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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about your community?

I love how Richmond has a little bit of everything. Growing up here I always thought it was so cool I could be Downtown and 20 minutes later out in the country. To see the history of the Fan, the development of Short Pump and Scotts Addition, Richmond has so many things to offer.

Why is relationship building so key to your success?

This business is about connecting on a personal level. I truly feel that is my number one goal. I want to know about my clients, and I want my clients to know about me. Personal connections last a lifetime, that's the ultimate goal.

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

I have a very unique point of view. I was a Realtor in the mid 2000s, then left the business and started my own company. Never in my wildest dreams did I think I would own and run a Gourmet Peanut Butter Company for 11 years. I learned so many things during that time. There were great highs (getting in over 500 Kroger stores). There were also great lows. I learned the art of negotiation, but most importantly I learned about staying even keeled. That has helped me the most getting back into Real Estate. There are going to be highs and lows, it's how you handle them that makes the difference.

What's most important to you in your business?

Forming relationships with my clients and fellow Realtors. I'm a huge proponent of the Golden Rule. Treat others as one wants to be treated. It goes a long way and it's how I want to run my business.

Tell us about any non-profit or community organizations.

Two organizations that I love to support are Fetch A Cure and the Susan B Komen Foundation. Both have special meaning to me.