

Michelle Monthly

MOM, WIFE, AND REAL ESTATE LIFE



WELCOME!

I am so glad you've decided to join me. Take some time off from your day and see my latest adventures!
Let's catch up!

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Sick! Sick! Sick!

Any other parent feel like their kids are going through a never-ending cycle of being sick?!

February came in HOT for the Poole household. Coughs, runny noses, sore throats, no appetite and fevers have been a constant in our house for the last few weeks.

As I am writing this on February 21, it is the FIRST time in WEEKS that we do not have a sick child at home.

The quiet is nice; however, I am still trying to calm down from the amount of stress and anxiety I have been feeling lately. I wish I could be one of those moms that does not stress when her kids are sick, but I am not. My mind goes into overdrive, and I instantly start to google everything. Every spike in temperature makes me more nervous and as the days pass by my nerves are through the roof.

This round of sickness was different. We were at four days of a low grade fever that would not go away, so I thought time to head to the doctors. We made it the walk-in appointment time and Liam was seen. The doctor listened to his lungs, checked his ears, listened to his heart, did the whole physical examination and she said, "everything sounds good, he has croup, it is viral so continue to monitor his symptoms and he should be fine in a few days." I thought ok that's easy enough we can do that.

Within a couple days, I am bedridden because I am sure I have whatever virus Liam has. Of course, he's been coughing in my face this whole time, so its unavoidable.

A week later, we've been monitoring his symptoms and the low-grade fever is still sticking around. Back to the doctor he goes! Brian takes him in. They do the SAME check as before, tell him he does not need medicine and to just continue to monitor his symptoms because whatever he has is viral. They recommended he goes on an allergy medicine twice a day and Brian and Liam were sent on their way.

At this point, the fever is gone is a day and a half so I think we are finally on the mend.

NOPE! We were wrong!!

The fever comes back and I can tell how uncomfortable he is. At this time, mama bear comes out. I am LIVID. I call the pediatrician office and speak to someone on the nurse line. The doctor would not come on the call, they kept telling the girl to tell me he's fine and to continue to monitor his symptoms. I had to demand to speak to the nurse or doctor because we were on day 11 and he needed something! I told them I'll sit on hold until I can get someone on the phone with me.

Finally, the physician assistant comes on the line and she explained that what he has is viral and I need to continue to monitor his symptoms. I said absolutely NOT! He is SICK and if they won't give him an antibiotic I need bloodwork to show if what he has is viral or bacterial.

She told me I'd have to bring him back into the office and then they will decide if he needs medicine or bloodwork. AGAIN, absolutely NOT! He had been seen TWICE already.. I explained I need the bloodwork order IMMEDIATELY. I had to advocate for my child because they were just dismissing me and how he was feeling! She finally did agree to give me order and I was able to take him the same day for the blood test.

I was so scared for him to get bloodwork! I'm 34 years old and I still hate needles, so I could not imagine what he was going to feel at four years old. Let me tell you guys... He handled it like a champ! The phlebotomist asked him if he wanted to close his eyes or look away and he said, "No." He looked at the needle the whole time and he did not shed one tear! I was so proud! They told me the results could come back as early as the next day.

Around lunch time the next day, I text the pediatrician line to see if the results have come in. I got a response and she stated they were in; however, the ordering doctor will not be in until Tuesday. I told them I can discuss the results with anyone! I just need to know what's going on. Within 30 minutes, I get a call from a nurse, and we have confirmed that his white blood cell count shows he does have an infection and he need antibiotics. Thankfully we were able to get the prescription over to the pharmacy and he started medicine that evening. We are 5 days into his treatment, and he is MUCH BETTER!

This mama can breathe again =)

As your real estate agent, I will advocate for you in the same way! I will adjust my approach to what you need. If my approach needs to be cool, calm, and collected to get you what you need, then that's exactly what I can do; however, if you need someone to have the hard conversations and really advocate for you, I'm your girl!

See you in March!

Michelle

'Stories from the Street'

Stories from the Street is a series monthly articles using real life examples, told in 'story' format to give you knowledge of what actually happens behind the scenes of a Real Estate Transaction.

Competence vs Confidence

By: Eric Verdi

10 and 2... 10 and 2... That's what you are taught in driving school.

On a recent drive with Anthony, a 16-year-old, who has his learners permit and is just starting

his navigational journey on the roads I was quickly reminded how EXPERIENCE matters.

Every decision is a new decision.
Every experience is a new experience.

Sitting beside a new driver is stressful because although they might be COMPETENT enough and do a 'good enough' job at navigating the roadways, they lack the CONFIDENCE that comes through years of practice.

I had an 'aha' moment sitting in the passenger's seat watching and teaching.

