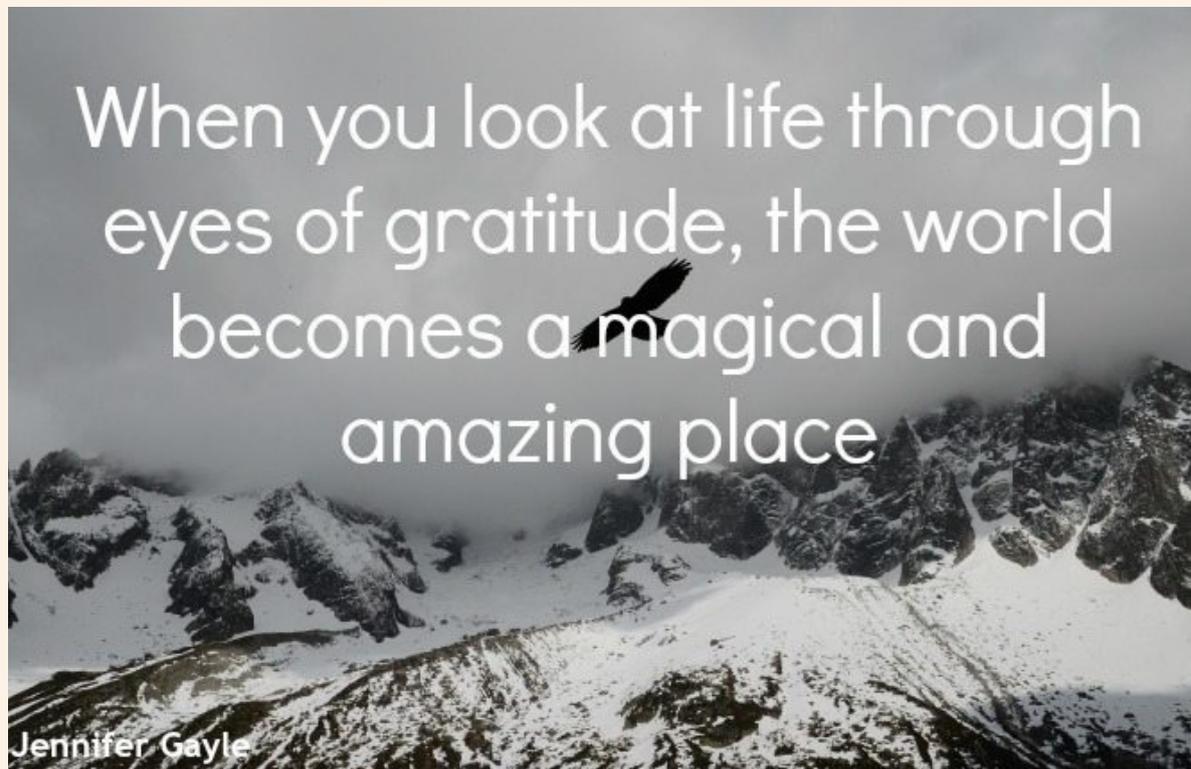


MAGNOLIA MONTHLY

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 THIS ISSUE:

SHE SMELLED THE RAIN P. 1-3
 NOVEMBER BIRTHDAYS P. 4
 FAMILY FUN ZONE P. 4
 STORY FROM THE STREET
 SOCIAL SUMMARY P. 7

"SHE SMELLED THE RAIN"

...ON GRACE AND GRATITUDE

She crouched down at the base of the window early on Tuesday morning. Sun's light had yet to penetrate the dark of night, although the clock was clear that dawn was soon coming. Rain's gentle sound soothed her senses... and her soul.

I rolled over and asked, "Ellie... what are you doing?" And with a deep inhale she quietly said, "I'm smelling the rain. It's so good."

Immediately struck by her perception, I listened quietly. Breathed deep.

It was soul cleansing.

Ellie has always been a bit of an “old soul” with wisdom beyond her eleven years. On that particular morning, though, she gave voice to something... an idea... a lesson... that I pray she will carry with her all the rest of her days.

The rain is good.

