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**SHAHEEN
RUTH, MARTIN
& FONVILLE**

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REAL ESTATE

Q & A

What is your favorite thing about your community/city?

Growing up in a small town, Richmond is a big city that still feels small, cozy. I'm always amazed at how everyone seems to be connected somehow! I love Richmond's history, its architecture, how every single part of town and the surrounding areas are completely unique, with their own energy and style.

What initially drew you to real estate?

One of my best friend's moms was one of the top agents in my town growing up. I thought she was amazing and that being an agent must be so incredible. Of course, that was the teenage me...but turns out I wasn't wrong.

Why is relationship building so key to your success?

My relationships with my clients are everything. Any good relationship is built on trust and mutual respect, and where is that more important than when a client is about to embark on such a huge endeavor? A warm bond can help immensely when navigating the ins and outs of transactions. Creating great relationships with my clients is by far the best part of my job.

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

Before I got into real estate, I spent the majority of my career in PR/Marketing/Communications, both on the agency and corporate sides. So much of that world is developing relationships, plus you need excellent communication skills. I think it prepared me very well for this!

What is your mission statement?

To go above and beyond, always.