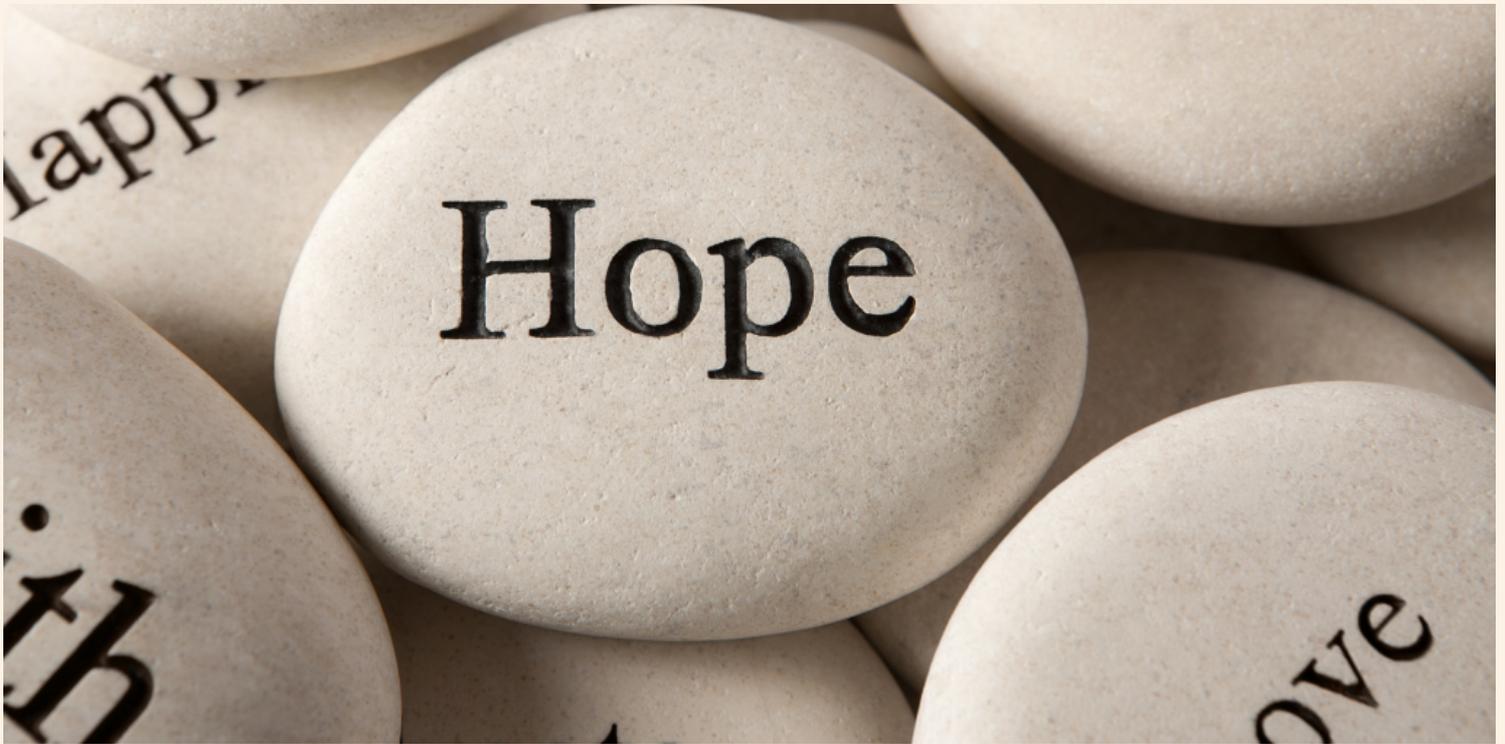


# MAGNOLIA MONTHLY

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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## ***When Hope Was Born***

Hope is a beautiful word used by people all over the world. It represents the possibility of a positive outcome, a beacon of light in the darkness.

In our current culture, hope is expecting something to happen, but not being entirely sure it will; it is more like a wish... hoping it doesn't rain or hoping your favorite team wins the championship.

