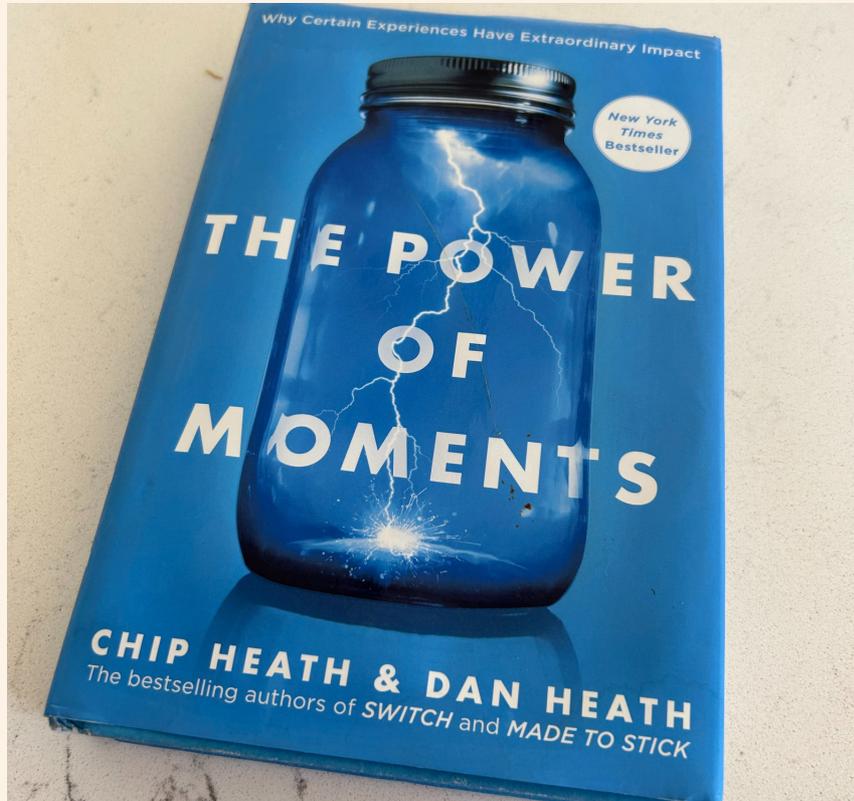


MAGNOLIA MONTHLY

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!

INSIDE THIS ISSUE:

THE POWER OF MOMENTS P. 1-2
 FAMILY FUN ZONE P. 3
 SEPTEMBER BIRTHDAYS P. 3
 STORY FROM THE STREET P.4-5
 FALL CLOSET CLEANOUT P.6
 SOCIAL MEDIA STORIES- P. 7

The Power of Moments

It was one of those toes in the sand beach days... warm enough to plop for a while with a good book, soak up some vitamin D, but not so scorching you couldn't really get comfortable. There was a tropical storm way off the coast that only had residual effects where I was... but it was cool to see larger waves nonetheless. School was in session, but it was still high season at the beach... just a little less crowded. Which, truth be told, is my favorite.

It was one of those moments.

As I sat there, I was taken back down memory lane... summers at the beach with family. Ocean City. Nags Head. Bethany Beach. Summers of wave jumping and sandy sandwiches. Walkie talkie conversations...

"Beach to base..."

"This is base...what do you need?"

"Can you bring down some more waters please?"

Night time glow sticks and Thrashers fries. Carnival rides galore. Those were the glory days.

What was it about those moments that made them glorious?

At Spencer's suggestion, I recently started reading a book entitled [The Power of Moments](#) by Stanford business professor, Chip Heath, and his brother, Dan. Spencer's leadership team at Damascus ES started on it, and he shared that he thought I would like it, too. And I do!! This is a GOOD one!!!

Chip and Dan dive deep into what makes some moments more memorable than others, and their assertion centers on the acronym EPIC. Memorable moments are EPIC moments: Elevation, Pride, Insight, and Connection.

As I've been reading, my mind has been racing with ideas about how to more intentionally create EPIC moments with my family... and in my business. How to intentionally engage others in a way that has a lasting impact.

Needless to say, not every moment will contain all EPIC elements; one example in the book talks about a resort with a red telephone and popsicles on demand served on a silver platter.

For sure, it's ELEVATED... but that's about it. It is SO elevated, though, that it is memorable... and probably makes up 1000 times over for other small hiccups along the way.

In real estate, I want so much to create those EPIC moments for clients. Whether it was our INCREDIBLE client party (elevation and connection), Fall Closet Cleanout (pride and insight... with a dash of connection 😊), or some NEW ways to engage the community in 2024 that I am REALLY excited to share...

Moments matter.

Beloved author and activist Maya Angelou has said, *"I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel."*

And that's precisely why moments are powerful.

Our deviled egg bar at the client party was amazing. I have no idea how many pounds of clothes we will collect for our closet cleanout... and I am sure I will quickly forget it.

