

IMPACT MARYLAND MONTHLY

with Stacy Allgood-Smith

"HOW TO THRIVE IN EVERY KIND OF MARKET"

JANUARY 2020



Strength in 'Community'

How YOUR Community can make a Difference

As much as I want to write about January and resolutions, I find it...blah, but I still want to give you an update from last year's "Goal" for myself.

Frankly, one of the goals I had set for myself last year was to lose 75 pounds. I did end up losing about 44 pounds within the first half of the year, but during the last part of the year holidays, well, folks, I indulged and ended up gaining a few pounds back.

When I'm making healthy choices, I like to stick to the 90/10 rule. 90% of the time, eat healthy and whole foods. And let myself have a 10% leeway with the not-so-healthy treats.

I was disappointed in myself in the second half of the year, when I was probably at about 40/60. 40% eating cleanly, and 60% - slacking.

However, in the last two weeks of the year, I was looking forward to the new year to "get back on track." I looked forward to letting go of the less-healthy things and continuing to do the DDPY workouts regularly.

Oddly enough, through THE WHOLE YEAR, I continued to do the workouts. They helped me: my state of mind, my flexibility, my stamina.

Maybe if I hadn't continued with them, I'd have been worse off on December 31st.

I think one of the reasons I stuck with the workouts is because of the DDPY online community I've been a part of the last couple years.

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.

It's a Facebook group that is super encouraging to each other, and even holding each other accountable when needed.

Maybe I should have reached out more when I was slacking. 😊



The last seated massage event of 2019 – happened to be at Frederick High School!

In college, I studied Communication Arts, not Business.

With the direction I'm headed now, I've been encouraged to read books on business, by, well, business people. One of the books I've selected from the Verdi Library is "The

Business of Happiness" by Ted Leonosis.

He was one of the top executives of AOL and helped to build it to its pinnacle of success, with getting America, ahem, on-line.

Apparently, that worked. We're online!

I won't go into what all happened with AOL. You either remember that or you can read about it – online.

Ted Leonosis is also the owner of the Washington Capitals and the Washington Wizards. As I'm sure you know about me and my indifference to sports, that doesn't do much for me, but apparently, he's a big deal in the DC metro area.

Anyway, he wrote the book to help people understand how to be happy – in life and in business. He offers six tips of what he's found to create and maintain happiness.

One of the tips for happiness he talks about are the participation in communities that each

person is a part of – family, extended family, neighbors, religious or civic organizations, sports teams, sci-fi, and the like.

One of the biggest growing communities out there – and what he strived to create with AOL, is the online community.

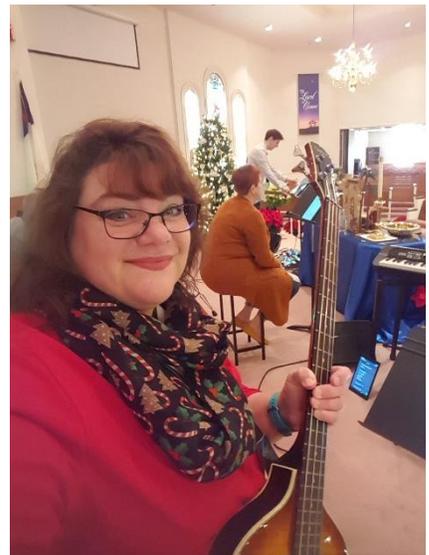
There are innumerable online communities for wherever our interests lie: music, professions, sports fans, and a Facebook group I recently joined called "AldiNerdGroup." Even stores have fan communities now!

The gist of community he writes about has everyone who participates in these communities can feel a part of something outside of just themselves, creating more happiness.

He also speaks of finding a higher calling to also find happiness.

Much of the time, a higher calling is found while participating in community.

The weekend before Thanksgiving, at the last service of the weekend, I was running tech from backstage at my church. My pastor spoke of a family who had just lost their trailer in a house fire, and during this service, they going to take up a special collection. He encouraged us to give "whatever change you have in your purse or pocket, and if you have bills, they're great too."



I got to be a guest bass player at Montgomery United Methodist Church for one of their Christmas services. Somewhat ironic since I was their first bass player roughly 25 years ago.

The collection was going to help support the Waterboyz for Jesus

community who was coming together to help rebuild the family's home before Christmas.

I knew I didn't have much cash in my wallet, but during the special collection and song by the worship team, I emptied whatever I had in my wallet.

I jumped off the headset that communicates with the camera operators, and then power-walked to the nearest usher to happily give to the family who had just lost everything.

If I hadn't been a part of the church community, I wouldn't have known about the family's devastation and surely wouldn't have known how to help – or that there was even a need.

They took up a special offering the following weekend, too. I did the same thing, except this time, I was sitting in the congregation, and I got to experience the joy among my community of like-minded folks to help this sweet family.

