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REALTOR

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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

REAL ESTATE

Q & A

What is your favorite thing about your community? Living on the Rappahannock River in a rural area

What initially drew you to real estate?

Previously in family oyster and marina businesses Major death rate to extinction in 1988. Had to consider another occupation.

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

Having lived my life on and around the Rappahannock River and the Northern Neck, as a marina owner and 5th generation oyster planter, my knowledge of the River landscape makes me uniquely qualified to assist buyers and sellers of waterfront and farm properties

Why is relationship building so key to your success?

Learned this other businesses

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

Working with all types folks in sales

What is your mission statement?

To treat my clients as I would myself in their needs

What's most important to you in your business?

To be a successful person and to respect all of those that I come in contact with

How do you give back to the community?

Ruritan, bank board member, county board of supervisors