



F.J. Boston Affiliate of the Month

by Stacy Schwan

Call him F.J., call him Felix, "I don't care, so long as you call me," says Farmers agent Felix J. Boston. You might also call him jack-of-all-trades, for that is what this Cessna flying, Harley riding, auction calling, farmer-turned Air Force captain-turned general contractor-turned insurance agent is.

"The busier I am the happier I get," says F.J., who got his work ethic from growing up on a 1,000-acre farm in West Texas. F.J. was a freshman in college when his father was killed in an accident, so he returned home to run the farm. But after five years he was itching to see the world, so he went back to college and then took a commission as a captain in the Air Force, where he proudly served his country for 12 years.

F.J. moved to the Bay Area in 1990 to begin his insurance business; since then he consistently has been one of the top producers in his district. At the same time he has used his general contractor's license to refurbish and maintain a series of rental properties in Rossmoor. F.J. is a fixture at REALTORS® in Motion and REALTORS® Marketing Association meetings, where he combines the people skills he learned as an Air Force recruiter with his in-depth knowledge of real estate. "I love working with REALTORS® because they're such fun, dynamic, high-energy people," he says. Asked why REALTORS® like working with him, he says, "I know construction costs. I also know their clients so well. Once they see how I keep their names in front of their clients, they appreciate it."



Whenever he has free time F.J. can be found flying his Cessna 172 or on the back of his Harley. But he never ventures far without Mabel, his nine-year-old black Labrador Retriever. "Everyone knows Mabel," he says proudly of the pooch that can be seen delivering bank deposits to a teller or escrow papers to a title company—by request, of course. F.J. and Mabel also have been featured in newspapers, on the radio and in the Danville Fourth of July Parade.

A California licensed auctioneer, F.J. has run charity auctions for his Rossmoor Rotary Club and the Women's Council of REALTORS® Fashion Show. He is a Lt. Colonel in the Army Reserves, and is aware that he could be called to service in Iraq at any time. Instead of fearing the possibility, F.J. considers it a challenge he would gladly embrace. Then again, that's F.J. ★

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