Nostalgia’s memories flooded my senses. 13.1 miles run on Frederick’s streets...not only through puddles, but with them forming right in my shoes. Umbrella forts in summer’s downpours. Tin roof tempos in our summer camp cabins.

The fragrance of cleansing. Earth’s drink after its depths had run dry.

And if we’re honest, we can be a lot like that. Running on empty. Running dry. We need the rain.

So often, though, rain is often thought of as the “storms of life.” We acknowledge that it takes both sun and rain to make a beautiful rainbow... but implicitly, the rain isn’t as favorable as the sun.

But the rain is good.

 Though I haven't written there in quite some time, I used to keep a blog. There, I shared my heart on so many things. Several years ago, I wrote a post that I want to share. Ellie's thoughts last week made me think of it, and I promise this will all come together.

Because the rain? Sometimes, we are standing in the thick of it.

November 25, 2015...

I have re-written this post countless times in hopes that these words would find just the right balance of truth, grace, and hope.

Because the thing is? The holidays can be really hard.

They come every year. And those who are well acquainted with grief have come to learn that the holidays always bring with them waves of emotion. Complex emotion. Co-existing yet polarizing emotions.

Still, the unwritten expectation remains:

Smile. Just be glad for what you do have.

Look around you... this is a time to be happy.

If I am going to be honest, in the seven holiday seasons since losing Isaac, including last year's first round of holidays after very suddenly and horrifically losing my Dad, there have been years where managing both my grief and others' expectations has felt almost impossible to bear. And I have a feeling, I'm not the only one. So as Thanksgiving prepares to dawn, I wanted to share my heart on a couple of things.

Recently, some of you reading have experienced great loss. The loss of a job. A marriage. A friend. A parent. A child. You've wondered how you are going to even put a nice meal on the table tomorrow. You've wept by a graveside, longing for more time... or even any time at all.

Others of you have experienced unwanted gain. A diagnosis. One of a friend. A family member. Or even your own. You wonder if your will get to spend next Thanksgiving with that person you hold so dear... or whether you may be here yourself.

The holidays have a way of doing that. They magnify everything. Everything. They magnify joy, and excitement and expectation. And they magnify sorrow and hurt and grief.

Our pastor shared this past weekend about the difference between being thankful and giving thanks. Most often, we think of giving thanks as the visible expression of a thankful heart... the action that occurs as an out pouring of feeling thankful.

But what about when you're in the thick of it? In the thick of the hard, the hurtful, and the horrifying... that heart-wrenching thing that won't seem to loosen its grip?

Give thanks.

1 Thes. 5:18 encourages us to "give thanks in all circumstances."

So, to those of you walking through the thick of it right now, whose heart may be heavy this holiday season... who wants so much to feel thankful, and holly and jolly... but perhaps you just don't. Give thanks. You may not feel thankful. And hear me when I say, that's ok. Or maybe you do... but it's thankful, and yet...

Thankful, and yet missing someone you love. Thankful, and yet scared for what next Thanksgiving may look like. Thankful, and yet sorrowful.

Give thanks. Find that thing. Even if it's just one... and utter words of thanks. It likely won't make everything better... or maybe anything at all.

But those words of thanks? They are words of hope.

Because He who has promised is faithful. Always.

This Thanksgiving, and in the Christmas season to follow... let's be gentle with one another, uttering words of thanks as much as we can, and extending grace whenever possible. And even in the thick of it, give thanks in all circumstances.

My daughter smelled the rain... and said that it was good. Because it is.

So which will we choose? Will we breathe deep the rains in life, carrying all that they are, allowing them to water our souls? Giving ourselves and one another the grace to "be," and will the eyes of our hearts choose to see and be grateful in the midst of them... and even for them?

Smell the rain. Extend grace. Be grateful in all things... always.

Stacy

Family Fun Zone!

