

# MAGNOLIA MONTHLY

REAL LIFE. REAL ESTATE. ALL THINGS LOVELY.



## WELCOME!

*I am so glad you are here! Pull up a chair, grab some coffee, and stay a while. Whether it's 3 minutes or 30, my hope is that Magnolia Monthly and its contents bring you inspiration and joy!*

## INSIDE OUR PREMIERE ISSUE:

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## "IT'S ALL ABOUT THE KIDS..."

*HOW THIS REAL ESTATE THING EVEN HAPPENED IN THE FIRST PLACE...*

It was a summer in the mid 1980's. Well, multiple summers, actually. The air was thick with mid-Atlantic's humidity in Ocean City, Maryland, and sunny days spent sea-side were long... digging for sand crabs, playing a game my Dad fondly referred to as "Over Under" jumping the ocean's waves. Lunch time sandwiches were full of just that... sand... but it didn't matter. Those days were some of the best. Sun-kissed cheeks were later cooled with Seabreeze, bellies were filled with delicious dinners, and the evenings were filled with glow sticks and game nights. The daughter of two educators, I couldn't imagine my summers any other way.

And the family business didn't end there. My aunt Janie... my aunt Mary Anne... my Nana... my Nana's sister Jean Clare... all educators. I couldn't have realized it then, but the "family business" of being an educator allowed us summers like none other. Summer at the beach. With family... and friends who were like family. A long-lived tradition that still burns strong.

When it came time to declare a major during college, I didn't think twice. Education. Elementary, to be exact. It was what I knew. It was what afforded our family the time together I hoped to continue with a family of my own one day.

For ten years in the public school system, my degree and career as an educator served me extremely well. I met life-long friends. Learned from some incredibly talented and wise people. It was even where I met my husband! With great hope and expectancy, life was unfolding just as I hoped... until it wasn't.

I couldn't have known then that our hopes to start a family would begin with loss. Loss that changed me and completely redefined my priorities.

Our son, Isaac, may have only lived a short time... but his life has had a profound impact on so many things. Everything, really. You don't lose your child and walk away the same. Everything is different.

And so it was with my career in education. I will never forget the moment I was sitting in a staff meeting, about eight months after our second baby, Eliana, was born. I had always imagined teaching fitting so seamlessly into family life, just as I had experienced as a child.

But this was different. It simply, didn't. There was a disconnect I had felt for months. And at this meeting, in this moment, it became clear.

*"It's all about the kids."*

Those words my principal shared that day ignited something in me I will never forget.

It IS about the kids. But the tension I had been experiencing for months made one thing clear: I wanted to be about MY kids. The one whose memory I get to steward. The one whose little self was still a newborn, but growing so fast. I didn't want to miss it. Any of it. Despite optimal daycare for her (I mean, it doesn't get much better than Grandma and your close friend caring for your baby!), I wanted it to be me. I was at a crossroads, and I couldn't stay there. It didn't serve anyone well... my students, my co-workers, my family, or myself.

I got home from work that day and will never forget standing in the living room, physically exhausted from both a long day at work, as well as life as a mom of a young baby, looking at Spencer and telling him:

*"I just can't do this anymore."*

My passion for teaching had waned, and it then felt more like a job than a calling. True to form, Spencer was incredibly supportive and in complete agreement.

So with both great trepidation and anticipation, I did it. My heart pounding and a thousand thoughts racing through my mind, I handed in my resignation. While there were many unknowns ahead, one thing was for sure: this decision was right.

Shortly after leaving the "family business," I transitioned into a new position that I was able to complete from home and structure around our family's schedule. A gift afforded to me by a very dear family in our church. A way to make ends meet. A gift of grace.

Working from home while caring for Ellie... then also Jacob... and then Ryleigh, I realized that just maybe this setup was something that could stay. This position helped me to develop a skill set and build a confidence in areas I didn't even realize I lacked.

Moreso, I loved how I was able to be present for my kids. I loved being able to pour into my community. My heart would nearly explode on a daily basis seeing the gift of time that I had been given through this work-at-home position. Time that allowed me to pursue my passions of family, community, and service. And eventually, a new career what was an opportunity to combine them all.

