

IMPACT MARYLAND MONTHLY

with Eric Verdi

"HOW TO THRIVE IN EVERY KIND OF MARKET"

September 2024



At Impact Maryland Real Estate we live by the philosophy that "Stories are the Currency of our Society." That's why we say, 'We Don't Sell Homes; We Sell Dreams.'

HEADLINES

- Gratitude and Attitude Pgs. 1-2
- Collage from Party Pg. 3-4
- Sept Birthdays Pg. 5
- Don't Forget to Have Fun Pg. 5
- Collage from Party Pg. 6-7
- What Recent Members said about their experience with our Company. Pg. 8

Gratitude and Attitude

Back in February 2002 when I was transitioning from being an accountant sitting behind a desk for 40 hours a week looking at numbers and figures making sure my 'owner' was making money... to working 100-hour weeks and having an Impact in people's lives there was definitely self-doubt!

I consider myself shy.

My personality isn't one that is pushy and I don't have that 'salesperson' personality where I am constantly selling and trying to get people to work with me. It is one that I will work my a\$\$ off for you if we are working together and I'm a GREAT problem solver.

That first client in Spring of 2002, Tracy B, I still remember that transaction. You always remember your first of anything. You are nervous. You question everything. You lack in self confidence and knowledge. But what I remember is helping someone buy a house... HER OWN HOME! Tracy worked in Baltimore and loved Frederick and we helped her get a place in downtown Frederick,

And I remember what my mentor and former partner Marla told me when the transaction was over...

"If you take care of your clients, your clients will take care of YOU!"

Continued on the Inside ...

If you have friends, neighbors or family members who, like you, are a savvy homeowner who is concerned about how to maximize the value of your investment, and you think they would appreciate IMPACT MARYLAND MONTHLY, I'd be happy to make that happen...and, have it come as a gift from you. Here's how it works: Simply shoot us an email (subscribe@ClientProfitSecrets.com) with your name and the name and address of the person whom would enjoy this newsletter. I'll include a note explaining that it is totally free because you arranged for a free subscription.

As potentially the WORST salesperson EVER I found solace in this quote. And because I was young and impressionable I believed Marla 100% (in hindsight she was correct) and lived by this motto.... “take care of your clients, above ALL else.”

Last month Impact aka Impact Maryland Real Estate hosted our annual client party. And we had about 200 people in attendance. We could have had over 1,000 if everyone would have come but the turnout was incredible.

During the event I had 2 people ask who was my ‘oldest’ client – not in physical age, but in who had been my client the longest.

I would have to go back and look at the exact dates, but I believe that there were 2 clients/friends there that we first started our relationship in 2008. And those 2 clients, they were clients multiple times. And from those 2 clients I believe that I counted 8 other clients/friends that I helped over the years.

This is what Marla meant...

My wife, Susan, witnessed this first hand everyday. The phone calls. The text messages. The stepping away and pacing outside on a phone call as we work with our clients to solve a problem. The calls of ‘Hey [Mary] told me to give you a call.’

We, at Impact, work our Asses off because we CARE!

We want what is best for YOU and YOUR family. If you ask us our opinion on something

we will ALWAYS give you our opinion. It might not always be what you WANT to hear. And it might not always be RIGHT.

But... It comes from a place of LOVE and CARING!!!

I believe that is what just in the past week as I write this newsletter on September 17th that I’ve had 2 past clients reach out about potential moves. And I’ve received 2 calls out of the blue that said, “Hey [Tom] referred me to you and said you would take care of me.”

This literally warms this ‘worst salesperson’s’ heart!

I have worked my f.ing ass (if you know me, then you know I have been known to drop an f-bomb so it shouldn’t offend you 😊) for the past 22 years for YOU, my friend... my client... and I want to

THANK YOU...

For being a great friend to me. Allowing me into your life to help you and your family. And most of all FOR YOUR TRUST!!!

It is your TRUST that I cherish.

