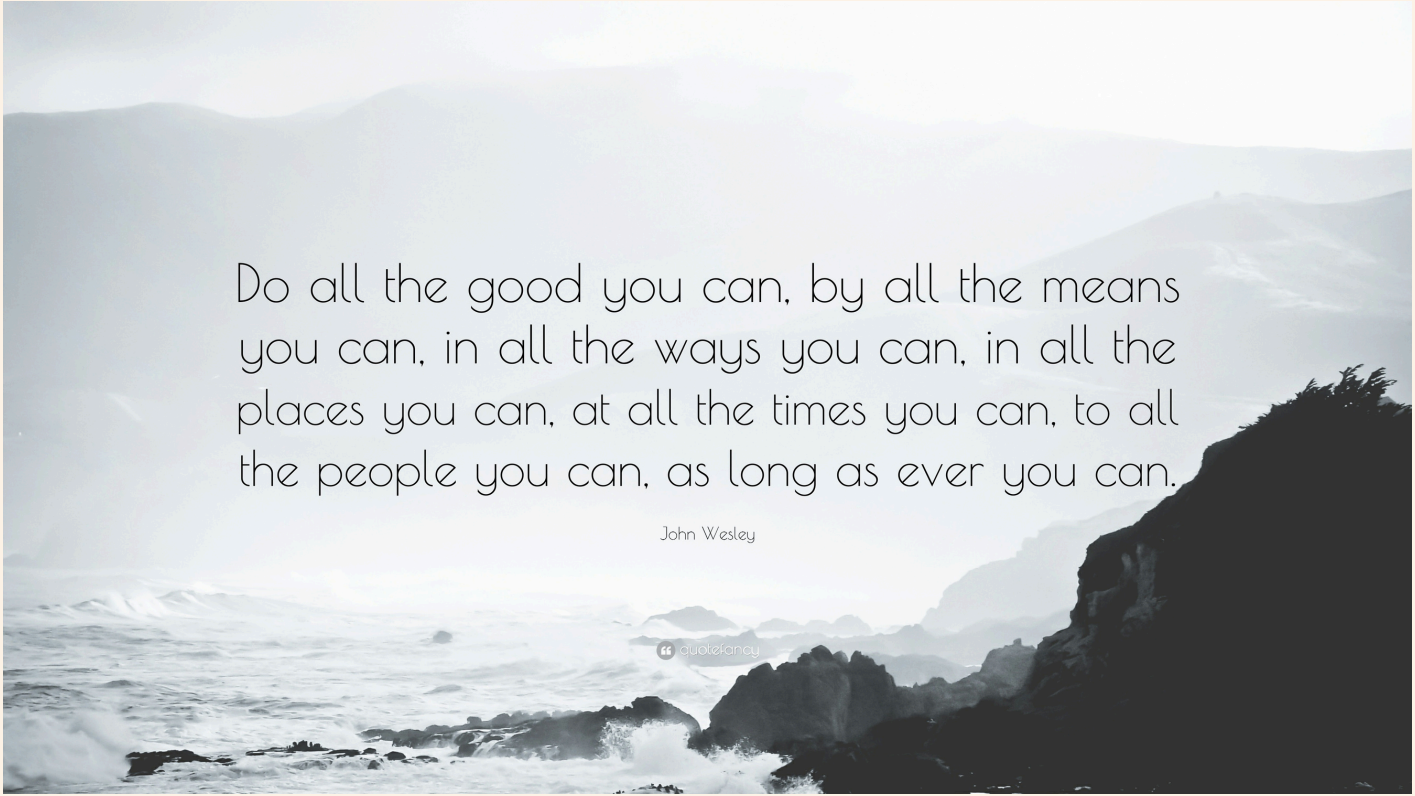


# MAGNOLIA MONTHLY

REAL LIFE. REAL ESTATE. ALL THINGS LOVELY.



Do all the good you can, by all the means  
you can, in all the ways you can, in all the  
places you can, at all the times you can, to all  
the people you can, as long as ever you can.