We had quickly outgrown the town-home we long loved, and decided it was time to move. The story is long and may (does) involve moving 4 times in 18 months with three kids ages 5 and under. (Side note: who does that?!) We learned, though, that the right home in the wrong place just didn't work.

*I also happened to learn that I really, really love real estate.*

However, it's not for the reasons you might think. Do I love studying the market, touring homes, and prepping a listing for sale? Absolutely. There is something about the nuts and bolts of real estate that I enjoy tremendously.

Each transaction is different, affording new opportunities to learn. It's taking the best parts of my time as an educator and applying them to a new and exciting context.

But it's more. It is SO MUCH more. It's stepping into another person's dreams. Holding their hand through hardship. Guiding them through a transaction involving their largest asset. It's strategy building. Problem solving. Hope bringing. For me, it's life-giving... a sweet combination of passions and strengths in service to others.

The past 5 ½ years in real estate have also afforded me the opportunity to spend more time with my family. Homeschool my kids during a pandemic. Coach Ellie's softball team. Lead a home group through our church. Build strong connections and partnerships with other local small businesses and develop ways to engage and serve our community.

*That's how my passion for a client-centered, service-focused, and integrity-driven approach to real estate was born.*

It's never about just the house. It's always about the people. The family. Chasing dreams and creating a home. Contributing to the greater good. Passionately advocating on behalf of others with uncompromised standards of honesty and virtue.

Our summers at the beach still happen, much like those summers in the mid-1980's. Spencer takes some time off from his duties as a principal, and I am fortunate to work with some of the best folks in the real estate business who hold down the fort and continue to serve my clients well while I'm away. Now, I sit in my parents' shoes. Sandy sandwiches, delicious dinners, "Over-Under", and night time glow sticks all still happen. I'm just the one doing the cooking. And packing. But I still get to do the wave jumping.

I am so grateful.

A handwritten signature in cursive script that reads "Stacy".

# Family Fun Zone!

## February Trivia Question

Q: Which is the highest waterfall in the world?

Everyone who texts or emails in the correct answer by the last day of this month will be entered into a drawing for a \$25 gift certificate to Amazon. Good luck!!

## February Sudoku

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



HAPPY BIRTHDAY!!



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

- |                   |            |                     |             |
|-------------------|------------|---------------------|-------------|
| Vince Petrolle    | February 1 | Chris Shullenbarger | February 9  |
| Averie Persaud    | February 1 | Amy Rose            | February 15 |
| Blaire Guard      | February 3 | Laila Terrell       | February 20 |
| Christian Downey  | February 3 | Griffin Herzfeld    | February 20 |
| Owen Farley       | February 3 | Zion Sesay          | February 23 |
| Carrie Hoffman    | February 6 | Brooklyn Baldwin    | February 24 |
| Christine Cole    | February 6 | Kamryn Baldwin      | February 24 |
| Ellie Cole        | February 6 | Urooj Fatima        | February 25 |
| Jerry Delescavage | February 7 | Carol Decker        | February 26 |
| Michelle Ingram   | February 7 | Melissa Knoepfle    | February 28 |
| Juli Katon        | February 8 | Shannon Musser      | February 28 |
| Julianna Armacost | February 8 |                     |             |

# IMPACT STORY...

*A monthly column to compel, encourage, and inspire.*

Let me tell you about my friends, Bill and Brooke DeSantis.

I had heard their story when it happened and connected briefly with them at one point, but a few months ago had the opportunity to really get to know them and join them in their mission.

**A beautiful mission born out of tragedy.  
Beauty from ashes.**

With their permission, here is their story...

*"Never in a million years would we have thought that we'd be dealing with the tragic death of one of our children to complications from the flu.*

*His name was Lochlin. He was 5 years old and the most beautiful, loving young boy anyone could ask for. This was also the first time that we had ever heard of Sepsis being linked to the flu.*

*On Friday January 17th 2020 Lochlin came home from school complaining of leg cramps and a headache. Saturday he was tired with a low grade fever and some minor body aches.*

*By Sunday he was feeling much better and was up playing with his brothers, until Sunday night he took a turn for the worst. We took him to an urgent care where he was diagnosed with Influenza Type A and mild dehydration. Monday afternoon January 20th, 2020 he passed away from flu - sepsis.*

*Since Lochlin's passing we have had one mission, and that is to educate and protect as many people as possible from the deadly impacts of the Influenza virus. No one should have to go through the pain and suffering of losing a loved one (a child at that) from a vaccineable disease. That is why we started this nonprofit in his name.*

*We are going to do everything we can to help prevent this tragedy from ever happening again!"*

The Love for Lochlin Foundation has been on a mission, and that mission continues to burn strong.

