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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

I love Richmond because it's home! This beautiful city feels small and quaint yet eclectic and cultured. One day you could watch a play and enjoy a nice dinner out and the next you could tube down the James River! The restaurants are small and intimate but loud and bustling, there is never a lack of options and always something for everyone! We have incredible boutiques, family-owned gyms, activities for kids, festivals for every occasion, proximity to beaches and mountains, and delicious breweries and wineries. RVA is such a special place and I am honored to call it my home!

What is your mission statement?

My mission statement is helping the people of Richmond find home. I want to help my friends and clients make the houses they have purchased homes. When we bought our first home, I couldn't wait to paint the front door. That symbolized the changing of hands and the new life that we would bring to that home. I always love to follow up with clients a few weeks after closing and see what that one thing was for them that helped them make their house a home!

What's most important to you in your business?

The most important part of my business are relationships. Relationships with my family, friends, clients, other agents, and the community is why I do what I do. If we lead with kindness and come from contribution, it always pays off. I get to spend my days with people I love because of the relationships I have built throughout the years.

How do you give back to the community?

ASK Childhood Cancer Foundation is an organization dear to my heart! When I was new to real estate, I was asked to join the Development Committee at ASK and although I wasn't able to make the largest financial contribution, I knew wanted to get involved and help in any way that I could. Over the years, I have enjoyed watching the organization grow and become a household name in Richmond. ASK does so many incredible things for local children and their families going through cancer treatment and beyond. I am honored to help in their mission of helping make life better for children with cancer.