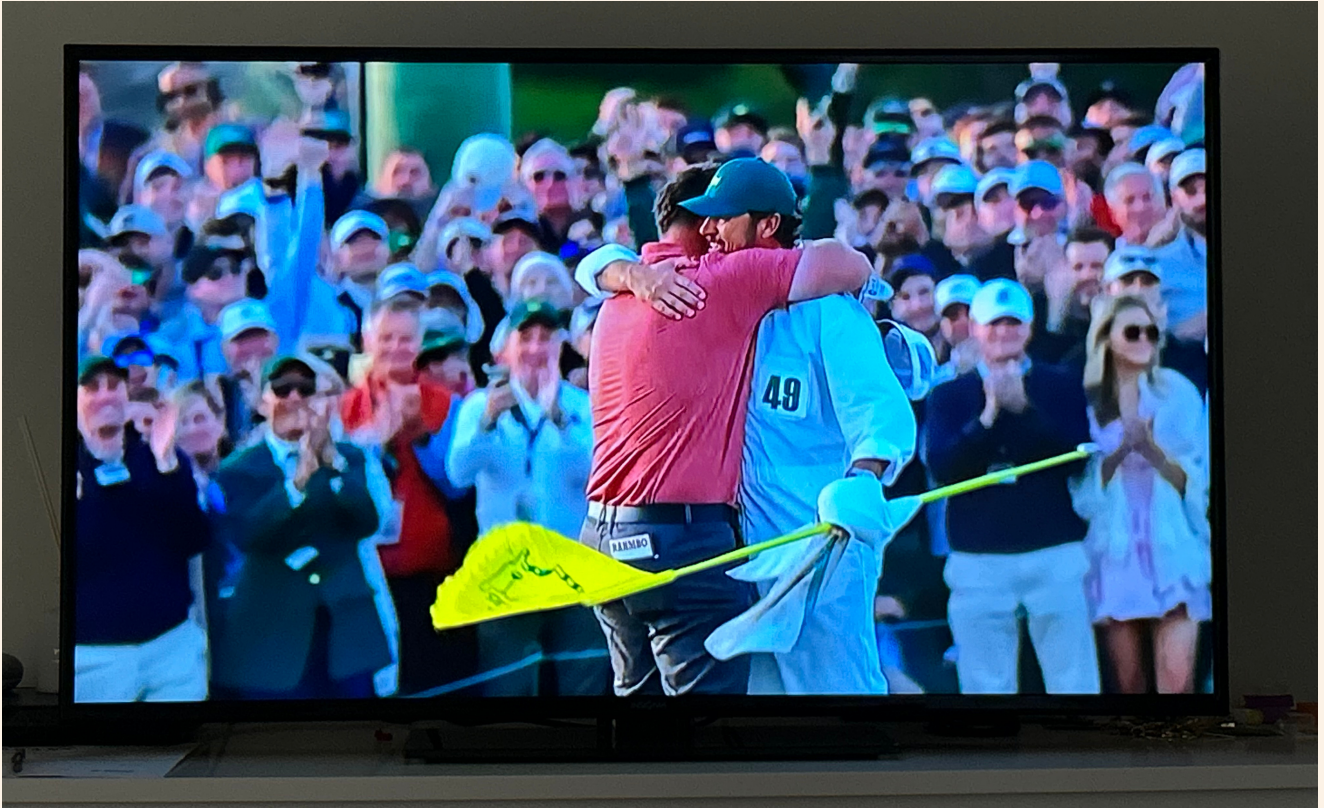


MAGNOLIA MONTHLY

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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I Get By With A Little Help From My Friends

About twelve years before I was born, two guys wrote a pretty catchy tune. You may have heard of them... John Lennon and Paul McCartney. ;) Their 1967 hit, featured on their Sgt. Pepper's Lonely Hearts Club Band album has been inducted into both the Rock and Roll Hall of Fame AND the Grammy Award Hall of Fame.

You may have heard of this song before, too... "With A Little Help From My Friends."

1960's hit turned common vernacular, part of what I think sent this song soaring to the top of the charts is not only its catchy tune, but its relatability.

