



## Susan Richardson

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**SHAHEEN  
RUTH, MARTIN  
& FONVILLE**

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**REAL ESTATE**

## Q & A

### ***What is your favorite thing about the Northern Neck?***

I moved to the Northern Neck with my young family in 1999. Living here provided the perfect location to raise our two children, expose them to the natural beauty of the area and the warm and generous people that live here. After 20+ years, I wouldn't want to be anywhere else and I love sharing my enthusiasm and knowledge of the area with others. The water ways, locally sourced food and quality of life also top my list!

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

I worked for many years at a continuing care retirement community helping residents move in and transition to other levels of care. This allowed me to understand the complexities of a move and the emotional aspect that often occurs as well. Patience, compassion, active communication and the ability to multi-task has served me well in real estate too.

### ***Why is relationship building so key to your success?***

My clients always know that I have their best interests at heart. If you do the right thing, keep them informed every step of the way and genuinely care about their needs, they share that experience with others. Our business relationship often extends beyond to one of true friendship.

### ***What's most important to you in your business?***

Helping others is what drives me and rewards me at the end of the day. If I can make someone feel comfortable, secure with their decisions and happy with the result, then I've done my job well.