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# Part of Setting a World Record

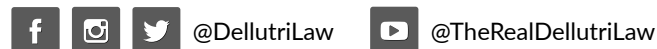
This actually happened! Last August, our friend Sonny “The Badger” Gartin told us that he and his wife, Angie “Mama Badger,” were considering breaking a world record. They wanted to break the record for the world’s longest and biggest poker run. As soon as they mentioned it to Carmen, he encouraged them to take the leap of faith and do it. By October, they called us and said, “It’s happening. We are doing this!”

Carmen’s response was immediate as he said, “How do I help?” And so, here we are: the title sponsors of a legitimate world record. Guys, we were part of setting a world record! We just can’t say it enough.

*Continued on Page 2 ...*



To see all of the pictures and videos, follow the Sunshine State Biker Lawyer on Facebook, Instagram, Twitter, and YouTube!



A Statewide Law Firm  
Many of our clients never come into the office. We use technology to handle their cases virtually all across Florida.



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SEPTEMBER 2021

# Growing Together with You

## The Dellutri Family Reading List Recommendations for Business Owners, Kids, and Everyone in Between



If you checked out my last newsletter, then you know exactly what’s coming — my book recommendations! As I said in August, I almost always have three books and an audiobook going from my never-ending-to-read list. What you may not expect, though, is what’s on that list.

A lot of lawyers just read boring history books and nonfiction, but I like to mix fiction and nonfiction together to keep things interesting. I also love reading books my kids might enjoy so I can make recommendations to them. Literature is a great thing for parents and children to share, and giving Nick and Alyssa book tips helps me pass on my love of reading. Plus, when I discover their new favorites, it keeps up my street cred as a cool dad! With that mashup in mind, here are five books and book series I’ve either just finished reading or enjoyed immensely.

**1. ‘Never Lose a Customer Again: Turn Any Sale Into Lifelong Loyalty in 100 Days’ by Joey Coleman** — If you own a business or work in management, this book is for you. In it, Coleman talks about retention strategies and the eight emotional phases a customer goes through after a purchase. I thought this was fascinating. Plus, the book focuses on the customer experience, which is often left out of the business conversation.

**2. The ‘Harry Potter’ Series by J.K. Rowling** — If you haven’t read these books yet, where have you been for the last 20 years?! Harry Potter is a classic for a reason, and there’s nothing I enjoy listening to more on a long drive than the adventures of the Boy Who Lived and his magical friends. I’d recommend letting your kids check these books out if you haven’t — they’re not as dark as some people make them out to be.

**3. ‘Who Moved My Cheese?’ by Spencer Johnson** — I read this book at least once a year. It’s a “motivational business fable” that tells the story of two mice (Sniff and Scurry) and two tiny humans (Hem and Haw) and their quest for cheese — which is really the story of all of us and our quest for a good life. Everyone should read this book!

**4. ‘Influence: Science and Practice’ by Robert Cialdini** — Want to convince your kids to go to bed earlier or your employees to rally around a new project? This book can help. In it, Cialdini dives into all of the

reasons we say “yes” and how you can use them to your advantage.

**5. ‘The Kingdom Keepers’ Series by Ridley Pearson** — Everyone who loves Disney should read “The Kingdom Keepers” series! It’s about five teenage heroes who battle Disney villains and protect the parks. The gentleman who wrote the series (who I’ve been lucky enough to meet) actually pitched the idea to Disney and got behind-the-scenes access to their cruise ships, theme parks, and *anything else he wanted* to do research. The books suck you into an entirely new world. If you enjoy “Harry Potter,” you’ll love them.

You can probably guess which of the books on this list were hits with my kids. I’m proud to say that both Nick and Alyssa are well read. I can already see them both developing the same lifelong habits that my dad and my Catholic school teachers instilled in me. Children are like sponges, and it’s our job as parents to encourage them to learn! If you have kids, do yourself and them a favor this fall — pick out a book to read together, then compare notes. My list is a good place to start.

*-Carmen Dellutri*

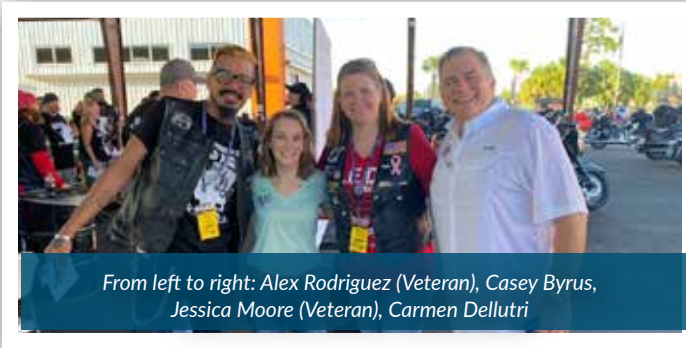
*“Literature is a great thing for parents and children to share, and giving Nick and Alyssa book tips helps me pass on my love of reading.”*

If you know someone who would like a copy of this newsletter, please visit this link to add them to our mailing list: [DellutriLawGroup.com/resources/newsletters](https://DellutriLawGroup.com/resources/newsletters)

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The riders started out on Friday, July 30, in Port Charlotte, Florida, at the Twisted Fork. Our team was there to see them off. Over the next eight days, they wove in and out of states with the ending being at the famous Buffalo Chip in Sturgis, South Dakota.

We sent two veterans on this ride. Meet Alex Rodriguez (Army) and Jessica Moore (Navy). Over the next eight days, we got daily updates from them! They certainly had some trouble over the week, but they never let it get their spirits down.



