



## Brinkley Taliaferro

REALTOR

(804) 307-8632

BrinkleyTaliaferro@SRMFRE.com



**SHAHEEN  
RUTH, MARTIN  
& FONVILLE**

.....  
**REAL ESTATE**

## Q & A

### ***What is your favorite thing about Richmond?***

Richmond is an easy city...to get around, to find fun things to do, to meet people. It's such a great size and I just love the accessibility of it.

### ***What initially drew you to real estate?***

I was working for a residential developer in Charleston, SC and he was the one that encouraged me to get my license to better learn the business. I am so thankful he did and never thought I'd be selling all these years later. My favorite part of my job is getting to tell people their offer was accepted. It's such a cool experience that not everyone can say they are a part of.

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

Buying a house is like having a major surgery; it's a huge life event! I think most people can agree they wouldn't want just anyone to help them navigate this process. I want my clients to not only feel confident in choosing me to help them, but like they have a true advocate on their side. Building a long-term relationship from the start is the key to this.

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

Prior to real estate, I was lucky enough to experience a few different careers--from working in advertising, to running a gourmet food shop, to project management. At the end of the day, my job was always about relationship management. That foundation helped me understand the importance of nurturing clients from day one. While that isn't the most unique perspective, I do think that not everyone excels at it. It takes a special person to be able to constantly put out fires and anticipate blockers, be your client's therapist, and source of the source to make sure the transaction is as smooth as possible.

### ***What is your mission statement?***

Buying & selling, simplified.

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

Education. When I bought my first house (out of state) I was so confused and overwhelmed by the process. I thought to myself, there has to be a better way. It's always my goal for my clients to fully understand the transaction from day one so they feel comfortable about what's happening. It can be a rollercoaster, but I am here to hold your hand through it.

### ***How do you give back to the community?***

There is a special place in my heart for Dogs on Call at VCU Hospital. As a former therapy dog team, it was one of my most favorite things I've ever done. I am hopefully on that path with my current dog, Tilly.

