

# IMPACT MARYLAND MONTHLY

*with Stacy Allgood-Smith*

"HOW TO THRIVE IN EVERY KIND OF MARKET"

SEPTEMBER 2020



## End of An Un-Crowded Summer

At the close of this summer, can we all agree that this has been one of the weirdest summers ever? Because of the pandemic and social distancing, we've missed things like outdoor summer concerts, weddings, maybe even vacations due to limited traveling.

I attended my first ever virtual baby shower this past weekend.

So weird. But great to "see" my extended family.

Then there's the weather. I mean, it's always a mystery what the weather will be like, but I don't think it rained here in my part of Maryland for all of July. And then it rained about every other day in August.

The past Labor Day weekend was absolutely gorgeous, and it was fantastic to be outside for most of the weekend.

Late Saturday afternoon, we ventured to the outskirts of downtown Frederick by going to Idiom Brewery and enjoyed some Boxcar Burger Food Truck. The best part was running into some friends while we were there by the creek. It was quite comical when our friends saw us and yelled "RICK AND STACY!!!!" After that, everybody around the outside seated area knew who we were.

As we were leaving, some of the others around we didn't know yelled, "BYE RICK AND STACY!!!"

Nice to be known, right?

*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.

I think my favorite part of that jaunt downtown was feeling “almost normal.” And then I realized that I felt like there were too many people around.



Box Car Burgers Food Truck was stationed at Idiom Brewery downtown...so – obligatory selfie in front of it.

Have you experienced that lately?

Like we’ve been so distant for long enough that a few too many people around makes ya feel too crowded?

It wasn’t crowded at all, in a “real crowd” way, but with everything going on, it just felt like it.

### **It saddened me when I thought about it.**

As a total side-note, have you noticed something else that isn’t as crowded as it used to be?

Your calendar?

I know my calendar was pretty stacked before all the shut-downs happened. Now it goes in spurts, but there were times during the shut-down that I needed to put “Take a shower” on my calendar.



But I digress....back to the main story.

I also have realized over the last several years that I am not a huge fan of crowds anyway. I don’t know if it’s because I’m older or I just don’t like the chaos in a crowd.

When I was a late teen and early 20’s, I used to love going to concerts at places like RFK stadium or the Cap Centre. I’d even hit the various clubs in the area for live music...and stand as close to the stage as possible!

I remember one time in the 80’s going to Washington DC for the Independence Day celebration with the fireworks and music and all the activities. My friends and I crowded onto the Metro and got our spot of grass in the sea of people.

I remember getting a lemonade from one of the food trucks and it was the BEST lemonade I ever had. I think the secret was about a pound of sugar to each cup, along with a lemon slice.

### **We enjoyed the day. The weather. The music. The fireworks!!!!**

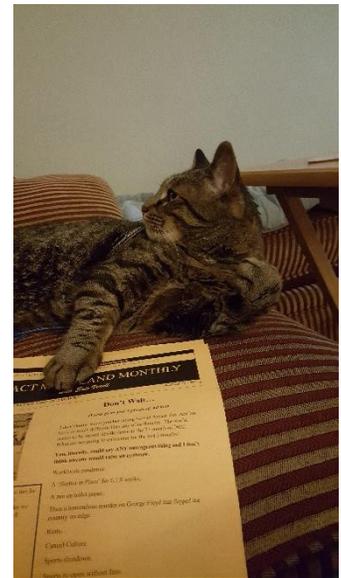
When the fireworks were over, everybody was leaving at once and it was total chaos, as a good portion of the people there didn’t know where they were headed. Maybe, like us, they were from small communities that didn’t have public transportation and the like.

So here we were, a group of three or four of us, and we wanted to stay together. As the throngs of people were making themselves sardines in the train cars, we tried to push into the trains ourselves. At one point, some of us made a train and some of us didn’t: we got separated.

Without cellphones at the time, that was a little frightening, seeing as how one person - without their group – in effect, by themselves, yet in a crowded train of total strangers.

### **How would we find each other again? We couldn’t call. We couldn’t text.**

At least we all were familiar enough with the Red Line, that as long as we met up at the final station where we parked, we would meet up again. And that’s what happened.



Even Amigo enjoys the newsletters!

Don't get me wrong, I still enjoy some live music and being around people, but probably more on the outskirts of the venue.

