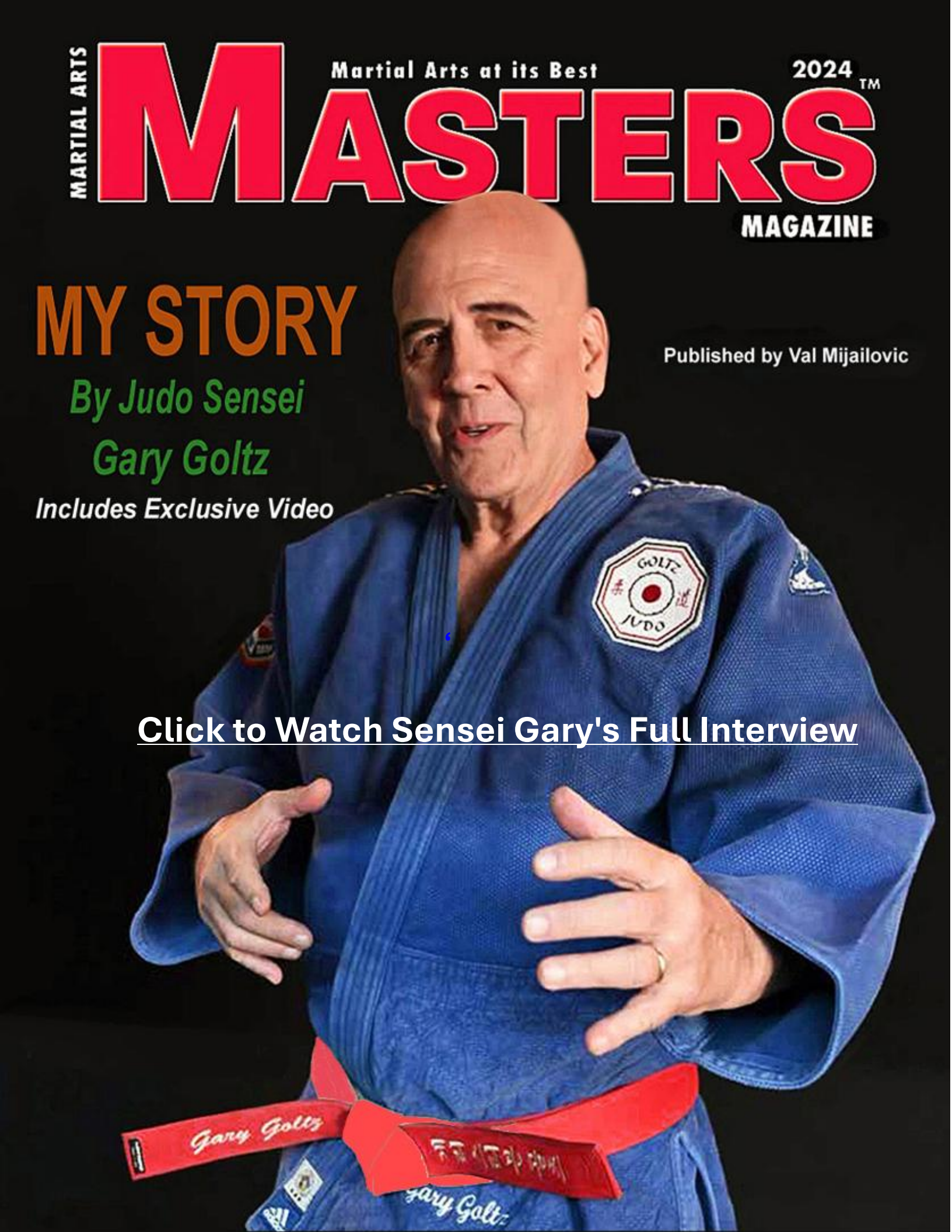
MARTIAL ARTS
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MASTERS
MAGAZINE
MY STORY
By Judo Sensei
Gary Goltz
Includes Exclusive Video
Published by Val Mijailovic
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MY STORY

By Sensei Gary Goltz

Today on my 70th birthday, I reflect on my life. As a Baby Boomer, I grew up during 50's and the 60's in Squirrel Hill a middle class Jewish neighborhood which is part of the City of Pittsburgh, home of the Steelers. While sports were big in our town I preferred watching television.

