



Kristi Rike

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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 people. My community has been a welcoming environment from the day we moved to the Richmond area over 20 years ago.

Why is relationship building so key to your success?

I enjoy forming strong relationships with my friends and my clients. Having strong relationships leads to strong communication skills which are crucial when buying and selling homes.

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

As a former Speech-Language Pathologist, communication was the major requirement of my job. Learning to communicate with individuals with disabilities and their families taught me lessons in how each individual communicates differently.

What is your mission statement?

My mission is to provide ethical and professional real estate services to all of my clients while also having fun. This ensures creation of memorable and pleasant experiences and leads to relationships that last and enriches lives on both personal and professional levels.

What's most important to you in your business?

The most important thing in my business is knowing that I have done all I can to the best of my ability to help my clients. I want each and every client to get to closing and feel good about the process. Also important is having FUN during the process.

How do you give back to the community?

I am on the board of Jacob's Chance, a non-profit serving individuals with disabilities from ages 5-35. As the Community Outreach Director I am responsible for attending events all around Richmond to educate families on the services and activities we provide. Our programs create a safe, fun and enriching environment for our participants while decreasing the social isolation families often experience when caring for a loved one with a disability. Learn more at www.jacobschance.org.