Right after Christmas, (once again while I was running tech backstage) they showed a video of the family's new trailer. It had been all remodeled and even decorated for Christmas, and it was being presented to them right before Christmas - with songs of joy and prayers.



Backstage, directing the camera operators and running the switcher.

Well, I really need to remember to bring a box of tissues backstage with me.

Tears ran down my cheeks seeing the joy on everyone's faces to have the family get their

home back, and especially to see the family and how grateful they were to be a part of such a caring community.

I am truly grateful to be a part of such a great community in Frederick. It's no surprise to me that we have the largest Impact Club™ in the country. We truly enjoy taking care of each other!

Not just the Frederick community, but my church community, my business community, my music community, and multiple online communities.

I have found that the real estate business community, not just agents but also other ancillary businesses that function around real estate, is also tight-knit in the Frederick area.

We know who to contact for the best title companies, home inspectors, contractors, painters, etc to ensure a smooth as possible transaction for our clients.

I am super grateful to be a part of this as well and look forward to working toward the good that we can all do in our communities.

If you are looking to buy or sell a home this year, think of working with someone who takes a deep interest in the community and its people. I hope you'll think of me.

Until Next Month,

Stacy



A Southern Maryland Christmas Eve Selfie with Rick, Teena, Autumn, Ashley, and a reindeer.

Don't Forget to Have Fun!!!!

January Quiz Question

Q: Salvation Army in London was formed by?

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.

December Question & Answer

Q Who won the World Series in 2009??

A: New York Yankees

Congratulations: Winner!

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Happy Birthday

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

Clancy Murphy	Jan 1st	Mike Roderick	Jan 13th	Brooks Campbell	Jan 20th
Shari Aldridge	Jan 1st	Phil Ranneberger	Jan 13th	Brian Meagher	Jan 20th
John Knowlton	Jan 2nd	Joseph Durnal	Jan 15th	Jane McClellan	Jan 20th
Jeff Willem	Jan 3rd	Amber Fehnel	Jan 15th	Jeff Purgason	Jan 20th
Landon Clime	Jan 3rd	Brandon Kaas	Jan 15th	Joe Main	Jan 20th
Sophie Reaver	Jan 3rd	Sara Tuel	Jan 15th	Natjala Menocal	Jan 20th
Patrick Roderick	Jan 5th	Elizabeth Wells	Jan 16th	Julie Bronsan	Jan 21st
Matt Fogelson	Jan 8th	Katie Nicholson	Jan 16th	Mike Seiter	Jan 22nd
Amy Temporado	Jan 10th	Monica MacCracken	Jan 16th	Heather Throckmorton	Jan 23rd
Justin Anderson	Jan 10th	Ryan Hines	Jan 16th	Kaelan Skaggs	Jan 23rd
Paul Ford	Jan 10th	Susan Martin	Jan 16th	Gina Keefer	Jan 24th
Craig Myers	Jan 10th	Kenneth Orsini	Jan 17th	Jeslyn Simmons	Jan 24th
Andy Knight	Jan 10th	Shane Doody	Jan 17th	Michelle Tranchitella	Jan 24th
Debra Boyer	Jan 11th	Shawn Doody	Jan 17th	Elke Wharton	Jan 25th
Jon Roark	Jan 11th	Arielle King	Jan 17th	Max Basile	Jan 25th
Stephanie Felmet	Jan 12th	Doug Cooper	Jan 18th	Zach Brown	Jan 26th
Kylee Callahan	Jan 12th	Jennifer Long	Jan 18th	Emily Keefer	Jan 27th
Laela Blumer	Jan 12th	Michael Riling	Jan 18th	Kingston Skaggs	Jan 28th
Franek Zielinski	Jan 13th	Vicky Nichodmus	Jan 18th	Mandy Rawlett	Jan 30th
Kristen Bonadies	Jan 13th	Bryan Bronsan	Jan 18th	Mike Orsini	Jan 30th
Mark Haraway	Jan 13th	Mikayla Tranchitella	Jan 19th	Lizzie Goodwin	Jan 31st
Max Lopacienski	Jan 13th				

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 was live.
December 29, 2019 at 2:10 PM

Open House!
20500 Thacker Drive, Boonsboro, MD



Stacy Allgood Smith is with Monica Wack Stuckey at Dutch's Daughter Restaurant.
December 31, 2019 at 8:15 PM - Frederick

Cheese!! And crackers!



Rick L. Smith, Michelle Lynn and 97 others 15 Comments

Like Comment Share

View 7 more comments

Amanda Hawkins Toone That's a GREAT picture! Glad to see you both enjoying the New Year!
Love Reply · 1w

Rose McNeely Wowza ladies. Looking amazing. As always.
Love Reply · 1w

Stacy Allgood Smith
December 22, 2019 at 8:52 AM

On December 22, 2003, I met this guy named Ricardo in person at Lakeforest Mall after being matched up on eHarmony. We had dinner at the Silver Diner and I helped him pick out a Christmas gift for his parents. We've been together ever since, even the ups and downs of life, so I guess this eHarmony thing kinda works.