But the feeling that moments create are what last.

It's why I remember sandy sandwiches. And walkie talkie conversations. You see, all of us is uniquely positioned to be a moment maker... to make a difference... in our sphere of influence. Whether it's your family... your school... your business... or your community.

One memorable moment might just change a life. <3

Stacy

Family Fun Zone!

Sudoku

September Trivia

Question:

Q: In what year did Starbucks first off its Pumpkin Spice Latte?

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!!

August Trivia Question:

Q: What is the second highest candy selling holiday in America?

A: Easter

Congratulations, Sue Carson!

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HAPPY BIRTHDAY!!



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

Tara Hardin	9/1	Ellie Korob	9/12	Eli Stauffer	9/20
Erika Sesay	9/2	Aisha Hartford	9/14	Austin Farley	9/21
Grace Weaver	9/2	Dakota Dove	9/14	Emma Stefak	9/22
Aj Santana	9/2	Mike Paul	9/14	Tim Farley	9/22
Rachel Franz	9/3	Josh Gutzman	9/14	Vivian Ganley	9/23
Mike Messer	9/3	Cole Upchurch	9/17	Jaxon Marshall	9/23
Raymond Bullock	9/4	Ellie DeLisser	9/17	Andy Hughes	9/24
Katie Hoheusle	9/4	Coltyon Cofone	9/19	Liam Hoheusle	9/26
Cairo Samodien	9/7	Emily Winkler	9/20	Alex Stillwell	9/27
Brendon Matesa	9/8	Robin Dove	9/20	Ashleigh Stillwell	9/27
Hazel Ritzau	9/8			Candace Welter	9/29
Quinton Shifaraw	9/10			Amy Weaver	9/29



STORY FROM THE STREET...

Threading the Needle: Two Families, Two WONKY Journeys

– Two Amazing Endings!

When people think of buying a home, they often envision it as a linear journey. However, for two families who recently hired Impact Maryland Real Estate, their home-buying experience was anything but straightforward. Instead, their journeys were a convoluted, high-stakes chess match, requiring strategic genius akin to grandmasters like Garry Kasparov or Magnus Carlsen.

Family One: The Vintage Gem

Let me introduce you to the 'Smith' Family. They are good friends of Impact and have been looking for over 2 years off and on. First time buyers, they knew that what they were looking for... something 'unique with charm' that fits their budget was kind of like finding a needle in a haystack.

When the 'Smith' family found a home built in 1947, on over an acre with charm and character they were immediately enamored.

But what seemed like love at first sight quickly turned into a battleground, facing off against three other serious offers. Winning this round required a strategic gambit: carrying out a full pre-contract inspection to show commitment and leverage. It was a risky but calculated move that paid off, even beating a cash offer.

However, this was merely the opening play. The middle game felt like a 12 round battle with Muhammad Ali. We would get punched in the face again and again with

issues that would have knocked out most anyone. But the Smith's directive of 'We WANT THIS HOUSE!' left us no choice but to fight 'til the bitter end.

An unusual appraisal cited 'conditions' that didn't typically belong in a conventional loan scenario.

This demanded delicate negotiation, extensive paperwork, and a reevaluation to keep the loan process moving.

Then came the well and septic issue. See back when this home was built the guidelines were different for distances than modern specifications. One misstep would send the deal into a tailspin. The Impact team maneuvered this situation with white glove service to make sure the appraiser received the proper documentation to 'sign-off' on the appraisal.

Every move was made because the 'Smith's' didn't want to lose THEIR home.

Family Two: From Builder to FSBO

For the 'Johnson' family, the hurdles were no less challenging. The new construction they originally pursued began falling apart almost immediately. From poor communication from the builder to a water leak that raised serious questions about construction quality, things started tumbling downhill... and FAST! The discovery of mold during inspection became the proverbial straw that broke the camel's

back, and they ended up terminating their purchase agreement.

Then, like a knight emerging in the middle of a chessboard to change the game's entire landscape, Impact got wind of a house in Urbana.

The previous owners' changed life circumstances meant that they not only needed to sell, but also that the home could not go on the traditional market. With Impact having listed the home when it sold just a few months prior, we were already intimately aware of the many moving parts.

Here, the FSBO (For Sale By Owner) approach transformed from a burden into a blessing... for everyone involved! It was a back-and-forth endgame with both sides: reassuring the previous owner while simultaneously coordinating with the new buyer's finance team... scheduling inspections, appraisals, and contractors.

The FSBO nature of the deal doubled Impact's workload and communications. With each challenge—be it inspection surprises or financing hiccups—Impact meticulously assessed each move's implications, always thinking ahead, and navigating through what felt like a maze of 147 potential deal-breakers.