One of the shows I loved to watch was 'Highway Patrol' which starred Academy Award Best Actor of 1949, Broderick Crawford. He played the no nonsense chief on this popular TV series which made an indelible impression on my personality. In fact in 1995, I bought a 55 Buick and converted it to look like the one driven by Broderick on the show. That car of mine has been featured on CNN, written about in the LA Times, the Wall Street Journal and was even the subject of a documentary film, 'The Star and the Car'.

Gary with his 1955 Broderick Crawford 'Highway Patrol' Buick

Another TV show that made an indelible impression on me growing up was the 'Green Hornet' which co-starred Bruce Lee as Kato and introduced me to martial art in the Fall of 1966. The Atlantic June 2020 article on What It Means To Be Bruce Lee focuses on Bruce Lee's curiosity and quest for learning. These values are inherit in judo as Jigoro Kano it's founder was an educator and incorporated the quest for learning into judo.

So Bruce Lee inspired me to enroll in a judo class at our local community center where I met the late Kyu Ha Kim, grand champion of South Korea. When I first set eyes Mr. Kim I dreamed of the day when I could carry myself with the same level of confidence and poise that he emanated. Today, I hold an 9th degree black belt and run Goltz Judo one of the largest judo programs the nation. I also served as President of both Nanka, the Southern California Judo Consortium as well as United States Judo Association.

Paying respect to Mr. Kim during my recent trip to Pittsburgh (with our first & last pictures)

GOLTZ
JUDO
Gary Goltz

My Story

Some of my judo highlights include challenging Jack Black on Conan

And promoting Ronda Rousey

Here is a list of 10th Dan (the highest rank in judo) Promotions I recommended over the years:

1. **Jim Bregman - 1/19/2018**
2. **Karl Geis - 3/12/2014**
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4. **George Harris - 1/15/2010**
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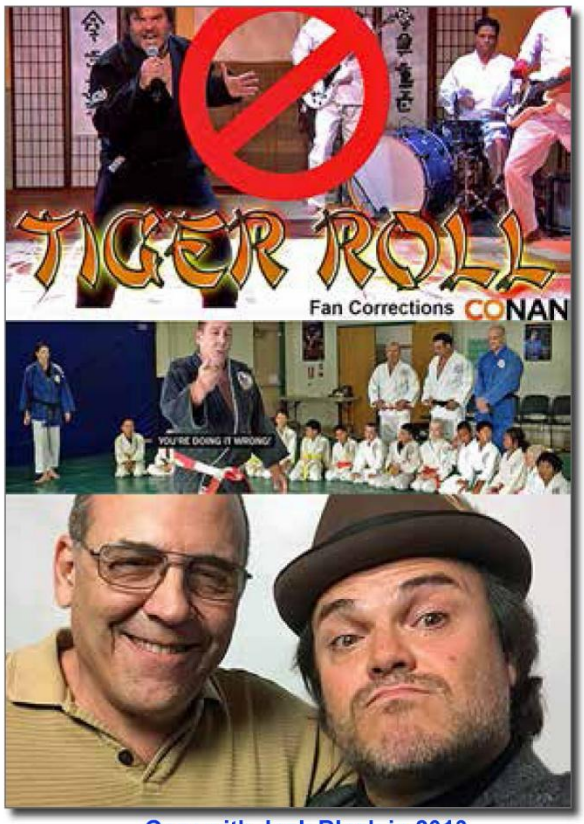
6. **Hal Sharp - 10/31/2020**



Gary with Jack Black in 2013

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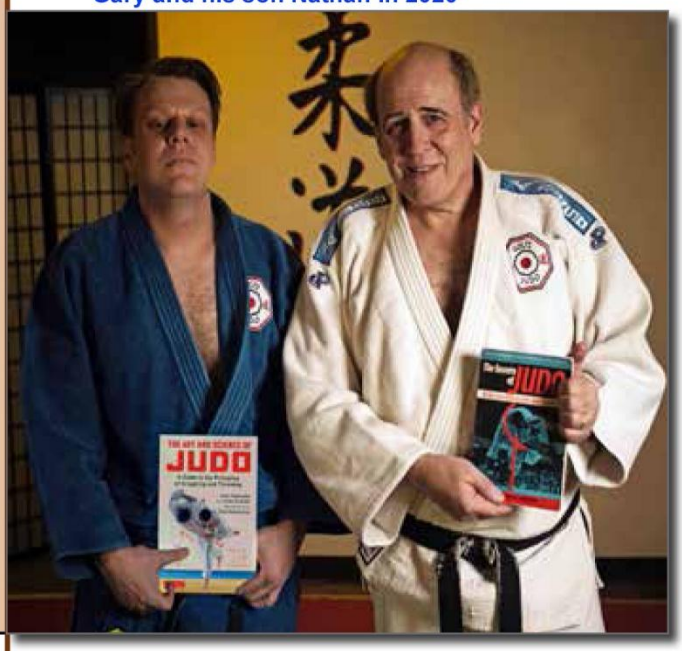
In 2018, I coached my lifelong friend Paul Bova, gold medalist at the IJF World Veteran's in Cancun, Mexico.