That is why this newsletter is a little different this month... The majority of the newsletter is pictures from our client party in August. If you made it, thank you. If you were unable to make it, still THANK YOU for being a part of my life!!!

Love YOU!!!

Collage from Client Appreciation Party





Don't Forget to Have Fun!!!!

Sept Quiz Question

Q: What is the highest grossing Broadway Show of all time?

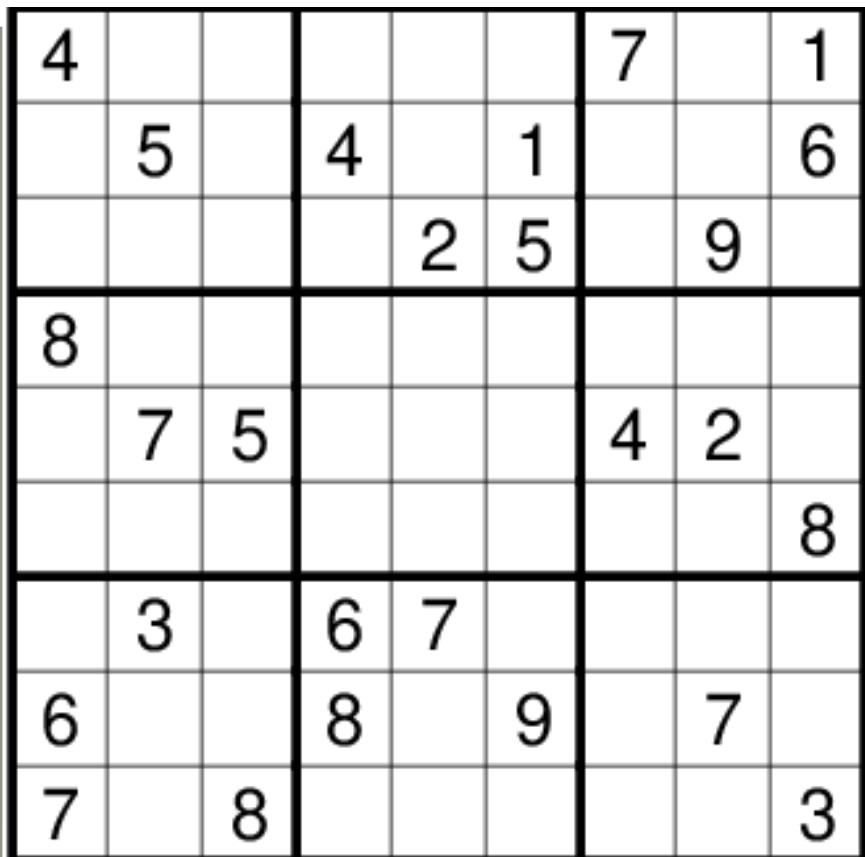
Everyone who texts, emails or calls in the correct answer by the last day of this month will be entered into a drawing for a \$25 gift certificate to Amazon.

Aug Question & Answer

Q: Which country had the MOST Gold Metals in the 2024 Olympics?

A: United States and China

Congratulations: Mary Burgess



Happy Birthday

Here are Sept Birthdays from our friends of **Impact Maryland Monthly**. If you have a birthday in Sept and don't see your name on this list, please email or call us so that we will include your birthday.

