



# Brent Beswick

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**SHAHEEN  
RUTH, MARTIN  
& FONVILLE**

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**REAL ESTATE**

## Q & A

### *What is your favorite thing about your community?*

I cant' say enough about how much I love living and raising a family here in Richmond - specifically Chesterfield County. In my opinion, what you get here in Richmond when combining the location, food, breweries, entertainment, school systems, and cost of living the value is as good as anywhere in country.

### *Why is relationship building so key to your success?*

Relationship building is SO important for success in Real Estate. My job as an agent is to create an environment where clients feel comfortable purchasing and selling homes to each other. We do this by not only building trusting relationships with our clients, but also building relationships with other agents, lenders, attorneys, inspectors, builders, etc. Having these relationships in place make for a better overall experience for my clients.

### *What is your mission statement?*

To foster ethical and efficient real estate transactions by providing my clients my full attention and transparency while continuing to stay up-to-date on current market trends and conditions.

### *What's most important to you in your business?*

The client experience is obviously the number one most important thing in my business, as I would imagine most agents would agree. Being transparent and setting proper expectations are the two most important facets of the client experience in my opinion. As agents, we do not have control over failed inspections, short appraisals, or even a buyer getting cold feet. However, I do feel we have control over how these issues are communicated and resolved as well as making sure our clients are prepped for these potential outcomes so we can come to the best possible solution moving forward.

### *How do you give back to the community?*

For the last three years I have been volunteering as an assistant coach for the boy's lacrosse team at Cosby High School. As someone who played youth lacrosse in the area, I am so proud to see how to sport has grown by leaps and bounds the last few years. Cosby went from a brand new program 5 years ago to finishing this past spring in state semifinals! Being able to help kids develop and grow a sport that I love has truly been a rewarding experience.