Because all of us, really, get by with a little help from our friends. Or in my case, a LOT.

It's no surprise that I'm not really one to sit still. Sure, I love some down time to read, sip my coffee, or take a nap... but I love (and thrive) with a full schedule. I LOVE running my kids to practice. Attending their games. Having a work schedule that is different every single day... but always very full. I love that Spencer and I can sneak in a weekend away and that life for our kiddos back home doesn't really miss a beat. Sometimes, we divide and conquer.

Many times... MOST times... I get by with a little help from my friends.

The friends who help with carpools when I have to be two (or three!) places at once.

The friends feed our bearded dragons while we are away.

The friends who text me to remind me about an early release day from school, the PTA meeting, and the like.

The friends who send goofy memes to keep me laughing.

The friends who are co-workers and help with a showing, or uploading paperwork when my computer is being wonky, or get an offer started for me when I am out on the road.

The friends who text and check in on me and ask how I am really doing.

This past week I watched bits and pieces of the Master's tournament. I love the beauty of the course in Augusta. I love the crowds who have gathered. I actually hope to make it there in person some day.

As I watched the final round yesterday and Jon Rahm drive, chip, and putt his way to victory, I was struck by the influence of so many people around him on his success.

There were the crowds... encouraging him and cheering him on.

His caddy... offering suggestions and counsel. Where to aim. Which club to use. Literally shouldering the burden and some of the heavy lifting. And I couldn't help but think about how I am so grateful for the people in my life who help shoulder the metaphorical heavy burdens (namely, Spencer... and namely our amazing kiddos :)



And that final putt... where he was a shoe-in for the green jacket, but still took the time to consult his caddy, line everything up and evaluate... and then putt his way to a 4-stroke victory.

After initial celebration we was greeted by his wife and two little boys... undoubtedly his biggest fans. If I'm honest, it was hard to not get a little emotional, especially considering how golf... which is regarded as a solo sport... is a cool display of the team of friends *behind* the golfer.

In some ways, I am no different. I'll never earn any sort of golf title. I probably won't even win at Top Golf... although I do love it or a good round of 9 holes.

But when asked, "how do you do it all?" It's because I am surrounded by amazing people. My husband. My family. My friends. My #ImpactFamily. "Real estate mom life" is busy. And fast-paced. Always different... sometimes a lot... but so incredibly rewarding. When you boil it down?

It's because of the people. Family. Friends. Co-workers. Clients.

I think John and Paul were most definitely on to something with their 1967 hit. And based on its success, I think much of the world agrees. Finding your people. Loving them hard. Graciously getting by with a little (or a lot) of help from our friends.

Stacy

Family Fun Zone!

Sudoku

Trivia Question:

Q: What color is a hippo's sweat?

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!!

March Trivia Question:

Q: What was the first planet to be discovered using the telescope?

A: Uranus

**Congratulations
Melissa Knoepfle!**

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



HAPPY BIRTHDAY!!



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

Samson Shifaraw	April 2	Sherry Bombich	April 12	Katie Farley	April 23
Ashlyn Persaud	April 3	Tammy Kile	April 12	Aiden Carr	April 24
Colin VanHorn	April 3	Milo DeGiorgio	April 12	Jaxson Hartford IV	April 24
Kate Saunders	April 4	Oakley DeGiorgio	April 15	Gerald Delescavage	April 24
Sherry Paul	April 4	Jackson Franz	April 16	Jesus Abreu	April 25
Brennan Zmuda	April 4	Nicole Valloric	April 16	Adalin Persaud	April 25
Tara Grove	April 7	Melinda Delisle	April 17	Josh Hoffman	April 26
Kris Rood	April 7	Landon Mitchell	April 18	Poppy Medovoy	April 26
Gary Guard	April 8	Robert Gersch	April 18	Tori Upchurch	April 28
Teri Elder	April 9	Gavin Zmuda	April 19	Jeff Novotny	April 28
Beckett Richards	April 10	Alaine Garrett	April 20	Carolyn Altuner	April 28
Janie Kordish	April 10	Olivia Rodgers	April 20	Dave Belan	April 28
Taylor Wiles	April 10	Devin Marshall	April 22	Shannon Knapstein	April 30
Hayley DeGirolamo	April 11	Carly Baugher	April 23	Brent Cunningham	April 30

