

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!

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"HOUSE OF CARDS"

... ON PERSEVERANCE

THIS PAST WEEK WE VISITED MY SISTER-IN-LAW AND HER SWEET FAMILY OF FOUR IN THE MOUNTAINS OF NEW YORK STATE. THEIR LITTLE HIDEAWAY... NESTLED IN THE TREES, ACCESSIBLE BY TRAVELING DOWN DIRT ROADS. CELL PHONE SERVICE WAS MINIMAL, AND IF I AM BEING HONEST, IT WAS A WELCOMED REPRIEVE FROM THE NORM. IT CREATED SPACE AND TIME FOR THE SIMPLER... MORE PERSONAL... THINGS. REAL FACE TIME.

HIKING. SWIMMING. STRAWBERRY PICKING. CAMPFIRES. DANCE PARTIES. GAMES.

CARDS.

My niece, Emerson, is as cute as they come... and she embodies what it means to be a four year-old. She loves hugs. To snuggle. Pretend play. Making art. Splashing in the pool. Her simplicity was so incredibly refreshing!

On one particular morning, she woke up and joined Jacob and I as we were doing our "usual" of playing some sort of game. That day, it happened to be War. She watched intently as we played, pointing out numbers and colors and shapes and asking questions. Jacob sweetly surrendered his spot to her, and in a simplified manner, Emmy and I played a game of War, too. As it is with 4 year-olds, that lasted only a short time.

She wanted to build with the cards instead. So we did.

Only it wasn't long before a little sense of defeat started to creep in. These thin, delicate pieces weren't the same study blocks she was used to. Building with cards required more precision. Attention to detail. Development of some sort of strategy.

And a lot of starting over and trying again.

Admittedly, my kids would have likely thrown in the towel by now, the immediate gratification they were looking for not being so... immediate. But I could see in Emmy's eyes that she wasn't quite ready to quit. Sensing that teachable moment, I looked at her and smiled.

"The great thing about building with cards, Em, is that it teaches you perseverance. They're easy to knock down. But they're a lot harder to build up!"

She paused, and thought about it. And in that pivotal moment, she demonstrated a wisdom far beyond her 4 little years.

"You wanna keep trying?"

I swallowed hard, knowing immediately that her answer was one that my heart needed to hear. The wisdom of a child will get you.

By definition, perseverance is: "persistence in doing something despite difficulty or delay." How often are those words written to our stories?

Difficulty. Delay.

Our instant gratification world... all of its songs and slogans. "You're way, right away." Or maybe a throwback to the early 90's: "I know what I want, and I want it now." We can Amazon Prime it in two days or less. With the touch of an app fill our cart at Target and pick it up two hours later.

Perseverance can be hard to come by these days.

As I sit here on my porch, my usual spot of the wooden white rocker with a cup of hot coffee in hand on this early Wednesday morning, reflecting on a family vacation that was so good for my soul, I can't help but think of the clients I will be meeting later today. And tomorrow. And the days after that.

Many are just starting out on their search and homebuying journey... wide-eyed with excitement and hope for all that is to come. A few are working through the seemingly never-ending process of preparing their homes for sale. {And I promise, the time and effort is worth it!} Others have been on the search for quite some time... years, in fact.

And in a gentle whisper of sending new listings, or providing an update on homes they've inquired about, I ask:

You wanna keep trying?

And for one family, they don't yet know what's next. Their perseverance doesn't necessarily lie in finding their next house; but in finding their direction.

Later that same night on vacation, freshly bathed and with sun-kissed cheeks after a long day of outdoor fun, we all snuggled in and watched a family favorite: Frozen 2.

As we sang along to our favorites, child-like wisdom struck again. This time, in the words the beloved Anna:

Take a step, step again. It is all I can do, to do the next right thing.

No doubt, this real estate market STILL isn't for the faint of heart. It's about perseverance. Trying again. Taking a step, and stepping again. Doing the next right thing. But it would be short-sighted to see the lessons ending there.

