

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:

AND THE SOUL FELTS ITS WORTH P. 1-2
 WINTER WORD SEARCH P. 3
 DECEMBER BIRTHDAYS P. 4
 FAMILY FUN ZONE P. 4
 STORY FROM THE STREET P.5-6
 IMPACT CLUB UPDATE P. 7

"AND THE SOUL FELT ITS WORTH"

My favorite Christmas carol of all time is "O, Holy Night"... specifically when sung by Josh Groban.

There's something about the melody that I find incredibly beautiful; and over the last few years, I have become more captivated by the lyrics.

Long lay the world in sin and error pining,

Till He appeared and the soul felt its worth.

When was the last time your soul felt its worth? It's true worth?

This Christmas season, if there is one thing I would want you to know it is this:

Your soul is of great value and immeasurable worth.

So much so, that over 2000 years ago, God began his redemptive plan for humanity... for your soul and for mine. On this night, Love came down... leaving His heavenly throne, and made his way humbly into our world as tiny baby in a manger whose name is Jesus...to walk among us sharing a story of hope and redemption, and to ultimately give up his own life for the sake of ours.

For the souls of those who feel insignificant... Love came down.

For the souls of those who feel too broken to be fixed... Love came down.

For the souls of those bound by addiction... Love came down.

For the souls of those who feel burdened by shame... Love came down.

For the souls of those whose lives feel shattered by heartache and pain... Love came down.

For the souls of those whose life outside the womb was far too short... Love came down.

For the souls of those who have been conceived, but have not yet been born... Love came down.

Because of the person of Jesus Christ, your soul is of immeasurable worth.

It is the presence of Jesus that illuminates our soul's true value.

If you want to know what your soul is truly worth, cast your gaze upon Him... know Him... and allow Him to bring His heavenly peace.

There is no soul that is insignificant... and that includes the souls of little children who have yet to be born. A person's soul doesn't just gain significance once they are born; a person's soul has eternal significance and worth from the moment of conception as he or she is being uniquely created in the womb in the very image of God.

It is my sincere hope and prayer this Christmas season that you would know your soul's true worth. That you would know that your soul is of immeasurable value to God... so much so that it was purchased at a great cost. And I pray that this year, the good news of Christmas would bring you hope.

A thrill of hope, the weary world rejoices
For yonder breaks a new and glorious morn.
Fall on your knees!
Oh hear the angel voices!
Oh night divine!
Oh night when Christ was born!
Oh night divine!
Oh night, oh night divine!

Stacy

Winter Word Search

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

JACK FROST

SLEIGHBELLS

TUBING

SNOWBOARDING

BAKING

FREEZING

MITTENS

SNOWFLAKE

SCRAPER

SALT

BELOW ZERO

COLD

BLIZZARD

FISHING

SLIDING

SNOWBALL

HOCKEY

SKATING

SKIING

PLOW

ICICLE

DRIFTS

SNOWMOBILE

FLURRIES

GLOVES

JACKET

SCARF

BOOTS

SNOWMAN

SNOW

Family Fun Zone!

December Sudoku

December Trivia

Question

Q: Which animal symbolizes good luck in Europe?

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!!

November Question and answer:

Q: What color is a Welsh Poppy?

A: Yellow

Congratulations Taylor Cole!

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



HAPPY BIRTHDAY!!



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

Rod Vasquez	12/1	Joey Delescavage	12/12	Justin Cole	12/18
Zara Sesay	12/3	Molly Ganley	12/13	Joel Chaffman	12/19
Benjamin Clark	12/4	Michael Veirs	12/13	William Desantis	12/19
Lisa Carell	12/4	Dominick Shifaraw	12/13	Jason Ingram	12/21
Lisa Carr	12/4	Jessica Shullenbarger	12/15	Sebastian Paulus	12/23
Jen Weidling	12/5	Chandler Richards	12/15	Ken Radford	12/24
Melani Drummer	12/5	Grady Richards	12/15	Tate Bailey	12/24
Cody Blickenstaff	12/6	Carole McKee	12/15	Jacob Delisle	12/28
Brooklyn Weidling	12/6	Jen Richards	12/16	Brendan Harman	12/29
Wilson Saunders	12/6	Charlotte Cole	12/17	Cary Fellows	12/30
Alicia Graves	12/9	Greg Duncan	12/18	Taylor DeGirolamo	12/31
Jalisa Wolf	12/11				

STORY FROM THE STREET...

Relationships Matter... {Success for the Long Game} by Eric Verdi

Life and Real Estate aren't that different after all. You have friends you can count on, you have family that you can count on. You know the one... that if you text or call them and ask them to do something - maybe an event, a dinner, a happy hour, a game - that they are ALWAYS there for you with bells on.

The one.

