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SHAHEEN RUTH, MARTIN & FONVILLE



What is your favorite thing about your community?

So many things. The great community feeling in Richmond where people care about and help each other when needed, the comfortable weather, its restaurants offering taste of all around the world meals, James River, and of course my first and best festival in Town: The Watermelon Festival in Cary Town!

What initially drew you to real estate?

Helping first home buyers live the American dream. As an immigrant I felt the land of opportunity gave me a lot and I wanted to help others create the opportunity to reach their dreams.

Why is relationship building so key to your success?

I can compare to family relationships, if you work on it, care about it, and nurture it; then you will see the fruits of your work grow right in front of you.

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

I originally came into The US from Jordan, a small country in the Middle East. I learned a lot of values in that culture and when I lived in the US, I started to combine what I am learning in America with what I learned in Jordan. I believe it made me a better person and I am able to help wide variety of people with different backgrounds and cultures because I passed through this experience.

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

I was a district Manager for Multi-Franchise Restaurants, I was responsible for 50+ employees and it taught me the importance of time management and efficient multi- tasking techniques. Today I can manage multiple transaction on daily basis and make sure my clients' needs are met in an organized way.

What is your mission statement?

Ask not how your client can benefit you – ask how you can benefit your client

What's most important to you in your business? Honesty.