

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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A Dream Deferred

Hang with me for a moment while I pull my former English teacher self into the mix. Other than writing listing remarks, it's not often that this part of my past gets to resurface. 😊

Renowned African-American poet Langston Hughes penned the words to his famous work 'Harlem (A Dream Deferred)' in 1951, One of my personal favorites, and one of my favorites to have explored with students, his words are ones I think all of us can relate to... even my 5th graders. In his poem, he shares:

What happens to a dream deferred?

Does it dry up

Like a raisin in the sun?

Or fester like a sore –

And then run?

Does it stink like rotten meat?

Or crust and sugar over –

like a syrupy sweet?

Maybe it just sags

like a heavy load.

Or does it explode?

About eight or nine years ago, Spencer and I were walking our three (then) littles down this path that connected our community to a park downtown. This was during our 10-ish month stint living in Brunswick (which is a story for another day), and on our walk we starting talking about a hope and a vision for the Isaac Delisle Foundation.

Many may not know, because our work is quite quiet, but shortly after losing Isaac we founded a non-profit whose mission is to serve and support families who have also lost a child. We don't require a huge budget, and the non-profit status is mostly a work-around for HIPPA so that doctors and nurses can refer clients to an organization versus a past client.

One of our dreams was to be able to support these families in the wake of their grief by offering a place for them to find rest. Somewhere different from their home or their town... a change of scenery. A chance to breathe. Some time out of the space and place where tragedy happened, and the opportunity to somehow recharge.

A few months after our own loss, we were able to take a trip to Jamaica and just enjoy the sunshine. Be somewhere else, doing something else... not that it fixed everything. Or anything, for that matter. But it was a moment in time where I felt like I could catch my breath and not be reminded at every turn of what was lost. Looking back, that was such an incredibly valuable time in my own healing, and we so deeply wanted to be able to offer something to other families experiencing a loss such as ours.

And so it was... just a dream. Deferred. Meant for later.

One we hoped wouldn't dry up or run or explode... but would one day come to fruition.

One we couldn't see HOW it would actually work, but HOPED that it would.

One that would enable good to be born from tragedy, and that would enable us to love others well.

Through a lot of life lived over the next several years... More moves bringing us

back to Urbana and our people and a community we love so much. Changes in my career. More loss... we began to realize that maybe, the time was coming.

And just maybe, all of that life lived was setting things up for such a time as this.

We caught wind of a sweet little ocean-front place, perfectly situated in one of our favorite beach towns, that was for sale. It needed a LOT of love... but that hasn't ever been something to stop me. It seemed to be THE place.

I just needed to make sure that our family of 5 could also squeeze into it for some personal enjoyment as well.

So on Father's Day last year, we hopped in the car for a day trip to the beach. We walked this sweet little space, and determined it was the one. About a month later, we closed on this little slice of heaven, and it became ours. The past several months have involved some major renovations and updates... a labor of love in which many folks have joined me. Much has gone well, there've been a few hiccups... but life is like that, isn't it?



Soon, "Beach to Base" will be ready for visitors, and I can't wait to share more with you!

What started out as merely a hope and a dream nearly 10 years ago is coming to fruition. It's been so incredibly exciting, and I am both humbled and in awe of the amazing opportunity we have been given.

And so for you... like Langston or like me... do you have a dream?

Maybe one that has necessitated you waiting a while? Maybe it's of owning your own home... or a bigger home... or downsizing to a smaller home (I'd love to help with any of that 😊).

Maybe it's of growing your family. Maybe it's a career change or a promotion. Or even better... Retirement 😊

Just promise me this: don't let it dry up or explode.

Gently nurture it. Allow it to quietly grow. Because EVERYTHING is made beautiful in its time.

Stacy

Family Fun Zone!

Sudoku

Trivia Question:

Q: How many teeth does an adult human have?

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!!

January Trivia Question:

Q: What was the date of the first Super Bowl?

A: January 15, 1967

**Congratulations
Caroline Saunders**

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HAPPY BIRTHDAY!!



