



Thomas Rose

REALTOR

804.310.4320

ThomasRose@SRMFRE.com



**SHAHEEN
RUTH, MARTIN
& FONVILLE**

.....
REAL ESTATE

Q & A

What is your favorite thing about Richmond?

There are so many great places to eat in Richmond and the surrounding areas. There are countless restaurants opening with great food and exciting atmospheres. The breweries are also always a good time. Most are family friendly and offer a nice place to relax.

What initially drew you to real estate?

I spent six years in commercial banking and some of my clients were in real estate in one way or another. I was always fascinated watching their careers and the deals they were involved in. It was very attractive to me to be able to control my own career vs. working in a corporate setting. As an independent contractor whether I succeed or fail from a business perspective is all on me. I love to work hard and see the results of that labor. To be able to do that all while developing personal relationships and helping folks making such a major financial and personal decision was a no brainer. I decided to make the jump into real estate myself and never looked back.

Why is relationship building so key to your success?

I am building my real estate business based on relationships and referrals. I do almost no marketing. I don't make any cold calls or chase down Internet leads. I rely 100% on the service I provide to my clients and trust that they will be happy enough to refer me to their friends and family in the future. I have never looked at any client or any sale as a quick commission. I feel that mindset is short sighted. I plan to be in this career for many years and the only way to do that is to build relationships, value each client, treat people like family, and represent them well. If I can do that then the rest will take care of itself.

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

In two ways. First, having spent six years in banking I have a strong knowledge of the financial side of the transaction. I can often recommend specific lenders that would be most beneficial or offer a financial point of view that others may not think of. Second, about 50 to 60% of my client base is in the medical field. In banking I specialized in medical lending. I have extensive experience working with physicians in multiple facets. That gives me a greater understanding of their needs in a home and throughout the transaction.