SPRING WORDSEARCH

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

WORD LIST

APRIL
 BUNNY
 BUTTERFLY
 BUZZING
 CALF
 CATERPILLAR
 CHICK
 CLOVER

COLORFUL
 DRAGONFLY
 DUCKLING
 EASTER
 EGG
 FLOWERS
 FOAL
 HATCHLING

HONEYBEE
 LADYBUG
 LAMB
 MARCH
 MAY
 MEADOW
 NEST

NEW LIFE
 PIGLET
 RAINBOW
 SHOWERS
 SPRING BREAK
 SUNSHINE
 UMBRELLA

STORY FROM THE STREET...

Discover the Impact Difference: Building Lifelong Friendships Beyond Real Estate Transactions

"Will you give us some of your commissions?"

This is a question that we recently got at Impact. To say that we were shocked was an understatement. Especially since Impact doesn't charge buyers ANYTHING for our services

when clients are buying a house. No administration or transaction fees. No upcharge in commissions. Impact takes what the seller offers. Sometimes it is 3% and a bonus, sometimes it might be 1.5% - we take what is offered.

We know that buying a home is stressful enough. You have enough going on with your loan, getting insurance, getting title, inspections, appraisals, changing utilities set up, changing your mailing address with the post office... You have HUNDREDS of moving parts and expenses in your purchase. Impact doesn't want to add to that burden - so we won't charge you a dime for our services to buyers.

However, we work our behinds off for you... and NO we won't give you - Mr. and Mrs. Buyer - a 'rebate' or some of our commissions.

We view YOU as FAMILY...

And you will be treated as such.

See, unlike MOST real estate agents we don't view you as a transaction and a pay check. YOU are WAY more important to us than a simple transaction.

We will be there for you for anything you need...

You become family. You need a plumber in a year? Reach out, we got your back. A painter to help paint your front porch? Hollar. Want to talk investment strategies on rental properties and grow your portfolio? We have people that specialize in investments.

We are always looking for ways to add value – the current buzzword is **'Value-Add'** to what Impact offers our clients, our family.

As you are thinking of buying or selling, **KNOW** that we'll always innovate to find ways to help and serve you and your family!

Are you searching for a real estate partner that truly values your needs and desires, and treats you as more than just a transaction?

You found it. You found *US*.









At Impact Maryland Real Estate, we believe that our clients are the heart and soul of our business. We go above and beyond to ensure that each and every client becomes a lifelong friend, receiving unparalleled care and attention throughout their home buying or selling journey and beyond.

We understand that buying or selling a property is an important milestone in your life,

and we don't take that lightly. Our mission is to create genuine, lasting relationships with our clients, and we achieve this through an array of exclusive benefits and personalized services that extend far beyond your typical real estate experience.

host unforgettable client parties that bring together our amazing clients for a night of celebration, fun.

Giveaways and Contests: As a token of our appreciation, we regularly hold giveaways

Transaction Selling Model		Solutions Selling Model
Selling skills		General business skills
Responsive to customer needs		Engages customer as a collaborative partner
Selling, product, price and service		Selling customer solutions
Differentiation through products		Differentiation through people
Sales revenue focus		Customer lifetime value
Buyer seller relationship		Trusted business advisor

Note: Cron and DeCarlo (2009).

When you choose Impact Maryland Real Estate, you're not just gaining an agent - you're joining a family. Our commitment to nurturing lifelong friendships is evident in the range of unique perks we offer to our valued clients:

Exclusive Access to Events: Our clients enjoy invitations to a variety of exclusive events throughout the year.

These gatherings provide an opportunity to see friends – most of our clients become friends with other clients because...

FRANKLY... we work with some pretty awesome people in all types of industries.

With varying interests and backgrounds. Our events are more like reunions than some stuffy party. Lots of smiles, laughter and good memories.

Client Parties: Who doesn't love a good party? At Impact Maryland Real Estate, we

and contests that provide our clients with the chance to win exciting prizes and experiences. It's our way of saying thank you for being a part of the Impact family!