November Word Search

Gratitude

V E T M N E Z H B L U F E T A R G Z P P N D S J
 N Y V Q X E H V K L X I X O K J C B N M M D L G
 D F N J P S B N K Y F L D N I K S M P Q N P I N
 C L T G G T R V Y Y K Q B D X A C N W E A W D I
 E V J I E E U F R J U T N A T P C N I B E T E R
 N L A Y C E Y A M N B Y E I A H G R X U T K E E
 W B L C B M M E E N R U S V S Q F C P K A E D E
 X C M Y K Y U Q W J W F D S D U D E O W I S D T
 X W Z H M N C C B J A I S E U O E I F T C U O N
 T F I G E R O A O C P E T C G D A I J B E Y O U
 X K T V G R B W T M N K S H U I L I Z U R T G L
 B A X A A Q V I L I P I D T A U L D T O P R Q O
 R C A F R K O W P E P L I C F N A B B X P V F V
 H J T L U N J P T G D T I Y Y X K B O Y A U B G
 S F F D O T A G G C A G O M C T R F T K S M L L
 C R A O C H S N H R W J E O E J S C U H P N U E
 H Y X M N C I I G P C K M E J N E E A L X F F T
 C U L N E V E K O L G P X U A P T R N C C H T G
 F A S P O A I E O K A C O G S Y I F B O K J H G
 X X R L V X I Y F S I A U E L N F J S B H K G N
 G Q J I A H A H S T L N R I G Q E G Z Y Z S U Q
 C T B Z N L Q I E B L Z M P Q J K E N J L D O H
 W Y J O T G O D A R G A S G Y O A N A Z N M H G
 S J Y Y T N Z H K W F X Z H A D A F K K V D T O

- | | | | | |
|-------------|--------------|--------------|------------|------------|
| acknowledge | appreciate | caring | compassion | compliment |
| encourage | esteem | excited | family | friends |
| gift | good deed | grateful | gratitude | happiness |
| honesty | joyful | kind | loving | loyalty |
| obliged | respect | satisfaction | sharing | thankful |
| thoughtful | volunteering | | | |

November Trivia

Question

Q: What color is a Welsh Poppy?

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!!

October Question and answer:

Q: Globe and Jerusalem are types of what?

A: ARTICHOKE!

Congratulations Jacob Delisle!



HAPPY BIRTHDAY!!



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

Hadassah Shullenbarger	11/1	Emma Ingram	11/21
Galilee Shullenbarger	11/2	Aimee Rogers	11/23
Shawn Clark	11/6	Mason Carr	11/23
Ben Stauffer	11/7	Jamie Amato	11/24
Corinne Hostetter	11/10	Jason Weaver	11/24
Lisa Mitchel	11/10	Patrick Hoffman	11/25
Anthony Valloric	11/10	David Decker	11/29
Garrett Guard	11/18	Scott Melson	11/30
Olive Medovoy	11/20	Scott Mitchell	11/30
Robert Grove	11/21	Verity Downs	11/30

STORY FROM THE STREET...

Not Our First Rodeo-- Impact's Documented Approach

His phone rings at 7:04am with a familiar voice of a local realtor on the line. Yes, You read that correctly. 7:04am... because Real Estate at Impact NEVER sleeps!

"What do we have to do to keep [address hidden because it hasn't settled yet] from going on the market on Thursday? Are the sellers open to a pre-market offer?" the agent on the other line asked Eric about one of his recent listings.

As Eric shared this story, I know where it is going because this isn't the first time that a potential buyer has wanted to buy a home - sight unseen - from all of the strategies that Impact has in place prior to ACTUALLY putting a home for sale.

The agent asked, "If my buyer makes a 'Godfather' offer, will the seller accept before anyone else has a chance to view?"

What's the 'Godfather' offer you ask?

It's an offer that you can't refuse.

At Impact, we have in-depth discussions with our clients about our documented approach... an approach that has helped 223 sellers since Impact opened its doors in 2017... an approach I have watched from both the outside looking in, and one that I have been able to study more in depth and thoroughly implement.

We ask about our sellers' desired result, and then we work to strategize a plan to achieve that result. Some sellers want to stay in their house after settlement. Others have a house they want to buy, and they want to speed up the process. For them, the bottom line isn't the most important factor. Some just want a quick, no-hassle sale. Some don't want 42 people going through their home when they are living there and want to restrict showing access. Others want the MOST profit.

