

# 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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## ***Slow Down and SEE***

My coffee was hot, the breeze was cool, and my front porch was the perfect place to start my morning. I love these cooler August mornings... promises of summer fading to fall, which, in my opinion, is the most wonderful time of the year. I'm currently half way through reading my newest book entitled Unseen: The Gift of Being Hidden in a World that Loves to be Noticed. Sara Hagerty is a gifted writer, filled with authenticity and candor, and has this way of writing in a way that's so relatable. As I sipped my morning coffee and continued to read, her words this particular morning resonated deeply.

***"There are two stories in a person-- the visible story and the invisible story."***

Boy this is true, isn't it? The story we see, and the story we don't.

The picture on the front of this issue is from 15 years ago, and it popped up in my Facebook memories recently.

It was the only time I got to take him to the beach... 7 months in the womb and a far cry from what a soon-to-be 15 year old would be doing at the beach now.

Our beach trip that summer consisted of long walks on the ocean's shore. Early mornings sitting in the sand watching the sun rise... walking the tension of enjoying each moment and little kick, knowing that barring a miracle, he wasn't ours to keep.

Quietly wrestling with the fact that the same God who created the sunrise... who counted the grains of sand on the shore... and who could calm the wind and the waves with a word... would also allow ask us to walk a road so difficult. One like Abraham in many ways, and just like him, our Isaac.

I am quite certain that the other beach goes in the summer of 2008 saw a glowing pregnant momma; but what was visible on the outside was just a small portion of the story.

Each of us is so much like that, aren't we? Just like that quote in my book... there are two stories in a person-- the visible story and the invisible story.

I have learned so much the past 15 years, and one of the gifts that our sweet Isaac has taught me is that it is so SO important to slow down enough to really SEE people.

We are so good and moving and shaking and juggling all the things... of which I can be so guilty.

***The truth is, we just never know.***

We only really see what's visible, and so often have no idea about all that's happening below the surface.

We don't know the whole story behind that glowing pregnant momma.

We don't know how much life has been lived behind a plastered on smile... and the struggle it was to even smile to begin with.

We don't know what circumstances have been endured long before a quick "I'm good" response when asking how someone is doing.

The point is this: everyone has a story... and the book cover is just a very, very small glimpse.

***There are always two stories in a person.***

We never know the careful tension someone may be walking as they start their day.

How one word of encouragement could turn everything around.

How a smile could be a balm to their heart. And how taking time to let someone know you notice and really see them could be their saving grace today.

People's stories matter... the visible AND the invisible.

PEOPLE matter. Let them know!

As the start of the school year draws near... how can you encourage those you encounter? Students? Teachers and staff? Bus drivers? Crossing guards?

The opportunities are, indeed, endless...

Stacy

# Family Fun Zone!

## Sudoku

### August Trivia

#### Question:

Q: What is the second highest candy selling holiday in America?

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/July Trivia Question:**

Q: Much of Italy used to be part of what other country?

