

IMPACT MARYLAND MONTHLY

with Stacy Allgood-Smith

"HOW TO THRIVE IN EVERY KIND OF MARKET"

JUNE 2020



Hashtag, Messy Mama, and a Baby

I want to tell you about my friend Brittany "Hashtag" Reaver. She's been a single mom with three active girls, all under 10, and she is one of Impact Maryland Real Estate's partner agents, like me. Prior to joining the Impact Family, she had worked in another real estate firm in Frederick for about 4 years, so she had more experience that I did when I joined the Impact Family.

Eric, our friend and broker, dubbed her with the moniker "Hashtag" because of her extensive use of hashtags in social media. "Hashtag" later got shortened to "Hashie," which may make some people wonder about that, but we'll just put that aside. 😊 Her Instagram handle is @messy_mama3, which can also give you a hint about her.

She is a joy to be around with her bubbly personality, her joie de vie*, and her positivity. (*Joy of Life)

In the office, we have a few acronyms for things, like COP for Change of Plans, GSD for Get "Stuff" Done, and BLB for Be Like Brittany. When we have those really intense or frustrating moments, one of us will pipe up and say, "BLB" to remind us to be positive and look toward a good outcome.

For years she has had a huge desire to help a couple out who might not have the opportunity to have a family. About a year and a half ago, she got matched up with a couple in Germany who wanted kids, but it hadn't been possible.

Until Hashie came into their life.

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.

She basically offered her own body to them to be a surrogate mom to their child. They got a chance to meet her virtually, and later, in person. They just clicked and Brittany knew these were the couple for whom she would love to carry their child.

Everything went along to plan. She had to go through hormone treatments for months and 2 IVF procedures and then we waited for the joyful news that it worked and she was pregnant!

She would be due around late May or early June.

And then the pandemic hit and everything got shut down.

When the president announced that travel from Europe was banned in mid-March, the parents in Germany knew they had only a short window and they knew they wouldn't be coming back until after the baby was born.

Because the dad had to continue working, the mom hopped the next flight, not having a place to stay or anything.

But!

By the time she arrived to the US, our community had come through with a place for her to stay (where she would be in real quarantine for 2 weeks), and a vehicle for her to get around in while she was here.

Brittany's family became her family.

Usually in these situations, they have some contact, but not too much, so when Brittany and her family welcomed her, it was so natural for her to become part of their lives.

The baby arrived on May 14th, with dad in Germany on facetime, mom and David, Brittany's significant other (SO) in the labor and delivery room with Brittany.



Stolen from Hashie's Social Media Stories Page from her newsletter #amazing #surrobabe

He was born with great love surrounding him.

And into a weird world of pandemic shut down. We, her Impact Family, were amazed and proud of the sacrifice that Brittany made for this family.

When I realized that I wanted to write about her this month, I felt I needed to get her permission to do so and I called her this morning to make sure it was ok. We got such a lovely time to talk and catch up and made me realize how much I miss being able to see my Impact Family like I used to.

She told me about how she has still been pumping breast

milk, not only for her body to get back to normal more quickly, but for the opportunity to share with a mom who has difficulty nursing on their own.

I realized that with my awesome network of people around me, I know a doula who might be able to find that mom who wants to give her baby all the nourishment she can give. So I went to work and got them connected!

It was a small thing for me to do, but I hope it helps out another family.



Our quick day trip to Ocean City for our anniversary on May 14th – surrobabe's birthday! #OChon #15years #ocean



Real Estate During Pandemic:
Sitting outside while people tour
a home.
#umbrellafortoomuchsun
#rainorshine #hotday
#cowbandana #morecowbell

**I really
wanna BLB!
She is so
selfless and
sacrificing.**

I mean, I can't have a baby for someone, but there are other small things I can do, maybe even some big things.

Our Impact Family had scheduled a Zoom Happy Hour at 4pm

on a Thursday, a week or two after Brittany had the baby. She was excited to "participate fully" in the Happy Hour since the last ones we've had, she couldn't enjoy the adult beverages, seeing as how she was carrying little mister.



Lots of comments on my mask #catmask
#obligatorycatpic
#breathable #funnylooks

And we were all excited to get together, even if virtually, and catch up.

At 3:50pm, one of my best friends came to my house. She had been in a very intense personal situation, and really needed to chat. She needed to be with someone she could confide

with, who could just "be there" with her, and offer advice if asked.

I knew at that moment, that I wouldn't make my Happy Hour and my Impact Family would totally understand.

I think that's one thing I love about our Impact Maryland Real Estate Family – we want to genuinely help others and one of the many ways is by supporting the Impact Club.

