



**Bob Durham**

If life is a journey, Bob Durham has earned plenty of frequent flier miles. Over the course of his 70 plus years, Bob has worked with cows, baby sat nuclear missiles for Uncle Sam, did well selling insurance, belted out country and western songs, flipped and sold more than 20 homes, ran a successful pest control business and helped herd golfers around the golf course.

Along the way Bob stayed true to a couple of personal mantras: avoid cold weather and never suffer fools gladly.

Growing up on a farm in upstate New York near Saratoga Springs, he was no stranger to snow and hard work. He and his six sisters and one brother worked their asses off on a family dairy farm, often starting their chores long before the sun came up.

After graduating from high school, he jumped at the opportunity to travel to warm exotic places with the U.S. Army.

"I wanted to get out of New York," he said. He ended up in a nuclear missile unit, the only one in the Army. Stationed near Homestead Air Force Base about 25 miles south of Miami, he found warm weather but also discovered the Everglades was home to lots of dangerous critters. Although he traveled to Italy to help train NATO troops, Bob was a not a big fan of military life and thinking.

After a 3-year stint in the Army Bob worked as night manager in a grocery store in New York but found his true calling as a salesman for John Hancock. He used his experiences on the dairy farm to connect with farmers looking for ways to transfer ownership of their business to their kids without incurring a large tax bill. He did so well he consistently was a top producer and at the ripe old age of 37 was able to retire to take care of his ailing mother and wife, who was suffering from a central nervous system disorder.

He eventually ended up in Palm Springs and after his wife died took to putting on a Stetson cowboy hat and singing C&W tunes on karaoke. It was during one of these sessions crooning *Neon Moon* and such that he met his future stepson, Matt. He introduced Bob to his mother and as they say the rest is history. The couple bought their first house, a repo in Desert Hot Springs, and doubled their money within 18 months. Over the years the pair bought and sold nearly two dozen homes.

Although the real estate business was good and Bob was able to spend more time on the links, his working career was not over. He remembers his wife asking him a rather pointed question about his future plans.

“You are not going to sit around and play golf all the time, are you?” she asked him.

Being the good husband, Bob ultimately got involved in the pest control business. At first, he helped an business acquaintance increase sales at his pest control company. Then beginning with a list of satisfied customers, Bob started his own pest control company. He sold it and worked as an ambassador (marshal) for American Golf in Oceanside. Under his guidance average round times went from 5-1/2 hours to 4-1/2.

After moving to Temecula 3-1/2 years ago, Bob volunteers as a marshal one day a week at Redhawk.

Toughest course he has played: Ko’olau Golf Club on Oahu. At the time the slope rating was 162. As Bob recalls, the rain forest tract “looks like Jurassic Park. “Never one to dawdle on the tee box, Bob attributes his waste-no-time golf swing to age. “I used to have a backswing when I was a 9 handicap,” he said.