We enter all of that into our massive computer at the office and then it spits out the best strategy for THAT client.

Just kidding, we don't have a massive SALES MACHINE at the office that tells us what to do. That would be too easy :)

What we DO have is twelve agents with over 110 years of comprehensive experience available to us... to collaborate and discuss how to BEST serve EACH client.

You see, Impact Maryland Real Estate is not some franchise where all we care about is the number of agents we have and the number of transactions we close. We don't have any sales goals or quotas. Because when you have goals and quotas as the main focus of the business then THAT is what each agent is focused on. Consequently, the client is treated like a number and a quota.

And our clients are ANYTHING but that.. and our clients are SO much MORE!

At Impact, we are client-centered where our decisions and advice are grounded in what is best for YOU! And what is best for YOU might not be the best for another client. Because we don't have any office quotas, then we can serve our clients like people. Like family.

Our advice to every client is the same advice that we would give our brother or sister or aunt or uncle or even our grandmother. Because we TRULY believe in our client first approach.

Even though our documented approach is wildly successful for our clients, it is a two-way street. If the client doesn't trust our advice, then like an 18-wheeler going down one of those mountain ranges on 70 west towards Deep Creek Lake with faulty breaks... things can get UGLY really quickly.

Back to the 7:04am call. Eric had already talked to his client about how offers work and the offer review strategy. They talked about pricing of the house and our push vs pull strategy. They tossed around all sorts of ideas, like: Do we set an offer deadline? Review as they come in? Do we wait for one offer and then do a deadline?

What if the offer is a 'Godfather' offer, do you just accept it?

These are ALL discussions that had taken place in the six weeks of preparation in getting the home ready to sell.

The seller makes EVERY decision; we just provide the scenarios and then from each scenario, we outline the positives and negatives for each decision that is made.

We knew that it was important to this seller, because they had a young child, that they were willing to do EVERYTHING that our designer, Adrienne, and Impact suggested to maximize the profit. Impact went out to the house 5 times during the process to check-in on everything and to make sure no detail was overlooked.

Then comes 'game week' as we call it.

This is when we bring our photographer - who is THE BEST - Annie in for a photo shoot. And, on this project, we brought Michael DeMattia in for a video/drone tour of the property.

Once the marketing was complete, we started to slowly drip the property story (both visually and in written form) out to the public through our various media channels.

This is all systematic and has proven results for clients.

The feedback was immediate and stunning as buyers started to inquire and schedule showings for the following weekend.

But that 7:04am call was different.

This agent's buyer didn't want any competition for the home. He wanted to 'lock it up' before it even hit the market. He was confident this was 'the one' just from the pictures, the video, the staging, and ALL the marketing and preparation Impact and the sellers did prior to listing.

The offer was received, and the sellers were BLOWN away by the interest and the offer.

After a short period of negotiations, the 'Godfather' offer was accepted.

The weeks and weeks of preparation and planning paid off. And the best part? Impact told the sellers that they had to leave their house for the first weekend on the market because selling a home and having dozens of people through your home is ROUGH... so NOW they didn't have to leave!

The opposite can ALSO happen...

Because this is YOUR home and we are cognizant of this fact, all we can do is make suggestions and offer advice based on our documented approach and the 110+ years of experience that we have and our collaborative effort within our #ImpactFamily... Ultimately, you get to choose what is done with your house and what you allow us and our team of experts to help with.

We can explain the benefits of a Push vs Pull pricing strategy. We can explain the psychology of a pricing strategy and why we might 'suggest' pricing a house at \$679,997 vs pricing it at \$700,000. We can explain why in one situation we suggest the first option while for another house we might suggest the second.

We recently had two other clients who listened to EVERY suggestion that we had getting their house ready; but when it came time for pricing, one listened and took our advice and the other one had their own pricing strategy in mind.

We tell ALL our clients: this is your money and you home. We work for you! This is entirely your call. You can ask our opinion on anything, and we will give you what we believe but EVERYTHING is up to you. Simply put: we want to serve you well.

The first house ended up with multiple offers and getting escalated \$70,000 OVER list price. They took our push strategy approach.