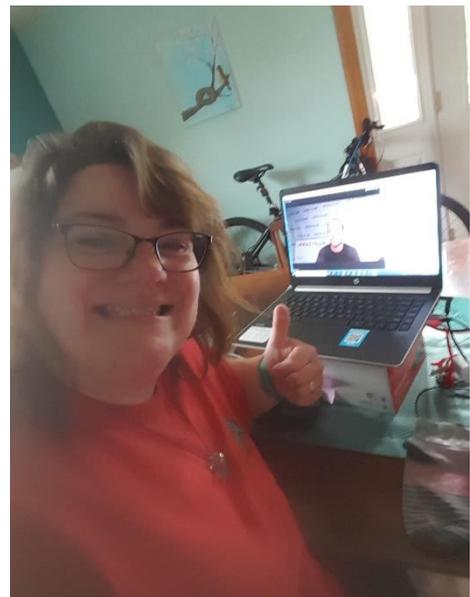
You'll read more about it in the Impact Club section, but we had our 14th meeting on May 19th, virtually, of course. Almost \$30,000 went to Women to Women Mentoring. An article about it even made the front page of the Frederick News-Post! (It's included in its entirety)

I'm super proud to represent Impact and just as proud to call Brittany my friend and partner in real estate.

I may not be able to carry a baby for you, but I want to help you find that dream home, your first home, or have that place where you can go to be quarantined for 2 months (or so) and not feel too stifled. Contact me if you want to find out more, or even just want to chat and catch up!

Until Next Month,

Stacy



Impact Club Virtual Meeting!
#womantowomanmentoring
#zoomcallseveryday
#wearsmymask
#yesabikeinmydiningroom

Don't Forget to Have Fun!!!!

June Quiz Question

Q: Originally an acronym, what does "posh" stand for?

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.

May Question & Answer

Q What kind of weapon is a falchion?

A: Sword

Congratulations: Sibylle Huffman!

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

Happy Birthday

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

Kegan Edwards	June 1st	Kady Gamble	June 12th	Christy Steele	June 21st
Darren Beachley	June 2nd	Tonie Crosthwait	June 13th	Jane McClellan	June 21st
Sabbella Ally	June 2nd	Chris Spangler	June 13th	Stacey Umberger	June 21st
Florence Schmehl	June 3rd	Jason Hornung	June 14th	Noah Riling	June 22nd
Samantha Diener	June 4th	Shannon Wyman	June 14th	Eva Risbeck	June 22nd
Lucia Monzon	June 4th	French Hubby	June 15th	Barbara Zielinski	June 24th
Regan Webb	June 4th	Netasha Johnson	June 15th	Jon Steele	June 24th
Lynn Grubb	June 5th	Erin Gamble	June 18th	Barb Huggins	June 24th
Brian Orndorff	June 5th	Corey Zoellner	June 18th	Anya Blumer	June 25th
Kim Baker	June 6th	Sean Bush	June 19th	Bryan Cheeseboro	June 25th
Andrea Willem	June 8th	Craig Doody	June 19th	Courtney Kelly	June 25th
Olivia Gorman	June 8th	Phil Hufstetler	June 19th	Colleen Bolean	June 27th
John Reitz	June 8th	Morgan Thorhauer	June 19th	Emersyn Fandel	June 29th
David Miss	June 10th	Laura Whitting	June 19th	Brigitte Cooper	June 30th
Gabriel Riling	June 10th	Todd Johnson	June 20th	Dana Defibaugh	June 30th

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

IMPACT CLUB™

Charity and fundraising go digital as nonprofits feel the sting from COVID-19

From Frederick News-Post, May 30, 2020, including photos and captions

Tonya Hatossy-Stier sat back in her chair in front of her computer and placed her hand over her chest, choking back tears.



Tonya Hatossy-Stier, executive director of Woman to Woman Mentoring, (right) and Amy Savitt, program manager of Woman to Woman Mentoring.

She knew the \$29,100 her nonprofit Woman to Woman

Mentoring just received was going to help a lot of young women.

“How do you not cry when something like this happens? It’s going to impact so many lives. There’s so much need,” she said to 100 members of Frederick’s Impact Club upon finding out she was the beneficiary of the organization’s quarterly donation. “I can’t believe you guys do this, it is just so amazing.”

A typical celebration of this kind of donation from the Impact Club might call for hugs all around — especially from Hatossy-Stier. But, in an era where COVID-19 has prevented all large gatherings from taking place, Hatossy-Stier was left to offer her thanks to the group from behind a computer screen.

The Impact Club, a national organization with local clubs across the U.S. that ask its members to donate \$100 every three months, hosted its first virtual quarterly meeting May 19 using ZOOM, where 100

members heard presentations from three nonprofits — Woman to Woman Mentoring, the Animal Welfare League of Frederick County, and Community Living — and picked the winner.

It’s no secret the COVID-19 pandemic has decimated the economy. But it’s also taken a toll on nonprofit organizations, which typically operate on thin margins under normal conditions. And the lack of person-to-person interaction largely prevents them from fundraising the same way they typically would, which makes philanthropic organizations like the Impact Club, Ausherman Foundation and Delaplaine Foundation perhaps more crucial than ever.