Birthday Cards and Anniversary Gifts: We understand that it's the little things that matter. At Impact Maryland Real Estate, we celebrate our clients' special days, sending personalized birthday cards and thoughtful anniversary gifts to let you know that we're always thinking of you.

We believe that our clients deserve the very best. While we don't discount our services, we make up for it by providing a unique and unforgettable experience that transcends the typical real estate transaction.

If you're ready to embark on a real estate journey that achieves your property goals and also enriches your life with genuine connections and friendships, connect with Impact Maryland Real Estate. Together, we'll make your property dreams a reality and create lifelong memories in the process!

SOCIAL MEDIA STORIES

A round up of fan favorites!

Stacy Rochfort Delise
Mar 23 · 🌐

Spring days are for afternoons outside... slime makin', trampoline jumpin' old-fashioned fun!

Carole Longstreth McKee and 35 others · 3 comments

Stacy Rochfort Delise
Mar 28 · 🌐

Our sweet Isaac... whose little life is being redeemed over and over and over again ❤️

Stacy Delise, Realtor
Mar 28 · 🌐

A sweet surprise to stumble across this today! Responded to this question of the month in **DC Metro Real Producers** on a whim a few weeks ago, and was excited to see it published this morning.

Our Isaac is such a huge part of my story, particularly as we made decisions to stay home with my littles and transition into real estate.

Circumstances I would have never chosen, but grateful to see EVERYTHING being made beautiful in it's time ❤️

58 · 5 comments

Stacy Rochfort Delise is with Spencer Delise
at Ponce City Market.
Apr 2 · Atlanta, GA · 🌐

Beautiful day for a rooftop brunch! Thank you for the recommendation **Allison Furr Banks** 😊😊

38 · 13 comments

Stacy Rochfort Delise is with Spencer Delise.
Mar 25 · 🌐

From lax goalie in Howard County early this morning (read: 40 degrees, windy and pouring ☔) to Perfect Performance 7 v 7 football practice in McLean this afternoon...

We've covered two states, countless counties, and Jacob has had ALL.T... See more

Sean Mcgrady and 25 others

Stacy Rochfort Delise is 🎮 watching **The Super Mario Bros. Movie** with **Spencer Delise** at Warehouse Cinemas Frederick, MD.
3d · Frederick, MD · 🌐

Spring break starts now! Forced family fun night 😊

83 · 19 comments

Stacy Rochfort Delise is with Spencer Delise.
6d · 🌐

A few more weekend highlights! When NOT attending the **FamilyLife** conference sessions, we made it our mission to hit some **FANTASTIC** restaurants! **Jennifer Covell Voltaggio**... Gunshow did NOT disappoint! Such a cool concept and experience. Thank you for the recommendation (and the help! 🙏) Yummy steak dinner last night at **McKendricks** (you nailed it again **Allison Furr Banks**!) to finish off the weekend before flying home this morning.

From incredible encouragement to delicious food... our hearts and bellies left Atlanta very, very full! 😊

Carole Longstreth McKee and 26 others

Stacy Rochfort Delise
5d · 🌐

Take me out to the ball game.... #smileyryleigh

Sherry Kennedy Bombich and 24 others



Stacy Rochfort Delise
1d · 🌐

Family time for the win! #beachtobase #altheeasterthings #masters #springbreak

Josie Lavinia Medwick and 30 others · 3 comments

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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 IMPACT! They always worked with our schedule, kept great communication and was always there to answer any questions through the whole process. They want you to find the house that's right for you and are very honest and straight forward about it! It honestly felt like they were treating me more like family instead of just another client.

★★★★★ Aaron Bishop

Stacy and Eric with Impact Real Estate are great! They helped my family buy a house in the exact location we were hoping for. We lived out of state, which could have complicated the home buying process but they went above and beyond to make it as easy as possible. Eric and Stacy have great strategies to help a buyer succeed in submitting the winning bid in a very competitive market. I wouldn't hesitate to recommend them and I would use them again in the future.

★★★★★ The Pseres Family

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