



Susan Robins

REALTOR

804.338.5765

susanrobins@srmfre.com



**SHAHEEN
RUTH, MARTIN
& FONVILLE**

.....
REAL ESTATE

Q & A

What is your favorite thing about your Richmond?

- My family and friends
- Architecture
- Fabulous restaurants
- Arts scene
- Southern Vibe
- Maymont
- Lewis Ginter
- Fall colors and the scent of spring
- Revitalized riverfront
- Festivals
- Centrally located in the beautiful state of Virginia less than 2 hours from the sea, 2 hours from the mountains and 2 hours from the nation's capital
- SRMF
- And there are 2 needlepoint shops in Richmond!!!

What initially drew you to real estate?

I grew up in a family of builders. I appreciate and am fascinated by architecture and interior design. I love helping others and I have never met a stranger. I wanted a career where I could be my own boss, create relationships, help others and blend all of my interests together.

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

My father and grandfather were "old school" contractors. I learned to appreciate quality workmanship and learned by watching the process, learned about building materials, the way things work, etc.

Why is relationship building so key to your success?

Relationships are the foundation of our business whether it be a relationship with our clients, our co workers attorney, family, friends etc. Positive connections connect people on a more personal level and builds trust, When I have a relationship with my clients, I am much more likely to understand their needs, desires, wants, solve problems and resolve conflict. Positive relationships with clients will more likely lead to referrals and more hopefully solid relationships .

Tell us about your community involvement.

I am a member of the Junior League of Richmond, Junior Board of Children's Hospital, Senior Board of Children's Hospital, Collegiate Schools, Christchurch School, and St. Mary's Episcopal Church.