

Janelle's Journey

Homegrown stories of Success, Blessings and Opportunities.

FEBRUARY 2021



At Impact Maryland Real Estate we live by the philosophy that "Stories are the Currency of our Society." That's why we say, 'We Don't Sell Homes; We Sell Dreams.'

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Then to Now. My Journey

"Paradise is to believe in it" ~ Catulle Mendes

Only a half mile from my house, down a beautiful tree-lined lane, is a place I consider my get away; a place through my eyes is paradise. On a warm spring day you hear the vast diversity of birds singing their lullabies, the moaning moos of the cows before feeding time, and the snorting of pigs as they slurp down their favorite meal, slop.

Doesn't this sound like paradise? Oh but, to me it is. The gorgeous bright green grass with patches of white lilies, red roses and pink petunias scattered about, and colorful patchwork fields that look as though they were ripped from the front page of a magazine, gleaming brightly in the warm orange sun.

Only God could create such a masterpiece.

As you stop to take a deep breath of spring air, ahh.... That farm fresh smell only a country girl could appreciate. The farm is so full of life; the new baby calves learning to walk as they stand on their little wobbly legs; the eggs slowly cracking open as a softy fluffy cygnet pops its head through and sees the world for the first time; the baby kittens frolicking around the barn playing hide and seek while attempting to catch a mouse for the first time.

Truly paradise! Where else in the world could one encounter such a beautiful, serene, peaceful getaway?

Continued on the Inside...

If you have friends, neighbors or family members who, like you, are a savvy homeowner who is concerned about how to maximize the value of your investment, and you think they would appreciate JANELLE'S JOURNEY, I'd be happy to make that happen...and, have it come as a gift from you. Here's how it works: Simply shoot us an email (subscribe@ClientProfitSecrets.com) with your name and the name and address of the person whom would enjoy this newsletter. I'll include a note explaining that it is totally free because you arranged for a free subscription.



The farm is where I grew up; it was my home away from home.

Fast forward to senior year in high school- it was time to spread my wings and go “over the Mountain”, as my Mom would say.... And that “Mountain” she is referring to is Braddock Mountain.

I was accepted to Elon College (now University) and couldn’t wait to go South.

At 17, I got into my ‘92 5-Speed Honda Accord, plugged my “cell phone” into the lighter, placed my

printed directions from Mapquest on the dashboard and drove south.

It was like an MTV country music video- sunroof down, hair blowing, and music blasting... not looking back. I was “free”- time to figure me out.

What an amazing four years it was. The Triad: The sweet tea.... The slower pace of life...Oh, The parties. Many many fond memories of the South and my college adventures. I studied

Exercise Science with a minor in Psychology and Health Education.

I worked hard and played hard (I was social chair of my sorority- organized some EPIC parties) however, was blessed to graduate the top of my class and received a full scholarship/internship to receive my Masters in Exercise Physiology at George Washington University.

YES!!!! I can now be that “City Girl”; the life I saw in magazines, the life I thought I wanted. Well, I received an AMAZING education- worked very HARD-

At the same time, I survived the direct drama of 9/11 and the Sniper. It was a devastating and traumatic time.

I soon realized my ‘Valley’ was where my heart was and quickly headed home.

After graduation with my master’s I got married (yep- defended my Thesis and got married in the same month- I’m a multi-tasker...or crazy?!)



Tyler, Oakley, Me, and Ella enjoying a beautiful summer day on the farm

After lots of contemplation about the best direction for my career, I decided that teaching was the ideal path for us and our future plans for a family.

I started teaching elementary Physical Education in ‘03. What an adventure and learning experience that was. Going from studying Exercise Physiology, Micro Nutrition, and hours of advanced personal training, to teaching how to point, step, and throw a ball.

Yup- tying shoes and teaching how to catch a ball quickly became my passion. The smiles, the joy, the



At 91, My Pappy still works the farm every day.

laughter, and excitement- nothing is more beautiful than the innocence and love of a child.

Wow- I loved it! I knew teaching was my calling.