We have gone to see Rick's cousin, Kelly, of the Kelly Bell Band, a few times at the Quiet Waters Park in Annapolis. And I'm totally content to hang by the side and enjoy the show from my lawn chair. And let me tell you, they put on a show!

We'll go to coffee houses, wineries, or breweries to check out some live music. It's a great time to just chill without the HUGE crowds – and enjoy some good hot or cold beverages.

Even before this social distancing, if Rick asked me to go to DC for the fireworks, my response would be a resounding “NO!!!!”

Could this also be why I have enjoyed running tech at church? I can have my own seat either behind the switcher or behind the camera, and I can talk to my friends before or after the service.

My favorite types of gatherings tend to be in homes: our home or family/friends' homes. It's where we can all be comfortable. There might be



Last bit of log from the tree that was cut down a couple years ago. We were able to get another portion of it moved. Less obstacles for mowing. 😊

a small crowd of 20 or so people - like around the holidays, or it may be just immediate family or close friends at any time.

Through this time of pandemic, I've been to other

people's homes sparingly, and had a sparing number of people to my home, just for safety precautions.

**Either way, as the old cliché goes, “Home is where the heart is.”**

As part of what I do in real estate, I develop relationships with people as they make decisions about their homes, whether to buy or sell, or sell and buy. I help in supporting the decisions they make and help their plans become reality.

I will say, though, talking through the masks have been quite the challenge. Am I right?

Whatever it takes to make my friends comfortable

as we work through the details of the transaction, I'm here for it! Your comfort and safety are of paramount importance to me!

We are all in challenging times right now, but if you are looking to sell your property, now is a fantastic time to do it. The inventory is unusually low right now, so homes are selling very quickly – and in many cases, above asking price.

If you want to get your home sold, then let's talk about it over some coffee. ☺ It can be outside under a tree, in a coffee shop, your place or mine.

Until Next Month,

*Stacy*



Some of the wood from the logs we moved...great for a nice hearty firepit!

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

### September Quiz Question

**Q:** The traditional chef's hat has 100 pleats, which symbolizes the number of what?

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.

### August Question & Answer

**Q:** Which 1980s movie theme song was recorded in just 3 hours?

**A:** "Don't You (Forget About Me)" from The Breakfast Club

Congratulations: Dean McCorbitt!

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

## *Happy Birthday*

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

Lisa Tan	Sept 1st	Pete DiSanto	Sept 11th	Calvin Shoemaker	Sept 20th
Hunter Reaver	Sept 1st	Patti McArdle	Sept 12th	Wayne Crum	Sept 21st
Jessica Smuck	Sept 2nd	Stacy Allgood-Smith	Sept 12th	Carl Goldsmith	Sept 21st
Jenni Meisner	Sept 3rd	Christine Majalca	Sept 13th	Jameson Tusing	Sept 22nd
John Tsikerdanos	Sept 4th	Brittany Reaver	Sept 14th	Ryan Hornung	Sept 22nd
Reid Sutherland	Sept 5th	Shane Gorman	Sept 15th	Phil Graves	Sept 23rd
Yvonne Linger	Sept 5th	Jackson Cavanaugh	Sept 15th	Jeff Fehnel	Sept 24th
Erica Sacchetti	Sept 6th	Leah Hill	Sept 16th	Madison Reaver	Sept 24th
Lauren Campbell	Sept 7th	Bill Long	Sept 16th	Kelly Lawson	Sept 24th
Karlie Hertzberg	Sept 8th	Michael Goldsmith	Sept 16th	Susan Verdi	Sept 25th
Nita Lawson	Sept 8th	Dylan Peterson	Sept 16th	Ginger Peterson	Sept 25th
Eunmi Lee	Sept 8th	Evan Felmet	Sept 17th	Silas Cavazos	Sept 26th
Anthony Verdi	Sept 9th	Jessica Pool	Sept 17th	Ed Verdi	Sept 27th
Katie Martin	Sept 9th	Amanda Allgood	Sept 18th	Quincy Cavazos	Sept 27th
Mike Steele	Sept 9th	Ron Martin	Sept 18th	Bret Buck	Sept 28th
Paul Gauthier	Sept 9th	Ari Woods	Sept 18th	Ronnie Lushbaugh	Sept 29th
Betty Baker	Sept 10th	Brady Kunka	Sept 19th	Kevin Ballenger	Sept 30th
Andrea Mullinex	Sept 10th	Khris Brenneman	Sept 20th		

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

# IMPACTCLUB™

## \$401,700!!! - At \$100 a Pop

We are a few weeks out from our last ImpactClub® Frederick Event and I still get chills every time I think about what kind of impact that our members have had in Frederick.

