

# IMPACT MARYLAND MONTHLY

*with Stacy Allgood-Smith*

"HOW TO THRIVE IN EVERY KIND OF MARKET"

DECEMBER 2019



## Transforming Thoughts into Reality

"I saw the decade end when it seemed the world could change in the blink of an eye." (Jesus Jones, "Right Here, Right Now")

Have you ever willed something into action?

Think of when you've been interested in a particular car, and then you see it just about everywhere you go. You're looking to buy a house, and you see "For Sale" signs all over the place. Or, you just got a new dog or cat, and it seems as if everyone you encounter has one too.

In case you didn't know, this phenomenon is called reticular activation, and given what happened preparing for this newsletter, I'm a firm believer!

I had put together the draft for this month's newsletter, complete with the above-referenced lyrics from the Jesus Jones song, "Right Here, Right Now." And when I was driving into the office to wrap up the content, can you guess what song came on the radio??

It was definitely a Twilight Zone moment, but at the same time, it was a very clear example of my subconscious transitioning into my conscious mind through reticular activation.

It also made me realize that the song is 30 years old, as it was released in 1990!

With all that's going on in the world, does anyone else feel like these lyrics could have been written now, at the end of 2019?

*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](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.

In 1989, most likely when those lyrics were written, the Berlin wall had come down, unifying Germany again, pro-democracy rallies were held in Tiananmen Square in China, “Indiana Jones and The Last Crusade” was released, as well as “Driving Miss Daisy.”



Summer 1989 with my sorority sisters at their beach condo they rented for the summer.

Me? I was a college student at Salisbury State University, majoring in Communication Arts, hanging out with my Kappa Psi Kappa sorority sisters, and volunteering at WSUR, the campus radio station.

I had heard of Tiananmen Square, but I really didn't know what it meant or what was going on. Other than pop culture, I didn't pay too much attention to the greater world around me.

What about just a decade ago in 2009?

Barack Obama was finishing up his first year as the first African American president, Kanye had stolen Taylor Swift's moment on stage at the VMA show, and a new music artist hit the scene, calling herself “Lady Gaga.”

Me? I had been laid off from my job of 18 years, lost my dad, spent time hanging out with my family and friends, got a new job at an entry-level position, and was volunteering at my church, Daybreak Community Church.

Despite all the things going on in the world, I just wanted to go to work, do what I could to enjoy life, and sometimes help others when I could.

As another decade is coming to an end, it makes you think about where you will be at the end of the next one. If you told me back in 2009 that in ten years, I'd

be a real estate agent and a massage therapist, I'd have said you were nuts!

I was on the same plan as just about everyone else – work for “the man,” go to a job every day, and commute back and forth for the next 20 – 30 years.

### **Why It's Essential for All of Us to Take Risks**

At the same time, a faithful friend and I had been praying for me not to be afraid to take risks, as I felt like I had been playing it too ‘safe.’

In 2009, I wasn't willing to take risks, especially the kind of ones that got me to where I am today.

How much has that changed in ONE decade?

I would have to say that I'm not a completely different person than I was 10 years ago. However, I am much more aware of things going on around me, and mostly, with other people.

And not as afraid of a little RISK.

Becoming a massage therapist between 2010 and 2011 has opened my eyes to so much, such as seeing people in physical pain and wondering if I can help them through massage. Or seeing someone emotionally hurting and feeling that empathy of wanting to

help in some way, even if it's just being there as a listening ear.

I have gone from being an employee working for someone else in an office to

working for myself and participating in what is now called the “Gig Economy,” a term that was probably just starting to be recognized 10 years ago.

I have realized recently that some of my current closest friends are people I have only met in the last 4 to 9 years!

Since being involved in the business community of Frederick, and just generally more involved in the community of Frederick, I have met so many wonderful, funny, and caring people.

I often joke that I can't do anything bad in Frederick, because inevitably, I'll see someone I know!

I've discovered that risk-taking is beneficial because it can help you move forward in life. Eventually, you're going to fail, find some success, and fail



My Dec 2009 facebook profile pic

again. That's how life works, especially when you're an entrepreneur.

You're learning and growing all the time.

And that's so true because I don't plan to be the person I am today 10 years from now, just as I'm not the same as I was 10 years ago.



