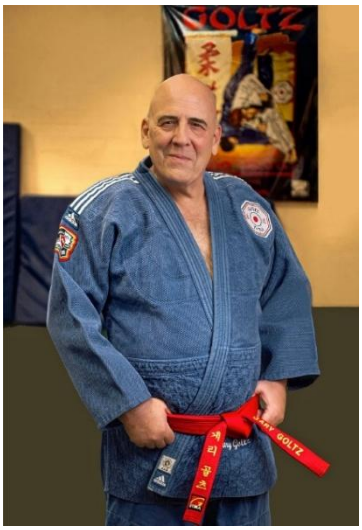
GOLTZ
Business Development Group

Gary's Buick



[Gary Goltz] is an accomplished American entrepreneur and judoka who has successfully integrated the principles of judo into his professional life. He has held leadership roles in national judo organizations, while also having a successful career in the healthcare industry, including founding his own company that eventually became part of CVS Pharmacy.

Judo Career

Gary began studying judo in Pittsburgh in 1965. He has achieved the coveted rank of **9th Dan (degree) black belt (symbolized by a red belt)** and has had a significant impact on the sport in the United States.

- He founded **Goltz Judo in Claremont, California**, in 1987, which became the largest program in the city's Human Services Division to this day.
- **National Leadership**: Goltz served as the Chief Operating Officer of the **U.S. Judo Association** (USJA) from 2005 to 2010 and as its President from 2010 to 2015. Goltz also served as President of **Nanka** (the Southern California Black Belt Organization) from 2015 to 2020 turning their financials around. Today Nanka has nearly $600K in their reserve fund.
- **Tournament Creation**: He created the Grassroots Judo™ Winter Nationals, which is among the largest tournaments in the nation. He donated the event to Nanka in 2024.
- **Ronda Rousey UFC Champion**: Goltz connected a young Ronda Rousey to one his wealthy and influential students Dr. James Lally, DO, who is also a personal friend. This lead to Dr. Lally funding Ronda's 2008 Beijing Olympic Judo bid where she won a Bronze Medal as part of the U.S. Team and launched her into mixed martial arts and into Hollywood movies.
- **Consulting**: He served as a defensive tactics consultant for the Los Angeles Police Department for more than a decade.

Business Career

Goltz has a strong business background, primarily in the healthcare industry. He earned his BA from the University of Pittsburgh and his MBA from Pepperdine University's prestigious President and Key Executive Program.

- Early in his career, he worked for Johnson Rents, which became part of Foster Medical Corporation (**now Apria**), where he grew the Chicago region from $1.8M to $15M in revenue. He was promoted to run their western region bringing him to Los Angeles.
- Goltz founded Comprehensive Pharmacy Home I.V. Services, which he and his partner sold in 1993 in a record-setting $8 million dollar deal to a company that eventually became **Coram, a division of CVS Pharmacy**.
- He created the **Goltz Business Development Group** in 1995. As a sales strategist, Goltz secures multi-million-dollar national contracts, mergers, aquations, and strategic alliances for his exclusive clients.

Story and Philosophy

Goltz credits the discipline and principles learned from judo, such as perseverance, risk-taking, and learning from failure, as crucial to his success in both life and business. He views judo as a *labor of love* and a way of life, not just a sport.

Key Business Principles from Judo and his Father

- **Perseverance:** Consistent judo training instills *stick-to-it-iveness*, the ability to see challenges through despite obstacles, which he sees as a crucial leadership quality.
- **Calculated Risk-Taking:** Similar to attempting a throw in judo, business requires taking calculated risks and being prepared for potential setbacks to achieve significant growth.
- **Learning from Failure:** Falling and being thrown in judo are viewed as essential for improvement. Goltz applies this, seeing failure as an opportunity for growth.
- **Seizing Opportunity:** He defines *luck* as recognizing and taking advantage of opportunities, whether on the judo mat or in business negotiations.
- **Building Confidence:** Sparring and competition in judo help build self-confidence and as an *immunity to embarrassment*, allowing individuals to pursue goals without fear of failure.
- **Strategic Thinking:** Both judo and business necessitate analyzing the environment, understanding situations, and developing effective strategies to meet objectives.
- **Mutual Benefit (Jita Kyoei):** The principle of *mutual welfare and benefit* from judo guides his approach to teamwork and mentorship, emphasizing that investing in others benefits everyone.

- **Maximum Efficiency (Seiryoku Zenyo):** The judo principle meaning strive to get *more miles per gallon* for your efforts.
- **The Jules Rules:** Goltz learned these 4 simple rules from his late father, Julius Goltz. They are - Make the Calls, Write things down, Follow-up immediately, and Always tell the truth (that way you don't need to remember anything).

Does Jack Black really know Gary Goltz

Gary gained internet fame when a video submission he made to the Conan O'Brien show was parodied by the host and actor **Jack Black** making Gary the most-viewed American Judoka on social media.

Yes, Jack Black and Gary Goltz know each other, largely stemming from a 2012 *Fan Correction* on the *Conan O'Brian talk* show. Goltz, a renowned judo expert, publicly corrected Black's *Tiger Roll* technique, leading to a friendly feud.

- **The Correction:** Gary Goltz challenged Black's technique on *Conan*, prompting Black to respond with a song defending his *Tiger Roll*.
- **Friendship:** Goltz has stated that following the show's massive popularity, he and Black met at an ***Autism Speaks*** benefit, where they chatted and took photos. It should be noted that Black was a serious judo practitioner as a kid.

His Double Life: The *Highway Patrol* Obsession

Beyond his business and judo prowess Goltz is widely known for his extreme dedication to the 1955–1959 TV series ***Highway Patrol***, starring Academy Award Winning Best Actor, Broderick Crawford.

He uses his renown replica **1955 Buick *Broderick Crawford Highway Patrol* car** to support law enforcement events and fund raising charities.

- **The Definitive Guide:** He channeled his lifetime obsession into authoring the book, ***Broderick Crawford Starring in Highway Patrol***.
- **The Cross-Country Tour:** He has driven his iconic vintage Buick across the United States, on Route 66, and up and down the West Coast alongside Broderick Crawford's late son to keep the show's legacy alive.

In Summary

From leading national organizations to providing hands-on community instruction, Gary's enduring legacy is defined by his commitment to the mutual welfare and benefit of every student who steps onto his mats or business associate that engages him as a consultant.