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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

There are too many things to just name one! It is such a beautiful city and shows the 4 seasons so well with all the trees and parks and beautiful landscaping. I love the culture and the history. Lots to see and do within 2 hours of Richmond. It is truly a "Southern" city with kind and gentle nature.

What initially drew you to real estate?

Initially, I loved looking at homes! Doesn't everyone? But then I realized I love meeting new people and helping them solve their real estate needs. They all become "like family" to me, and I just want them to be happy here.

Why is relationship building so key to your success?

A client knows when you want the best for them and you are working hard to get what they want. When you spend the time building the relationship, you are rewarded with future referrals and a great friend!

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

My previous jobs involved developing marketing plans, negotiating deals everyday, merchandising products, staying current with technology and trends. But I think the greatest skill I continue to use, it the ability to go back and forth between projects, without losing a beat. Great skills to have to sell real estate!

What's most important to you in your business?

Most important to me, is that at the end of the transaction, my buyer or seller knows I went above and beyond for them to achieve their goal, whether it is buying or selling.

How do you give back to the community?

I believe in supporting organizations that have touched my life, or the lives of those I love. For that reason, I support organizations that assist cancer patients, such as the Hawthorne Cancer Center at Johnston Willis Hospital, or help with addiction issues, such as Good Samaritan Industries.