Bill and Brooke shared:

*"At The Love for Lochlin Foundation, our mission is to help prevent, educate, and drive awareness to the deadly impacts of infectious disease such as Influenza ('the flu'). We will work hard at providing our community with the resources, knowledge, and ability to help prevent these infectious diseases through proven and ethical practices.*

So, what does that look like? It looks like hard work. Deep dedication and commitment to a cause that has touched their family so very personally.

*"One of our core missions at Love For Lochlin Inc is to protect as many people as possible from the flu. The best way for us to do that is to go into the community and provide free flu vaccines to people that do not have the means to get one. Through this initiative we can fight the flu at the ground level and really work to reduce its ability to spread in our communities.*

*However, this is no easy feat; but with cooperation and community support we have been able to conduct these clinics in neighborhoods and really make an impact in our community! Our goal is to scale this initiative to the national level helping protect as many people as possible!"*

How exactly is that done? What avenues are being pursued to help drive this mission from hope to reality?

*"With our organization's mission always in mind, we strive to find new strategies for dealing with this challenge. One of the easiest ways for infectious diseases, like the flu, to spread is through our schools. So our team is working very hard to find different ways to protect our school systems and our children from becoming a super highway for the flu and any other infectious diseases.*

*One way to help protect our children and reduce the spread is through offering flu vaccines in schools. This makes availability and access to the vaccine much more obtainable for all of our children, further reinforcing our commitment to protecting everyone from the deadly impacts of the flu!"*



Bill and Brooke are not only committed to "boots-on-the-ground" efforts to battle the flu and strategically identifying additional ways to grow their impact, but they also deeply desire to share their story in an effort help educate the public.

As the DeSantis family shares out of personal tragedy, the flu is not "just the flu."

*"Being educated on the impacts of the flu and knowing the signs and symptoms is one of the most powerful ways to preventing it. At Love for Lochlin, we want everyone to know and understand the true impact the influenza virus can have. We also want everyone to know how to prevent the spread of it and how to effectively provide care for people that have it.*

*With this initiative we aim to leverage social media platforms and the school systems to teach people how to protect themselves, prevent the spread, and how to care for people with the flu."*

It's beautiful, isn't it? The determination of these parents who have suffered an unimaginable loss, committing to a mission to educate and protect others... even in their time of sorrow? I don't know about you, but for me, this is something that inspires.

The Love for Lochlin Foundation recently held their first silent auction fundraiser, raising nearly \$12,000 to continue to accomplish their efforts.

I know Lochlin would be so proud of his Mom and Dad.

And I believe that their story lends so much perspective. We know that hardship will likely come... so what is our response? How are we spending our time, and do we use any of it to come alongside a mission like this one... to lovingly support something greater than ourselves? Impact inspires action. How will you respond?

For more information about the Love for Lochlin Foundation and the incredible work they are doing, visit them at [www.loveforlochlin.com](http://www.loveforlochlin.com)

# Social Media Stories

*A round-up of fan favorites from the past few weeks!*

**Stacy Rochfort Delisle**  
January 29 at 7:52 AM · 🌐

When it's a freezing Friday morning and you have an early re-scheduled septic inspection... and an unexpected procedure on your foot the day before. And homeschool your kids.

You load them up, pray for grace, swing by Dunkin, and get it done!  
#impactfamily #realtormomlife #fabulousfriday ❤️❤️❤️

40 27 Comments

**Stacy Rochfort Delisle**  
January 21 at 12:31 PM · 🌐

Realtor mom life on this beautiful Thursday!  
Brittany Seiter Reaver

Meet Tom.

He's our cardboard robot, towering over me in height, and sort of resembles the Tin Man from the Wizard of Oz.

I left the house Saturday morning with a long list of to-do's... both work wise and otherwise. The evening before, I had put some of our recyclables aside in a big box so the kids could have some "maker space" time during homeschool this week. Old-school, screen-free time with boxes. To create. They usually balk at this a little, but once they settle in, it's neat to see their imaginations run wild.

