GARY GOLTZ

2233 North Campus Avenue
Upland, CA 91784
(909) 702-3250
gary@garygoltz.com
linkedin.com/in/ggoltz

JUDO & BUSINESS – CV

Gary Goltz, 9th Degree Black Belt, started judo at age 10 in his hometown of Pittsburgh under the Korean Champion from the 50's, Kyu Ha Kim. Upon moving to Southern California in 1988, he formed Goltz Judo, which has been Claremont Human Services Division's largest program for more than three decades. Sensei Goltz has developed many top competitors and teachers. In 2005 he became volunteer COO of the US Judo Association and in 2010 was elected its President where he worked tirelessly to forge positive relationships with the other national judo organizations. His accomplishments include creating the USJA/USJF Grassroots Judo™ Summer & Winter Nationals which are now the largest tournaments in the nation. Sensei Goltz also served as Chair of the USJA's National Promotion Board and was President of Nanka (the SoCal Judo Black Belt Federation). He is frequently featured in *Black Belt* magazine. **(Gary's AI Profile)**

PROFESSIONAL EXPERIENCE

PRINCIPAL, GOLTZ BUSINESS DEVELOPMENT GROUP, Upland, CA • 1995 – Present

Leveraged over two decades of proactive hands-on business experience, profit maximization, national sales training program creating/implementation, multi-partner mergers and setting sales records to serve as a consultant for a diverse range of firms (well established to new startup). Interviewed client decision makers and key personnel to rapidly understand company needs, analyze competitive market and devise multiple strategies to successfully attain objectives. Cold called, prospected and set appointments to lead high impact presentations to relevant leadership, clearly demonstrating the value of a merger, acquisition, product/service development, pricing strategy and any element that would be of benefit.

Learned continuously new selling and communication skills, capturing targeted accounts, limiting competition and maximizing bottom-line profitability for clientele. Supported identification of optimal territories, advising on cost/benefit and tactics to best exploit opportunities. Garnered relevant sales data to produce clear, concise reports, forecasts and territory analysis for upper level management. Championed expert launch of new products and services. Learned quickly the most up-to-date information on technical, scientific, product and disease management data to implement into presentations.

REPRESENTATIVE CLIENT LIST:

AIR LIQUIDE
- Closed two contracts for troubled division worth $1Mil in annual revenue leading to a successful sale to Lincare.

BECTON DICKINSON
- Collaborated with internal decision makers to develop/execute a successful home healthcare product strategy.

AIR LIQUIDE
- Closed VIP accounts for troubled division worth $1Mil in annual revenue leading to a successful sale to Lincare.

BECTON DICKINSON
- Collaborated with internal decision makers to develop/execute a successful home healthcare product strategy.

CORAM (CVS)
- Ensured continuation of an $880K annual contract, acting as liaison between the company and a VIP account threatening to leave.

CPS PHARMACY SERVICES
- Closed several new hospital pharmacy management contracts worth $500K per year.
- Prospected to contact key hospitals, using persistence and tenacity to build valuable relationships.

DAVITA
- Brought in by CEO to work with executive team on a strategy to close a multi-million dollar national HMO contract.

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ECKERT & ZIEGLER ISOTOPES
- Troubleshot operations to identify a sales leadership problem for the worldwide leader in this industry.

FACIS (VERISYS)
- Grew sales from $1.5M to $4M through negotiating contracts with hospital, retail pharmacy (including an exclusive large national contract), and medical malpractice sectors for their sanction database.

IMAGYN MEDICAL (CR BARD)
- Served as a consultant to better position the company for a potential sale or merger, closing multiple contracts with which lead their profitable purchase by C.R. Bard.

NUZUNA WELLNESS
- Developed a pilot wellness program with the City of Claremont for this innovative start-up which utilizes wireless Electro Muscular Stimulation (EMS) technology that is revolutionizing the fitness industry by significantly.

PEOPLE G2
- Secured a hospital system with a potential yield of $200K+ in revenue per year.

SELECT DATA
- Researched the acute care home health agency market to define several growth strategies.

T-MED-ROBOTICS
- Assisting AdEchoTech from France with MELODY, a unique robotized Tele-Echography system.

ADDITIONAL EXPERIENCE (PRIOR TO 1995)

SENIOR VICE PRESIDENT, Curaflex (now CVS - Specialty Pharmacy), Denver, CO
- Closed multiple national VIP accounts worth $3M+, helping position company to lead a 4-way merger to eventually become Coram – the home infusion therapy industry leader which today is a division of CVS..

FOUNDER & PRESIDENT, Comprehensive Pharmacy Home I.V. Services, Ontario, CA
- Built from the ground up – to an eventual worth of $8M and sale to Curaflex for a record 7.5 x earnings.
- Spearheaded a highly disruptive pricing strategy, targeting HMOs years ahead of the competition.
- Negotiated 12 HMO agreements, resulting in a major acquisition bidding war by all industry leaders.