Think about it...

In less than 4 years, 15 Quarterly Events, ImpactClub® has become one of the largest fundraising organizations in Frederick. We are donating around \$30,000 a Quarter! This is no small feat. One where we can do good, one where we can have a tremendous influence and not break the bank.

### What ImpactClub® is NOT...

We are not is a bunch of rich people that are donating \$10,000, \$20,000, \$50,000 a POP. We are not some organization with deep pockets. We don't have a lot of overhead that gets taken off the top before the people and organizations in need that get the money.

We are normal people. We are health care workers. We are teachers. We are small business owners. We are retired. We are just like you. Nothing special. But we all have a desire to give back to our community. We volunteer our time to those in need. We looks for ways to give back. We just want to HELP!

### We have a common bond.

ImpactClub® Frederick is a platform more than anything. ImpactClub® is NOT a charity itself. What we do is match individuals that want to give



Eric with Aje Hill, founder and presenter for recipient of Impact Club® Q3 donation, I Believe in Me, Inc.

back but don't have \$10,000 a pop to donate, BUT what we do have is \$100 a Quarter that we want to give back.

**Individually your \$100, although it would be appreciated by the local charities wouldn't go very far.**

However if you combine that \$100 with 300 OTHER individuals that ALSO have the same

moral compass as you, the same desire, the same enthusiasm to give back THEN your \$100 is NOW crowdsourced with others and NOW that \$100 is amplified to \$30,000 and have a TREMENDOUS impact locally.

Another point that you need to know is that ALL \$100 goes DIRECTLY to the local winning charity! ALL \$100!!!



The presenters for all the non-profits for Q3

**Every single penny of your \$100 stays here in the Frederick community.**

Your \$100 might feed a family that doesn't have enough money to put food on the table. Your \$100 might help someone recover from an addiction and give them the structure and support to get over that hump. Your \$100 might help a mentorship program for youth that have parents are incarcerated. Your \$100 might help a veteran with PTSD.

Your \$100 might LITERALLY save a life!!!



Aje Hill, presenting for I Believe in Me, Inc.

**What I need from you, if you are reading this, is to spread the word of ImpactClub® Frederick.**

Our goal is to get to 500 members!!!!

**But I can't do it... I know a lot of people, but I can't do it by myself. I need YOUR help. Spread the word, I know FREDERICK can get to \$50,000 a Quarter donated!!!**

If you know someone like YOU, that has a big heart and wants to give back, then send 'em to [www.impactclubfrederick.com](http://www.impactclubfrederick.com)

Love you!!!



With social distancing and precautions set in place, this quarter's meeting was a smaller gathering – and mask-wearing. It certainly didn't dampen our spirits!



Aje, with a fellow I Believe in Me, Inc team member to support him.



So that all members could participate, whether in person or online, voting was done by virtual polling.

# 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.

 Rick L. Smith is with Monica Wack Stuckey and 2 others at Dutch's Daughter Restaurant.  
Aug 22 at 18:51

Double Date night with these good folk here!!



54

12 Comments

 allgoodmassage  
Frederick, Maryland



Liked by giacol and 14 others  
allgoodmassage Is this you during your massage?  
Let's schedule your massage so we can find out!

 Stacy Allgood Smith  
Aug 23 at 08:41

Tw as a fun night



Stacy and Krissy's first tagged photo together on Facebook

[See Your Memories >](#)



 Rick L. Smith and 8 others

1 Comment

 Stacy Allgood Smith is with Rick L. Smith at Idiom Brewing Co.

2d · Frederick, Maryland

Enjoying a beautiful evening, and a delicious burger from @boxcarburgers food truck (not pictured, already consumed)



# IMPACT MARYLAND MONTHLY

*with Stacy Allgood-Smith*

3295 Prices Distillery Rd.  
Ijamsville, Md. 21754  
240-815-0890



**For Inquires AND Referrals contact:**

StacyAllgoodSmith.Impact@gmail.com

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

- They patiently walked me through the entire selling/ buying process & was readily available to answer all my questions - Cindy M.
- Very knowledgeable. Will do anything for you. Couldn't ask for a better agent. Don W.

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