Rick and me at the 11/19/19 Impact Club Meeting

### What FAIL Really Means...

After I graduated from massage school and got my license to practice in the state of Maryland, I had applied for a job at the new location of Massage Envy. They offered me a job part-time while they built their business with new clientele. That meant I'd still have to work at my full-time job when all I wanted

was to get out of that job and into my newly-found profession.

I decided that if I was going to help build anybody's business while still working my full-time job, it was going to be my OWN business. I started my business with basically nothing but a table, some sheets, and some massage oils.

I joined BNI, Business Networking International, and learned how to network, something that came pretty easy, I think, because I liked talking to people.

By 2015, I had gotten to a point where my massage practice was making almost as much as my J-O-B, so I took the leap and quit the J-O-B, leaving me in a risky sink or swim situation.

Something I knew, though, was that FAIL really means "First Attempt In Learning," and probably why I feel like I've learned so much in the last decade.

### Learning and Growing into Who I Want to Be

I'm not going to say it's been rainbows and unicorns since then. I do have to say, though, that I have really learned more about myself because of adversity. I've learned what I'm passionate about and how I can help people - or at least lead them in a good direction to somebody who can be of help.

Now, since being in real estate, that drive and passion for helping people have magnified, as I have heard so many industry stories of people getting taken advantage of or not treated with respect and integrity.

A friend had bought a house in hopes of fixing it up and move in, but amazingly, after the contractor did half the job and she paid them half the funds, they never showed up again!

I hate for anyone I know and care about to have to go through that!

And it's also why I want to be a part of doing what I can to get the right people in the right place at the right time.

### Thoughts for the New Decade

As we are coming into a new decade, it's hard not to review the past, the losses, the failures, but with all that, growth happens.

It seems like 1989 was just yesterday, and I'm sure 2029 will be here in the blink of an eye.

But the important thing to remember is where I want to be 10 years from now.

Just as the Jesus Jones song showed up on the radio after writing down the lyrics, I'm writing down what I want for myself in this decade.

In the words of Diamond Dallas Page, "Don't think it - ink it!"

In the next 10 years, I will be focused on becoming a successful real estate agent while I transition out of massage. Even though I love helping others, massage is also pretty physical and I am not sure how long I'll be able to continue on with it.

And with your support, I know I can get there because you are truly my friends and my backbone that will help me ensure my success.

If you are looking to take a big step to sell your home and/or buy a new home, remember the more you think of something, the more you increase its chances of happening. With me, you can work with someone who can walk with you and help direct you through the rough patches to make your journey as smooth as possible.

Until next time, Merry Christmas!

(Or Happy Holidays, if that's your thing 😊)

*Stacy*

# 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.

**Stacy Allgood Smith** is in Frederick, Maryland. Yesterday at 8:08 AM

Same breakfast. I have to say that when I have this breakfast, which has been more days than not since I started, my energy level is so much higher!  
@alissamebreakfast  
#samebreakfast #frederickmd #eatthecolors



Rick L. Smith, Bina Miller Allgood and 26 others 6 Comments

Like Comment Share

View 3 more comments

Molly Thompson That looks delish!

**Stacy Allgood Smith** is in Frederick, Maryland. December 6 at 7:21 AM

When you need to get up but there's #Catloaf on your chest.  
#frederickmd #catsofinstagram #sendcawfie #halp #igthingstodotodaykitty



Rick L. Smith, Michelle Lynn and 39 others 4 Comments

Like Comment Share

Lela Yamnitz McWilliams The struggle is real. 3

**Stacy Allgood Smith** is with Rick L. Smith at La Paz Mexican Restaurant. November 24 at 4:50 PM Frederick

Date Day. We are going to see A Beautiful Day later but wanted to see the boats on Carroll Creek.  
Love is...  
Having your husband help scoop salsa on your chip.  
#salsalove #dateday #frederickmd #laPaz #margs



IMPACT

**Stacy Allgood Smith** November 23 at 9:26 AM



Allgood Therapeutic Massage November 23 at 9:25 AM

One of my special needs clients made this for me. She gave me a hug and told me she loved me. I nearly cried.  
#lovewhatdo #massage #frederickmd #gratitude #thanksgiving

# 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 Stacy Allgood-Smith*

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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](http://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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