You may be reading this {in fact, you very likely are} and have no intentions of moving right now. Shielded from one of the craziest real estate markets we've seen in quite some time, these lessons are still for you. And for me.

Maybe the area in which you need to persevere is a job. Or finding one. It could be a health/wellness journey.

It could be pursuing a friendship or relationship that may just feel hard right now. If you are a parent, it could be helping to develop a particular trait of character in one of your kids... or simply persevering in patience through a new stage they may be entering. {Can I get an amen from the moms of 'tweens?!} I don't know what it is for you. But I do know this: don't quit.

In those moments where it would be so easy to give up and walk away, whisper to yourself, just as four year-old Emmy did to me:

You wanna try again?

And when you can't see the whole picture, take one step.

Do the next right thing.

Stacy



Family Fun Zone!

July Sudoku

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

July

Trivia Question

Q: How many cards are there in a deck of UNO?

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!!

June Question and answer:

Q: What is the highest grossing film of all time?

A: Avatar

Congratulations Kate Saunders!



HAPPY BIRTHDAY!!



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

- | | | | |
|------------------|---------|-------------------|---------|
| Gabriella Celis | July 2 | Karen Wills | July 14 |
| Lesley Stanley | July 2 | Timea Horvath | July 15 |
| Rachel Shifaraw | July 2 | Renee Delescavage | July 17 |
| Caroline Amato | July 5 | Connor Celis | July 22 |
| Casey Marshall | July 5 | Kennedy Bombich | July 23 |
| Allison Getz | July 6 | Lily Gersch | July 24 |
| Max Armacost | July 7 | Marsha DeGirolamo | July 26 |
| Anthony Poska | July 7 | Julian Melson | July 27 |
| Cameron Marshall | July 7 | Jordan Chaffman | July 27 |
| Katie Schmitt | July 9 | Mia Rochfort | July 28 |
| Xander Hoheusle | July 9 | Tricia Paredes | July 30 |
| Emersyn Hardin | July 12 | Jamie Shipley | July 30 |
| Nicole Berning | July 12 | Rachel Franz | July 31 |
| Bobby Hartford | July 13 | | |

STORY FROM THE STREET...

WHY IMPACT?

Having been formed in January 2017, Impact Maryland Real Estate is a smaller boutique brokerage that puts our customers FIRST.

Looking at the 'Core Principles' on our website, you notice that Impact puts the customer first and then the rest takes care of itself.

The beauty of a boutique brokerage is that we can adapt to market changes without having to run everything by 'corporate' to get clearance on every little thing that happens.

Our Partners follow an overarching rule that 'if it is in the best interest of the client you have free reign to make that decision.'

If you have to pay for additional staging... DO IT.

If you have to hire a drone for additional marketing... DO IT.

If you have to hire a painter to help sell a house... DO IT.

If you have to buy a warranty to pay for a contractor to help our clients get to settlement... DO IT.

Our partners know that there are lines that can't be crossed and rules that can't be broken; but barring the obvious, DO RIGHT. Because it right to do so.

What does that look like?

Our clients are our #1 SOURCE of new business. Repeat and referral business is the foundation of IMPACT! To do such an extraordinary job for our clients is the heartbeat of our brokerage; and in turn, those we have served well kindly refer us business.

Since the growth at IMPACT over the past eight months from five partners to fourteen partners, the culture has been the hardest area in which to adapt. When there are five of you, you talk EVERY day.... and know EVERYTHING going on.

With fourteen, there is a shared mindset and vision that is company wide; but the dynamics of the office are different. While there may not be as much daily interaction between everyone, there is more collaboration on bigger projects and more experience from which to draw because of the additional partners. We each have our own strengths, and that collectively makes us each stronger as we are able to help one another to serve our clients.