John Wesley

“quotefancy”

## 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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## WHAT IF?

### *The Importance of Doing Good*

*Guest Writer: Ellie Delisle, 2021*

“ Do all the good you can, by all the means  
you can, in all the ways you can, in all the  
places you can, at all the times you can, to  
all the people you can, as long as you ever  
can.”

John Wesley said this quote to encourage  
the world to get better and better. And yet  
as life goes on, it gets worse and worse.

It used to be a beautiful haven, thriving of  
goodness. We are called to keep it that way.  
And yet, we often do just the opposite.

Some of us use our art for the better, but most of us use our art for selfish reasons. We are all fighting for ourselves. But I can't help but wonder, what if we were fighting for each other? I'm here to answer all the "What If's."

### **What if we all stood up for each other instead of bringing each other down?**

We want to be kind to our bullies. Bullying doesn't come from nothing. It always comes from something. It's not our job to find out what, it's just our job to do good whenever we have the chance.

### **What if everyone had enough to eat?**

Before we answer that, we have to answer something else. Why doesn't everyone have enough to eat? It's because of the ruthlessness of the world. People who lost their jobs due to angry bosses, people who lost their homes due to the uncontrollable, people who lost their money because they were so deep in addiction. All of this can be solved. But if we trace back to why the bosses were angry, or why the uncontrollable exists, or how they got to know addiction, it's all because someone started a chain of anger.

Someone gets irrationally angry because of something sad, such as the loss of a loved one, and takes it out on another person. That person then becomes angry and takes it out on someone else. So on, so forth. But how can we stop this chain of anger, and turn it into a chain of kindness and good?

### **What if we reversed the anger chain together?**

In order to reverse the anger chain, we need to reach out to someone we know who is angry or hurting, and make them feel good about themselves. Make them feel loved and wanted, and encourage them to do the same for the one who hurt them.

Then that person becomes encouraged to do the same for the one who hurt them, and the chain of anger begins to slowly fade away.

### **What if we recreated a new chain?**

The first thing we need to do is decide what new chain of emotions we want to create. An inspiring chain, a kindness one, or simply one that beautifies the world?

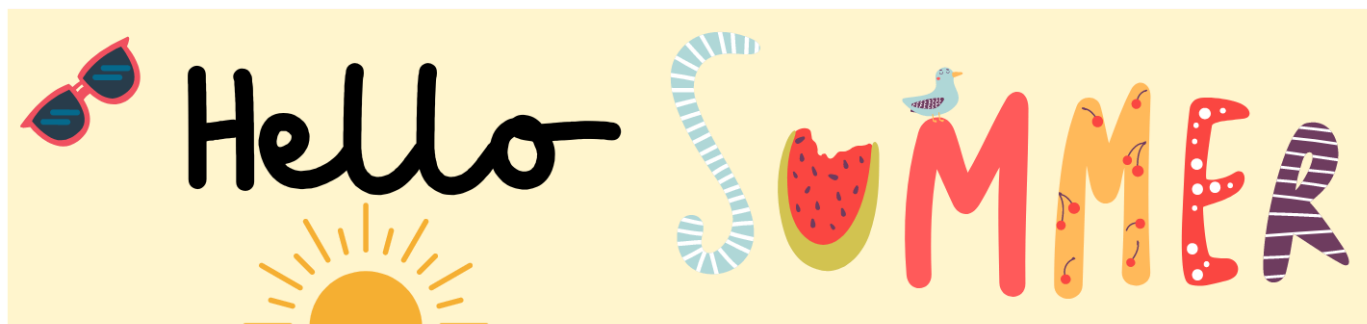
### **It all starts with you.**

You are kind to someone and put them in a good mood, then that person is in a good mood and kind to another person. So on, so forth. It could be making a pass-along kindness card, or it could be shoveling your neighbor's driveway for free. It could even be as simple as saying hi to a new person. Either way, we want to do as much good as we can, To every person we can.