| | | | | | |
|-----------------------|----------------------|---------------------|-----------------------|-------------------|-----------------------|
| Landon Huffman | Sept 1 st | Paul Gauthier | Sept 9 th | Owen Migdal | Sept 20 th |
| Wyatt Migdal | Sept 1 st | Katie Martin | Sept 9 th | Calvin Shoemaker | Sept 20 th |
| Rylie Pierce | Sept 1 st | Ric Sayler | Sept 9 th | Marta Drodny | Sept 21 st |
| Jeanne Rhodes | Sept 1 st | Mike Steele | Sept 9 th | Carl Goldsmith | Sept 21 st |
| Lisa Tan | Sept 1 st | Sarah Federico | Sept 10 th | Jameson Tusing | Sept 22 nd |
| Roshontia Haas | Sept 3 rd | Khai Nguyen | Sept 10 th | Arlo Bybel | Sept 23 rd |
| Bob Munger | Sept 3 rd | Shari Scher | Sept 10 th | Samantha Koontz | Sept 23 rd |
| Rob Webb | Sept 3 rd | Pete DiSanto | Sept 11 th | Asher Carney | Sept 23 rd |
| Karin Davis | Sept 3 rd | Stacy Allgood-Smith | Sept 12 th | Nick Fegley | Sept 24 th |
| Lois Bowman | Sept 4 th | Jen Drescher | Sept 12 th | Owen Sacchetti | Sept 24 th |
| JJ Legambi | Sept 4 th | Dan Hoffman | Sept 12 th | Susan Verdi | Sept 25 th |
| Skylar Everett | Sept 5 th | Patty McArdle | Sept 12 th | Silas Cavazos | Sept 26 th |
| Yvonne Linger | Sept 5 th | Christine Majalca | Sept 13 th | Ryan Mantua | Sept 26 th |
| Reid Sutherland | Sept 5 th | Raelynn Eccard | Sept 14 th | Jill Pelicano | Sept 26 th |
| Tyler Hollis | Sept 6 th | Shane Gorman | Sept 15 th | Nicole Rathmann | Sept 26 th |
| Erica Sacchetti | Sept 6 th | Michael Goldsmith | Sept 16 th | Quincy Cavazos | Sept 27 th |
| Danny Snight | Sept 6 th | Bill Long | Sept 16 th | Ed Verdi | Sept 27 th |
| Lauren Campbell | Sept 7 th | Ron Martin | Sept 18 th | Bret Buck | Sept 28 th |
| Parker Miss | Sept 7 th | CJ Cofone | Sept 19 th | Loralei Coleman | Sept 28 th |
| Karlie Hertzberg | Sept 8 th | Brady Kunka | Sept 19 th | Ann Berger | Sept 29 th |
| Cindy Palmer | Sept 8 th | Phyllis Garnand | Sept 20 th | Dr. Julio Menocal | Sept 30 th |
| Jayden Stier | Sept 8 th | Christian Horton | Sept 20 th | "Kelly Sipe" | Sept 30 th |
| Anthony (my Son)Verdi | Sept 9 th | | | | |

Be Sure to Wish these Friends a HAPPY BIRTHDAY if you see them.





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with Eric Verdi

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Or Call/Text to 301-514-2403

Testimonials from recent 'IMPACT Maryland Monthly' Members

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

-Great agents! Eric Verdi and Stacy Delisle specialize in local real estate expertise, provided a fast and friendly process, and excel in follow-up and attention to detail. They were always available and willing to assist. I highly recommend. – Joe O.

-We recently sold our home with Stacy DeLise and Eric Verdi and their amazing team at Impact, we could not have asked for a better team! We decided rather last minute to sell our house and build our dream house. Stacy and Eric suggested what I call their 'Concierge Service', what they call 'Project Management' which I did not know existed. It turned out to be one of the best decisions we made! All we had to do was pack up and move out, and their team took care of everything else, from small home repairs, touch up paint, detailed cleaning, gardening, installing new carpet, and staging our home to really make it shine. The listing pictures turned out beautifully! Both Stacy and Eric were always a phone call or text away if we had a question or concern, they were truly amazing! You can see how much effort their team puts in to their work and their clients. So many little touches, like dinner waiting for us at our new temporary home on the day we moved, donuts and coffee left on our doorstep one stressful morning, they truly go above and beyond. On top of all of that, they got us a fantastic offer 2 weeks after being on the market, and we settled 4 weeks later. Their team truly cares for their clients and does everything they can to make sure you understand every step of the process, I would highly recommend them to my family and friends. An overall fantastic experience! – Robin L.