Anthony isn't doing anything wrong BUT his driving doesn't leave me relaxed. And I was like –HMMMM – he has the technical competence to drive but doesn't exude the confidence needed to make those around him feel secure.

As I'm always thinking about work and real estate, I quickly came to an analogy.

There are thousands of agents out there. And although they may be competent, do they have the experience and confidence to navigate the perils of a transaction and get superior results for their clients?

Competence and confidence are two important qualities that play a vital role in personal and professional growth, especially when it comes to high-stakes situations like driving or real estate.

A 16-year-old driver and a seasoned vs. a new real estate agent are two examples that highlight the significance of these qualities and how they can impact outcomes.

Starting with the 16-year-old driver, competence refers to the driver's ability to operate a vehicle safely and efficiently. This includes having a solid understanding of the rules of the road, safe driving techniques, and the ability to react quickly in emergency situations. On the other hand, confidence refers to the driver's belief in their abilities and their willingness to take on challenges.

A competent and confident driver is more likely to make safe decisions, take calculated risks, and respond appropriately in emergency situations.

Similarly, in the real estate industry, competence and confidence play a crucial role in determining success. A seasoned real estate agent, for example, has years of experience and knowledge about the industry, the market, and the buying/selling process. This knowledge, combined with their confidence, allows them to effectively navigate challenges and successfully close deals. On the other hand, a new real estate agent may lack the same level of experience and knowledge, but if they possess confidence in their abilities and a willingness to learn and grow, they have the potential to become successful in the future.

While competence provides the necessary foundation for success, confidence provides the motivation and drive to take on challenges and achieve success.

A balance of both qualities is key to personal and professional growth and success.

In the real estate industry, the difference between a competent agent and a confident one can make all the difference in the sale of a property. An agent who is just competent may simply put-up a for sale sign and wait for an offer, while a confident agent works to increase the value of the property for their client.

For example, a competent agent may take a straightforward approach to listing a property, providing basic information about the property, taking photos, and advertising the listing online.

They may not have the confidence or creativity to suggest improvements that could increase the value of the property, such as staging, decluttering, or minor renovations.

On the other hand, a confident (**an Impact Agent**) agent is proactive in their approach and works to add value to the property. They take the time to get to know their clients and understand their goals, and they use their knowledge and experience to make suggestions that will increase the value of the property. For example, they may suggest staging the property to make it more appealing to potential buyers, or they may recommend a minor renovation to increase the value and appeal of the property.

Competence is essential in the real estate industry, but confidence can help agents go above and beyond to deliver the best results for their clients.

An agent who is both competent and confident will be able to increase the value of a property, effectively market it, and negotiate deals to their client's advantage.

We had a recent property that we knew needed Proper Preparation and Pricing along with timing on the market.

Impact made a list of the improvements that included a FRESH new paint, new appliances, new faucet, a good deep cleaning, carpets professionally cleaned and Scientific Staging.

We STRATEGICALLY came up with a plan and presented to our sellers' and they immediately said –

"We Trust You – Whatever you think!"

The trust was built from our EXPERIENCE and our Confidence that our documented approach WORKS!

Do you think just a competent agent could get the sellers' buy-in? Nope.

You have to have experience. You have to have examples of the process. You have to have intimate LOCAL knowledge. And, most importantly, you have to have a team of experts to pull it off!

The result???

Well, we are under contract for \$20,000 more (7%) more than the most recent comp!

Watching Anthony drive, I know that he will gain experience and gain confidence in the driving process.

And at Impact, whether you have been in the business 6-months or 25 years we have a team of support at IMPACT to make sure we get the best results for the clients!!!



VALENTINE

Word Search

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

Be Mine
Candy
Chocolate
Cupid

February
Flowers
Heart
Kiss

Love
Pink
Red
Valentine

FUN!

Monthly Trivia

Question:

Q. How many bones do a shark have?

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.

February Sodoku

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

February Birthdays!

Kenny M. 2/17

Mandy Cornell 2/13

Happy

BIRTHDAY

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.



Michelle Monthly

By: Michelle Poole

3295 Prices Distillery Rd.
Ijamsville, Md. 21754
240-815-0890



For Inquires AND Referrals contact:

MichellePoole.Impact@gmail.com
Or Call/Text to 301-906-0041

Testimonials from recent 'IMPACT Maryland Monthly' Members

Michelle was our real estate agent, who helped us find and purchase our first home. She was always available to answer any questions we had and guided us expertly through the whole process. We were also able to find a home and have an offer accepted within just two weeks! We couldn't be more satisfied with our experience and recommend her for any of your home-buying needs. – J. Waeyaert, Sept 2022

Eric and Michelle were fantastic to work with! As first time home buyers the process can be overwhelming but they took the time to carefully walk through it with us, willing to answer any questions we had! Their advice was invaluable and we are so happy with our new home! – Madison Jezioro, July 2022

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