When you are having a bad day, the one you can reach out to and they are always there with an encouraging word or just there to listen and provide a shoulder to cry on.

Then we have those friends that are only there when THEY need something. You can call/text and they will go days without responding and then all of a sudden POOF, When they need something, it seems like they come back to life and blow your phone up.

Let me tell you a little secret about Real Estate.

Most real estate agents and brokerages only refer business to those companies and individuals where they receive something of value in return.

What this looks like in the real estate world is maybe a lender will pay for an agent's Zillow marketing. Or a title company incentivizes a brokerage for sending settlements their way.

Real Estate is VERY much a hub-spoke model as there are so many ancillary businesses that are involved in a real estate transaction.

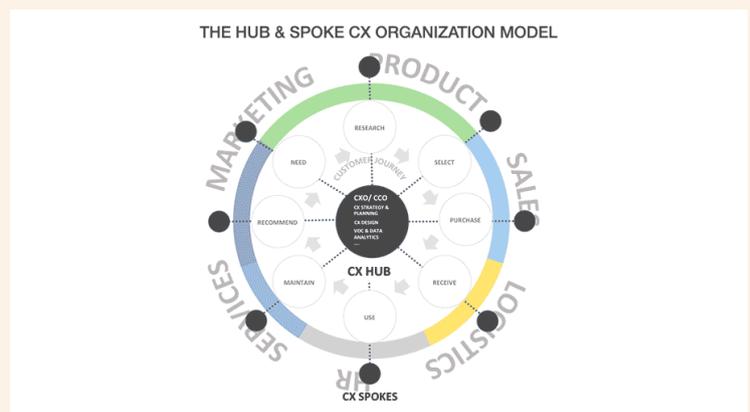
The client - the seller or buyer - typically doesn't have the time or the knowledge to have relationships with the 20+ industries that revolve around a home sale/purchase so, in most instances, the real estate agent plays a key role in coordinating most everything.

There are the big - known industries. Realtor, Lender, Title Company, Insurance Company. Then, there are the other businesses that support real estate Although they might not be needed on EVERY transaction, they are needed more than you know.

From a Pest Inspector to a Home Inspector, Septic, Well, Radon, Mold and Chimney Inspectors to Structural Engineers, Home Warranty Companies, and Property Managers.

To relationships at local counties and jurisdictions. Then we have the supporting trades that might need to get involved with Stagers, Designers, Painters, Drywall contractors, Landscapers, Trash Removal, Movers, Hardwood Flooring company, Tile installers, Carpet/Vinyl/LVP installers, Carpet Cleaners, House Cleaners.

And what about the trades?



Plumbers, Electricians, HVAC contractor (then if you have a boiler instead of a heat pump), Roofers, Siding guys, Concrete Company, Paver Company, Fence installers.

And at the center of this is the client...

Does that client have all of the necessary contacts?

Most of the time the answer is NO. But the real estate agent, if they are good at what they do, they have a network of people that are there to help clients.

At Impact Maryland Real Estate, we have – what we believe – is THE BEST network of contacts for our clients.

And, our little secret...

We don't ask our network for money for the referrals of our clients.

Impact agents are in this for the long haul, and we learned something a LONG time ago. That 'Professionals Focus on the Relationship, while Amateurs Focus on Sales...' and our relationships with our clients are our priority #1. And, our relationships with the supporting companies and business is #1A. We know that if we take care of our clients, protect our clients, and help our clients then our clients will 'take care of us.'

What does that mean? Let me be clear.

First, at Impact, we don't have relationships with anyone because we receive money, referral fee, kickbacks from our vendor partners.

What we receive is INCREDIBLE service for our clients.

When our clients water heater busts, or recently we were on a home inspection with one of the

inspectors that our clients use he said to us, 'Hey I don't have any water in my house, I think my well pump is shot, who is the plumber you use?'

Keep in mind that this inspector LITERALLY works with hundreds of agents locally. He, better than most, 'know the game' and that he knows how Impact works and if we refer someone in our 'Vendor Network' to anyone that we do it for one of 2 reasons: They are really good at what they do... and... they take excellent care of our clients.

We gladly referred Shelton Plumbing to our inspector and told him to make sure when you call that you tell them that Impact referred you. When we circled back a couple of days later to check on things our Inspector couldn't thank us ENOUGH because Shelton diagnosed the problem – it ended up being a simple fix – and he took care of the issue seamlessly.

Did we get anything out of this?

Nope. But our Vendor Client got some business. And our friend got EXCELLENT service and results. Know that at Impact, we are in this for the long game, and while it might be nice to get a few hundred dollars from a Stager for referring a client we would MUCH RATHER have a happy client/ a raving fan that in the long run will do business with us again AND will happily refer business to us.

And we do the opposite of most...