My students challenged me to a game of Limbo- I WON!

After several years of teaching, I felt something was missing. It was then that my family was ready to move into a new home. I contacted my dear friend and co-worker, Ron Wolf, to help us with the home buying process.

As a fellow Elementary PE teacher- watching him successfully manage teaching

and being a Real Estate Agent was so inspiring.

It was then, through the process of home buying, that I realized a part of me was missing- that challenge, the ability to help others achieve their 'American Dream', the problem-solving process-

and I sure loved looking at homes (I'm slightly obsessed with HGTV!)

I asked Ron about how he is able to balance both careers. It was easy- he had a passion for both very different careers. I knew that becoming a



Jessica (sister), Christopher (brother), and myself- the next farming generation

Real Estate Agent was going to fill that void that

was missing- the adult interaction, the challenge, the problem-solving.

Yet, I was still able to use my 'teaching' ability to assist others through the buying/selling process.

What a perfect fit!

Balancing two full-time careers:

teaching and real estate can be a challenge- however, I am so blessed to have the best of both worlds!

Every day I learn and grow from kids and adults- what could be better!



One of our favorite events of the school year, Jump Rope For Heart, with my co-teacher, Jackie.



Country Roads... take me home... to the place I belong!

I get to see the smiling faces of all my students; (well, most of the time- wink wink!) I also get to experience the pure joy of assisting others to get to the end of the roller coaster ride of real estate.

I am thankful for being able to work with others in the place I call 'Paradise'.

Welcome home!

Until next month,

Janelle

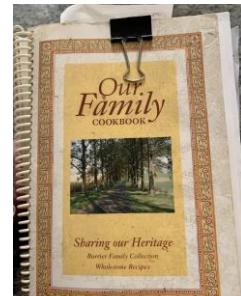
★HAPPY★ BIRTHDAY!

Happy Birthday

Here are February birthdays. If you have a birthday in February and do not see your name on this list, please email or call me so that I can include your birthday!

- 2- Jessie Oberer
- 3- Bryan Biggs
- 5- Beth Watkins
- 11- Jessica Biggs
- 14- Brandon Bower
- 14- Krissi Boehmer
- 15- Emily Harlow
- 16- Jen Waugaman
- 18- Kayden Sneed
- 20- Jesss Black
- 23- Eva Dorsey
- 26- Ashely Driggers
- 26- Jenn Ramaekers
- 26- Katie Routzahn
- 27- Matt Harlow
- 28- Matt Dorsey

Be sure to Wish these Friends a
HAPPY BIRTHDAY if you see them!



Wholesome. Homegrown. Heritage.

**Sharing my love of yummy recipes and
comforting memories around the table.**

I asked my Mom and Aunts for their favorite winter comfort recipe from our cookbook and all three did not hesitate to give the same answer.... Enjoy :-)

Potato Cheese Onion Soup

2 TBSP Butter
2-4 stalks celery, chopped
1 onion, chopped
1 garlic clove, chopped very small

Cook all of the above until celery and onion are tender.

2 cups Chicken Broth
4 Large Potatoes, cubed
Parsley
Salt and pepper to taste

Cook for 20 minutes. Add celery/onion mixture and 1 Cup Milk.

Add 2 cups cubed sharp cheddar just before ready to serve.

**Please share any pictures or your favorite homegrown recipes. Use #WholesomeHomegrownHeritage to share on social media!

Wilson's Wellness Wisdom

5 TIPS TO TAKE ON THE FEBRUARY FITNESS "BLAHS"

It's the shortest month of the year, yet February seems to drag by the slowest. The days are (still) short, the snow is (still) falling and beach weather is (still) months away.

While the temptation to set serious exercise aside until the temperature rises above freezing is strong, resist it for the sake of long-term fitness goals. Brave the demotivating month, and take on the February Fitness Blahs with these 5 tips!

