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# IMPACT MARYLAND MONTHLY

*with Eric Verdi*

"HOW TO THRIVE IN EVERY KIND OF MARKET"

OCTOBER 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.'

## HEADLINES

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## ALL About YOU!!!

I APPRECIATE You... and Just Want to Show Thanks...

This Month, October 2021, I want to thank you! I want to spend this newsletter THANKING and HIGHLIGHTING YOU!!!

### A loyal friend and client.

Impact has made many strides over the past 4 years from inception. We've helped multiple of hundreds of families find a home. We've helped families maximize their Return when selling.

We've laughed. We've cried. We've celebrated WITH you.

### Now we want to celebrate YOU!!!

Last month we had our Client appreciation party where 150+ of you beautiful people attended! It was the PERFECT evening at Holly Hills. My right hand 'wo'MAN at Impact who has been with me for 7+ years, SueMart was the driving force in the details of the event. No detail was too small for SueMart and her meticulous ways.

Also a HUGE shout-out to my partners Stacy Delisle, Tori Wright-Elliott along with Mary Katherine and her team at Holly Hills for helping for the last 6 months plan this event. My partner Josie Medwick provided the beautiful center pieces. And the WONDERFUL Vendor Partners for: #1 ALWAYS being there for Impact clients and for also providing the beautiful door prizes.

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 IMPACT MARYLAND MONTHLY, 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](mailto: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.

So, this newsletter is going to be different.

I'm going to shower this newsletter with pictures from the event – courtesy of my longtime friend and our INCREDIBLE photographer – Annie, who if you have sold at Impact... you can thank Annie.

And I'm also going to sprinkle in 3 write-ups that we posted about the Event.

One from me... One from my Partner the aforementioned Stacy Delisle aka Momma T... and one from the company about the event.

### What I wrote:

*#impactfamily had our Client Appreciation Party last night at [Holly Hills Country Club](#) and the evening could not have been more perfect.*

*We always say that our clients are our Family and last night 1000% demonstrated that.*

*Last night was more 'Family Reunion' than some stuffy event where no one knows one another. Most of our clients know one another because most have referred their friends/family to us and have introduced their loved one's to an [#impactfamily](#) member.*

*It was heart warming to see everyone.*

*My Buddy/Client sent me a text this morning and I couldn't have said it better...*

*"Wonderful Event Yesterday. I'm very impressed with the company, and culture within it you have built. Keep up the GREAT work!"*

*We want to thank you for your continued Trust and Commitment to [Impact Maryland Real Estate](#)*





# Don't Forget to Have Fun!!!!

## October Quiz Question

**Q:** What wide receiver caused a sensation his rookie season with a one-handed catch?

Everyone who texts, emails or calls in the correct answer by the last day of this month will be entered into a drawing for a \$25 gift certificate to Amazon.

## September Question & Answer

**Q:** Which country invented tea?

**A:** China

Congratulations: Johnny Easterday!

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

## Happy Birthday

Here are October Birthdays from our friends of **Impact Maryland Monthly**. If you have a birthday in October and don't see your name on this list, please email or call us so that we will include your birthday.

Amy Raymond	Oct 3rd	Peter Fleck	Oct 14th	Sam Schroeder	Oct 20th
Melanie Tapley	Oct 3rd	Kate Riling	Oct 14th	Colleen Barnhouse	Oct 21st
Griffin Bonadies	Oct 4th	Laura Via	Oct 14th	Nicole Bell	Oct 21st
Brian Wells	Oct 5th	Jodi Burrier	Oct 15th	Christine Kaas	Oct 23rd
Marco Reyes Garcia	Oct 7th	Erin Marsalis	Oct 16th	Alivia Smith	Oct 23rd
Tara Hornung	Oct 8th	Nicholas Orsini	Oct 16th	Pamela Wheeler	Oct 23rd
Kensey Love	Oct 8th	LeeAnna Arrowchis	Oct 17th	Anna Carroll	Oct 24th
Kampbell Quill	Oct 8th	Cooper Bobbitt	Oct 17th	Ray Baker	Oct 25th
Paul Gorman	Oct 9th	Dan Luippold	Oct 17th	Nancy Dietz	Oct 25th
Mandy Rawlett	Oct 9th	Maria Menocal	Oct 17th	Amanda Miss	Oct 26th
Alexis Fogelson	Oct 11th	Jennifer Purgason	Oct 17th	Laura Palmer	Oct 30th
James Kopf	Oct 12th	Lauren Mills	Oct 19th	Emma Ranneberger	Oct 30th
		Vincent Dabney	Oct 20th	Rebecca Shoemaker	Oct 30th

