

MAGNOLIA MONTHLY

REAL LIFE. REAL ESTATE. ALL THINGS LOVELY.

Girls 1600m Fresh/Soph
6:09.20

PR • H3 • Yr: 9

PR: 6:20.81
SB: 6:20.81

400	800	1200	1600
1:26.904	1:35.012	1:34.389	1:32.893
1:26.904	3:01.916	4:36.304	6:09.197

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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The Power of Showing Up

It was an invitation she wasn't expecting. Ellie was sked to run the freshman/ sophomore 1600 in an invitation meet a few Fridays ago. Her coach sees so much growth and potential in her.

So do I...

She was ready. Dialed in... or "locked in" as the kids say these days. Set a goal in her mind of a pace she wanted to hit. Drank her water, and well, and packed all the snacks. The downfall? It was 46 degrees and raining.

But I wouldn't have missed it for the world...

Thankfully, not the sideways kind of rain where trying to remain dry is a futile endeavor; but pouring enough that my Hunter boots, a poncho, and a golf umbrella were all necessary.

I grew up playing soccer. From the time I was five years-old and the ball pretty much came up to my knees (or so it seemed), through my senior year of high school, soccer was a part of life. Rec soccer. Travel soccer. Club soccer. High school soccer. Many of those often overlapping. And with that much soccer, there were plenty of games in the rain.

I forget many details about those games... the ones with the rain, and the ones without. Truthfully, aside from winning the state title my freshman year of high school, I don't remember the outcome of a single game.

But I remember who stood in the rain. In fact, I'll never forget it.

I couldn't have known then just how much my parents' presence at those wash out games would impact me in the future. Because more than being there so support and encourage me and to cheer on our team, they gave me something even more valuable.

They taught me to show up.

Not just when it's sunny. But when the rain is pouring. Showing up matters.

Every day we are gifted with the opportunity to make a difference in the lives around us. Family. Friends. Co-workers. Clients. Neighbors. Even strangers. Time is such a gift, one that can never really be replenished; and one of such incredible worth.

As parents, we show up for our kids. Their games. Their swim meets. Their recitals. Their art shows. Their performances. We show up in the smaller ways, too... like showing interest in something that is important to them (even if we may find it incredibly trivial). We show up in those "sunshine moments," like birthday parties and NHS inductions. And we stand in the rain when it's not so sunny

anymore... whether the actual rain or proverbial.

We do the same in our friendships, don't we? We attend the 40th birthday party. Celebrate a new job.. promotions...retirements... and all that's in between. But it's not always sunny, and sometimes the rainy storms come. So we lend a listening ear. We offer our help and our hugs. We visit in the hospital or attend the funeral and we simply show up in the rain. And we stand there. Because it matters.

In my work as a realtor, it isn't any different. (Explain the sunshine and rainy moments)

Bill Bennot has said, "How we walk with the broken speaks louder than how we sit with the great."

Isn't it true? It is an absolute joy to rejoice with others when life is awesome and the sun is shining and all is well. And this is a good thing! We need those sunshine-y moments and they are absolutely wonderful. The wins. The celebrations. The joys.

But when the storms and sorrow come, and that proverbial rain is pouring, will we have the courage to be there? To really be there? To walk with those who are struggling or hurting or having a run-in with the hard knocks of life. Will we stand in the rain?

I am so incredibly grateful for the way my parents' example instilled this in me. And while the rain of a lacrosse game may feel like a nuisance to some, I consider it a joy to be able to stand there. To now be in my parents' shoes with long track meets or early games and lots of driving and rain boots, a poncho, and a golf umbrella. Watching Ellie leave it all on the track.

She got a PR, by the way. Shaving 11 seconds of her previous best!

Not for a second do I regret, EVER, standing in the rain.

Stacy

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

Homemade
 GIFTS MADE EASY

SEND ME A PICTURE OF YOUR COMPLETED
WORD SEARCH! :)

Family Fun Zone!

April

Trivia Question:

Q: In what country's origins did the Easter Bunny originate?

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 is a group of camels called?

A: Caravan

Congratulations,

Jackson Earnestly

Sudoku

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 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	4/2	Haley DeGirolamo	4/11	Carly Baugher	4/23
Ashlyn Persaud	4/3	Sherry Bombich	4/12	Katie Farley	4/23
Collin VanHorn	4/3	Tammy Kile	4/12	Aiden Carr	4/24
Kate Saunders	4/4	Avery Newman	4/12	Jaxson Hartford IV	4/24
Sherry Paul	4/4	Milo DeGiorgio	4/12	Gerry Delescavage	4/24
Brennan Zmuda	4/4	Robin Lenz	4/14	Adalin Persaud	4/25
Tara Grove	4/7	Oakley DeGiorgio	4/15	Jesus Abreu	4/25
Kris Rood	4/7	Jackson Franz	4/16	Josh Hoffman	4/26
Gary Guard	4/8	Nicole Valloric	4/16	Poppy Medovoy	4/26
Carmin Newman	4/8	Melinda Delisle	4/17	Tori Upchurch	4/28
Teri Elder	4/9	Landon Mitchell	4/18	Jeff Novotny	4/28
Diana Grimsley	4/9	Robert Gersch	4/18	Carolyn Altuner	4/28
Beckett Richards	4/10	Gavin Zmuda	4/19	Dave Belan	4/28
Janie Kordish	4/10	Alaine Garrett	4/20	Shannon Knapstein	4/30
Taylor Wiles	4/10	Olivia Rodgers	4/20	Brent Cunningham	4/30
Jackson Newman	4/10	Devin Marshall	4/22		

STORY FROM THE STREET...