The Merriam Webster Dictionary defines hope as "to cherish a desire with anticipation; to want something to happen or to be true."

***But this definition and our culture norms fall so short of true, grounded hope. Because hope isn't based on a circumstance; it's found in a person.***

During the Christmas season I am always reminded of how incredible the incarnation is. That Jesus... Emmanuel... God WITH us... came in the form of a baby with a mission of redemption. And because of the incarnation, this beginning of God's redemptive plan for humanity... for your heart, and for mine... there is great HOPE.

I know for many, though, the holiday season can sting. Whether it's the recent loss of someone dearly loved, broken relationships that weigh on your heart, effects of this economy that have hit harder than you could have imagined, or guilt or shame over choices that have been made, the hurts of this life can often feel magnified around the holidays.

**Yet even in the hard and hurting places, there is great hope, because of the One who is hope Himself.**

I love this song by Sidewalk Prophets...I am grateful for the promise of hope that is offered here: that on Christmas night, HOPE was born.

*Tonight I can see a star shine  
And its splendor fills up the sky  
It's the same that appeared  
And the wise men revered  
When Hope was born this night*

*Out upon the snowy fields  
There's a silent peace that heals  
And it echoes the grace  
Of our Savior's embrace  
Because Hope was born this night*

*Glory to God in the highest  
Peace on earth  
Goodwill to men  
Let all of the world  
Sing the chorus of joy  
Because Hope was born this night*

*I can hear the Christmas bells  
ringing  
As softly a church choir sings  
It's the song used to praise  
The ancient of days  
When Hope was born this night*

*There are angels in this place  
And my heart resounds in the  
praise  
Like a shepherd so scared  
I'll rejoice and declare  
That Hope was born this night*

*Glory to God in the highest  
Peace on earth  
Goodwill to men  
Let all of the world  
Sing the chorus of joy  
Because Hope was born this night*

*Glory to God in the highest  
Peace on earth  
Goodwill to men  
Let all of the world  
Sing the chorus of joy  
Because Hope was born this night*

*I know hope was born this night  
Because Christ was born this night*

**You see, because of Jesus... there is great hope.**

There is no circumstance too desperate or too far gone that He can't bring redemption. There is no person who has fallen beyond the scope of His love and grace.

I pray that you might know the great hope that is in Christ this Christmas season.

*Stacy*

# Winter Word Search

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

JACK FROST	SLEIGHBELLS	TUBING	SNOWBOARDING	BAKING
FREEZING	MITTENS	SNOWFLAKE	SCRAPER	SALT
BELOW ZERO	COLD	BLIZZARD	FISHING	SLIDING
SNOWBALL	HOCKEY	SKATING	SKIING	PLOW
ICICLE	DRIFTS	SNOWMOBILE	FLURRIES	GLOVES
JACKET	SCARF	BOOTS	SNOWMAN	SNOW

# Family Fun Zone!

## Sudoku

### Trivia Question:

Q: What is the name of Iceland's tradition of exchanging books on Christmas Eve?

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!!

\*\*\*\*\*

### November Trivia Question:

Q: Name one of the North America Wild Turkey sub-species.???

A: the Rio Grande, the Merriam's, the Osceola, the Eastern, and the Gould's

**Congratulations  
Galilee Shullenbarger!**

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



HAPPY BIRTHDAY!!



