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Meet Todd and Anne Ball

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**SHAHEEN
RUTH, MARTIN
& FONVILLE**
.....
REAL ESTATE



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REAL ESTATE

Q & A

What is your favorite thing about Richmond?

My favorite thing about Richmond is how a big city can act as a close community. In any conversation about Richmond, whether where to dine, who's your doctor, or the inevitable "Do you know?" the conversation usually turns to just that, people you know, whether a family member, friend, neighbor, business associate, or fellow church member. I grew-up in Richmond and my siblings, and more aunts, uncles, and cousins than I can count still live here. This is home.!

What initially drew you to real estate?

It was serendipity. After a 30-year career in Facilities Management my husband, Todd, declared that selling Real Estate was going to be his "Second Act" in his life. At the exact same time we both thought being a real estate team made sense. I love meeting new people, I'm very goal oriented, and I understand the joy one has when buying a home, whether making that first purchase or that last purchase with a downsizing move.

Why is relationship building so key to your success?

I have relationships from 5 decades ago that are still strong. Sustaining relationships that will endure make all the difference in my business. Everyone knows someone who needs a Realtor.

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

I grew up in Varina when it was primarily a farming community. As a child 4-H was important in developing skills that have helped me all of my life. I loved making presentations and establishing service community groups. In my working life my focus has been on providing solutions to problems. It began by assisting churches purchasing organs often with prices in excess of \$100,000 or a Steinway Concert Grand with a similar price tag. I use those same solution providing skills in working with my real estate clients. Often, they are looking for someone to guide them and moreover someone they trust. Of course, I share my knowledge and expertise about the market, but often they are looking for a calming presence when they are anxious about the next step in achieving their goal. I am that calming presence.

What's most important to you in your business?

Cultivating genuine relationships is most important. They contribute to the future of my business but more importantly they enrich my life.

How do you give back to the community?

I am serving the Richmond community as a member of First Baptist Church. I have been the Chairman of an associate pastor search committee, Chairman of various special project teams and was Director of the FBC Leadership course. I have played piano in major musical events as well as being an adult leader for various mission trips.





Todd Ball

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Q & A

What is your favorite thing about Richmond?

I have so many favorite things about Richmond but at the top of my list are the neighborhoods and communities. Libbie and Grove, Bonair, Glen Allen, Hanover, The Fan, and many more. Each is distinct, and yet we are all connected.

What initially drew you to real estate?

Imagine a career in which you get to drive around, look at homes and talk to people. It's also a business that my wife Anne and I could do together. My dad owned a small real estate firm, Ball & Emory Real Estate, in the '50s and '60s so talking about or at least overhearing conversations about houses and neighborhoods was something I grew up with.

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

Serving clients and customers has been my life's work and my goal is to remove the stress of home buying and selling for my clients. My expertise in real estate is why clients first do business with me but my passion for service, often taking care of tasks many agents wouldn't, is what sustains the relationships. My clients know I have their back! This often leads to representing families, we've sold the sister's home, now we're selling the brother's home, We represented the cousin, we ended up representing his three cousins. Service, doing what it takes, you'll be respected for it and in the end, you'll be rewarded for it in so many ways!

Why is relationship building so key to your success?

I'm asking folks to trust me with what is probably the biggest purchase or sale they will ever make in their lives. My relationships build the trust that builds the business.

What's most important to you in your business?

Serving others and being on the same team as my wife Anne. We really complement each other given our life experiences and our passions. That said, we share the same common goal of serving others.

How do you give back to the community?

I am very active in my church, Richmond's First Baptist. I have served as a team leader for special projects and for the church's budget. I've co-chaired a Leadership Course, taught bible classes as well as led the creation of the Charlotte Acres project: an urban farm community focused on addressing Richmond's food desert.