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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

I love the size of Richmond! It's big enough to have a terrific selection of restaurants, bars, shopping, museums, performing arts venues, and of course, fabulous outdoor spaces like our river and parks and trails. But it's small enough that I often run into friends at the grocery store or at dinner, and I can be anywhere in town in about 20 minutes!

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

I started my career as a CPA and then transitioned into human resources, specifically training and development. It's not coincidental that the skills I needed for those roles prepared me well for the negotiation side of real estate and working with people all day long.

Why is relationship building so key to your success?

The majority of my business comes from previous clients who have referred me to their friends and family that are looking to buy and/or sell. I love keeping in touch with my clients and following along as their lives change and their families grow. And sometimes it means they need a new house!

How do you give back to the community?

Over the years I've volunteered with a variety of different non-profits around Richmond. But right now, I am spending a few hours every Tuesday morning at SOAR365. While there I work in a classroom with about 25 adults who have disabilities. We do crafts, talk about current events, and practice important life skills. It's my favorite part of the week!