The second house. We made suggestions but they chose their own price. Unfortunately, you can do everything right with the designer, the painter, the cleaners, the staging, and the photos. But pricing strategy is also a KEY factor in selling.

The result: Very few showings. Over two weeks on the market without an acceptable offer and now we are staring at a price reduction. We now have to 'flip the script' and try to price accordingly to push an offer back up to their desired range with a house than active and interested buyers have already seen, so now they have a 'stale' house.

But don't worry in our 110+ years we have dealt with this many times and we will overcome this hiccup and still get great results for our client.

When we tell you we've got you... What we mean is we have a plan for EVERY scenario that comes up in a transaction. We might not always know the best way immediately, but our resources and our experience will guide you the best we can through any scenario.

Not everyone gets the 'Godfather' offer, but EVERYONE gets treated like FAMILY at Impact!

Social Media Stories

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

Stacy Rochfort Delisle is with Eric Verdi and 11 others.
5d · 🌐

This beauty just hit the market this afternoon!!!

Stacy Delisle, Realtor
5d · 🌐

What's happening on this beautiful Friday? A gorgeous home listed with [Josie Medwick, Realtor](#) hitting the market!! Superbly situated, tastefully updated, and ready for you to call it home 🏡❤️

4 🏠
3.5 🏠

... and so much more!

<http://www.3304tudorcourt.com/>



3304TUDORCOURT.COM
www.3304tudorcourt.com

News Feed Groups Pages Events Notifications Menu

Stacy Rochfort Delisle
Nov 3 · 🌐

Mid-week motivation... [#bekind](#) [#livegenerously](#) [#lovewell](#)



Janelle Derr Wilson and 20 others

Like Comment Share

Stacy Rochfort Delisle
Nov 5 · 🌐

"Mommy... I wanted to get up and have Bible study, too." ❤️❤️❤️ [#firstthingsfirst](#) [#startyourdayright](#)



Eric Verdi and 65 others 7 Comments

Like Comment Share

Stacy Rochfort Delisle
2d · 🌐

Poms banquet fun!! Such a great season!



Eric Verdi and 68 others 4 Comments

Like Comment Share

Stacy Rochfort Delisle
Nov 2 · 🌐

Fall mornings are French toast mornings....
[#welovebreakfast](#) [#hotbreakfast](#) [#startthedayright](#) ☀️



95 34 Comments

News Feed Groups Pages Events Notifications Menu

Stacy Rochfort Delisle is with Spencer Delisle and 2 others.
Nov 6 · 🌐

Double date night! [@stumpysfrederick](#) for the win!



54 5 Comments

Like Comment Share

... 'til next month...

MAGNOLIA MONTHLY

REAL LIFE. REAL ESTATE. ALL THINGS LOVELY.

3295 Prices Distillery Rd.
ljamsville, MD 21754
240-815-0890



For Inquires AND Referrals contact:

stacy.delisle@gmail.com

Or Call/Text to 301-646-9625

Testimonials from *Magnolia Monthly* Members...

I highly recommend Stacy Delisle at Impact Maryland. She helped ensure that our transaction went smoothly from our first look at the property to the final signature at closing. You can count on Stacy to act passionately, ethically, and professionally in her advocacy for her clients. Stacy is a THE best! ***** The Neuheisel Family

As first time home buyers, my husband and I had a fantastic experience with Stacy and Eric at Impact. They were really helpful and taught us a lot about homes and home ownership throughout the process. They were also really patient and never pushed us to make decisions we weren't fully comfortable with. Stacy and Eric recommended the best home inspectors and showed up at every step of the process to add their support. We felt like we could trust and count on them and we are VERY happy with our new home. ***** The Fatima/Siddiqui Family

This newsletter is intended for entertainment purposes only. Copyright 2021 Magnolia Monthly. This information is solely advisory, and should not be substituted for medical, legal, financial or tax advice. Any and all decisions and actions must be done through the advice and counsel of a qualified physician, attorney, financial advisor and/or CPA. We cannot be held responsible for actions you may take without proper medical, financial, legal or tax advice.