In terms of my education, I graduated the University of Pittsburgh cum laude in 1976 with a degree in Rhetoric and Communications. This served me well in my career which has been heavily sales oriented. Later I got my MBA from Pepperdine University's prestigious President and Key Executive Program in 1988.

Gary and his son Nathan in 2020



My business career formally began in 1977 when I was hired as Pittsburgh branch manager what would become Apria, which is today the largest provider of home medical equipment in the country. Prior to that I had worked a number of interesting jobs which included YMCA judo teacher, steel worker, cab driver, plumber's apprentice, and photographer.

Using the discipline developed from judo along with the support of my late father Julius Goltz I turned around the company more than doubling their income and profitability in my first year! I used much of the wisdom found in my father's four rules of business.

In 1979, I was promoted from Pittsburgh to Chicago branch manager where over the next 6 years I led the development of the company's largest and most profitable location doing $15 million per year in revenue. My next stop was Southern California where the company moved me to head up this new start-up region.

Gary serving as a LAPD Defensive Tactics Advisor in 2006

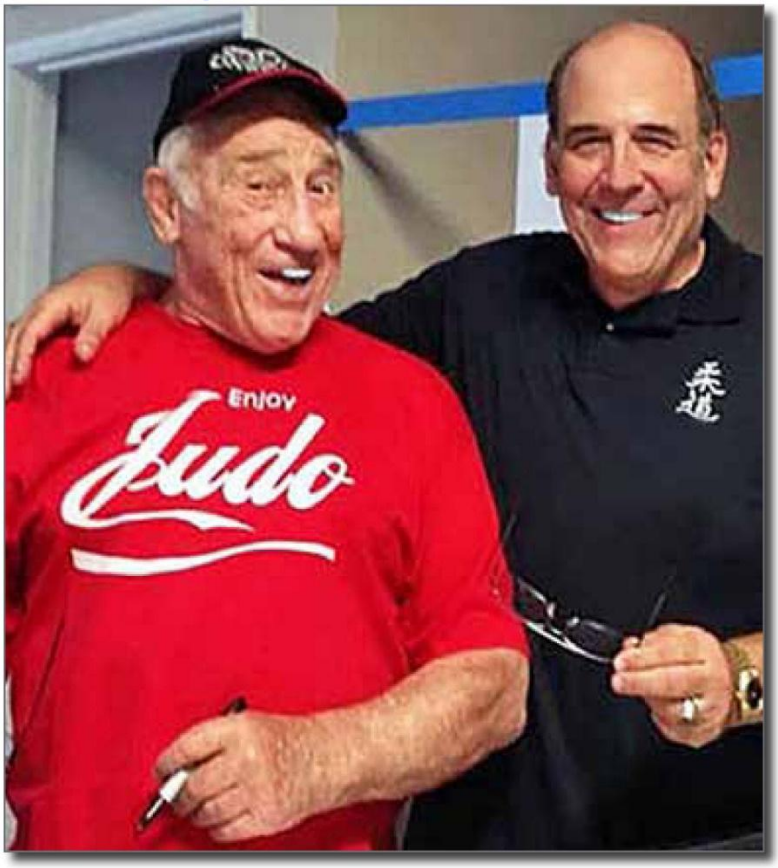
Gary and his kids with the late Toshiro Daigo