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

Rod Vasquez	12/1	Mike Veirs	12/13	Joel Chaffman	12/19
Kelly Higgins	12/2	Jonathan Gutzman	12/15	Kellen Shapot	12/21
Zara Sesay	12/3	Carole McKee	12/15	Jason Ingram	12/21
Ben Clark	12/4	Jessica Shullenbarger	12/15	Kerry Douty	12/22
Lisa Carr	12/4	Chandler Richards	12/15	Sebastian Paulus	12/23
Melanie Drummer	12/5	Grady Richards	12/15	Tate Bailery	12/24
Jennifer Weidling	12/5	Jennifer Richards	12/16	Ken Radford	12/24
Jolie Abreu	12/5	Tamara Popov	12/16	Eric Dove	12/24
Brooklyn Weidling	12/6	Charlotte Cole	12/17	Andy McKee	12/25
Wilson Saunders	12/6	Greg Duncan	12/18	Evie Burge	12/27
Cody Blickenstaff	12/6	Jeanine Gugliero	12/18	Jacob Delisle	12/28
Jalisa Wolf	12/11	Justin Cole	12/18	Brendan Harman	12/29
Joey Delescavage	12/12	Vicky McGrady	12/19	Cary Fellows	12/30
Dominick Shifaraw	12/13	Bill DeSantis	12/19	Taylor DeGirolamo	12/31
Molly Ganley	12/13				

# STORY FROM THE STREET...

## Survive, Adapt, and Innovate!

If you aren't living under a rock and have any sense of what is going on with inflation, prices, the overall economy, and the housing market – then you probably haven't heard all the gloom and doom.

But if you are a living breathing human then I am certain you have felt the effect.

Heck, just going to the grocery store – I don't know about you – but my grocery bills have doubled this year.

I'm spending more on gas. My utility bills have increased. The overall cost of living seems to have doubled overnight!

And I don't know about you, but my income hasn't double in that timeframe.

*At Impact – and in real estate – we are always looking to survive, adapt, and innovate.*

There are so many layers that go into running a real estate business – from the brokerage level, but also from the agent/sales level as well.

Do you buy leads?

Do you cold call?

Do you reach out to listings that expired or are trying to sell their houses themselves?

Do you do your '7 calls to unsuspecting people' to wear them down? (YES that is really a strategy that is taught!!)

*or.... Do you LOVE on your people and treat them like GOLD?*

At Impact we choose to LOVE ON YOU!!!

What does that really mean?

Well, first of all it means that we treat you like family!

We do our BEST to go above and beyond with you in #alltheways. We try to remain in consistent contact with you. Whether it be this monthly newsletter. Birthday cards to you and your family (if you don't get a bday card from me, it's because I don't have your bday – so please call/text me).

Purchase Anniversary gifts. Closing and referral gifts – for being loyal clients and referring people you care about to Impact!

*And the Client outreach/events!!! I seriously could NOT love these more.*

We have been putting in place a more structured and elaborate way to THANK YOU and LOVE on YOU next year with some EXCITING events!!!

*We are ALWAYS looking for ways to innovate and add value to what we do for our clients!*

One exciting feature that Impact recently added is that we have partnered with a company called Homebot.

Homebot is a software that allows YOU, the homeowner to track and manage your most important financial investment – your home. You have your own dashboard where you can track and manager your equity, your value, your mortgage, your investment and it gives you strategies to utilize your home as an ongoing asset to grow your wealth.

We looked at quite a few options on how Impact can better serve YOU, and we decided to partner with Homebot and bring this resource to you – free of charge – and for you to utilize as a financial tool!

We have started the process of integrating our clients information and you might have already received your initial email with your information. And if you think any of that information is inaccurate or you need to adjust it, you can on your dashboard. For instance, it might have you as a 3 Bedroom, 2 Bath, but you are really a 4 Bedroom 2.5 Bath. Or your mortgage rate might not be accurate, you can adjust that as well.

*If you haven't received your Homebot login and want to be added to this service – again just let me know and I'll get you added.*

Impact is SUPER excited about this partnership, and I think you are going to LOVE Homebot!

*In addition to this feature, we also have our 'Flip it or Sell it' service for clients!*

What that means and how we have used this to help put additional profits in our sellers pockets is that some homes need some work to be in 'model/top dollar' condition. But a lot of sellers don't have the contacts and resources to do the necessary work to achieve the highest profit/sales price?

Sellers don't want to manage: the design, the renovation/updating, the contractors, the paperwork, the scheduling, and the 34 other factors that go into updating a home, so they bring in Impact to manage the process.