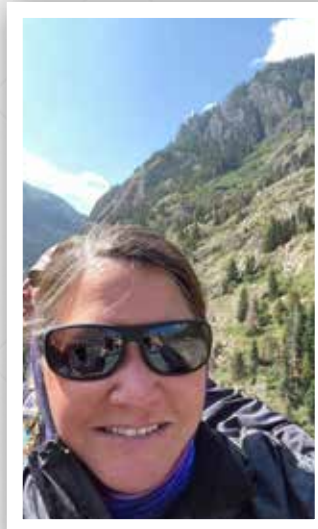
From left to right: Alex Rodriguez (Veteran), Casey Byrus, Jessica Moore (Veteran), Carmen Dellutri

**Day one:** One of the riders had a broken-down motorcycle. Luckily, there was an extra bike in the chase trailer!

**Day two:** They encountered horrendous traffic in the crazy summer heat. Some riders were even caught in the rain.

**Day three:** Everyone felt exhausted from enduring a hellacious storm, and a semi hit two motorcycles — sans the riders, thank God! One bike was totaled and one had very minor damage. Another rider broke down hours from the hotel, but was rescued by the chase trailer and the remaining crew.

**Day four:** A brand new route was supplied on a whim. That morning, they had to change up the route due to sudden road closures.



**Day five:** The mountains and gorgeous views were all they could talk about! Some of them made it through the pass before it closed, but some had to be rerouted because they didn't make the closure in time.

**Day six:** Ended in beautiful Colorado. It was a gorgeous ride but came with a tight schedule. Some of the riders didn't roll into the hotel until after 10 p.m. that night!

**Day seven:** One more day! The gorgeous roads weren't over yet. They were in Wyoming and WOW! They had some more road closures and more last minute reroutes but the views were worth it!

**Day eight:** RIDE COMPLETED! Carmen was there to meet them all as they arrived, and it was definitely a sight. The riders of the world record poker run had the opportunity to lead the 45-minute parade through the grounds at the Buffalo Chip in Sturgis, SD, for the start of the world's largest bike rally.

## Testimonial

Our Clients Say It Best

My Pappa told me to always qualify myself in a professional introduction so to speak. So, here goes: I have earned a bachelor of science degree with three accompanying majors. I have a street degree from Detroit and a hard knocks degree from life itself. I studied law in college so I could understand our legal terminology. I am also an educator and businessman — white whiskers speak for my experience.

I was referred to Mr. Dellutri by an attorney who I knew and trusted very much. My questions were based in real estate, and I was amazed to learn that Dellutri Law Group is a bankruptcy and personal injury law group. However, I quickly learned that Dellutri Law Group *knows law* very close to the whole shebang because they answered my real estate questions in 10 minutes. He excused himself from our meeting and quickly returned with a few papers and announced an answer, saving me over a hundred thousand dollars. These were questions *not* answered by a previous, prestigious real estate law firm charging me \$350.00 for a few minutes of their time. Wow. I was grateful. I asked what his fee was, and he said, "No fee. Keep us in mind."

Now, a year later from this first meeting I had another question about real estate. I just happened to be in the neighborhood and stopped by Dellutri Law Group to make an appointment. Their law office is well appointed and reception is very proficient. Just wanted an appointment and she said, "Hold on a moment, please."

A minute later Mr. Dellutri introduced himself and ushered me to their conference room. Mr. Dellutri is a good listener, friendly and unpretentious. I asked my question, he excused himself, quickly returned with a few papers and answered my question. Again, saving me a lot of money. Then, we had a very nice conversation for a while. I thanked him and asked his fee for answering my question. He said, "No fee today. Keep us in mind."

On my way out I was given a nice brochure, and Mr. Dellutri thanked me for my visit. Imagine my surprise when I looked at the Dellutri Law Group brochure and read how they have five offices across Florida. I feel extremely fortunate having been referred to the Dellutri Law Group.

Reasons for writing this is my referral to you to let you know that Dellutri Law Group brings new definition to the word professionalism. Way, way over the top.

-D.S. (Verify this review on Google 7/30/2021)

## One-Pan Apple Cider Chicken

Inspired by WellPlated.com

Bring the taste of fall into your kitchen with this sizzling skillet meal.

### INGREDIENTS

- 1 1/2 lbs boneless, skinless chicken thighs
- 1 tsp salt, divided
- 1/2 tsp black pepper, divided
- 1/2 cup apple cider
- 2 tsp Dijon mustard
- 4 tsp olive oil, divided
- 3 sweet apples, cut into 1/2-inch slices
- 2 tsp fresh rosemary, chopped, plus more for garnish

### DIRECTIONS

1. Sprinkle chicken with 1/2 tsp salt and 1/4 tsp pepper. Set aside.
2. In a small bowl, combine apple cider and mustard. Set aside.
3. In a large skillet over medium heat, warm 2 tsp olive oil. When shimmering, add chicken thighs top-side down. Cook for 4 minutes, then flip and cook for 4 more minutes. Transfer to a plate and cover with foil. Wipe the skillet clean.
4. Heat the remaining oil in the skillet, then add sliced apples, remaining salt and pepper, and rosemary. Cook for 5 minutes.
5. Return the chicken to the skillet and add apple cider-mustard mixture. Cook for 5 minutes, then serve sprinkled with rosemary!

## What's the Good News?

"Be on your guard; stand firm in the faith; be courageous; be strong."

1 Corinthians 16:13

## A Huge Thank-You to Our Referral Partners!

Last month we had ...

- 41 referrals from friends, family, or previous clients
- 21 returning clients for a new matter
- 9 referrals from other attorneys
- 5 referrals from other professionals in town
- **We sent out 78 referrals**