



2019 Ones to Watch: Richard Maltz, Maltz Auctions

April 16, 2019 - Spotlights

Name: Richard Maltz

Title: CEO and President

Company Name: Maltz Auctions

Who or what do you attribute to your success?

My father, David and my wife, Victoria.

My father founded the company in 1979, and provided me an incredible building block to continue the growth of Maltz Auctions into the \$100 million firm it is today. After watching and learning from him, I had the opportunity to spread my wings and focus on my schooling at Indiana University's Kelley School of Business, New York University's School of Real Estate and Reppert School of Auctioneering.

I'm an absolute workaholic and I'm fortunate that I met my wife, Victoria, early on and she's not resentful of the business. This lack of resentfulness enables me to focus 100% on the business when I need to and 100% on our family when necessary. She's the company's (and my) greatest supporter.

If you have a mentor, who is it and how have they influenced your personal & professional growth?

As a mentor one couldn't ask for a more hardworking role model than my father, David Maltz. From the early age of five, he had me on-site on weekends, "working" with his staff, assisting as much as I could. Then as I got older, the tasks evolved to filing documents, learning how to clean the cars we were going to auction, and more. These experiences taught me to never take hard work for granted, both in business and in life, as well as respect for everyone's role in helping run a smooth operation. The very people who worked with my father before his passing, including my mom and uncle, and helped raise me in the business, now work with me. The trust we all have is invaluable.

How have your life experiences impacted who you are professionally?

Since my father passed unexpectedly, I do have an internal dialogue motivating me to do more, to be the best, to focus on growth, to continue building this family legacy, and make my father proud.

What was your favorite thing to do as a kid?

Go to work with my father. Loved cars, save up to buy first car, etc...

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