A: Ancient Greece

**Congratulations, Christine Cole!**

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



**HAPPY BIRTHDAY!!**



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

Claire Van Horn	8/1	Kara Mitchell	8/6	Amy Lyons	8/19
Jessica Baldwin	8/1	Lila Mitchell	8/6	Gavyn Berning	8/19
Mark DeGirolamo	8/3	Liam Terrell	8/9	Rachele Lowery	8/20
Rachel Micol	8/3	Kim Kile	8/10	Terri Stillwell	8/23
Sean Carr	8/3	Chris Eckard	8/12	Susi Cedillo	8/23
Bill Leahy	8/3	Veronica Weaver	8/13	Krysia Novotny	8/24
Jon Zmuda	8/4	Monica Veirs	8/14	Kim Santana	8/24
Kaylee Radford	8/4	Lauren Medovoy	8/14	Jim McKee	8/24
Tyler Amato	8/5	Laurie Vasquez	8/15	Samuel Veirs	8/26
McKenna Westcott	8/5	Grace Ingram	8/15	Jeremy Medovoy	8/26
Nathan Wolf	8/5	Jubilee Shullenbarger	8/16	Abigail Cabrera	8/26
Tessa Gersch	8/5	Meaghan Trout	8/16	Ellen Fellows	8/27
Tristan Melson	8/5	Dan Jerore	8/16	Dylan Williams	8/27
Kristen Hostler	8/6	Gracie Barrett	8/16	Allie Doyle	8/28
Kristin Stauffer	8/6	Quincy Burns	8/17	Kaelynn Burge	8/28
Tim Baldwin	8/6	Scott Shapot	8/18	Logan Cunningham	8/29
Chris Baugher	8/6	Kris Weidling	8/18	Annabelle Eckard	8/30
Kyle Upchurch	8/6	Colin Amato	8/19		

# STORY FROM THE STREET...

## *Doing the Right Thing is ALWAYS the Right Thing*

In the realm of business and personal interactions, the saying "Do the Right Thing, Always" possesses an intrinsic value that transcends borders, cultures, and industries.

The real estate industry is no exception, and indeed may even amplify the significance of this principle, given the role that trust and integrity play in guiding the relationships between agents, clients, and community members.

Impact Maryland Real Estate stands as a shining example, where the principle of 'Doing the Right Thing Always' is more than just a corporate slogan. It is a way of life, a guiding light that shapes every action, decision, and interaction for its agents. See when you don't 'do the right thing' others notice.

It could be something as small as not returning another agent's calls and just having some human decency. Or it could be failing to present an offer because you don't like how it was written (both of these have happened to us in the last couple of months).

It's not 'the right thing' – frankly it is just flat out wrong.

### **A Professional and Courteous Culture**

Being a real estate agent is a multifaceted role, requiring one to be a skilled negotiator, knowledgeable guide, efficient coordinator, and above all, a professional representative of one's firm. For Impact agents, this professionalism is a cornerstone, manifesting in their diligent communication, transparent dealings, and respectful interactions with everyone they encounter.

Take, for example, their commitment to

promptly returning calls from other agents. In an industry where time is of the essence, this seemingly small gesture is a BIG step towards maintaining a healthy professional relationship. Being prompt, courteous, and professional in our interactions is an unwritten code of conduct at Impact Maryland Real Estate.

### **A Beacon of Honesty and Transparency**

Trust is the backbone of any successful real estate transaction. Impact Maryland Real Estate agents are acutely aware of this, displaying honesty and transparency in their dealings. This approach benefits all parties involved and helps avoid misunderstandings and disputes. Clients are always provided with accurate and timely information, allowing them to make well-informed decisions.

### **A Spirit of Fairness**

Fairness, another critical aspect of doing the right thing, is deeply ingrained in the work ethos of Impact agents. Each transaction is approached with the intent to ensure a win-win outcome for all parties involved. This attitude underscores the philosophy that a successful deal isn't about beating the other side, but about creating a beneficial situation for everyone involved.

### **Giving Back to the Community**

Impact Maryland Real Estate doesn't just stop at building trust and fostering great relationships with clients and industry peers. They understand that they are part of a larger community, and they embrace this role wholeheartedly. Through various initiatives, such as our Impact quarterly donation, the company and its agents actively give back to the community.



Whether it's volunteering at a local soup kitchen, making donations to support local causes, sponsoring events and schools in the community, or partnering with local businesses to create warm and welcoming (and fun!) events for our clients and friends, Impact agents are ever-present, doing their part to make a difference. On a personal level, I am so grateful that my work allows me to help fund a memorial scholarship in honor of my Dad. Our service doesn't end with whole-hearted commitment to our clients; it goes SO much further... and that is SUCH a joy!