We've all heard the phrase, "one man's junk is another man's treasure." The idea that perspective matters. But what if there's more? Not just perspective... but possibility? And what if this mindset doesn't apply to just cardboard boxes or no longer loved items around the house... but to much bigger, and more important things, too?

What if we saw people this way? Uniquely created with a purpose, that only s/he can fulfill? Image-bearers of the One who made them. The possibility...

What if the difficult situations... the disappointments in life... are more than just that? What if they're the foundation for something that could far exceed our hopes? Sometimes losing what we wanted allows us to gain what we really need. That can be a hard place through which to walk, just as one of my clients did this week.

Perspective matters.

So as you start your week, remember Tom.

Those pieces of cardboard repurposed and reimagined into something more. Created from a malleable mindset able to imagine possibility.

Mindset matters. Choose wisely.



**Stacy Rochfort Delisle**  
January 30 at 2:09 PM · 🌐

Ellie's newest.... "Young Again" ❤️❤️❤️

**Stacy Rochfort Delisle**  
January 26 at 6:49 AM · 🌐

Today's the day!!! If you haven't already purchased your ticket, please do! If you haven't yet bid on auction items, please do! Join me in an epic birthday bash to remember a precious boy, support the fantastic work of a non-profit in his memory, and support many local businesses!

TUE, JAN 26  
**Lochlin's Birthday Bash!**  
Melanie, Eric and 32 friends

Going

# MAGNOLIA MONTHLY

REAL LIFE. REAL ESTATE. ALL THINGS LOVELY.

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## Testimonials from *Magnolia Monthly* Members...

"Stacy helped us find our dream home with ease. She was so easy to communicate with, kept us up to date with the process and was so fast to answer any questions we had. We will definitely be recommending her to all of our family and friends, and using her again when we're ready to move!" ★★★★★ ~ The Smith Family

"Stacy is an absolute rock star!! She made the sale of our townhouse and the subsequent purchase of our new home such an easy and smooth transaction, and in record time! She walked us through every step from the staging and pictures to the contract negotiations and closing. She put in a ton of work behind the scenes to get the job done and knew the market and other local agents well. From the very first contact we felt that she looking out for our best interest. She is very responsive and so pleasant to work with! We can't recommend her enough!" ★★★★★ ~ The Medovoy Family

Stacy cares so much about her clients and will go above and beyond in every aspect of her job. She is so warm and completely looks out for your best interest every step of the way. Her honesty and integrity are so amazing to see and work with in this adventure of buying and selling. I would highly recommend her to anyone! ★★★★★ ~ The Melson Family

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# Welcome to MAGNOLIA MONTHLY

I am so glad you are here! Pull up a chair, grab some coffee, and stay a while. Whether it's 3 minutes or 30, my hope is that MAGNOLIA MONTHLY and its contents bring you inspiration and joy!

You are on my list to receive this newsletter because I believe that you will find inspiration, entertainment, and joy each month through my print publication, MAGNOLIA MONTHLY. I can't wait to share with you how the name of the newsletter came to be; but for now, let me explain what you can anticipate in each issue!

In the first section, known as the Opening Monologue, you'll read a personal story. A reflection. Some verbal processing in written form. Think of it like a blog post. Personal. Reflective. And hopefully, sometimes, even funny! Mom life. Realtor life. Family. Faith.

The second section is affectionally termed the Family Fun Zone! Because let's be real... who doesn't like a little fun? Here you'll find all sorts of things like trivia (for prizes!) puzzles and games, maybe a Letterman-style "top ten" list, and birthdays. ALWAYS birthdays!

Following the Family Fun Zone is the monthly Impact Story. This column features a local family... business... non-profit. Someone who is making an impact... and whose story is bound to impact each reader. Stories of overcoming. Of trading ashes for beauty. Stories that refresh the soul.

The final component of the newsletter is a page of Social Stories. A quick highlight reel of social media posts from the past several weeks.... you know, just in case you missed it (ICYMI).

So thank you! Thanks for being here. Thank you for reading, and I hope that you walk away refreshed, encouraged, and inspired. It is a joy to write for you...

All my best,

Stacy