*We can make the world a better place!*

Ellie





# BINGO

Enjoy ice cream at Sweet Babe's	Swim at the pool	Go to a summer carnival	Play at the park	Go climbing at Tree Trekkers
Watch fireworks	Order a sandwich @Pump & Rye	Take a trip to the beach	Enjoy a \$1 movie at Regal	Eat some water-melon
Shop at Creative Spaces	Play a round of golf		Go fishing	Dine al fresco at Mangia e Bevi
Make s'mores	Eat a cupcake from Sage Cakery	Go to the High Wheel Race on 7/13	Make art at Urbana Art & Soul	Have a BBQ/ cookout
Go on a hike	Attend a VOU outdoor movie night	Go bowling	Visit a museum	Go to a Frederick Keys game

## How To Play

- COMPLETE THE ACTIVITIES ON THE BINGO BOARD (HAVE AN EMPLOYEE INITIAL OFF) TO MAKE A HORIZONTAL, VERTICAL OR DIAGONAL BINGO
- SNAP A PICTURE OF YOUR "BINGO"
- TEXT ME THE COMPLETED PHOTO AT 301-646-9625 W/ YOUR NAME AND EMAIL ADDRESS BY JULY 31, 2024
- ONE ENTRY PER FAMILY
- WINNER WILL BE DRAWN AUGUST 2, 2024 FOR A \$100 GIFT CARD!



Family Fun Zone!

June Trivia Question:

Q: Who composed the well-known piano rag piece “The Entertainer” in 1902 ?

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!!

\*\*\*\*\*

May Trivia Question:

Q: Approximately how many hot dogs do Americans consume between May and September?

A: 7 billion

Congratulations,  
Suzanne Schiller!

Sudoku

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



HAPPY BIRTHDAY!!



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

Phoenix Herzfeld	6/1	Jeremy Blickenstaff	6/9	Philip Huffstetler	6/19
Reese Douty	6/2	Fredys Cedillo	6/10	Lily Cunningham	6/19
Joey Hoffman	6/2	Bojana Stojkovic Gut	6/10	Quinn Hoffman	6/20
Derek Paulus	6/3	Kobe Duncan	6/11	Miroslaw Miedziak	6/22
Megan Hook	6/3	Aj Scorpo	6/11	Spencer Delisle	6/22
Rob Douty	6/4	Garret Higgins	6/13	Jacey Abreu	6/26
Jack Molle	6/5	Megan Wiles	6/14	Alexander Knoepfle	6/26
Carson Celis	6/5	Christian Bombich	6/14	Dallas Saah	6/27
Chase Coe	6/6	Anthony Saah	6/15	Melanie Melson	6/27
Nicholas Coe	6/6	Jordan Saah	6/15	Will Armacost	6/27
Jess Maxsell	6/6	Adrian Gut	6/17	Cory Downey	6/28
Stephanie Buchs	6/7	Kenyon Baldwin	6/17	Reagan McDonald	6/30
Chris Celis	6/7	William Knoepfle	6/17	Fawwaz Siddiqui	6/30
David Hudson	6/8	Keenan Shapot	6/18	Justice Shifaraw	6/30
		Joshua Neuheisel	6/18		

# STORY FROM THE STREET...

## *Navigating the New Real Estate Landscape – Winning Daily for our Buyers: How Impact Maryland Real Estate Agents ‘Excel in the Edges’*

Imagine you're on a journey to find your dream home. You've scoured listings, attended countless open houses, and finally found "the one"; But just as you're ready to make an offer, you're hit with a curveball: a new law that prohibits the publication of Buyer Agent commissions. Suddenly, the landscape shifts. How do you navigate this new terrain?

Enter the seasoned Buyer Agents from Impact Maryland Real Estate. With the recent changes in legislation, the role of Buyer Agents has never been more crucial. At Impact Maryland Real Estate, our agents are not just transaction facilitators; they are your guides, advocates, and protectors, employing ever-evolving tactics to ensure your journey ends in success.