Recently, we asked our partners to put together a little something to reflect what we 'feel' about Impact. All of the partners have had stints at other brokerages. Some large international brokerages, some smaller brokerages and we asked them what makes Impact, IMPACT...

Here is what they said:

If you ask any number of the partners at IMPACT Maryland Real Estate what has drawn and kept them here, the answers are overwhelmingly simple: Client-centeredness. Collaboration. Culture. Camaraderie. Class.

And yet, these things can be so difficult to find at a brokerage when our industry is often focused on Competition. More. Better. And cutting edge. These attributes, rather than pulling people together, become divisive.

So we asked, and they answered! Below are three questions that were posed to #IMPACTfamily (because we, truly, are family!) and the thoughts that were shared by agents at IMPACT...

1. What drew you to IMPACT as a brokerage?

"I was drawn to IMPACT for being a very small brokerage. Eric and I had only worked one transaction together, but I immediately knew his passion for his job and his clients. He is so genuine and truly cares for the agents in his office!"

"My personal relationship with Eric is what drew me to IMPACT. I also wanted a boutique firm... nothing large."

“Eric and his passion for real estate was the catalyst for getting me into real estate. I wanted to work with him.”

“Prior to coming to IMPACT, I had worked opposite Eric on two transactions and had gotten to know him a bit through real estate and Impact Club. His level of integrity, work ethic, and ability to develop forward-thinking approaches to his work have always stood out to me! From the outside looking in, I knew that the culture at IMPACT was second to none, and I wanted to be part of all of that.”

“The brokerage values really resonated with me. Having integrity and doing things ethically has always been important to me, and I saw that it was important to Eric and the brokerage immediately.”

2. What are the benefits of being here vs another brokerage?

“We are small. We all truly know each other and care for each other. We are a team without actually being a team. There is zero sense of competition or jealousy.”

“The level of collaboration and helpfulness is great. We support each other!”

“We all work well together and really look out for each other. I love that it really is like family!”

“There are tons of opportunities to learn from one another, and there is a lot of support for everyone.”

“I absolutely adore the size of IMPACT and the benefits which come from that: a close-knit group with an unmatched company culture in this industry! Eric has done (and continues to do) an incredible job of developing this through so many different capacities.”



3. Tell us anything else you love about IMPACT!

“I love that we are #IMPACTfamily. It’s not just about work for us. We care for and look out for one another. I love our nicknames! Everyone has their own expertise, and no one is afraid to share or help others out.”

“The office support is tremendous!”

“I love how real and authentic everyone is. The culture of the brokerage is incredibly positive!”

“I love everything about being here. I love the level of collaboration, how we support one another, and how we genuinely enjoy being around each other! I love the level of authenticity, the honest approach with which everyone goes about their work, and the like-mindedness of how we are always looking for new ways to love on our clients and serve them well!”

This is one of the best ‘Brokerage’ pieces we can put together. As we forge forward the next year, two years, ten years, it is important to grow with the right partners. We may not all talk on a daily basis, we may have differing perspectives on how to do certain things... BUT... as long as we have a respect for one another and know that the client comes first, we will continue to innovate the real estate process for our clients and provide each one with an exceptional experience with unparalleled service and care. And the collective of Impact will be stronger because we have successful and caring partners.

So while this month's 'Story from the Street' isn't about a particular transaction, I wanted to share the story of what makes Impact, IMPACT!

We work hard. Laugh hard. Innovate thoughtfully. And serve endlessly. Collaboratively. Together.

That's why we are #ImpactFamily!



Social Media Stories

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

Stacy Rochfort Delisle is with Kate Rochfort Saunders at Loyola University Maryland.
June 18 at 5:37 PM · 📍

Cousins.
Future UHS Hawks and future THS Generals cheering on their respective teams at the high school boys' lacrosse championship. At the same place their G-Dad played lacrosse. On Father's Day weekend ❤️ #cousins #laxlife #missyoudad



68 7 Comments

Stacy Rochfort Delisle
June 21 at 11:46 AM · 📍

Congratulations to Mark and Elaine!! It's a GREAT day to sell a house!!