1. Team Up Against the Blahs

February has a way of defeating even the most motivated fitness enthusiast, but it doesn't stand a chance against a united front! Working out is better together, so gather a team of friends, or even a partner, and stay on track together. Sign up for a team activity, such as adult dodgeball or indoor soccer, or plan smaller group workouts in advance. Keep the workout team accountable by enforcing a "no cancellation policy" that requires anyone who cancels to throw cash into a fun fund to be spent on dinner at the end of the season.

2. Try Something New

Finding it challenging to stick to your old routine? Make a new one! February is the perfect time to try a new fitness class, such as TRX, CrossFit, barre or Pilates reformer. Not only will stepping outside your comfort zone combat boredom, but trying new activities will prevent exercise plateau.

3. Revisit New Year's Resolutions

In retrospect, the seven-day-a-week/ 5-hour-a-day workout plan and raw vegetable-based diet plan was probably doomed from the beginning. Don't let falling off New Year's resolutions be an excuse for giving up until next January 1. Instead, set new, realistic goals with a few check-in points between now and spring. Now that the holiday bills are (hopefully) paid off, consider investing in a fitness tracker, such as a Nike FuelBand, FitBit or Jawbone. This is important to track these (new) New Year's resolutions and keep you motivated to achieve your goals.



4. Sign Up for a Spring Race...

Join Ella and I at the Frederick Running Festival! (we are running the Nut Job Challenge, Duh! (Half & 5K) May 1 & 2, 2021) <https://www.frederickrunfest.com/>

The cold weather has to end at some point, and when it does, there will be road races abound! Start training now for a 5K, 10k, half-marathon or mud run/obstacle race. A short term race goal will provide that extra motivation needed to put the cold front behind you and commit to your winter cardio.

5. Laugh, Smile, and Play.

To our sometimes cynical modern ears, it may seem silly to just laugh your problems away. But scientists have found ample evidence for the health benefits of lightheartedness and optimism for healing and fighting off illness. Seeking happiness-producing activities is a good way to relieve stress, enjoy others' company, and feel better. Give it a try this month. It will do your heart good.

This Month's Sudoku

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

'Stories From The Street'

Whatcha Don't Know

Pulling into the garage I could see something was not normal. It was not as bright as usual. I get out and look at the headlights and notice that the passenger headlight was out. It worked when the high beams were on, but not the normal headlight.

Letting this go for a week and 'hoping' that it would just magically fix itself and I wouldn't have to deal with it.

Well, you know what they say, "Hope is NOT a Plan!"

With EVERYTHING in life, I go into a risk/reward and Plan B and C. This is what happens in real estate EVERY day. There is chess, not checkers being played, and you need to know what happens when Plan A fails. When an inspection goes sideways. Or when a lender messes up.

Back to the headlight. The easy fix would cost about \$250 to send to a mechanic to change the light bulb. OR try and fix it myself.

Going to YouTube University and typing in, "Change headlight in Nissan [xxxxxx]" provides a quick 3-minute video. NOTHING like I expected. I thought you'd pop the hood and fiddle around to change the bulb in there. NOPE you go in through the wheel well and work up from the bottom.

Thinking to myself, "Self, ok what is the worst thing that can happen. I can't figure it out and I spend 30 minutes trying to change the headlight and then I have to go to the mechanic if things go sideways and gotta spend \$250. Or I do it myself and it cost me about \$17 for a new headlight... It's not like I'm trying to change a carburetor. Even if I mess up, I can't mess up my car that bad."

I have a Plan A and Plan B in place, just in case I can't fix it myself.

So, I figure – easy enough – and off to AutoZone to get a headlight. But knowing what I think I know, I will get there, and their will be 97 choices for headlights, I decide to get the lightbulb out first to take with me as I need to make sure to get the right one.

Head to AutoZone get the bulb and head back to finish the job. An hour after I started the job, I was able to pop the new bulb back in and put the wheel well back together.

DONE!!! A lil YouTube University, some elbow grease, and \$17 it was fixed. Life is about weighing the

risk/rewards. Best case I fix it for \$17. Worst case – I won't mess up the car any worse than it is – is that I don't fix it and it ends up costing \$250.

We play chess EVERY day. EVERY transaction.