“Impact Club is a remarkable example of people putting their beliefs into action, and coming together to build individual donations into major impact,” Hatossy-Stier said. “Frederick is certainly a community that gives. Even during tough times, like right now, it makes my heart happy to see the thoughtfulness and selflessness of our community.”

Eric Verdi, co-founder of Frederick’s Impact Club, said the thought of canceling the event never entered his mind — especially not in this environment.

“It was always how will we find a way to make this happen,” Verdi said. “Because it’s important. Especially during this time.

Nonprofits are hit hard. ... It’s important to show the nonprofit



Impact Club co-founder Eric Verdi holds a hat with names of three non-profits to randomly select which would present first for a chance to win \$29,100 at the Impact Club’s May meeting.

community Impact Club is here to stay. We will find a way to make an impact every quarter.”

Woman to Woman Mentoring creates connections and relationships with women, providing them mentors and services to help better their lives. They match about 100 women with mentors and provide them with life skills workshops — typically in-person but the organization has since moved them online to continue the services.

Along with an increased importance of local philanthropy, many nonprofits have gotten creative to raise money virtually — including Woman to Woman Mentoring. The group originally scheduled its largest fundraiser, a purse auction called “Clutch the Future,” for March 14 at Hood College. But the college closed its campus on March 11, meaning the group had 72 hours to turn their in-person event into a virtual one. They’ve had to put some other



Members of Impact Club gathered for the group’s virtual meeting where they voted to donate \$29,100 to Woman to Woman Mentoring this month. (May)

fundraising events outright on hold, Hatosy-Stier said.

Heartly House, a nonprofit that supports victims of intimate partner violence, moved its largest fundraiser,

the annual “An Affair of the Heart,” online in May. The gala featured an interview with author/journalist Rachel Louise Snyder, who wrote “No Visible Bruises: What We Don’t Know About Domestic Violence Can Kill Us.” A survivor also shared her story. The gala, which typically raises \$70,000, included a donate button on the registration page for people who wanted to give to the organization.

The Frederick Literacy Council typically hosts an annual Scrabble Mania event as its only fundraiser event each year.

The pandemic required them to take that fundraiser online where they hosted a virtual auction, which they usually do in person as well. Many sponsors and donors of the in-person event transferred their

dollars into general donations anyway, said Rich Haney, president of the board of directors for the Literacy Council.

“Our sponsors and ticket holders have been so generous in converting their funds to a general donation,” Haney said. “In talking with other nonprofits in the community, I’m just so impressed with how this community has come out to support not only organizations like ours but our community’s small businesses as well.”

Frederick’s Impact Club is consistently among the highest, if not the highest, performing Impact Clubs in the country. At their next meeting, they’re likely to cross the \$400,000 threshold of donations to local nonprofits.

Continuing that spirit of giving and having the club’s 14th event, even if it had to be virtual, was important for Verdi. And while the event lacked the same camaraderie it typically has when held at local establishments like Idiom Brewing and the former Blue Side Tavern, the rest of the event pretty much remained the same.

Even the dollar figures. Verdi hasn’t been able to recruit and grow the club’s membership during the pandemic, but even as millions have lost jobs and moved to the unemployment line, the membership has stayed steady for the club.

The club has lost less than one percent of its more than 300 members during the pandemic. Verdi even allows member to skip their quarterly \$100 donation if needed, but said only 16 chose to do that this quarter.

“That shows me the members here know how big of a role their \$100 plays in helping these charities,” Verdi said. “Their commitment to Impact Club was tremendous.”

Follow Allen Etzler on Twitter: @AllenWetzler



Frederick’s Impact held its quarterly meeting virtually this month, and the organization donated \$29,100 to Woman to Woman Mentoring.

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 Shookstown, Maryland. May 23 at 20:46 · 🌐

What a beautiful evening.

#firepit #frederickmd #Shookstown



👍❤️ Rick L. Smith and 47 others 8 Comments

 Rick L. Smith is with Stacy Allgood Smith in Ocean City, Maryland. May 14 at 15:12 · 🌐

Married for 15 years today and we have been through a lot. Now this pandemic is but yet another challenge we are facing We are going strong after these years and we all will get through this..God is in control. #covidwontwin



👍❤️😂 148 92 Comments

 Stacy Allgood Smith May 20 at 17:02 · 🌐

Broke down and ordered a new mask on Amazon. I just had to have this one. #catsofinstagram #frederickmd #meeeeooowww



👍❤️😂 Rick L. Smith and 166 oth... > 👍

 Stacy Allgood Smith Jun 9 at 23:33 · 🌐



👍😂 11 2 Comments · 3 Shares

👍 Like 💬 Comment ➦ Share

IMPACT MARYLAND MONTHLY

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- Very knowledgeable. Will do anything for you. Couldn't ask for a better agent. – Daniel Y.

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