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

Q & A

What is your favorite thing about Richmond?

My favorite thing about the Richmond area is the many options it offers people who want to call it home. When I first came to Richmond I lived in the "Fan" area as a student at the Medical College of Virginia/ Virginia Commonwealth University. The city has such a variety of activities to enjoy restaurants, museums, festivals, and concerts to name only a few. The surrounding counties offer the advantages of the suburbs with easy access to the city. I feel it is the perfect combination of options for your home, whatever point you are in your life.

What initially drew you to real estate?

My Dad was a Real Estate Broker/Owner of his company in Roanoke, Virginia. Growing up in a real estate household and seeing my dad's dedication to his clients made a lasting impression upon me. When exploring a "second career", real estate was my first choice.

Why is relationship building so key to your success?

Relationship building is important in every aspect of my life. Family and friends are of the greatest importance, but so is staying connected with our clients, especially after the sale. Treating our clients like family is our goal, and at the same time helping them reach their goals and dreams.

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

Nursing allowed me to meet many different people, who were often experiencing stressful times in their lives. Spending time in a hospital is something that is unfamiliar to many people, and understanding each patient's unique situation was my focus in providing nursing care. Real Estate is very similar in that clients may not buy and sell homes very often. Continuing my education in Real Estate and being able to offer the same type of teaching, understanding, and attention, allows me to provide the same care which I have always given, just in a different setting. Being my client's advocate is my favorite role.

What's most important to you in your business?

Practicing honestly and ethically as I represent and care for my clients.