JUST SOLD!



3233 Stone Barn Drive Urbana, MD

multiple offers! over list!

STACY DELISLE REALTOR

Stacy Delisle, Realtor
June 21 at 11:43 AM · 📍

It's a great start to the week!! Congratulations to the Mark and Elaine K on the sale of your GORGEOUS Villages of Urbana townhome!! Many thanks to MaryLou Papara Fisher, Vincent Petrolle, and Lawyers Signature Settlements, LLC for a wonderful transaction! #... See More

Carole Longstreth McKee, Annie Main and 8 others 1 Comment

Like Comment Share

Eric Verdi
Woooooohooo. Congrats 😊 another smooth settlement

Stacy Rochfort Delisle
7h · 📍

Red/White/blue charcuterie for the win 🇺🇸 #merica #fourthofjuly #FOJ



Josie Lavinia Medwick, Sherry Kennedy Bombich and 38 others 12 Comments

Stacy Rochfort Delisle
June 14 at 7:21 AM · 📍

Monday morning as are for board games ❤️



Carole Longstreth McKee, Sherry Kennedy Bombich and 8 others

Stacy Rochfort Delisle
June 26 at 3:12 PM · 📍

For your weekend ❤️

BE THAT PERSON WHO ROOTS FOR OTHERS. WHO TELLS A STRANGER THEY LOOK AMAZING AND ENCOURAGES OTHERS TO BELIEVE IN THEMSELVES AND THEIR DREAMS.

STARCHILD.COLLECTIVE @fullspiritquotes

64 3 Comments 5 Shares

Melanie Elizabeth is with Jennifer Carnahan Weidling and 3 others.
June 25 at 4:21 PM · 📍

9 kids, 2 fifth grade graduates, a whole bunch of chaos, field trips, laughter, tears and fun... 1 year we will never forget! Thank you to these ladies for doing life with us this year! Happy end of the school year 🥰 #peaceouthomeschool



28 7 Comments

Stacy Rochfort Delisle is with Melani Drummer.
June 16 at 12:06 PM · 📍

Congratulations to these amazing sellers!!! Can't wait to see what is next for your amazing family in the next chapter ❤️



SOLD!

5506 Young Family Trail Adamstown, MD
Multiple offers; Over list price!

STACY DELISLE REALTOR

Stacy Delisle, Realtor
June 16 at 12:04 PM · 📍

CONGRATULATIONS to the Drummer family! This precious family is going to be so sorely missed... but seeing what is next for you all makes my heart glad! ❤️ Thank you for allowing me the joy of serving you in the process of selling your home!

Stacy Rochfort Delisle is with Spencer Delisle and 2 others at Minnewaska State Park
June 28 at 11:54 AM · Kerkonkson, NY · 📍

Beautiful hike this morning!!!



53 2 Comments

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Or Call/Text to 301-646-9625

Testimonials from *Magnolia Monthly* Members...

"HIGHLY recommend working with Stacy Delisle at Impact Real Estate! Selling a home is a stressful experience and we had several unexpected setbacks, but Stacy took every one in stride, guiding us to the next step. She was calm and professional, a wealth of knowledge and experience, and she made the process as painless as possible. Ask Stacy to help you with your home sale or purchase, you will not regret it!" ★★★★★ ~ The Cole Family

"5 stars for Impact! We purchased our forever home using Stacy Delisle and we could not have been more pleased with our service. Stacy flawlessly led us through intense negotiations which landed us the contract and eventually to closing on our new home! She was incredibly professional, detail oriented and very responsive during the process. She was knowledgeable about the market as well as the Frederick area in general. We recommend Impact and Stacy with great enthusiasm!" ★★★★★ ~ The Zmuda Family

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