What Makes YOU Different?

I was recently on an appointment from a referral. One of our trusted vendor partners sent me to meet with a homeowner who was thinking about selling. We were chatting, reviewing the process, talking strategy, and then she hits me with a question that honestly, caught me a little off guard:

"So... what makes you different?"

To be honest, I paused... Not because I didn't have an answer. But because, in most cases, I am not asked that question.

A large majority of our business at Impact Maryland Real Estate comes from personal referrals. The kind of referrals where the trust is already baked in. Where people don't need to be convinced, but rather they just want to know, *"What's the plan, and how are you going to execute it?"*

But this question made me reflect...And it made me realize:

There are three BIG reasons why we're different... why we consistently outperform the market, get our clients top dollar, and protect them from the pitfalls most never see coming.

Let me explain...

#1 – It's ALL About the Team

Anyone who says they're the best at everything? It's probably not true.

The truth is, you can be elite at your craft, but no one excels in every aspect of a real estate transaction — unless you're surrounded by people who are world-class in their lanes.

That's why at Impact, we've built an all-star roster to support you:

□ Adrienne, our go-to designer/stager, is nothing short of a magician. She walks into

your home and sees a masterpiece waiting to be unveiled. (Seriously, check out her work: mynestisthebest.com)

□ Annie, our in-house visual storyteller, brings listings to life. Through photos, video, and marketing, she turns your home into a must-have. Look up Impact Maryland Real Estate on Facebook, Instagram, or Google and you'll see the magic.

□ Mike, our drone guy, brings the aerial heat. Some properties need that extra wow-factor — Mike delivers it, no question!

□ Our contractor network — plumbers, painters, roofers, electricians — many of whom we've worked with for many years. Trusted. Tested. Vetted. They're not just vendors... they're part of the machine that helps our clients win.

When you work with us, you're not hiring one person... You're plugging into a system built for results!

#2 – We're the Insider's Choice

Let me cut to the chase:

We consistently receive referrals from title companies, lenders, inspectors, and contractors — the very people who see the real estate world from the inside out.

These aren't your average bystanders. These are professionals who work with hundreds of agents every single year. They see it all — the chaos, the inexperience, the egos, the drama, and the occasional disaster. And when it comes time for their own family, or their closest friends, or someone in their professional circle who says, "Who do you trust to get this done right?"

They send them to **us**.

That speaks volumes.

We've become the behind-the-scenes go-to team for the very people who see what most buyers and sellers never do. The ones who understand that a great real estate transaction isn't about luck... it's about execution, consistency, and trust under pressure.

Here's the analogy...

John Carlton — legendary marketer — has been called *"the most respected and ripped-off copywriting wizard alive."* Why? Because he was so good at his craft that other marketers started copying his ads. Literally word for word. Sometimes tweaking a headline or a detail, but the bones were his. He became the blueprint.

That's us in real estate.

Our systems. Our staging. Our marketing. Our prep process.

We've seen our playbook copied by others more times than we can count — and honestly, we take that as a compliment. Because when the pros start borrowing your moves, it means you're doing something right.

And unlike the copycats, we don't need gimmicks... We've been winning with substance for years.

So if the people inside the industry — the ones with the deepest knowledge and the most to lose— choose us... Shouldn't you?

#3 – We HATE Losing

Like, Michael Jordan in Game 6 hate losing. We're competitors to the core. When you hire us, you're not just getting expertise — you're getting a team that will outwork, outsmart, and outmaneuver anything that stands between you and your goals.

□ Negotiating a contract? We're relentless.
 □ Inspection issues? We protect you like it's our own money on the line.
 □ HOA or escrow headaches? Already handled.
 □ The hundred little things that derail most deals? We've seen it, solved it, and smoothed it over before you even knew it was a thing. There's a reason the insiders call us. There's a reason our referral network is rock-solid.

And there's a reason that when you work with Impact, you *feel the difference*.

We don't just talk about results.
 We live them.
 Every. Single. Day.

Welcome to the Blueprint.

So back to that original question:
"What makes you different?"

It's simple. We don't just help you buy or sell a home... *We bring the blueprint.*

A blueprint built over two decades. Refined by thousands of deals. Strengthened by a network of professionals who trust us with *their* families. Executed by a team so dialed-in, others in the industry try to copy our every move.