Recently we had a buyer that had their own lender. All was good. All was smooth. Appraisal good. Everything ready to go to settlement. A day before we are supposed to go to settlement the lender calls me panicking. The underwriter found something he didn't like, and they had been working the last 2 days to get a resolution and were calling me to fill me in. We were going to give it one more try before pulling the plug.

Immediately call the listing agent to inform him of the possible issue and what we are doing to resolve.

The transaction on life-support – LITERALLY.

The buyer, our client, desperately wanting this house. Furniture scheduled for delivery. Movers lined up. Cleaners ready to come in. Ready to paint and we get a snag at the 11th hour. I call one of our go to lenders, Mike, and give him the scenario – putting plan D into action. Plan B and C were workarounds with current lender.

He says, "Slam Dunk. We just have to do X, Y, Z and change this... and we'll get it done in 3 weeks."

The next day, the current lender calls and the underwriter won't bend.

We immediately let the listing agent know the scenario and he let the seller decide to give us another couple weeks to get to settlement after the listing agent talked to Mike.

And within 17 days (less than 2 weeks later) we end up going to settlement. Our TEAM saved the day!!! Every decision out of the 1,000 that go into a real estate transaction has to have a risk/reward factor and also must have multiple plans if any of those 1,000 moving parts goes sideways.

When you know how to problem solve and take care of clients in their most stressful times, they form a loyalty to you! They will be repeat customers! But what they will really do, is that they will be advocates for you and will refer business to YOU!!!

That is how you build a successful business – by being a Problem Solver!

Social Media Stories

I share quite a bit on Social Media platforms, especially on Facebook. I know some of you may not be on Social Media, so here are a few of my **Social Media Stories** that got some interest, likes, and comments.

This is 2.5 miles.... And I signed up to run 13.1 miles?!?!

**Stupidity. Stubbornness. Determination.
Resilience??**

Ella and I set a goal this year to ru... See More



Who would have ever thought teaching middle school PE and Health would look like this? 2 screens. 2 spotlights. Sitting on a stool at a desk. Not what I ever imagined. So much unknown, but today I'm choosing to not stress over things I can't control! And I have my coffee mug Ella gave me to remind me of this. #onedayatatime #stressless #focusonwhatcancontrol #2021goals



My 2021 vision board  #settinggoals



105

23 Comments



64 Comments  114

21 Comments

11 years ago??



 **Janelle Derr Wilson**
Jan 25, 2010 · 

We LOVE Peyton, yes we do!!! Go Colts!!!

Yup- all for him ❤️ 🐾 #slightlyspoiled
#patientlywaiting #oakiebear



Angela Sfrisi and 55 others 7 Comments

Janelle's Journey

with Impact Maryland Real Estate

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Testimonials from recent 'IMPACT Maryland Real Estate' Friends

We LOVE our clients and work tirelessly to get Superior Results when you hire us. We realize that your home is your most important investment we treat the entire experience knowing that it is YOUR family and YOUR life that we are involved. We don't take this responsibility lightly. The following review is of one of our Partners and is taken off our Facebook Page. If we have worked with you, we'd love your feedback. www.facebook.com/impactmarylandrealestate

"After years of renting, I finally decided to look into purchasing my first home. I found that purchasing a home during a global pandemic to be very challenging. My first 2 offers were not accepted between multiple offers and offers over asking price on the first day the homes were listed. Finally, my 3 rd offer was accepted.

Being a single mom, I struggled for many years. I knew what neighborhood I wanted to live in. Janelle has been amazing to work with. Her patience, determination, knowledge and persistence helped me find the perfect house for my kids and I. She was right there for me every step of the way from finding the houses, making appointments for the same day as they were listed, working on getting contracts in the same day we saw the houses, reaching out to agents with questions, to getting with my lender, setting up the home inspection and getting everything ready for settlement.

We settled on our home in July 2020 and I couldn't be happier. Janelle's compassion and dedication to her clients made the whole process easier and less stressful. She is the true meaning of a Realtor, she didn't just help me purchase a house, she helped me purchase a HOME." -Angela

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