



Alice Sharp

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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

Richmond has always been my home. I'm very proud of the way our city has grown and continues to grow culturally .. Diversity and Inclusion are key in any truly Welcoming Community. From all of our Unique Living and Working Spaces to all of our Outdoor Activities and Gatherings.. Richmond has something to offer everyone. The Beauty that can be found in our neighborhoods from Church Hill all the way to the West End from the Southside to the Northside is quite special. Each District offers a Different "feel" and that gives our clients so many choices when it comes to where they want to call home. I truly enjoy working with Out of Town Buyers and watching them explore our town and come to fall in love with their new Home.

Why is relationship building so key to your success?

Relationships are everything in Real estate. I operate my business on a Referral Basis from past clients. No matter the property or how many times I've worked with someone, they always know I'm truly in it with them ..all the way. I pride myself in giving my all .. always. Treating my clients like I would any member of my family.. like family.

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

My background is in Psychology, early childhood education and Advertising.. All of these skills come in very handy thought any transaction. I have always worked.. I started at age 15 in the food service industry and Retail and then with Children. I never knew the ins and outs of homes and construction other than growing up up in an older home and paying close attention to my mother and all of the detail and care she took in maintaining it.

What is your mission statement?

My Mission in my Business is to provide Honest, Ethical, Competent & Cooperative Advice and Work for my Clients at all times... Period.