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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

There are several favorite things I enjoy about living in Richmond. The first would be the fact that we are literally 2 hours from anywhere. With such quick access to the mountains, beaches, major cities, not to mention all of the amenities in our own city, it really makes for a “sweet spot” to live and raise a family! The second, is all of the great, local restaurants which tend to be locally sourced from local farmers markets and farms in and around the Richmond metro. Smaller menus mean they specialize in their creations which provides for an added, unique dining experience.

What initially drew you to real estate?

I have been in sales for my entire 20+ year career. What motivates me each day, is building relationships in everything I do. Whether it is with friends and family, or in real estate, you get the opportunity to network and meet tons of people. You learn so much about a person life, what is important to them, birthdays and other life events. Long term, meaningful relationships is what it is all about for me, and I strive to achieve bringing out the happiness and positivity in each person I meet, and do the very best in everything that I do.

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

I grew up in a family retail business that was started by my father 42 years ago. At an early age, I learned about hard work, dedication, integrity, and loyal customers is the key to growing any business. I then went on to a successful executive sales career in the wholesale distribution world, where I learned about strong relationships, and educating customers on how to increase their business went along way to the success of everyone. In real estate, it is much of the same such as hard work, dedication, integrity, and building loyal customers and friends that will foster long-term referrals in the years to come. I strive to have customers for a lifetime.