

THE MONTHLY SNAPSHOT

with Sean McGrady



IN THIS ISSUE

VICTORY FROM THE FIELD TO LIFE:
THE LESSONS OF JOHNS HOPKINS
LACROSSE
PG. 1-2

GAME TIME
PG. 3-4

FEBRUARY RIDDLE
PG. 5

BIRTHDAYS
PG. 5

MOVIE/TV SERIES OF THE
MONTH
PG. 5

STORIES FROM THE STREET
PG. 6-7

VICTORY FROM THE FIELD TO LIFE: THE LESSONS OF JOHNS HOPKINS LACROSSE

30 seconds left in the game.... Georgetown calls timeout to draw up a play for grad transfer Tucker Dordevic. With 5 goals today, he was their best shot to avoid an early season upset on Homewood Field.

Ball is place in the back left corner. Whistle blows.... the clock starts. Its now or never for JHU to stop the game-tying goal.

29..28..27..26

Tucker makes his move pushing top side to get to his dominant hand free for the shot. JHU plays it perfectly and double teams him forcing the rollback.

Turnover! Tucker throws it over the head of his teammate out of bounds!

Story Continued.....

It's a great day for lacrosse, and it's a great day to talk about life. Today, my favorite team, Johns Hopkins, took on the #3 team in the nation, Georgetown. JHU emerged victorious with a final score of 13-12. While this might seem like just a game, it holds a much deeper meaning for us all.

The win by Johns Hopkins today serves as a powerful reminder of the resilience and determination that exists within us all. Just like the team, life will throw us curveballs, and it won't always be easy.

But it's how we handle those curveballs that truly defines us. Are we going to give up, or are we going to keep pushing forward?

When you work hard and succeed, it's a feeling of satisfaction like no other. My goal is to help guide my clients through the ups and downs of the market, and to support you in your journey to success.

Think of me as your personal coach, leading you down the field, and helping you score the real estate goal of your dreams. I'll be there for you every step of the way, offering guidance, knowledge, expertise, encouragement, and support.

Real Estate transactions have it's own battles, they are not always sun shine and rainbows en route to the closing table. Lets expand on one: Home Appraisals.

My job is to be a crucial asset when an appraisal comes in lower than expected on a home. I will can provide insight into the reasons behind the low valuation, negotiate with both parties to find a mutually acceptable solution, and manage the expectations of all parties involved. By doing so, I can help to reduce tension and ensure a satisfactory outcome for you.

Just like Johns Hopkins, I'll help you push through the tough times, and celebrate the victories when they come.

So, let's take this victory by Johns Hopkins as a lesson in life. Let's remember that success doesn't come easy, but it is worth fighting for.

Let's never lose sight of what we're working towards. Whether it's in lacrosse, real estate, or life, let's keep pushing forward, and let's keep believing in ourselves.

Here's the thing, life is unpredictable, and the real estate market is no different. But no matter what comes our way, I am here to help you navigate it. I am here to help you find the home of your dreams, or to sell your current home with a seamless transaction.

I won't stop until we reach our goal together, with a pleasurable experience to look back on.

Just like Johns Hopkins, let's never give up, let's always strive for excellence, and let's always believe in the power of a winning attitude.

Who knows, maybe one day we'll all be raising the trophy of success, just like Johns Hopkins did today.

So, let's make it happen, together. The IMPACT way.



In 2014 I attended the Johns Hopkins lacrosse camp. Absolutely loved every minute of it.

Don't Forget to Have Fun!

February Word Search

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

candy

winter

valentines day

February

second month

groundhogs day

amethyst

twenty eight days

Aquarius

super bowl

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



Color to your liking!

FEBRUARY RIDDLE

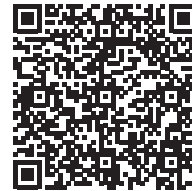
What is the longest word in the dictionary?

Last Weeks Answer: A Keyboard

****Everyone that texts, emails or calls in the correct answer by the last day of this month will be entered into a drawing for a \$10 gift certificate to Starbucks****

BIRTHDAYS!

Chris Pagendarm Feb. 11th
Jodie Tarnstrom Feb. 12th
Phil Lazo Feb. 14th



Follow link to join
the list moving
forward!

MOVIES/TV SERIES OF THE MONTH



This is an older movie that I really enjoyed watching. One of my favorite actors is Jason Bateman. Is a mystery/comedy that I highly recommend watching if you have not seen it!



HIGHLY recommend watching this series on HBO Max. It is a series unlike any other, with alot going on. The actors are great, and it will keep you on the edge of your seat, while holding back uncontrollable laughter.

STORIES FROM THE STREET

By: Eric Verdi

Stories from the Street is a series monthly articles using real life examples, told in 'story' format to give you knowledge of what actually happens behind the scenes of a Real Estate Transaction.

10 and 2... 10 and 2... That's what you are taught in driving school.

