



Gary Goltz - AI Profile

Gary Goltz is an accomplished American judoka, coach, and businessman known for his decades-long career in judo and leadership within national judo organizations. He is also a sales consultant and a classic car enthusiast.

Judo career

- **Goltz Judo:** In 1988, Goltz founded Goltz Judo in Claremont, California. It became the largest program in the city's Human Services Division and has produced numerous top competitors.
- **US Judo Association:** He served as the Chief Operating Officer of the US Judo Association (USJA) from 2005 to 2010 and as its President from 2010 to 2015.
- **Grassroots Judo™:** While with the USJA, Goltz created the Grassroots Judo™ Summer and Winter Nationals, which have grown into some of the largest tournaments in the United States.
- **Ranking:** He holds the rank of 9th Dan (degree) black belt.
- **Other roles:** Goltz has served as President of Nanka (the Southern California Judo Black Belt Federation) and as a Defensive Tactics Consultant for the Los Angeles Police Department.

Other pursuits

- **Business:** Goltz has a background in the healthcare industry, including owning a home infusion therapy business which became a Division of CVS Pharmacy. He also works as a sales strategy consultant with the Goltz Business Development Group.
- **Classic Cars:** He is well-known for his 1955 Buick *Highway Patrol* replica car, inspired by the classic TV show and star Broderick Crawford. His car has been featured in several media outlets including the Wall Street Journal, CNN, and even in its own documentary.
- **Media appearances:** His personality and interests have led to him being featured in media outlets such as *Black Belt Magazine*, CNN, and *The Wall Street Journal*. A viral parody video with Jack Black by Conan O'Brien made him the most-viewed American judoka on social media and YouTube.

Gary Goltz's leadership model is significantly influenced by his extensive experience in both judo and the business world, particularly sales. Here are the key aspects:

Aspect	Description
Stick-to-it-iveness	This is a core principle for Goltz, emphasizing the ability to persevere and see things through despite obstacles and distractions, a quality developed through consistent judo practice.
Risk-Taking	Judo teaches the importance of taking calculated risks and facing potential setbacks to achieve goals, a lesson Goltz applies to business decisions and strategies.
Learning from Failure	Goltz believes in embracing the learning that comes from failure and using it to grow and improve, a concept central to judo training where falling and being thrown are part of the process.
Seizing Opportunity	Goltz defines luck as the ability to recognize and take advantage of opportunities, a principle that applies to both judo matches and business negotiations.
Building Confidence	Judo helps develop self-confidence and an immunity to embarrassment, enabling individuals to "enter the arena" and pursue their goals without fear.
Strategic Thinking	Both judo and business require understanding the landscape (opponent, market), analyzing situations, and devising strategies to achieve objectives.
Teamwork and Mentorship	Goltz's career demonstrates a focus on training and developing others, fostering strong teams in both his judo club and his business ventures.
Education:	Goltz has a <i>Master of Business Administration</i> ~ President/Key Executive Program, <i>Honors</i> Pepperdine University, Malibu, CA and a <i>Bachelor of Arts</i> ~ Rhetoric and Communications, <i>Cum Laude</i> University of Pittsburgh, Pittsburgh, PA