### Caring for Clients Beyond Transactions

At Impact, clients aren't just business transactions... FAR from it! They are members of an extended family who are cared for and appreciated long after the completion of a deal. This philosophy is reflected in the myriad of client appreciation events the company organizes. Birthday shout-outs, home purchase anniversary gifts, and sponsorship of local events are just a few of the ways Impact agents express their genuine appreciation for our clients.

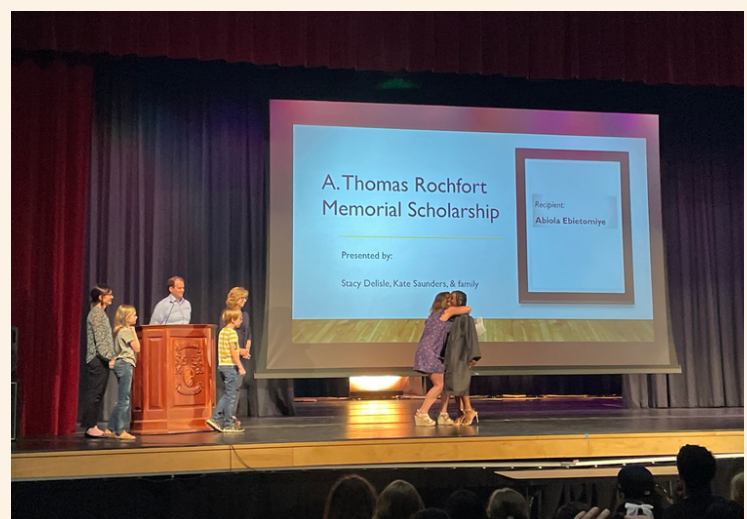


This approach of doing the right thing, of extending kindness and care beyond what's expected, resonates deeply... and people notice! It builds strong bonds that turn clients

into lifelong friends and advocates for the company.

### The Ripple Effect of Doing the Right Thing

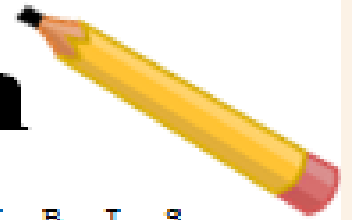
By consistently doing the right thing, Impact Maryland Real Estate has achieved a remarkable feat. They have created a symbiotic relationship with the community and their clients. They give, and they receive in kind. The community and clients take care of them, ensuring their growth and success. The company's ethos - "Doing the Right Thing is ALWAYS the right thing" - is more than just an ideal. It's a proven strategy, a testament to the power of goodwill, honesty, and a commitment to making a positive difference in people's lives. This is why it is not only important, but crucial, for Impact Agents to adhere to this principle - not just sometimes, but ALWAYS.



# Back to School



# Word Search



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



art  
 backpack  
 bus  
 cafeteria  
 classroom  
 clubs  
 crayons

language arts  
 learning  
 markers  
 math  
 music  
 notebook  
 pencils

pens  
 reading  
 recess  
 school  
 science  
 teachers





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



**For Inquires AND Referrals contact:**

[stacy.delisle@gmail.com](mailto:stacy.delisle@gmail.com)

Or Call/Text to 301-646-9625

## Testimonials from *Magnolia Monthly* Members...

Moving is hard. Selling houses is hard. It's a major life stressor. Enter Stacy. Stacy as a realtor brings with her EVERYTHING that is needed to make the experience as easy as possible for the client physically, financially and emotionally. She is trustworthy, honest, reliable, authentic empathetic, professional and hardworking. Having Stacy as our realtor made an emotionally charged experience as simple and painless as possible. I'll never forget the gentle way in which she helped my dad sell my child home after the loss of the love of his life. And when we lost him soon after, Stacy stepped in again (with care) to help us move forward with selling his property. That's who Stacy is. She runs an AMAZING business, and she does it with so much heart. Thank you so much to Stacy Delisle for being someone we can trust with our hearts and our homes.

★★★★★ Juli Katon

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