VICE PRESIDENT, Foster Medical Corporation (now Apria), Conshohocken, PA
- Promoted to VP role upon acquisition rocketing the Chicago region from $1.8M to $15M.
- Supported the eventual merger to become Apria – the home medical equipment industry leader

EDUCATION

Master of Business Administration ~ President/Key Executive Program, *Honors*
Pepperdine University, Malibu, CA

Bachelor of Arts ~ Rhetoric & Communications, *Cum Laude*
University of Pittsburgh, Pittsburgh, PA

AWARDS / RECOGNITION

- Subject of 'The Star and The Car' Documentary - July 29, 2018
- Profiled by the Wall Street Journal - July 26, 2016
- Interviewed on Talent Talk Radio Show - September 10, 2013

COMMUNITY SERVICE

- Defensive Tactics Consultant to the Los Angeles Police Department
- Life Member, California Highway Patrol, 11-99 Foundation since 1988
- Creator of Ten-4 Day to honor law enforcement & first responders in 2004
- *Ambassador Without Portfolio* Los Angeles City Council Member, Tom LaBonge - 2004 to 2015
- President Hal Sharp Judo Teachers Foundation - 2015 to Present

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SELECTED PUBLICATIONS / PRESENTATIONS

Talent Talk Radio, People G2 'Executive Interview'
USJA's *Growing Judo*, 'Virtues of Leadership as Found in Judo'
Cal Poly Pomona MBA Strategy Program, 'Judo and Developing Life Skills'
USJA's *Growing Judo*, 'A Glimpse into Goltz'
Conan Jack Black '*That's not a Tiger Roll!*'

RECOMMENDATIONS FROM LINKEDIN

Michael Dobbs, Associate Partner at IBM
Gary mentored me and advised me as I started up a new judo school in my area. Without Gary's friendship and advice, I am not sure that I would have followed through and opened the school. Gary is hard working, professional, and compassionate. Judo in America owes a debt to Gary for his passion and hard work. He does a fantastic job!

Louis Feuer, MA, MSW, President, Dynamic Seminars & Consulting, Inc.
Few in the healthcare industry that bring to their work the level of expertise and dedication than Gary. I remember well his hard work ethic and dedication to getting the job done. Customers always appreciated his concern about getting and keeping their business. I have many clients now that could use a full time Gary Goltz in their business.

Donna Gilbert, National Accounts Manager at Vault Health
I reported to Gary for several years while with FACIS. He has a terrific managerial style, one which allows an individual to work in a manner that highlights their unique skills and talents, while fostering a team attitude. After departing GMS, Gary has become a very valuable mentor in my life.

Mimi Grant, President at ABL Organization
I have known Gary for over 2 decades as both an entrepreneur - originally at Comprehensive Pharmacy Home IV and, more recently, at Goltz Business Development Group. In every endeavor Gary applied his ample creativity and ability to "see beyond the box" - being the first person I knew to embrace managed care and price his services accordingly. I have never known ANYONE who networks better than Gary. More important, he works his net!

Deb Hagen, Vice President at IRM
Gary is a former mentor/boss. He is very intelligent, has a great background in many different areas of business and beyond [owned an infusion company; built several national home healthcare firms, runs a large judo program and advised the LAPD methods they teach their police officers, even trained his daughter who won the Junior Olympics!) The thing that I admire most is his integrity and ability to listen and be responsive in almost any situation - and to have fun.

Feliciano Mejia, Jr., IT Director at Government Management Services, Inc.
I have worked with Gary for over 6 years at FACIS and in that time he has demonstrated a great enthusiasm for promoting our products and services to major clients. Gary values personal interaction and has always been committed to customer total satisfaction. I greatly enjoyed working with Gary and would highly recommend him as an effective sales executive.

Kurt Motamedi, Ph.D., Professor of Strategy and Leadership, Pepperdine University
Gary Goltz is an outstanding executive, leader, and contributor. He is hardworking, intelligent, caring of others and sets challenging goals for himself and accomplishes them admirably well. Gary gained the respect and admiration of the faculty and his cohorts. He is among our most admired graduates.

Tom Mountain, Managing Director at Mountain-Bishop Wealth Management
Gary hired and trained me in my first sales job back in the mid 1980's. He is an excellent coach and mentor. Gary taught me many of the tools I use till this day; fact finding, listening, developing an action plan, and timely follow-up. Gary is a smart businessman that any company would be well served by.

Michael Ramirez, **Project Manager at Domain 6, Inc.**
Gary is one of the most inspiring and solid individuals I have had the pleasure of working with. His business philosophy is rock solid, and he is able to capture the nuances necessary to make the best decisions in critical situations and develops healthy, sustainable solutions for all involved. He is a high energy personality and has a passion for success that does NOT quit. Furthermore, he inspires all around him to higher levels of achievement, seeking first to understand before being understood.

Neil J. Simon, Managing Partner at Leadership Forward Group, LLC
Gary is a very sincere and creative person who is passionate and dedicated to make things work. He has an extroverted style so that you always know where he stands. He is honest and forthright. You can always rely on him for alternative thoughts and solutions to challenges.

Frank Yeager, President and CEO at Eckert & Ziegler Isotope Products, Inc.
I brought Gary in to review a segment of our sales organization and to assist in providing recommendations for future development. Gary came in and quickly helped to stir up the organization, which allowed us to start working in a more effective direction.