We often think of ourselves as 'Real Estate Sherpas' – similar to the Sherpa who is a skilled guides that helps climbers and trekkers navigate the Himalayan terrain where one mis-step could lead to dead, these skilled individuals know how to avoid the potential disaster. Their knowledge to the Himalayas is based on years of experience and first-hand knowledge.

**A real estate purchase may not end in life or death, but it absolutely determines where you LIVE!**

We believe with this change in how buyer agent commissions is advertised that the Shift of Power will lie in the sellers hands and that sellers could take advantage of inexperienced buyers and their options when purchasing a home!

### The Ever-Evolving Tactics of Impact Maryland Real Estate Agents

In a competitive market where multiple offers are the norm, standing out is essential. Impact Maryland Real Estate agents are masters at crafting compelling offers that catch sellers' eyes. We know how to highlight the strengths of your offer and leverage their local market expertise to present you as the most desirable buyer.

*We ask our buyers – On a Scale of 1-10, how would you rate THIS home?*

And based on this answer we can then suggest strategies that would be commiserate with how you'd rate the home.

We tell our buyers that there is LITERALLY 100 different ways we can structure your offer and knowing what is important to the seller and your desirability level will help us determine HOW to structure the offer.

Like cooking an old family recipe that has 30 ingredients – your grandmother never went 'by the book' she went by taste. Adding a pinch of salt there. Some more garlic. A little more shortening.

She cooked by taste and experience. That's what we do when making offers. Having written THOUSANDS of offers we have that experience that buyers just don't have.

**And THAT is one of the ways that we earn our commission!**

By getting YOU the HOME you desire!



But what truly sets Impact agents apart is their innovative approach. In one recent instance, an Impact agent helped a family secure their dream home by suggesting an early inspection contingency. This tactic not only showcased the buyer's serious intent but also provided peace of mind to the seller, knowing that potential issues would be identified upfront. This is just one example of how our agents think outside the box to get your offer accepted.

### Navigating Pitfalls: Inspections and Appraisals

The road to homeownership is fraught with potential pitfalls, from inspection surprises to appraisal discrepancies. Impact Maryland Real Estate agents are seasoned navigators of these treacherous waters. They are adept at negotiating through inspection and appraisal challenges that can derail even the most promising transactions.

Consider the case of a young couple who fell in love with a historic home. The inspection revealed several issues typical of older properties, including outdated wiring and a leaky roof. Rather than letting the deal fall apart, their Impact agent stepped in, negotiating with the seller to address critical repairs and offering to share the cost of less urgent fixes. This approach not only saved the deal but ensured the couple moved into a safe, sound home.

### The Importance of Buyer Agents in the New Landscape

Despite the new law's impact on commission disclosure, the role of Buyer Agents remains as vital as ever. At Impact Maryland Real Estate, our agents bring more than just market knowledge; we bring strategic insight, negotiation prowess, and a steadfast commitment to protecting your interests.

Our agents' expertise extends beyond finding properties and making offers. We are your advocates throughout the entire buying

process, from the initial search to closing day. Our deep understanding of the local market, combined with our ability to foresee and mitigate potential issues, ensures a smoother, more secure transaction for you.

### Real Stories, Real Impact

One of our clients, Sarah, was a first-time homebuyer feeling overwhelmed by the competitive market. Her Impact agent not only helped her navigate the bidding wars but also stood by her during a challenging appraisal process.

When the appraisal came in lower than expected, her agent successfully renegotiated the price with the seller, ensuring Sarah didn't overpay for her new home. Sarah's story is just one of many where Impact agents turned potential roadblocks into stepping stones.

### Making YOUR Dreams a Reality

The new law on Buyer Agent commission disclosure may have changed the landscape, but at Impact Maryland Real Estate, our commitment to you remains unwavering. Our agents continue to evolve, employing innovative tactics and steadfast negotiation strategies to ensure your home-buying journey is successful and stress-free. At Impact Maryland Real Estate, we believe that the true measure of our service is not in what we earn but in the dreams we help realize. Whether you're navigating a competitive market or dealing with transaction pitfalls, our agents are here to guide you every step of the way. Trust in our expertise, and let us help you find your way home.