**Be Sure to Wish these Friends a HAPPY BIRTHDAY if you see them.**

## What Momma T Wrote:

*"When you are part of a family, you are part of something wonderful...."*

*This is so incredibly true.*

*The family I was born into.*

*The family I have gained through marriage.*

*My #ImpactFamily*

*We came together this past Saturday at [Holly Hills Country Club](#) for what turned out to be an AMAZING event to celebrate our clients... our extended [#ImpactFamily](#).*

*And it could not have been more wonderful.*

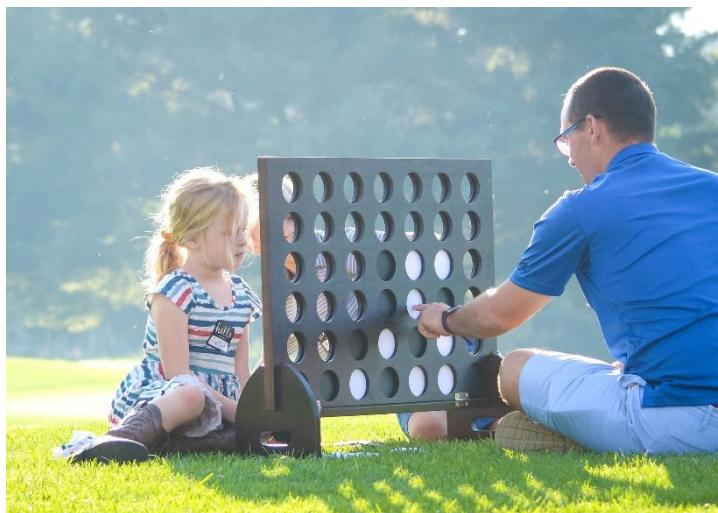
*The weather. The food. The games. The prizes.*

*The people. Definitely, the people.*

*I am beyond grateful to work with some absolutely incredible people whose hearts for clients are as big as they come. Who work tirelessly in the best interests of others...And to provide unparalleled service through the buying and selling of homes.*

*This wasn't just a party or celebration; it was like a big family reunion. And it was absolutely wonderful ❤️*





## What Impact Wrote:

*At IMPACT, we measure our success by feedback. Some times it is a testimonial, some times it is a referral. Some times it is a clients repeat business. But some times, the loudest feedback is what we SEE. An over joyous smile when a buyer first enters THEIR new home. An easing of the shoulders after a settlement. The facial expressions of intense anticipation and excitement. And times like last night, it is most evident in our youngest of clients. The children OF our clients.*

*Clients who ARE family and came out together to allow us the pleasure of showing them just how special they are. And just how much FAMILY means to us.*

*With shoes kicked off, running and laughing and tagging and hiding and friendly competitions and celebrating sweet victories, those youngest #IMPACTfamily members gave us their feedback. And it was truly wonderful. ❤️*

*To everyone who helped plan and execute, THANK YOU. To Holly Hills Country Club for excellently hosting and providing the best food and service, THANK YOU. To our vendors for donating door prizes and partners for ALWAYS putting the needs of our clients as a priority, THANK YOU!*

*To our clients, our extended #IMPACTfamily, thank YOU! For your continued trust and the greatest compliment of sharing your time. We are honored to be a part of your lives.*

*\*A heartfelt thank you to [Annie Main](#) with A. Marie Imagery for spending the evening with us, capturing all of the fun being had! Feel free to share and tag (if you're looking for your photo, they are chronological in order). 😊*

[#clientappreciationparty](#) [#frederickmd](#) [#realestate](#)  
[#thankful](#) [#thankyou](#) [#hollyhillscountryclub](#) [#hollyhills](#)  
[#frederickrealestate](#) [#marylandrealtor](#) [#realtor](#)  
[#impactfamily](#) [#impactmarylandrealestate](#)



# IMPACT MARYLAND MONTHLY

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## **Testimonials from recent 'IMPACT Maryland Monthly' Members**

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](https://www.facebook.com/impactmarylandrealestate)

- Working with Eric and Sue was a blessing. They helped us look at a variety of properties and they didn't give up until we found the perfect one. Our property needs weren't simple. They also staged and sold our previous home. We are beyond satisfied with them and the process. – Kim and Ray B.

Eric and his team were amazing and extremely responsive. I'm a lender and know the market well. We had a few issues come up, Eric and his team helped resolve all problems. One issue I used my own friend, and the work was not done properly. Eric came to the rescue and helped save the deal. He is so thorough and attention to detail/ timelines ...we had a crazy deal...but did not feel the pain because of Eric. – Mike H.

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