

# Clever Boxer Reaps Dividends

Randy Neumann Goes From Boxer to Financial Planner

*Boxing trio: Randy Neumann (center) with James J. Braddock (right) and Rocky Marciano at Chateau Renaissance Hotel in North Bergen, 1969.*

By Christine Auda  
Photos courtesy of Randy Neumann

Randy Neumann thinks out of the box – the boxing ring that is. His entrepreneurial spirit and quick wit helped him not only survive, but thrive inside the fight arena and outside it as a financial planner. Rather than dodging knockouts for too long, he earned his college degree and then, armed with gloves and smarts, this self-motivated man charted his own course.

This former prizefighter has been around the ring a time or two. In the 1970s, Neumann went head to head with Jerry Quarry, Jimmy Young and



*Randy Neumann's first professional fight in Madison Square Garden on August 18, 1969.*

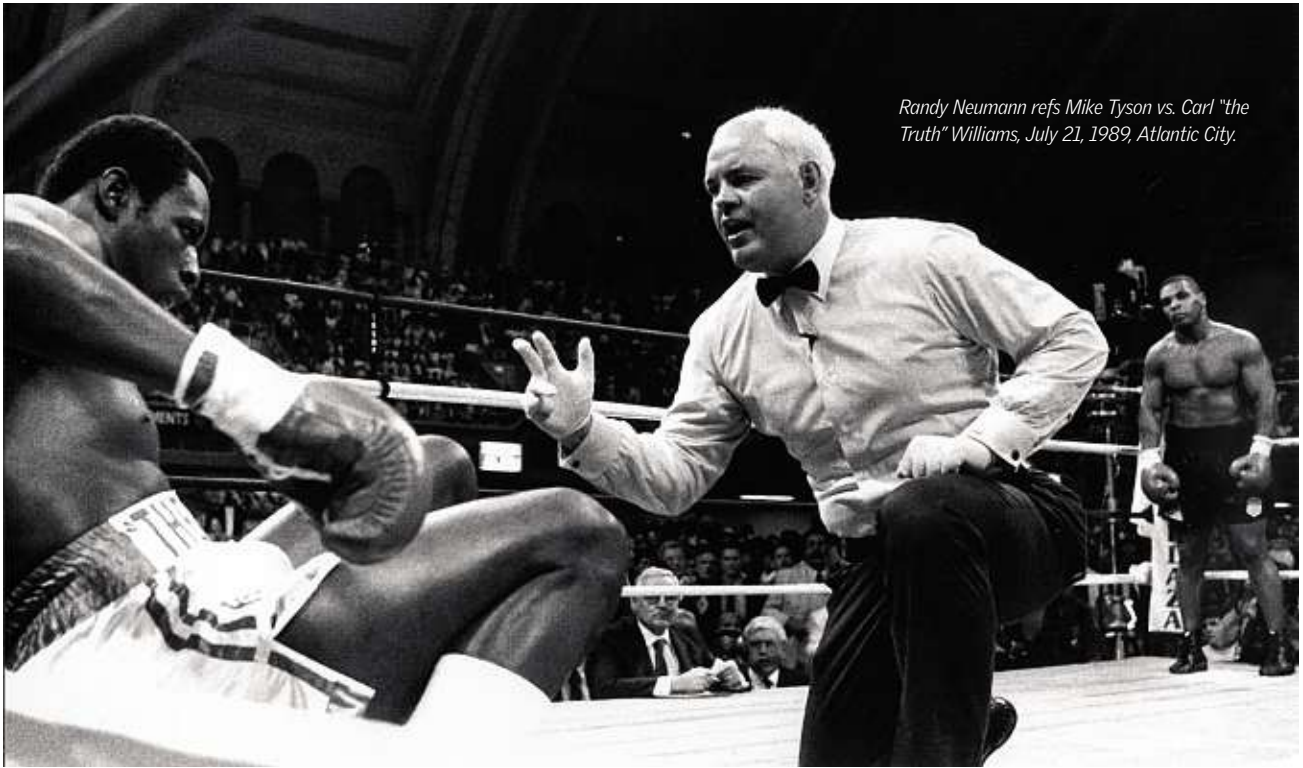
Chuck Wepner. His past career earned him cuts and bruises, but also contributed to his dry sense of humor. He jokes that he's already written his epi-

taph: "He knew how to duck."

But even today, boxing isn't a retro concept for Neumann; he still gets his hands dirty in the ring by refereeing and by helping to coach his 19-year-old son, Patrick. Following in his dad's footsteps, the daunting six foot six inch tall, 250-pound heavyweight won the August 2009 Ringside Tournament, the largest boxing competition outside of the Olympics.

Neumann juggles a delicate balancing act of mentoring

Patrick and being his dad. He shares advice he gives his son, "The art of boxing is putting a left jab into the other guy's face. It's hard for him to do any-



Randy Neumann refs Mike Tyson vs. Carl "the Truth" Williams, July 21, 1989, Atlantic City.

thing to you when your hand is in his face all night.”

Neumann proudly acknowledges that his son has a bright career ahead of him. “There’s really not much around in American heavyweights – all the heavyweights that rank in the world are over in Europe,” he says.

A Cliffside Park native, Neumann worked his way through college as a professional boxer, earning an impressive national sixth ranking and world ninth as a heavyweight by the time he was 28. He received his business degree while also commuting to Gleason’s Gym in the South Bronx, where he refined his skills as a “skinny” heavyweight.

After turning pro, Neumann became his own manager and negotiated his own earnings – “Not something I’d recommend to anyone. I think I made \$15,000 a year.”

Neumann was known as a “clever” fighter, because he jabbed effectively and wasn’t reckless with larger opponents. The strategy worked for him, and he says, “In boxing, you’re either a puncher or you’re not. I knew I wasn’t going to knock out too many people, so I learned how to outbox them and became the number nine heavyweight in the world in 1975.”

***“The crazy people that are in this business are very entertaining.”***

***– Randy Neumann***

At that time, heavyweights Muhammad Ali, George Foreman, Ron Lyle and Joe Frazier won the limelight. Neumann had enough smarts to get out when he felt he’d reached his prime. In 1977, he hung up his gloves and didn’t look back.

He aptly says, “I knew I was not going to be on the ascent. Boxing is kind of like being on a roller coaster. The way up is kind of fun, but the way down is not real good for you.” But, he does recall loving the camaraderie with the other boxers. He laughs, “The crazy people that are in this business are very entertaining.”

During his boxing tenure, Neumann’s bread and butter came from writing and acting. “I made a lot more money from acting in TV commercials than I did from boxing,” he says. In the late 1970s he decided to change his position in the ring and became a referee, a gig he still enjoys today.

Neumann has refereed some of the sport’s biggest-name heavyweight

fights, including those of Mike Tyson and Evander Holyfield. More recently, he reffed a Miguel Cotto and Alfonso Gomez fight. “In a title fight, you can save a life, because these guys can kill each other,” Neumann says.

Shortly after becoming a referee, Neumann also became a financial planner. To complete his career trifecta, Neumann also added “syndicated columnist” to his resume in 1988. You might recognize his name from the Ridge-wood News, for which he writes financial advice columns.

Neumann took the strong work ethic and self-management skills gleaned from his boxing years and applied them to his financial planning career. A sign in his office reads, “We help our clients to achieve their goals and dreams.” He’s certainly made that happen in his own life.

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