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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about your town?

Being a Richmond native, I am proud to serve as an ambassador in the real estate industry. The city and surrounding counties have grown and flourished over the years and watching this growth and helping people put down roots is extremely gratifying. The restaurant scene is constantly growing, the historical neighborhoods are breathtaking, and the local pride of the community is something I am fortunate to be part of.

What initially drew you to real estate?

Real Estate, to me was a career without boundaries. After college I found myself wanting more than just a 9-5 job. I loved the idea of being my own boss and serving in the community I grew up in. From contract to close, I believe in serving people at the highest level. It's a true honor to be part of someone's largest financial decision that will impact their overall net worth and improve their lives.

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

I grew up in a family that always put others first. My dad was in sales and taught me the valuable lesson of building lifelong relationships. Although retired you can find dozens of business cards pinned up in his garage. He also still networks every morning at a local coffee shop to maintain and build new relationships. My mother raised four children and was always hosting and caravanning us to various activities. Both my parents were members of the local Chamber of Commerce, ran a non-profit raising money for Children's Hospital, and they were known for their epic 4th of July and New Years Eve Parties. My family truly knew how to bring people together and I have followed in their footsteps in my personal and professional life.

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

I started working at 15 ½ at a Golf Pro Shop and then at Ukrops Supermarket. I loved the idea of working with the public and of course having spending money. I earned my Bachelor's in Business Administration and my first job out of college was an Executive Administrative Assistant to a Chief Operating Officer at a Healthcare firm. I earned my Masters in Business Administration and interned at the National Geospatial Intelligence Agency where I worked with small business contracts. After my Master's I ended up working as a Loan Officer for Prosperity Home Mortgage and learned the finance side of real estate. My background is rich in sales, serving the community, understanding contracts, and finance. I am fortunate to share my knowledge and expertise with my clients and fellow colleagues.

