

# HOMeward Bound

THE GIVING IT BACK AND PAYING IT FORWARD REAL ESTATE NEWSLETTER | SEPTEMBER 2020



VINNY STEO

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## YADILOH SDRAWKCAB EHT

*Labor Day!*

In case you are not sure of the title... it's Labor Day. The Backwards Holiday. Every year when it rolls around, I wonder why it is named Labor Day. Since it's a Holiday intended to be just that, a Holiday – I would think a better name may be Relax Day or Lazy Day or Off Day or Sleep in Day, maybe even Do-Nothing Day, something other than Labor Day. After all, we know what Labor means. And many will likely be celebrating Labor Day by Laboring.

**Labor Day came about because workers felt they were spending too many hours and days on the job.**

In the 1830s, manufacturing workers were putting in 70-hour weeks on average. Sixty years later, in 1890, hours of work had dropped, although the average manufacturing worker still toiled in a factory 60 hours a week.

These long working hours caused many union organizers to focus on winning a shorter eight-hour workday. They also focused on getting workers more days off, such as the Labor Day holiday, and reducing the workweek to just six days.

(see inside for details)

**Your Referrals  
Help The Kids!**



Benefiting  
**JOHNS HOPKINS**  
CHILDREN'S CENTER

**Go Serve Big!!! Investing in the People of Our Great Community.**

# If you or a friend are thinking about selling, make sure to choose a real estate company you can trust!

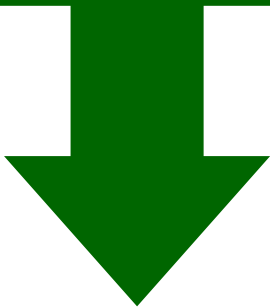
## A real estate company with experience, proven results and a give-back philosophy!

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As you know, we love making guarantees!

Like our Buyer Satisfaction Guarantee: Love the home, or we'll buy it back! Or our Seller Guarantee: Your Home Sold or We'll Buy It! And we guarantee that a portion of our income WILL go to a very worthy cause like Johns Hopkins Children's Center!



Call me today for a free consultation. I am here to help with your real estate needs.

Vinny Steo  
410-793-1616

[contactus@vinnysteo.com](mailto:contactus@vinnysteo.com)

These early organizers clearly won since the most recent data show that the average person working in manufacturing is employed for a bit over 40 hours a week and most people work only five days a week.

Surprisingly, many politicians and business owners were in favor of giving workers more time off. That is because workers who had no free time were not able to spend their wages on traveling, entertainment or dining out.

As the U.S. economy expanded beyond farming and basic manufacturing in the late 1800s and early 1900s, it became important for businesses to find consumers interested in buying the products and services being produced in ever greater amounts. Shortening the work week was one way of turning the working class into the consuming class.

So, to celebrate the month of September and the affection for Laboring, I have a special announcement to make I will be Laboring, but for a very special reason.

My team and I are addicted to helping you and those you know buy or sell the place they call home. In fact, it is a race to help as many as possible so we can GIVE more away.

A CORE philosophy at our company is 'the size of the hole you give thru is directly proportionate to the size of the hole you receive thru'. Therefore, our Mission is to Go Serve Big!!! Serve you, serve those you refer to us and of course, serve a very worthy cause... the great work being done at Children's Hospital.

## A Real Estate Company that Gives Back



AND remember, your REFERRALS help the Kids!

*Continued on next page.*



Benefiting  
**JOHNS HOPKINS**  
CHILDREN'S CENTER

Go Serve Big!!! Investing in the People of Our Great Community.

**A Real Estate Company that Gives Back!**

# Johns Hopkins Children's Center is Making a Difference Today and for Tomorrow

Through our **Go Serve Big mission**, we are on a mission to raise \$25,000 for JHCC by donating a portion of our income from home sales to them. As you know Children's Center does a tremendous job of helping kids fight through and survive nasty life-threatening diseases like Cancers, Leukemia and Non-Hodgkin's lymphoma: stuff that many times rob the life right out of young people. They also lead the way in early diagnosis or autism and recovering from spinal cord injury.

As the areas leading non-profit, they depend on sponsorships and donations to continue their leading-edge care and keep family's expenses to a minimum.

## MAKING A DIFFERENCE

In order to provide their lifesaving work and keep family medical bills to a minimum, Johns Hopkins Children's Center depends on Sponsorships and Donations.

So When you hear me say "YOUR REFERRALS HELP THE KIDS..." they really do!

## YOUR REFERRALS REALLY DO HELP THE KIDS...

Anyone you know considering buying or selling a home please refer them on over to my real estate sales team. Not only will they benefit from our award-winning service, but a very worthy cause will benefit as well. Simply call me direct at 410-793-1616 or forward my number on.

As you will see throughout this month's homeward bound, pictures are worth more than words. Whether it's the smiling faces of beautiful young people gaining a chance at long life, or the determined faces of our great company people working to help, we are committed to the mission of Go Serve Big!!!

Go Serve Big!!!

*Vincent Steo*  
 Vinny Steo

Your Home Sold Guaranteed!

P.S. Do you like stories? Everyone has one. The story of this young person enclosed is a really good one. Read with tissue handy.

P.P.S. It is easy to refer those you know considering buying or selling a home. **Just call me at 410-793-1616. or pass on my number.**

*When You Put Others First, You Will Never Be Second!*



Go Serve Big!!! Investing in the People of Our Great Community.



**A real estate company with experience,  
proven results and a give back philosophy!**

Over the last 17 years of helping thousands of families sell their home and/or buy another, we have met some wonderful, loving, caring people.

People like you! You can rest assured that not only will they get the award-winning service we are known for and the guarantee to back it up, but that a solid portion of the income we receive will go toward a very worthy cause.

**Refer your friends, neighbors, associates or family members considering making a move**

**1**

You can fill out the enclosed response card with someone you know considering a move and mail back to me.

**2**

You can pass along our business card to them. I have enclosed a couple here for that purpose.

**3**

You can go to [www.SteoRewards.com](http://www.SteoRewards.com) and enter their contact info online or forward the link to someone you know considering a move.

**4**

Of course you can always call me direct as well at 410-793-1616

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## Why I Support Johns Hopkins Children's Center

I remember when I first heard about a young person in our real estate community suffering from a nasty disease and getting treated for that at Johns Hopkins Children's Center. It was then that I began to pay closer attention to the work they do at that hospital. Since then, I have learned that it is a collection of hardworking health care professionals, most making their home right here in the Greater Baltimore area, all coming together for a common cause. That cause is to help young people overcome unfortunate health issues that life sometimes throws our way. Being a local resident, I take pride in supporting in a way that I can the

good work these people do at Johns Hopkins Children's Center. Our company rallies around our goal of raising money and donating portions of our income to help Johns Hopkins Children's Center in their quest to heal young people when they need healing. We are committed to providing outstanding results for buyers and sellers referred to us by our past clients. I have discovered that Johns Hopkins Children's Center shares similar commitments to their patients and since their services survive on sponsorship and donations we are happy to contribute and proud to support them.

Sincerely,  
Vinny Steo