



## Ernie Dettbarn

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**SHAHEEN  
RUTH, MARTIN  
& FONVILLE**

REAL ESTATE

## Q & A

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

My favorite things about Richmond are the ease of living and proximity to both the mountains and the shore.

### *What initially drew you to real estate?*

My professional experience prior to working in real estate was largely service oriented so real estate was a natural selection.

### *How does your background bring a unique perspective to your work?*

While I work all over Greater Richmond and beyond, much of my work occurs in the same areas I grew up, which brings a deep understanding of those areas and unique perspective to my work.

### *How has your previous experience benefited your practice of real estate?*

Much of my experience prior to working in real estate was service based, and in the practice of real estate it is important to remember and respect that you work for the Client and everything you do must be to serve the best interests of the Client.

### *What is your mission statement?*

My mission statement is simple: to protect and promote the best interests of the Clients for whom I work.

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

The most important thing to me in my business is to protect and promote the best interests of the Clients for whom I work. If you accomplish that as an Agent, everything else in your business takes care of itself.