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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about your community?

The close knit and extended branches of people that are all connected in some way!

What initially drew you to real estate?

I grew up in a family with generations that were involved with land conservation, land development, building and interior design which naturally led to have a passion for real estate. That passion combined with my love in helping others achieve their dreams, real estate is a perfect fit!

Why is relationship building so key to your success?

You build a trust in others by building a solid relationship...I think that is a success in life, not just business.

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

During my junior year of high school, my family experienced a financial hardship and we ended up losing our home. That loss has given me a compassion for others to truly find a property that each respective client can truly make a home, both fiscally and

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

My former career with an extensive time in college athletics as a DIV I head coach and athletic conference administrator, I feel that those experiences have helped my practice in real estate in professional demeanor, contract negotiation, and mentoring my clients. There are a lot of similarities!

What is your mission statement?

My mission is to provide the highest level of integrity in service, excellence and expertise in the Virginia real estate market. I will always remember that behind each transaction, there is always a person or family involved and my goal is to develop long-lasting relationships with my clients by offering excellent service and utmost customer satisfaction.

What's most important to you in your business?

Honest and ethical communication and determination.