In the end, the 'Johnson' family was over the moon and said: "...you went above and

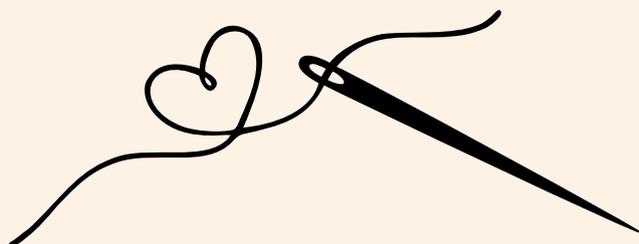
beyond to find us our forever home. Your knowledge and sense of detail helped the process go seamlessly." Threading the needle, navigating the maze... and doing so with attentiveness, compassion, and skill.

The Closing Maneuvers

Every decision made by Impact Maryland Real Estate was weighed with the gravity one would accord a championship chess match. A single wrong move could jeopardize the entire deal, crushing the families' dreams. They had to think four, five moves ahead. Whether it was preparing for contingencies, negotiating with multiple stakeholders, or swiftly changing strategies when new information emerged, the level of strategic planning was nothing short of masterful.

In the end, two families stepped into their dream homes. It wasn't just due to luck, or even skill, but a symphony of perfectly executed strategic moves that only an expert could orchestrate. If there was ever a doubt that real estate is a game of complex maneuvers, this saga irrevocably shattered it.

Like grandmasters who anticipate every play and counterplay, Impact Maryland Real Estate threaded the needle with such precision that they didn't just find houses for their clients; they found homes.



FALL CLOSET CLEANOUT

HEY URBANA!! CLEANING OUT YOUR CLOSETS AND MAKE AN IMPACT!! HERE'S HOW!

Drop donations at the following locations between Sept 18 and Oct 7:



Harris Street Office

On October 7, after the community yard sale, join us in the Urbana library parking lot from 1-3pm to drop donations.

MOST NEEDED ITEMS FOR LOCAL FREDERICK CHARITIES:

Men's, women's and children's clothing
Baby books, small toys, and blankets



SOCIAL MEDIA STORIES

A round up of fan favorites!

Stacy Rochfort Delisle
2d · 🌐

Got in some great 1:1 time with my big girl before her dance class tonight! Much needed for us both ❤️



Carole Longstreth McKee and 53 others · 1 comment

Like Comment Share

Stacy Rochfort Delisle
Sep 12 · 🌐

Yesterday, in photos...

- Early morning trumpet practice ✓
- Weekly **Impact Maryland Real Estate** meeting ✓
- Sip & Swing at golf tourney w/ FFJ ✓
- Brainstorming making moments at home and at work ✓
- ... See more



15 · 3 comments

Stacy Rochfort Delisle
Sep 12 · 🌐

In case you don't follow the business page... 😊

Excited to continue to expand opportunities to serve clients! 🥰🏡❤️

Stacy Delisle, Realtor
Sep 12 · 🌐

Hey hey hey!!! Guess who is now licensed in PA?!?!
Excited to be able to more greatly serve families in MD, WV and now Pennsylvania 🥰🏡❤️



6 · 4 comments

Stacy Rochfort Delisle
5d · 🌐

Picture perfect weather = picture perfect porch happy hour 🥰

Next up: fun FULL day of allllllll the football tomorrow!



Carole Longstreth McKee and 25 others · 1 comment

Stacy Rochfort Delisle
6d · 🌐

Something SUPER exciting is coming!!
Stay tuned for details! 🥰🥰🥰🥰



Home Video Friends Profile Notifications Menu

Stacy Rochfort Delisle
Sep 1 · 🌐

...and we're back!! #fridaymorningbreakfastclub



47 · 3 comments

Stacy Rochfort Delisle
Sep 10 · 🌐

So stinkin proud of our #56!!

He is a permanent captain this season, and with that comes a lot of responsibility and leadership.

When yesterday's games were postponed, they were rescheduled to today... the day that our youth f... See more



Sweaters.
Boots. Bonfires.
Fall. Leaves. Scarves.
Hot chocolate. Cuddling.
Jeans. Pumpkins. Tea.
Hoodies. Crisp air.
Late nights.

Stacy Rochfort Delisle is with Marcela Giraldo
and 2 others.
Sep 6 · 🌐

Introducing... WAFFLE WEDNESDAYS! 🥞🥞🥞

Breakfast fun for the elementary school girls! 🥰🥰



113 · 34 comments

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For Inquires AND Referrals contact:

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

Testimonials from *Magnolia Monthly* Members...

We worked with Stacy Delisle to find our first home, and she was FANTASTIC! Stacy was patient, honest, personable, and overall great to work with. She and the entire IMPACT team truly helped make the process as easy as possible, even given the current housing market. THANK YOU STACY and the IMPACT team!

★★★★★ Alyssa Klein

Stacy you went above and beyond to find us our forever home. You are the most compassionate realtor I know. Your knowledge and sense of detail helped the process go seamlessly. Thank you my realtor and Thank you to my forever friend.

★★★★★ Holly Chughtai

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