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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

I am from Texas, so I relocated here about 33 years ago. Moving here from Dallas and Washington DC, Richmond seemed like a nice slower paced town to raise a family and make new friends. While it is still both of those, it has grown into a very cool and hip town with a wonderful food and beer scene and just a fun city to live in. The opportunities are wonderful for both old and young as it has something for everyone.

What initially drew you to real estate?

When we lived in Washington DC we bought a house in Capital Hill built in 1850 and renovated it ourselves. I loved the whole process of bringing something old new life again. I was always looking at houses for my own inspiration and then decided that's what I wanted to do for a living.

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

Since I moved here from out of town myself, I knew I would like to help other people make their transition to Richmond easier. After working in relocation I got to know every area of Richmond very well so it was an easy move to start selling houses. There are so many areas of Richmond that a lot of people just don't know about. I love the area I live, but everyone has so many different needs. I love helping people sell their home or help look for a new one.

Why is relationship building so key to your success?

All of my business is built on personal relationships and recommendations. I only work with a couple clients at a time so I can give them all of my attention.

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

I was in Cosmetic sales for many years covering several states. I worked with many different kinds of people from many different places. You have to learn to listen as well as be flexible. In real estate you meet all kinds of people and no transaction is ever the same. I feel I work with people very well and always enjoy making new friends.

What is your mission statement?

I will always be truthful and give you my honest opinion and strive to do my best.

What's most important to you in your business?

To make sure that after any transaction is closed, my client whether a buyer or a seller feels that they were treated fairly and are happy to pass my name on to a friend. I want them to walk away feeling good about the transaction and happy they used me as their agent.

How do you give back to the community?

Tuckahoe Womens Club, James River Association, Junior League of Richmond sustainer, Rick Sharpe Alzheimers Association,