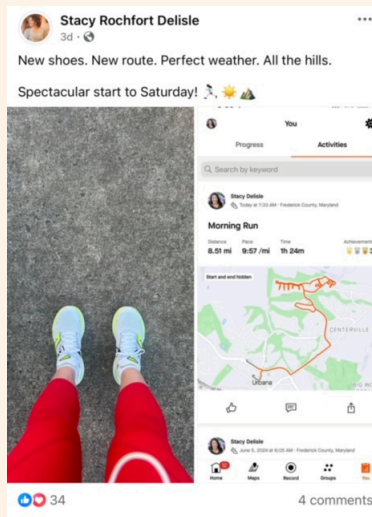
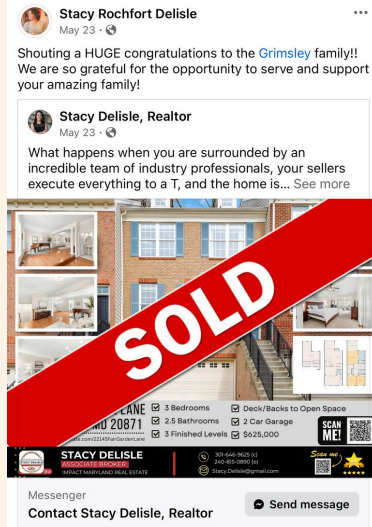
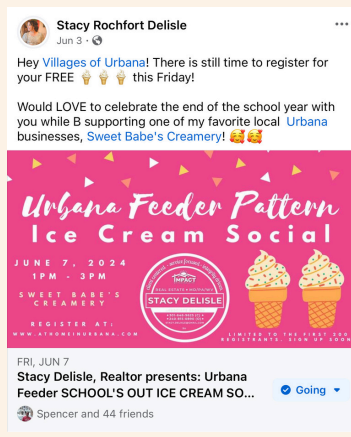
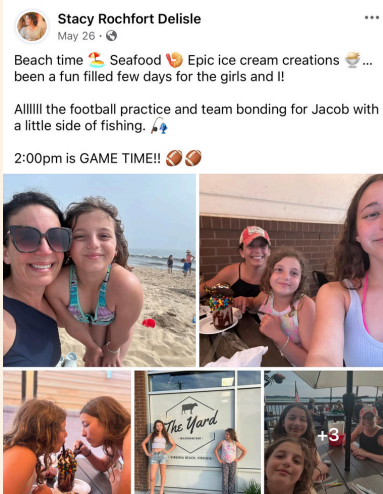


*My incredible first time home-buyer, Tatianna, and I on settlement day! We looked for THREE YEARS before securing her the perfect place, below list price, with a credit for some repairs, in her dream neighborhood! This was a GOOD one!! :)*



# SOCIAL MEDIA STORIES

*A round up of fan favorites!*



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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...

I was referred to Eric and Stacy by a friend/colleague at work, who knew my husband and I had our hearts set on finding a home in Urbana. She told me that they are known as the king and queen of Urbana and if anyone could help my family, it would be them. We met Eric and Stacy in Feb. laying out our wish list and desired neighborhoods. We knew our requests were high, but we were willing to wait. In less than a month, Eric and Stacy found us our dream home in our preferred neighborhood. My husband and I then hired Eric and Stacy to sell our home. With both of us working full-time and having three young children, we knew the process would be stressful. However, Eric and Stacy made the unbearable, bearable. They took care of everything! They updated our home and staged it ready to sell. Anytime there was a concern or issue, they immediately responded or showed up to take care of it. Our house went live on a Thursday and by Monday, we had a contract fifteen thousand over ask! Eric and Stacy treated us like family from helping my son with a word search at closing to bringing my sick daughter soup. We could not have gotten through this process without them by our side.

★★★★★ The Grimsley Family

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