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**SHAHEEN
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REAL ESTATE

Q & A

What is your mission statement?

My personal mission statement is a guiding principle that defines how I lead my life. In essence, it encapsulates my commitment to authenticity and the well-being of others. To elaborate:

- **Authenticity:** I uphold authenticity as a core value, striving to be genuine, relatable, and true to myself. I firmly believe in the motto, "You can only be you, so be the best version of yourself."
- **Service:** My ultimate purpose, my 'why,' revolves around helping people. This entails prioritizing my clients and exploring innovative ways to make a meaningful impact on their lives.
- **Integrity:** Doing the right thing and providing the best possible experiences for others is at the heart of my mission. I'm a firm believer in going the extra mile to spread kindness, as a simple smile or a kind word can make a substantial difference in someone's life.

What initially drew you to real estate?

My journey into real estate was a result of life's twists and turns. I recall my initial interest in the field when my father, a surgeon, pursued real estate classes. His message that we are always in a constant state of learning, no matter our age, left a lasting impact. I vividly remember seeing real estate agent signs in my hometown of Rochester, NY, and thinking, "Someday, I want to be the one behind those signs." It is immensely gratifying to see this dream transform into reality.

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

My diverse professional background contributes a distinctive viewpoint to my work:

- As a corporate paralegal, I supported clients and attorneys in navigating various corporate transactions, ranging from business entity formations to commercial deals. This experience equipped me with a strong understanding of legal and business intricacies.
- My tenure as a personal trainer allowed me to engage with individuals at various life stages, helping them attain their goals, whether it was learning to stand up from the floor or completing an Ironman® triathlon.
- In the new home sales industry, I honed the skill of listening attentively to discern our buyers' needs and guide them in finding their dream homes within budget constraints. Each of these experiences has enriched my ability to offer exceptional service to my



Q & A continued

Why is relationship building so key to your success?

Relationship building is pivotal to my success for several reasons:

- Human beings inherently need to be heard and understood. Listening, rather than dominating the conversation, is central to this approach.
- Aligning with my mission statement, I aim to deeply comprehend my clients and their priorities. If my clients can attest to a superior experience with me, I consider my job well done.
- It's often the small, thoughtful gestures that have the most significant impact. The foundation of strong relationships is trust, reliability, and genuine care, which are the foundations of lasting success in real estate.