



## Sally Hawthorne

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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!