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

Vince Petrolle	Feb 1	Piper Santana	Feb 7	Cody Santana	Feb 18
Averie Persaud	Feb 1	Jerry Delescavage	Feb 7	Rogan Saah	Feb 20
Henry Cedillo	Feb 1	Michelle Talley	Feb 7	Laila Terrell	Feb 20
Darcy Westcott	Feb 1	Michelle Ingram	Feb 7	Griffin Herzfeld	Feb 20
Kelly Dean	Feb 3	Juliana Armacost	Feb 8	Zion Sesay	Feb 23
Blaire Guard	Feb 3	Juli Katon	Feb 8	Brooklyn Baldwin	Feb 24
Christian Downey	Feb 3	Chris Shullenbarger	Feb 9	Kamryn Baldwin	Feb 24
Owen Farley	Feb 3	Julie Maxsell	Feb 12	David Corob	Feb 25
Aiden Winkler	Feb 4	Cinthea Neuheisel	Feb 13	Urooj Fatima	Feb 25
Max Cedillo	Feb 5	Frankie Weaver III	Feb 14	Carol Decker	Feb 26
Carrie Hoffman	Feb 6	Amy Rose	Feb 15	Katelynn Cabrera	Feb 27
Christine Cole	Feb 6	Kalia DeGiorgio	Feb 17	Shannon Musser	Feb 28
Ellie Cole	Feb 6	Matthew Ganley	Feb 17	Melissa Knoepfle	Feb 28
Rayah Burge	Feb 6	Luke Chaffman	Feb 18		

STORY FROM THE STREET...

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 – HMMMMMMMM – 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 positioning 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!!!



Social Media Stories

A round up of fan favorites from the month!

Stacy Rochfort Delisle is with Jennifer Carnahan Weidling and 2 others at Valentin Imperial Riviera Maya.
Jan 16 · 🌐

Dear Mexico... you have not disappointed! Good friends and lots of sunshine ☀️ celebrating the one and only FFJ! (Jennifer Carnahan Weidling)

121 likes · 38 comments

Stacy Rochfort Delisle
Jan 18 · 🌐

Sometimes, after jumping RIGHT back into ALL the things... what's needed is a quiet evening finishing up encouraging New Years notes, to the tune of one of the songs that most encourages your own heart ❤️

<https://youtu.be/PMC1OGgKs0U>
... See more

11 likes · 5 comments

Stacy Rochfort Delisle
Jan 24 · 🌐

Forget lunch and learn. 😊 **Impact Maryland Real Estate** is all about charcuterie and contracts! 😄😄

Looking forward to a great work session with **#ImpactFamily** today 😊

25 likes · 2 comments · 1 share

Stacy Rochfort Delisle is with Josie Lavinia Medwick and Kathleen Hertzberg at The Kennedy Center.
Jan 24 · Washington D.C. · 🌐

Girls night with **Josie**, **Kathleen** and SueMart! Yummy dinner at Founding Farmers... now getting ready for Ben Rector! 🎵🎶

18 likes · 6 comments

Stacy Rochfort Delisle is with Jennifer Carnahan Weidling at The Kennedy Center.
Jan 8 · Washington D.C. · 🌐

Wicked!!!! 🎭🎵🎶

103 likes · 22 comments

Stacy Rochfort Delisle
Jan 13 · 🌐

Can we say stunning?!?!? I don't know what I love most... the intricate box molding. The elegant chandelier. The comfortably moody wall color.

This **Villages of Urbana** stunner hits the active market on the 17th!!

Stacy Delisle, Realtor
Jan 13 · 🌐

Can we say stunning?!?!? I don't know what I love most... the intricate box molding. The elegant chandelier. The comfortably mood... See more

23 comments

Stacy Rochfort Delisle
Jan 6 · 🌐

How it started... and how it ended.
Loving on these 7th grade girls over breakfast.
Celebrating with clients when they settled on their very first home today!
... See more

Stacy Delisle, Realtor is at Valentin Imperial Riviera Maya.
Jan 14 · 🌐

Coffee, croissants, and good books. What a way to start a Saturday!

Stacy Rochfort Delisle
Jan 20 · 🌐

Full bellies (thank you, beignets and bacon!), fuller hearts (thank you **Morgan McGrady!**) ❤️❤️❤️

#fridaymorningbreakfastclub

16 comments

Like Comment Share

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3295 Prices Distillery Rd.
ljamsville, MD 21754
240-815-0890



For Inquires AND Referrals contact:

stacy.delisle@gmail.com
Or Call/Text to 301-646-9625

Testimonials from *Magnolia Monthly* Members...

Stacy was everything we hoped for in an agent. Her local knowledge allowed us to move quickly and make a competitive (and successful!) offer in busy market. Highly recommended!

★★★★★ The Caruso Family

Great agent! Stacy Delisle specializes in local real estate expertise, provided a fast and friendly process, and excels in follow-up and attention to detail. Stacy was always available and willing to assist. I highly recommend!

★★★★★ Joe Ostrander

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