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Hosted by Chris Dyer, the CEO of PeopleG2 – TalentTalk Radio features engaging conversation with CEOs, thought leaders and HR executives. TalentTalk connects professionals who care about talent-related issues and their own personal leadership models.



Today's guest is Gary Goltz, Principal at Goltz Business Development Group; a successful sales strategist and entrepreneur with a strong leadership model.

** To listen to the interview with Gary Goltz - [click here](#).*

Goltz has been building, managing and advising primarily healthcare companies since the 1970s. He got his start in the industry when he applied for a competitive position that he landed because the hiring manager admired that Goltz has a black belt in judo.

Not Always Love at First Sight

When it comes to loving what you do, “Sometimes you have to trick your mind into training yourself to love something,” explains Goltz, by turning it into something you can relate to. For him, that meant applying the approach he learned in judo to his sales roles. This was one of his key leadership models.

“Stick-to-it-iveness” & Other Lessons Learned

During his more than 40 years in business, Goltz has picked up key lessons that have helped to formulate his leadership models. His favorite, however, is “stick-to-it-iveness,” a rare quality he describes as the ability to see something through despite distractions and challenges.

Another is to “make the calls” – a saying of his father’s, a former advertising professional. To put yourself out there takes the right balance of assertiveness and tact.

Lastly, Goltz believes great leaders can find benefit from bad situations. He recalls when his judo instructor, Mr. Kim, was pulled over by two police officers. Instead of getting a traffic ticket, Mr. Kim left with two new customers!

What are you Reading?

Goltz recommends Andrea Kates’ “[Find Your Next](#)”, which is about informing business strategy based on other industries’ best practices. Southwest, for instance, achieved their on-time record by taking cues from NASCAR. He also likes “[Strength in Numbers](#)” an autobiography by Joseph Walters who lost a leg during his Vietnam service but went on to become a judo champion.

How Can You Connect with Gary? Visit - www.garygoltz.com.