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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about Williamsburg?

The amazing areas that you talk long walks. Historic area, W&M campus, Jamestown Island, State Parks and the Colonial Parkway.

What initially drew you to real estate?

Flexibility of creating my own schedule. I have always enjoyed design and decorating.

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

My Father fixed everything himself and talked my Brother and I through most of the things he fixed around the house. So we would have an understanding on how a home works. Starting in new construction also helped.

Why is relationship building so key to your success?

Because the people you build relationships with trust you enough to recommend you to others.

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

I try to take classes when I can for new construction, building green, septic, wells and anything else that I think will help me with my career.

What is your mission statement?

Excellence, honesty and a professional reputation.

How do you give back to the community?

I volunteer when I can for House of Mercy (food bank), CASA (child advocacy) and other local charities. Garden Club of Virginia, neighbor board member and arts boards.