But here's the truth:
 You can't copy culture.
 You can't copy commitment.
 You can't copy care.

At Impact Maryland Real Estate, we've built a blueprint where every piece has a purpose. From Adrienne's eye for transformation to Annie's lens for storytelling... from Mike in the sky to the trusted contractor swinging the hammer... from our relentless negotiation style to our refusal to accept anything less than a win for our clients.

We don't sell promises. We deliver results.

So if you're looking for a real estate experience rooted in trust, powered by a team, and backed by a proven plan... Welcome to the Blueprint.

SOCIAL MEDIA STORIES

A round up of fan favorites!

Stacy Rochfort Delisle 2d · 🌱 · 👤

Spring break has started with ALLLLLLL the athletic activities and some exciting accomplishments!

Ellie ran in an invitational meet on Friday and set a new PR for her 1600m... beating her previous time by... See more

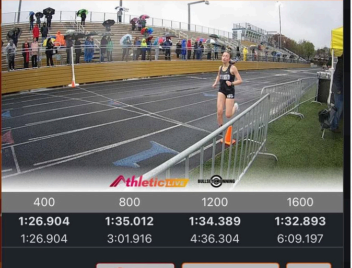
5:57 LTE

live.bullseyerunning.com

← **Ellie DeLisle** Urbana ☆

Summary **1600m**

Girls 1600m Fresh/Soph 6:09.20
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PR: 6:20.81 SB: 6:20.81



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Stacy Rochfort Delisle Apr 2 · 🌱 · 👤

It's already mid week... but such a fun and full weekend watching Ellie and Ry do their thing! (Poor J still in a boot, but is the best sideline teammate and hype man!)

Great job to all the UES kiddos in their performance of The Claw, and proud of my Ellie girl for grinding it out for her first 3200. Not her favorite event... but she did it, and did well!!

Love getting a front row seat to it all! ❤️❤️



Stacy Rochfort Delisle 5d · 🌱 · 👤

The days can be long, but the years are FLYING by! Love pockets of 1:1 time connecting with my kiddos... and even the fact that a 13 year old boy would still ask his momma to play a game with him this morning ❤️🥰❤️

... See more



Stacy Rochfort Delisle 2d · 🌱 · 👤

🏡🏡🏡 Coming soon! 🏡🏡🏡

Rare opportunity in Ramsburg Estates!

Welcome to your dream home—a breathakin... See more



Stacy Rochfort Delisle Mar 26 · 🌱 · 👤

Shouting a BIG congratulations to **Pat Kobielus Thompson** and **Bill Thompson-Uberuaga**!! So incredibly happy for you, and have loved the joy and honor of serving you again... and all of the laughter along the way!!

... See more

Stacy Delisle, Realtor Mar 26 · 🌱 · 👤

What happens when...

You have an INCREDIBLE group of folks c... See more



113 MARIAM PASS
MIDDLETOWN, MD 21769
https://moastndrealstate.com/113mariampass

- 3 Bedrooms
- 3 Full Baths
- Open Floor Plan
- 3,158 SQFT / .34 Acre
- 2 Car Garage
- \$649,997

STACY DELISLE
ASSOCIATE BROKER
IMPACT MARYLAND REAL ESTATE

301-646-9625 (c)
240-815-0890 (h)
Stacy.Delisle@gmail.com

Annie Walters is with Kathleen Hertzberg and 2 others. Apr 2 · 🌱 · 👤

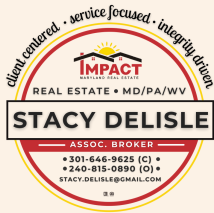
I have so many photos from Sunday but when I think of the amazing 'grazing table', I keep coming back to a grainy, low quality, group shot in a cell photo. ❤️❤️ The beautiful girl in the dress on the right is **Stacy Delisle**. She is a magic worker. And to have her so graciously and generously give me her entire Sunday (and many hours leading up to it in shopping and planning) to work her magic for **Olivia's** bridal shower was truly a gift. I don't know how to thank her. The table was front and center for guests...the highlight as they entered the building. It was so perfect. 🥰🥰 *Also tremendous gifts of time, assistance, senses of humor, knack for party-prepping, and extra couple inches of height from **Kathleen**, **Karlie**, **SueMart**, **Bella**, **Ellie**, **Maggie** and **Ann!** **Sage Cakery** for the cannoli cupcakes, lemon bars and macarons.



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



For Inquires AND Referrals contact:

stacy.delisle@gmail.com

Or Call/Text to 301-646-9625

Testimonials from *Magnolia Monthly* Members...

We had an incredible experience working with Stacy Delisle at Impact Maryland Real Estate. She truly went the extra mile to ensure everything went smoothly. When we encountered a complicated hiccup during the process, They worked diligently to find solutions for us so we could get out of corporate housing. Even when Stacy was on vacation, She made sure there was someone available to assist us. Her dedication and professionalism made the entire experience easier. We couldn't be happier with the service we received!

★★★★★ Michele Elmore

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