On a recent drive with Anthony, a 16-year-old, who has his learners permit and is just starting his navigational journey on the roads I was quickly reminded how EXPERIENCE matters.

Every decision is a new decision. Every experience is a new experience.

Sitting beside a new driver is stressful because although they might be COMPETENT enough and do a 'good enough' job at navigating the roadways, they lack the CONFIDENCE that comes through years of practice.

I had an 'aha' moment sitting in the passenger's seat watching and teaching.

Anthony isn't doing anything wrong BUT his driving doesn't leave me relaxed. And I was like –HMMMMMMMM – he has the technical competence to drive but doesn't exude the confidence needed to make those around him feel secure.

As I'm always thinking about work and real estate, I quickly came to an analogy.

There are thousands of agents out there. And although they may be competent, do they have the experience and confidence to navigate the perils of a transaction and get superior results for their clients?

Competence and confidence are two important qualities that play a vital role in personal and professional growth, especially when it comes to high-stakes situations like driving or real estate.

A 16-year-old driver and a seasoned vs. a new real estate agent are two examples that highlight the significance of these qualities and how they can impact outcomes.

Starting with the 16-year-old driver, competence refers to the drivers ability to operate a vehicle safely and efficiently.

This includes having a solid understanding of the rules of the road, safe driving techniques, and the ability to react quickly in

emergency situations. On the other hand, confidence refers to the drivers belief in their abilities and their willingness to take on challenges.

A competent and confident driver is more likely to make safe decisions, take calculated risks, and respond appropriately in emergency situations.

Similarly, in the real estate industry, competence and confidence play a crucial role in determining success. A seasoned real estate agent, for example, has years of experience and knowledge about the industry, the market, and the buying/selling process.

This knowledge, combined with their confidence, allows them to effectively navigate challenges and successfully close deals. On the other hand, a new real estate agent may lack the same level of experience and knowledge, but if they possess confidence in their abilities and a willingness to learn and grow, they have the potential to become successful in the future.

While competence provides the necessary foundation for success, confidence provides the motivation and drive to take on challenges and achieve success.

A balance of both qualities is key to personal and professional growth and success.

In the real estate industry, the difference between a competent agent and a confident one can make all the difference in the sale of a property. An agent who is just competent may simply put-up a for sale sign and wait for an offer, while a confident agent works to increase the value of the property for their client.

For example, a competent agent may take a straightforward approach to listing a property, providing basic information about the property, taking photos, and advertising the listing online.

They may not have the confidence or creativity to suggest improvements that could increase the value of the property, such as staging, decluttering, or minor renovations.

On the other hand, a confident (an **Impact Agent**) agent is proactive in their approach and works to add value to the property. They take the time to get to know their clients and understand their goals, and they use their knowledge and experience to make suggestions that will increase the value of the property.

For example, they may suggest staging the property to make it more appealing to potential buyers, or they may recommend a minor renovation to increase the value and appeal of the property.

Competence is essential in the real estate industry, but confidence can help agents go above and beyond to deliver the best results for their clients.

An agent who is both competent and confident will be able to increase the value of a property, effectively market it, and negotiate deals to their clients advantage.

We had a recent property that we knew needed Proper Preparation and Pricing along with timing on the market. Impact made a list of the improvements that included a FRESH new paint, new appliances, new faucet, a good deep cleaning, carpets professionally cleaned and Scientific Staging.

We STRATEGICALLY came up with a plan and presented to our sellers' and they immediately said – “We Trust You – Whatever you think!”

The trust was built from our EXPERIENCE and our Confidence that our documented approach WORKS! Do you think just a competent agent could get the sellers' buy-in? Nope.



You have to have experience. You have to have examples of the process. You have to have intimate LOCAL knowledge. And, most importantly, you have to have a team of experts to pull it off!

The result???

Well, we are under contract for \$20,000 more (7%) more than the most recent comp!

Watching Anthony drive, I know that he will gain experience and gain confidence in the driving process.

And at Impact, whether you have been in the business 6-months or 25 years we have a team of support at IMPACT to make sure we get the best results for the clients!!!

THE MONTHLY SNAPSHOT

with Sean McGrady

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



**FOR INQUIRES AND
REFERRALS CONTACT:**
mcgradysean0@gmail.com
or
301-473-2341

Sean McGrady, Realtor
IMPACT Maryland Real Estate
301-473-2341 (c) 240-815-0890 (o)
McGradySean0@gmail.com

★★★★★

Sean is an **AWESOME** realtor, with excellent communication and follow-up. He kept us informed every step of the way and made the home sale process easy and efficient. I highly recommend Sean if you are in the market for an honest and responsive real estate agent.

-Zillow Testimonial 2022

IMPACT MARYLAND REAL ESTATE 5300 WESTVIEW DR, STE 101 FREDERICK MD 21703
240-815-0890 WWW.IMPACTMARYLANDREALESTATE.COM