In fact, instead of asking our Vendor Partners for 'things' we shower them with love and admiration. We recently hosted a Vendor Appreciation Party at our Westview office for our great Vendors. We had a lavish spread and a few cocktails for them, just as a Thank You for taking wonderful care of our clients.

As you read this, know that we appreciate YOU, whether you are a vendor, a client/friend that our #ImpactFamily loves how you support us and all that goes on in our crazy real estate world.



Impact Club Update

Event #20 – We go to Kindergarten!

The sleepless nights. Getting up in the middle of the night to feed. The constant change of dirty diapers and feeding every 3 hours.

Remember when they started crawling. First swaying back and forth on their knees. Then progressing to scooting backwards. And then crawling around the floor pulling themselves up on wobbly legs and falling on their butts. Then finally pulling up and gingerly letting go of the coffee table for just a second before grasping the safety and security of the table again.

To the first steps and falling down.

Then the first real steps. And then there is FREEDOM of movement. However, you must monitor all the moves to make sure they safely move around the room without injury. Then walking, talking, learning to read, every day is a new adventure.

And you blink and they are off to Kindergarten. Then you blink again, and they are in middle school. And another day goes by, and they are graduating and moving out of the house.

ImpactClub® Frederick just finished our first 5 years of life. This journey has had ALL of the above.

The sleepless nights. The worry about if we will get any members. The first steps and first event, which that memory is etched in stone for the 182 BEAUTIFUL founding members of ImpactClub® Frederick.

We can't tell you the amount of planning and the details that go into each event. That first year, the first 2 years really, it is like planning a wedding EVERY event.

Then we had the flood of May of 2018 where it was literally raining inside of The BlueSide Tavern, our partner venue for the first 3+ years.

Then the abrupt closing of The BlueSide left us scrambling for a new venue.

Idiom opened their doors, Mike – the owner, and Lindsey – manager have been nothing short of spectacular in allowing ImpactClub® Frederick to come in quarterly to have our events. Even during COVID, we were allowed to come have the events at COVID (within proper protocol) and simulcast the event to our members.

Our recent event was on Tues Nov. 16th and SOAR, a 2-time winner, walked away with \$33,100 for a 5-minute presentation.

Since the birth of ImpactClub® Frederick, we have donated \$555,300 to 20 local charities.

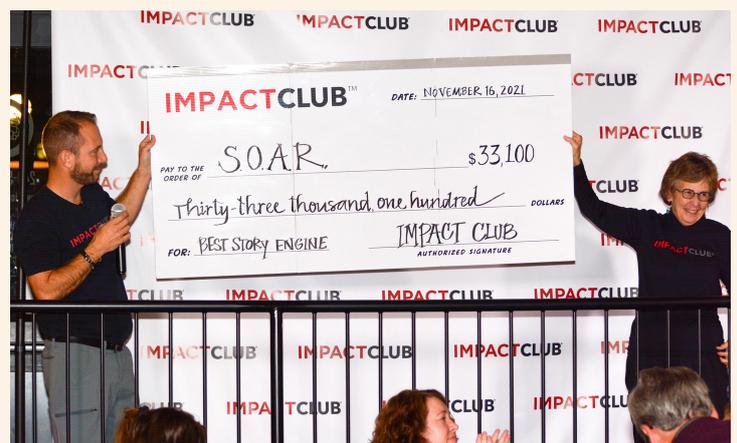
We didn't get to \$555,300 overnight and it definitely hasn't been easy.

Just like a newborn growing. There have been bumps and bruises. Sleepless nights. Falling down when we looked to stand. First steps. Now we are growing up.

ImpactClub® Frederick isn't going anywhere, and you know why?

Because Frederick is one of the most amazing communities, I have ever seen... The support and commitment to 'making an Impact' for our community is incredible.

As we embark on our 6th Year and events 21-24, we would love to increase our membership from our current 336 members to over 400 members. Love to have you join at www.ImpactClubFrederick.com



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Or Call/Text to 301-646-9625

Testimonials from *Magnolia Monthly* Members...

"If you're reading this review then there's no reason to look any further. The numerous 5 star reviews speak for themselves. I'd just add that something I neglected to consider when first meeting Stacy was how well connected and rooted in the industry she was. The level of expertise and quality of service provided continued not only with the sale and purchase of our new home, but with every referral. Stacy taught us that experience is the best teach but charges the highest fees - don't learn the hard way, Stacy is the only choice! Stacy, you're a ROCKSTAR! Thanks a million times over for making our dream come true. No amount of words could do you enough justice." ***** The Berning Family

"Stacy and her teamed came up with an excellent plan and marketed my house efficiently and expertly. The result was a sale within one day for considerably over the asking price and with no contingencies. The sale went seamlessly. I recommend her highly!"***** The Katon Family

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