and with the late Yukimitsu Kano in 1995

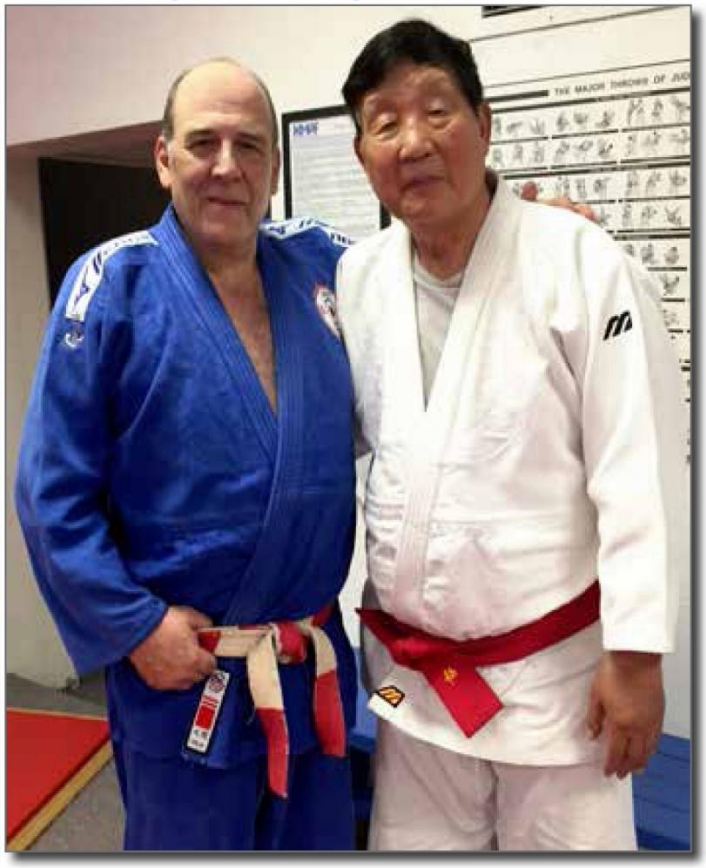
Then in 1989, I founded my own home I.V. therapy company in 1989. At that time all the major accounts which consisted of mostly oncologists and infectious disease specialists were contracted to my competitors in form of being medical directors and other legal loopholes to buy their business.

So in response to this market condition I sought out and secured alliances with all the major HMOs (Health Maintenance Organizations) in the market place. At that time, their business was less desirable due to price concessions they required. In an effort to mitigate this effect I engaged the senior management at these targeted accounts and developed a mutually acceptable new paradigm we called per diem pricing. Under this arrangement we focused our efforts on providing a continuum care based on achieving maximum results with minimum costs, reminiscent of the basic principles of judo.

Gary with the late Gene LeBell in 2013



Gary with the late Kyu Ha Kim in 2015



My Story

Gary with the late Yoshihiro Uchida in 2016

Gary with the late Jin Iizumi in 2010

In 1993, I sold my company for a record 8X earnings to help form Coram Healthcare today a Division of CVS. After working for the newco for two years I launched Goltz Business Development Group a consulting company aimed at securing large sales contracts for my clients.

Among these clients was FACIS, a sanctions screening database of healthcare industry personnel and service providers. During this engagement I secured a national contract for them with Walgreens resulting in the company buying me out of my agreement for more than 7 figures. Today, FACIS is known as Verisys, the industry leader in this segment of the business. My current client Nuzuna Wellness, utilizes EMS (Electro Muscular Simulation) to reduce pain and increase circulation during fitness training.

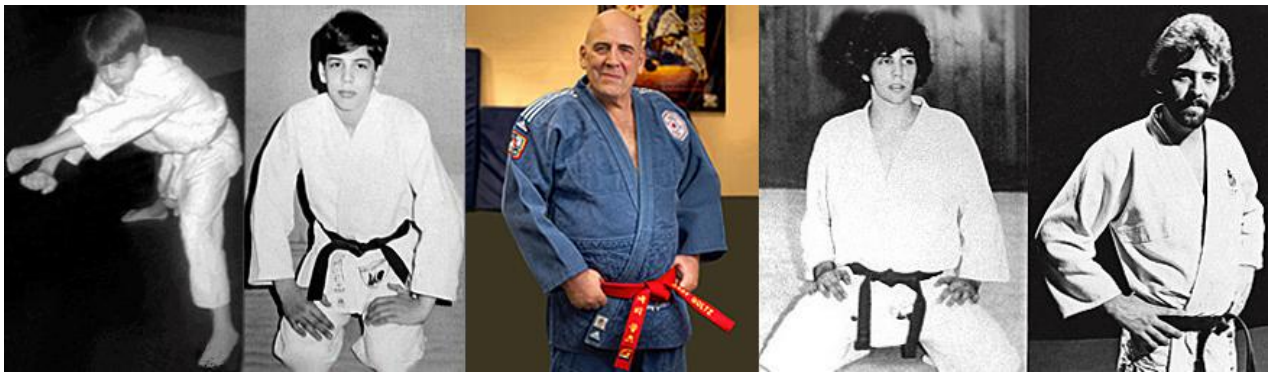
In summary, judo has been a potent force in all of my life's endeavors. It helped me develop self-confidence to try things, take risks, fail then eventually overcome obstacles in order to prevail, and not let the fear of embarrassment ever stop me! This is why I teach judo, to give back to the community a way of living I began to learn at 11 years old, that has enhanced my entire life.