Stacy Allgood Smith is with Rick L. Smith.
December 31, 2003

Our third date, December 31, 2003. Weird.

Rick L. Smith, Michelle Lynn and 191 others 22 Comments

Like Comment Share

View 15 more comments

Cindy Shank So happy for you Stacy! God answers prayer!
Like Reply · 3w

Stacy Allgood Smith is watching Star Wars at Regal Cinemas Westview 16 & IMAX.
January 5 at 6:26 PM - Frederick

Finally!!!!



Rick L. Smith, Monica Wack Stuckey and 42 others 10 Comments

Like Comment Share

View 1 more comment

Elizabeth MacLaren We just left there
Like Reply · 1w

Kasey Lawson Adair It's so good!
Like Reply · 1w

Rick L. Smith We sat through movie previews which lasted about 20 some minutes...I thought Stacy's head was going to explode. I loved it while on the other hand she was tapping her foot yelling at the screen lol.

'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.

Despicable ME...

Have you seen the movie? If you have kiddos, I'm sure you have. It's entertaining and they get a kick of minions.

If you watch kids movies I'm always interested in the sub-meaning of these movies and TV shows. From Tom and Jerry growing up (good vs evil). The Roadrunner. The Simpsons. Wizard of Oz. All of these have subtle life lessons that teach kids.

Despicable Me, I've watched one with the boys years ago, so to do an Apples to Apples comparison would not be fair as I don't remember all the details of the movie, but I want to make a larger point and one that irks me.

The other day I came across a real estate agent that was peddling their 'wares' on a private Elementary School Facebook page.

Typically reserved for car rider questions. Field trip questions. Fundraiser issues. Spirit wear outfits and questions about what to wear.

Then right in the middle of these posts was a Real Estate Agent promoting themselves.

Is it just me because I'm so close to the situation that I think this is in bad taste?



Maybe, just Maybe you could NOT help the perception that all real estate agents are out for themselves, don't look out for clients, only concerned about 'leads' and 'sales', and how much they can promote their business. All the while the perception is them working out everyday, driving their Mercedes, and making a Million Dollars.

I'll tell you that for MOST of us in Real Estate, that could not be further from the truth.

We are incessantly working. Taking phone calls and text messages ALL hours of the day. Trying to do the best for our clients. Looking out for them and protecting them. Putting out fires – ALL THE FIRES!!! To make their transaction as pain-free as possible. Using our vast network of professionals to provide THE VERY BEST for our clients.

Yes, that is MOST real estate agents I know.

However, those few that are ALL about them... Using ANY and EVERY chance to show how good THEY are on an Elementary School Page, they are what give agents a bad name. Yes, we all need business, and we all have to market and brand ourselves and our company to get MORE business to make a greater impact with our clients.

However, there is a RIGHT way and a 'Despicable Me' way to do it 😊

IMPACT CLUB™

ImpactClub® Announcement...



One thing about life that is certain to happen is CHANGE. Some good. Some bad. Some just happens. It is the adaption to this change which keeps you on your toes and can turn a negative situation into a positive one!

The week after our last ImpactClub® event in November I received notification the The BlueSide Tavern closed it doors. Feeling bad for the employees for their unexpected unemployment and feeling bad for my friend, Mike – the owner, as he poured his heart and soul into that place.

Almost immediately we started searching for a new place to host our Quarterly Event. My phone and Facebook started blowing up with places that wanted to host you, ImpactClub®.

We did some recon and visited various locations in Frederick.

We had many great choices but ultimately chose the location for our 13th Event on Tuesday February 18th and Idiom Brewery on East Patrick St is thrilled to host us. They recently opened up their location and should easily be able to accommodate the largest ImpactClub® in the US.

Then we had to figure out the food situation.

We will again have some light appetizers available for our guests. Then we will also have a food truck outside for those who want to have more than just appetizers.

We are nervous as we had EVERYTHING down to a science at The BlueSide.

Now we start over at Idiom with everything new. Where do we do registration? Check-in? Speakers and Alex with the Dapper DJ needs to set up. Members need to be able to watch and hear the presenters. Check presentation? Counting the votes.



It is ALL going to be new so bear with us on this first event.

If you aren't an ImpactClub® member yet, we would LOVE to have you join as we will donate over \$30,000 on February 18th at Idiom. You can register at www.impactclubfrederick.com or if you just want to come see what it's all about you can come as my guest, just stop in and see me when you get there.

Thanks for your Support.

IMPACT MARYLAND MONTHLY

with Stacy Allgood-Smith

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Or Call/Text to 240-446-2210

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

- 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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