And with our trusted and vetted team of contractors we can tackle just about any project from flooring,

hardwood, painting, plumbing, electrical, bathrooms and kitchen updates, exterior landscaping and hardscaping.

*Whatever our design team earmarks that will add value to your sale.*

We tell our sellers to get out and leave us the keys... and that's when the magic happens. We recently updated a house in Middletown where the sellers moved to Texas, turned over the keys and let us go to work. They left behind 25 years of things they didn't want/need in Texas.

We spent 3 days taking stuff to local non-profit organizations and the landfill. We then went to work on the exterior for a week, to spruce up. Then we brought in our interior team, the designer, painters, flooring guys, cleaners and went to work.

Within 3 weeks the entire house was 'flipped' and ready for the market. The cost of this renovation project was \$33,000 BUT it put an additional \$60k-\$75k in the sellers pocket, so over a 200% ROI!

Happy clients, for SURE! At Impact we are ALWAYS ALWAYS ALWAYS looking to innovate our process and find ways to help YOU!

Our motto, our vision statement, whatever you want to call it – but it is the words we live by...

*"If you take care of your clients, then your clients will take care of you!"*

And we try to do this to the best of our ability, daily!!!  
Let me know if you want to be added to Homebot, or aren't currently receiving Bday cards from me. Would love to get you updated!

# Social Media Stories

*A round up of fan favorites from the month!*

**Stacy Rochfort Delisle is with Eric Verdi.** Nov 22

Like Comment Share

25 15 comments 6 shares

**Stacy Rochfort Delisle** Want to be part of something INCREDIBLE?!  
... See more

**Stacy Rochfort Delisle is with Brendan Harman and Jill Whitty at Costa d'Este Beach Resort & Spa.** 4d · Vero Beach, FL

Like Comment Share

Emily Mitchell and 99 others 22 comments

**Stacy Rochfort Delisle** The next several days are going to be amazing and couldn't have come at a better time!! 🌴☀️🌊🍷 #jillfoundharMAN

**Stacy Rochfort Delisle** Nov 21

Like Comment Share

35 2 comments

**Stacy Rochfort Delisle** Sometimes Sunday nights involve working from the couch, under a cozy blanket, with the fireplace on, by the light of the Christmas tree.

After a weekend of missed plans and snuggling sick kiddos, restfully working at home during one of my most favorite times of year, is a wonderful way to wrap the weekend 🍷❤️

Like Comment Share

22 4 comments

**Stacy Rochfort Delisle** Any Monday that starts like this is bound to be a great one 🤔🤔🤔

**Stacy Rochfort Delisle is with Eric Verdi and 4 others.** Nov 24

Like Comment Share

50 4 comments

**Stacy Rochfort Delisle** Today's plans involved some pivots due to sickness... but thankful to have started today with a beautiful hike with some fant... See more

**Stacy Rochfort Delisle** Nov 27

Love me some SOUP SEASON!! Mirepoix prepped... soup simmering soon!!! 🍲🍲🍲

Our soup season contest is over... but if you'd still like a copy of all the delicious recipes, drop your info in the link below by 3pm today!!

[www.StacySellsFrederick.com](http://www.StacySellsFrederick.com)

**Stacy Delisle, Realtor** Nov 27

**Stacy Delisle, Realtor** Love me some SOUP

**Stacy Rochfort Delisle** 6d

BE A SERVANT TEAMMATE

Work hard, have fun, be a great person and teammate, and enjoy the moment because you only get it once, and when it's gone, it's gone; then let the chips fall where they may and repeat the process.

Most of all, be a servant. Find ways to help, support, and serve others. Be someone who adds value and helps others and makes teams, teammates, and locker rooms better.

A Coach's Diary

Like Comment Share



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Or Call/Text to 301-646-9625

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

There truly are not enough words to thank Stacy for all the support and professionalism that She gave me through the selling of my house. She is upfront and honest and always had my best interest as her first priority. I would highly recommend her. Thanks Stacy!

★★★★★ Fran Hogan

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