One of the most important life lessons I learned came from my beloved departed Sensei Kyu Ha Kim. He would say; Goltz, need to go to tournaments! They are better than 6 months of regular practice, inferring they will make your judo whole. He never talked about winning or losing, just getting out there and doing it. Reminiscent of what another famous judoka, President Theodore Roosevelt stated in his Arena speech.

Original Version (with working links)

My Story – *Updated November 22, 2024

Luck is the ability to spot and opportunity and take advantage of it!



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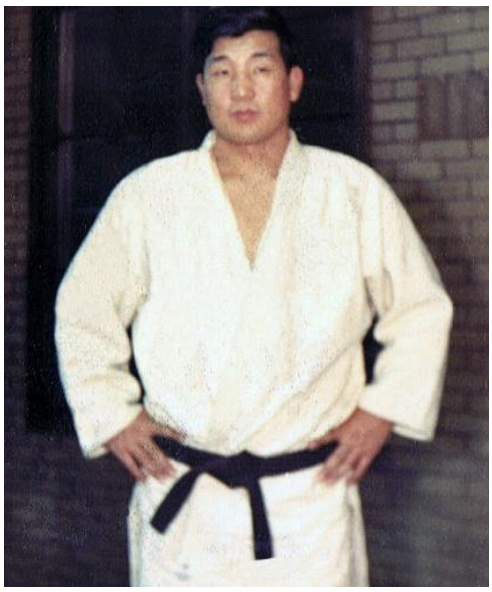
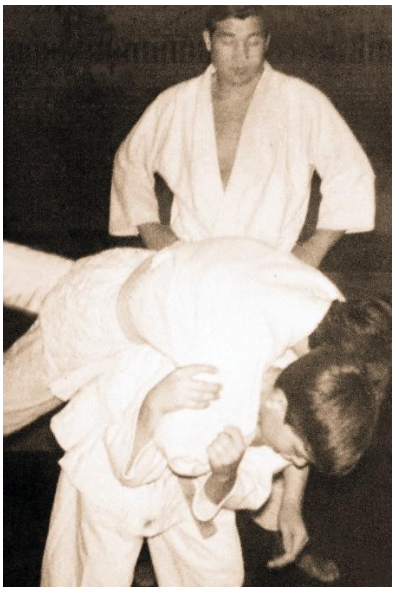
*** Gary was promoted to the coveted rank of 9th Dan (symbolized by a red belt) in November of 2024**





Kyu Ha Kim in 1996 at my judo class in 1966

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GOLTZ
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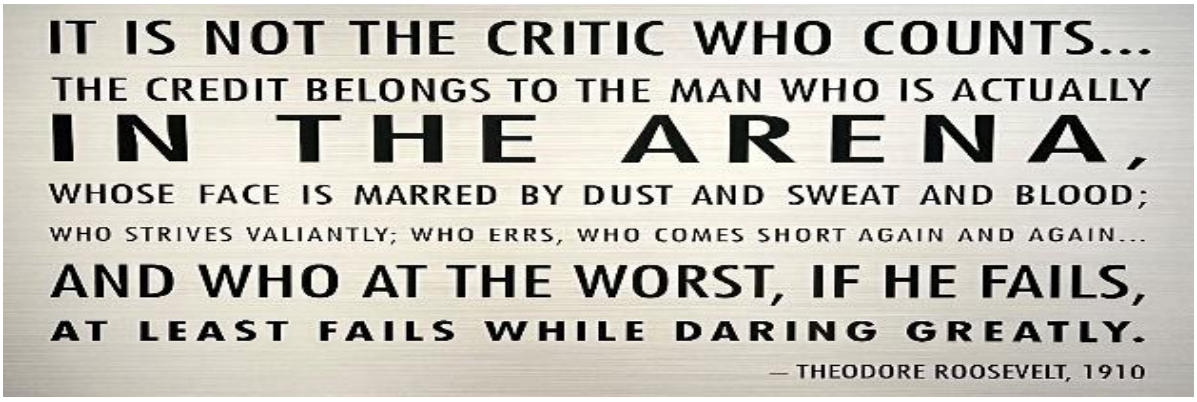

Just like in judo, in life nothing happens till you make a move, take a chance, and enter the arena!