

# MEDWICK'S MONTHLY

MOM LIFE. SECRET SERVICE WIFE. REAL ESTATE ADVICE



## WELCOME!

*I am so happy to have you here! I hope through my monthly newsletter we share many laughs, cries, and inspiring stories. An authentic look into my unedited world. Enjoy!*

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## Puzzle Pieces

### The missing piece is critical

The kids and I love to build puzzles. Well... Maybe I do a little more than they do. They can get distracted and frustrated easily. But it'll be sprawled out on the dining room table until we finish. Sometimes a few days, and others a few weeks. We take breaks when we need to and come back to it when our eyes have been rested.

It's not something we do often. And definitely not an activity we all do together, because Lord knows if Joey is too close to Julia it'll not end well. But it's a great activity that I enjoy doing with them individually. I love seeing them concentrate and really work towards making the puzzle whole. It's a quiet activity so we usually have some great music on in the background. The sense of accomplishment when they finish is what I enjoy the most. Seeing huge smiles

on their faces and wanting to take pictures to send to Grandma. It's definitely rewarding.

But what happens when you are 99% done with a puzzle and notice there are no more pieces left? The last piece is missing. You look around the table. Under the chairs. Look around the floor. Could it still be in the box? OR could it have gotten sucked up in the vacuum? UUUGGHHH! The puzzle is NOT complete and can't be until the last piece is placed. Everything has changed. Their whole demeanor has shifted. They were so close. The look of disappointment on their faces is real.

It's that same look of disappointment they give me when I tell them dad has to go on another work trip. This last one seemed forever. 3 weeks. 3 LONG weeks. 21 days. 504 hours. Not that I'm counting.... But seriously. It's not the longest he's been gone but as the kids get older they seem more affected. He's our missing piece to our whole puzzle.

When he is gone our family isn't the same. It always takes a few days (sometimes longer) to adjust. John and I do a really wonderful job of co-parenting. So when my other half is missing I have to pick up the pieces and it's not always easy. Juggling work life, home life, school, who gets picked up when, who needs to get dropped off where.... Ohhhh it's almost dinner time!

By the end of the day I'm exhausted. Mentally. Physically. Emotionally. I'm just done. I guess you can say that I easily take for granted how much John does when he's home. That missing piece really throws everything out of sorts.

The same is true for any team you are part of. Take one critical piece out of the picture and everything changes. I'm part of my church's women's retreat planning

committee for next years retreat. A few weeks ago at our last meeting we nailed down the theme, slogan, and bible verse to tie everything together. A few days after that I happened to be at Home Goods shopping for a buyer client's closing gift. Just strolling the isles I ended up near the mugs.

Side question..... Do you know how many bible verses are in the bible? Any guesses??

31,102. That's a whole lot of verses.

As I was walking by the mugs, do you know what bible verse happened to be on one of the mugs?? You guessed it! The one we selected for next years retreat! What are the chances? Absolutely no coincidence though. Out of 31,102 verses, the small group of women on the committee choose THAT one. There were many on the table but we landed on that one. So I did what anyone else would have done and bought ever single mug they had. Then called everyone I knew to run, not walk, to their Home Goods and search for that mug. Can you imagine if one of the ladies from the committee was missing that night? Everything would have changed.

The same goes for a real estate transaction. Every person in the transaction plays a critical role. Take one of those pieces out and the smooth transaction just took a turn on a long bumpy road. Sometimes even leading to the transaction completely falling apart.

Games, family life, other teams/groups you are a part of... you play a special role. Even if it's a small part that you may feel isn't important. Trust me, without you a piece to the whole puzzle is missing. Everything changes.



*Josie*

# Fun Time!

## January Trivia/Riddle Question

Q: The name of the full moon occurring in January is called what?

Everyone who texts or emails the correct answer by the last day of this month will be entered into a drawing for a \$10 gift certificate to Amazon.

Good luck!!

## January Sudoku

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



HAPPY BIRTHDAY!!



Here are the January Birthdays from our friends at Medwick's Monthly. If you have a birthday in January and don't see your name on this list, please email or call me so that we will include your birthday!

Cindy Pizzo	1/3
Thad Tomlinson	1/7
Jessie Miller	1/18
Nic Castrejon	1/18

# STORIES FROM THE STREET...

*A monthly column of real life examples, told in 'story' format to give you knowledge of what actually happens behind the scenes of a Real Estate transaction.*

## **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 doubled in that timeframe.

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

There are sooooo 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. Calling to just say "hi". Closing and Referral Gifts – for being loyal clients and referring people you care about to Impact!

## **And the Client outreach/events!!!**

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'll let you know more in next Month's newsletter!!!)

## **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 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 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 seller's 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 seller's 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 😊

V F C H T P W N F E F K P K E J E T G J T B M D  
 D Z A M Q O L A S T D W D I H I M B E J V A S C  
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WERE	WAS	WITH	WENT	WE	THAT	DID
THE	TO	SAID	SHE	SEE	ROB	RUN
RAN	RAM	RAT	PUG	PEN	PET	PIN
PIT	PAN	PAT	PLAY	ON	OF	HIM
NUT	NAP	NET	NO	NOT	MUST	KIT
MET	MAP	MAT	MAN	MOM	MY	OR
LOT	LAP	LAST	LOOK	LIKE	KIN	ALL
JOB	JUST	JAB	JET	JUMP	IF	AN
IN	HIT	HAS	HAM	HIS	HAD	LET
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JOT	WHAT	MOP	YOU	OUT	ROT	ME
IT	THEIR					

# Social Media Stories

*A round-up of fan favorites from the past few weeks!*



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## I want to hear from YOU!

Have questions? Comments? Garden tips? I would love to hear from you. I truly value your opinion! Send me an email. Text me. Message me on Facebook.

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