	Veronica Lawrence	Dec 15th	Makaiya Skaggs	Dec 22nd
Steven Barnas	Dec 5th	Katrina Hallein	Dec 16th	Christy Steele	Dec 23rd
Sean Tusing	Dec 6th	Austin Clime	Dec 16th	Jill Johnson	Dec 24th
Pam Seiter	Dec 6th	Stephanie Davis	Dec 16th	Ellie Whitting	Dec 25th
Kelley DuBois	Dec 7th	Stephanie Gentile	Dec 16th	April Miller	Dec 26th
Lisa DeShazo	Dec 7th	John Clauser	Dec 16th	Grace Maerten	Dec 26th
Rachel Maerten	Dec 7th	Michelle Baird	Dec 17th	Paul Scott	Dec 27th
Sue Crum	Dec 9th	Debbie Birnby	Dec 17th	Robyn Hulvey	Dec 28th
Kacey Austin	Dec 11th	Ellie Baker	Dec 17th	Erin Gamble	Dec 29th
Mollie Davis	Dec 12th	Rylie Reaver	Dec 17th	Emma Phelps	Dec 29th
Chase Insley	Dec 12th	John Hanna	Dec 18th	Cindy Delbrook	Dec 30th

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



# 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.



# IMPACT CLUB™

## Front Page News!

*Impact Club™ of Frederick made front page news of the Frederick News-Post on November 20<sup>th</sup>, the day after the last Impact Club™ meeting on the 19<sup>th</sup>. Thank you, Colin McGuire, for the coverage!*

## IMPACTING LIVES

### Safe ride program wins nonprofit competition

*By Colin McGuire*

If you see him, chances are you'll know him. And if you talk to him, chances are you'll like him.

It's the story of Wayne Dorsey, and while the city of Frederick has its share of organizations, groups and cliques, Dorsey is one of the few people about whom you won't hear a bad word. He's recognizably tall. He has long, wide dreadlocks. He also founded the Safe Ride Foundation, a company aimed at combating drunken driving in Frederick.

And after Tuesday night at The Blue Side, he can also add "winner" to his résumé. That's because his nonprofit beat out two other nonprofits as part of the quarterly Impact Club meeting to win \$29,700 for SOS Safe Ride, which is the flagship program of the Safe Ride Foundation.

First, you're probably wondering what the Impact Club is. It's a national organization with 11 clubs across the U.S. aimed at asking its members to donate \$100 every three months. The members then hold a meeting — in Frederick, it's always on a Tuesday and it's always at The Blue Side — to hear three pitches from three different charities. The members then vote on the pitch they like best, and



Safe Ride Foundation founder Wayne Dorsey makes his organization's pitch Tuesday night to a crowd of members of the Impact Club. His nonprofit won the competition and received \$29,700.  
Staff photo by Bill Green

the money donated from the quarter goes directly to the charity.

Eric Verdi, co-founder of the Frederick chapter, said Tuesday night that with this quarter's meeting, the

club has surpassed the \$300,000 mark in giving to local charities over the last three years, the largest number of any chapter in the nation. He estimated that the club raises between \$25,000 and \$29,000 each quarter, and on Tuesday, he guessed that about 200 of its members showed up at the event.

"It's important to me that all \$100 goes directly to the charity," he said. "The hardest part has been getting the word out about what we do. I pay for everybody's drinks and the food out of my own pocket, so it's like putting on a wedding every quarter. But it means a lot to me because I feel like I need to set an example for my kids, to teach them how important giving is."

So, now, you're probably wondering what the Safe Ride Foundation and SOS Safe Ride is. Founded in 2015 by Dorsey, its aim is to prevent drunken driving. Because of the infinite number of excuses one can have to drive drunk — the most popular one being "I need my car tomorrow," as Dorsey explained Tuesday — Safe Ride provides a ride home not only for those who have had too much to drink, but also that person's car. You call the



service. An SOS volunteer picks you up in your car. The volunteer takes you home. Crisis averted.

That brings us to Dorsey, who was the final person to pitch his charity to the crowd. Before him came representatives from the City Youth Matrix, an organization that connects young people to extracurricular activities and provides drivers for families that can't afford to send their children to those activities, and SHIP (Student Homelessness Initiative Partnership), a group that provides help and resources for students who are experiencing homelessness.

About half an hour before the presentations began, Dorsey described how vigorously he had prepared for the event. He seemed relaxed, like he always does, his baritone voice calm and loose. Some of his co-workers asked if they could help, but because of his hobby doing standup comedy and speaking in front of crowds, he figured he had it down.

"I was like, 'I love you,' but this is my element," he said with a wide smile. "I've been working on this for a year. I'm so ready."

Still, the competition was tough — these are all charities, remember, and as a few people in attendance noted before the presentations, it's hard to get through the night without confronting the deepest sympathies you might have. These are stories of children in need, families dealing with tragedies, the list goes on. Last quarter, the Sophie and Madigan Lillard Memorial Playground took home the prize, and nary a dry eye was in the house by the time the winner was announced.

Naturally, then, Dorsey began his presentation by explaining he isn't one to try to tug on people's heartstrings. Instead, he joked about his height, telling people not to draft him for their pickup basketball teams because despite how tall he is, his skills are minimal. Instead, he relayed the message that of the 24 counties in Maryland (Baltimore city



is considered a county equivalent), Frederick ranks No. 2 in drunken-driving arrests. And instead, he noted how in the last year, Safe Ride has prevented about 11,000 potential DUIs in Frederick County alone.

He thanked everybody, received applause and took his seat, almost immediately

putting his head in his hands. Nobody knew if he thought he had dropped the ball. Perhaps he was disappointed in himself. Perhaps he was scared of the result. Perhaps he was wondering if tugging on heartstrings would have been the better way to go. SOS isn't a large nonprofit, and he's been working night and day for years, showing up at events, heading out on calls late at night trying to get the service off the ground. This group offered him a chance he needed.

And then, it happened. He won.

And as he took the microphone to thank the crowd, he tried to talk. But he couldn't. Because after all the struggles, all the belief, all the work — it all came rushing at once. Nearly \$30,000 is going to be about a third of his organization's budget. This wasn't just a check; it was a lifeline for a cause to which he has given his life.

Or, in other words, it was a check sure to make an impact.

"I'm supposed to be a man, right?" he asked rhetorically while onstage, pushing back tears. "So many people have been affected by this cause, and we just want this problem to go away.

"Do not take these causes tonight for granted," he said. "I do not take this check for granted. ... I love the fact that I have something in my life that makes me feel like this," he said, still struggling for words.

"I love that this makes me feel alive." Still have questions? Still a skeptic? Come check out ImpactClub® on the 19<sup>th</sup> and see for YOURSELF!

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*with Brittany 'Hashtag' Reaver*

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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](https://www.facebook.com/impactmarylandrealestate)

- Impact continues to impress with their attitude, knowledge, and understanding of my needs - both buying and selling. I would never consider utilizing the skills of a different broker. – Lisa G

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