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**SHAHEEN
RUTH, MARTIN
& FONVILLE**
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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

The location of Richmond in Virginia - Being 1 hour to the river, 1 hour to the mountains, 1 hour to Williamsburg, 2 hours to DC and 2 hours to VA beach.

What initially drew you to real estate?

My Dad had been in for over 30 years when I decided to dive into the business. As a social person working with people was also very attractive.

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

With over 33 years in the business as an agent, manager, regional VP and now a broker/owner of a real estate firm - I bring many years of experience to assist my clients/customers/and our agents.

Why is relationship building so key to your success?

Helping people buy and sell their biggest asset requires trust and understanding of a client's needs so building a relationship is very important to make the transaction go smoothly

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

Being a native of Richmond I have seen it grow over the last 33 years and can offer my perspective in how the area has changed for the good.

What is your mission statement?

Operate by the golden rule in every aspect.

What's most important to you in your business?

Making sure that I offer top notch service by always returning calls and be accessible to my clients and customers. Being ethical and professional is probably key.

How do you give back to the community?

Involved in many companies sponsored charities throughout the year.