



## Holly David

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**SHAHEEN  
RUTH, MARTIN  
& FONVILLE**

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**REAL ESTATE**

## Q & A

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

My overall favorite thing about Richmond is the ease of living here, as well as the emerging restaurant scene, beautiful museums and parks, nature-filled neighborhoods and all the wonderful people.

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

I initially began my real estate career with the idea that I would be helping people realize their dream of homeownership. And, after over 20 years in the business, it is still my favorite part of the job.

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

Throughout my career, I have always been in some kind of sales. I have realized that being in sales is about developing relationships with people, listening, understanding their needs and advising them accordingly. And, for real estate, these are key elements that I bring to every client relationship.

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

Establishing a strong relationship with my clients has always helped me better understand and anticipate their needs, which has ultimately helped me to serve their highest and best interests throughout the process.

### ***What is your mission statement?***

My mission is to follow the "Golden Rule" and treat others as I would like to be treated.

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

The most important aspect of my business is to create happy clients.

### ***Tell us about any non-profit or community organizations.***

I am an avid supporter of No Kid Hungry, as well as other worthwhile organizations that provide support to those who may be struggling.

