



2023 Ones to Watch Industry Leaders: Richard Maltz, Maltz Auctions

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Richard Maltz
CEO

Maltz Auctions

Number of years in CURRENT position: 8

Best book, podcast, or app for aspiring leaders: Think Again by Adam Grant- The Power of Knowing What You Don't Know

Best advice for new leaders in 10 words or less: Reputation- a lifetime to build- only a moment to destroy.

3 skills that you use every day in your position: Soft skills plus my ability to adapt to change, as well as my negotiation skills.

What was one of your biggest challenges as a leader and how did you overcome it? Becoming a strong and respected leader of a renowned family-owned enterprise has its own unique challenges. Many of the Maltz Auctions' team members have worked together since I was a child. I grew up in my father's business and learned everything at his knee. Then I went to college and forged a path focused on real estate. This was my differentiator and a way to add my mark. When my dad unexpectedly passed in 2015, I stepped into the helm and found myself managing those very people who helped raise me. Leading with respect is how I've kept the team together.

What makes this nominee an Industry Leader? "I've worked with Richard Maltz for many years. His work ethic is incomparable. I've always respected the fact that he is knowledgeable in every aspect of the business and isn't afraid to get in the trenches with you to figure out how to get the best outcome." - Kerry Gillick-Goldberg, Founder at KGG Enterprises, LLC.

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