



1436 Royal Palm Square Blvd.
Fort Myers, FL 33919

888-889-8899
DellutriLawGroup.com

Check us out online!



PRST STD
US POSTAGE
PAID
BOISE, ID
PERMIT 411

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



888-889-8899
DellutriLawGroup.com
MARCH 2022

Inside This Issue

- 1 Business Tips From J.R.R. Tolkien
- 2 Think Before You Tweet!
- 2 Testimonial
- 3 Create a Keepsake for Good Luck Year Round
- 3 Easy Chocolate Peanut Butter Bars
- 4 Have You Seen Our Newest Spoof Video?



Growing Together with You

JUST CALL ME: GANDALF 3 Business Lessons From 'The Hobbit'



The first time I laid hands on "The Hobbit" by J.R.R. Tolkien, I was a ninth-grade kid on the hunt for a book about magic, wizards, and adventure. I got what I bargained for and more!

"The Hobbit" quickly became one of my favorite reads of all time. I read it twice in high school, two more times in college, and again as an adult. I even saw the movie, but it wasn't as good as the book — they never are. When I found out March 25 is Tolkien Reading Day (because it's the day the famous "Lord of the Rings" One Ring was destroyed), it inspired me to pick the book up again.

One reason I still love "The Hobbit" is because it's packed with great business advice if you can look past the dwarves and dragons. Here are three "Hobbit" rules I live by.

1. Don't procrastinate — just get started. Hobbits are portrayed as docile little creatures who like to stay home and take it easy. But once Bilbo gets roped into an adventure, he jumps in and hardly looks back! I did that same thing when I started my firm, and I think it's a great lesson for anyone faced with a huge task.

Even if you don't know the details of how you'll achieve it, you can't sit around and hope it finishes itself. You have to get started and figure things out as you go. I didn't know anything about payroll, taxes, or business licenses when I started Dellutri Law Group, but I dove in and figured it out, and it all worked out.

2. Choose your adventure partners wisely. Bilbo and the dwarves he travels with work perfectly together because they're all competent and have complementary skills. That's important for hiring in the business world, too! You need the right attorneys, paralegals, administrative staff, and receptionists to keep your firm running. I'll never forget Michelle, the first paralegal I hired. She had completely different strengths than mine and taught me how to be a better boss. We're still in touch 24 years later.

3. Expect to deviate from the plan. During their adventure, Bilbo and the gang encounter many obstacles, including a mountain! But they don't stress out over taking a detour. I think that's an important mindset to have when you embark on a new project. You need to be flexible and actually expect things NOT to go according to your blueprint. As Mike Tyson put it, "Everybody has a plan until they get punched in the mouth." I go into every case assuming something unexpected will pop up, and it always does. My mindset helps me pivot quickly when things change.

When I read "The Hobbit" for the first time, Gandalf immediately became my favorite character. He was powerful, wise, and the adventure party's most trusted advisor. Plus, he's a wizard! How cool is that? Today, he's still my favorite, but for different reasons. I identify with his role in the story. He's not the main character fighting the epic battles or getting all of the credit. Instead, his role is to guide and advise the hero, like Yoda in "Star Wars" or Nick Fury in "The Avengers."

Every day at my office, I strive to be the Gandalf to my clients' Bilbo Baggins. I'm not the hero of their story — they are! But I'm there to help and guide them along the way. When one of my clients wins their case, I almost feel like a wizard.

With these tips to guide you, it's time for you to set off on your own adventure, whatever that might be. As Gandalf once said, "Home is now behind you, the world is ahead!"

-Carmen Dellutri

P.S. If you are injured by someone else's negligence, I'm here to help. Just give me a call and I'll grab my staff!

The Godfather of Law



Have you seen our newest spoof video?! If you've been following our office for some time now, you are sure to know one very important thing about us: We take our cases seriously, but not ourselves! If you haven't seen it yet, you have to find us on YouTube (YouTube.com/c/dellutrilawgroup) and check out our "Godfather" spoof and tell us what you think! Here are some fun behind-the-scenes pictures we shot that day. Comment on the video with your favorite part!



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

Think Before You Tweet!

WHAT THE INSURANCE COMPANIES DON'T WANT YOU TO KNOW ABOUT SOCIAL MEDIA

It is critical to your automobile wreck case that you DO NOT post on social media about your car wreck, your injuries, or your treatment plan.

After an automobile collision, we ask all of our clients to stay away from posting anything accident related on social media because your social media accounts are *not private*. Even if you have privacy settings on your social media accounts, anything you post goes out into the public domain and is, therefore, discoverable by the insurance companies.

Insurance companies will use any information available to them to lower the value of your claim. If you post all over social media about your injury claim, there may be other information in your social media posts that could help them keep money from you.

Let's say that you were injured in an automobile collision on a Friday afternoon.

Of course, you put a post on Facebook and Instagram about the accident, several pictures, and that your neck and back hurt. A week later you attend a friend's wedding, and there you are dancing like MC Hammer in the good ol' days. (If you are too young to know who MC Hammer is, please go to YouTube, and you will understand exactly what I'm talking about.) People with neck and back injuries cannot move like that, or if they do, they will not be able to walk tomorrow.

If you are wondering whether or not those pictures can be obtained by the insurance company who you are making a claim against, the answer is yes; they can be obtained by the insurance company and one day, they could be seen by a jury.

I had a young lady say to me the other day, "But social media is my life." I told her, "I didn't say that you couldn't be on social media. I just asked you to not post

anything about the accident, your injuries, or your treatment plan." She agreed.

As an attorney, you learn to hate surprises, especially during your cases. You don't want pictures to surface that show your client in a compromising position, and you certainly don't want pictures to surface, that your client created, which puts them in a compromising position. You want to give your clients every advantage possible when it comes to receiving maximum compensation under the law.

So, as a general principle, we intentionally ask our clients to keep the details of their cases, the strategies we set forth and any other details of their matter private by not sharing anything about it on social media. Call me old-fashioned, but it still works. There are still some things that are better off not being public.

-Carmen Dellutri

Testimonial

Our Clients Say It Best



"Back in 2020, I found out that I had lost a car accident case that would leave me with a massive amount of medical debt and credit card debt. Additionally, I was in the middle of preparing to relocate for work and sell our house. I was facing depression and stress with no light at the end of the tunnel. I contacted Dellutri Law Group among many other local firms.

"I quickly received a call back from Casey Byrus, and we set up an appointment. We met with David Lampley to discuss my situation and options. We were pleased with David's plan, but I still reached out to other firms to get their opinions. I met with two other firms where I was told that I could not file Chapter 7 and that Chapter 13 would be my only option. One attorney wouldn't even touch my case since I was moving out of state.

"I didn't want to go with Dellutri only because the firm told me what I wanted to hear; I wanted to make the best and most

logical choice. My wife and I had another meeting with David to discuss what the other lawyers told us, and he reassured us that we could file Chapter 7 and be fine. (Side note: My theory on the other lawyers pushing people into Chapter 13 is that they receive a set payment by the court for 3-5-7 years while you are on a payment plan to repay debts, so it's in their best interest to push Chapter 13. It's set profit for them.)

"We decided to go with Dellutri and it was the best decision we made. Casey was always there to help and showed us support the entire way. I was able to file alone without including my wife and we were able to sell our home, keep the profits, and settle with repurchasing some of our assets back in the end. I highly recommend them to anyone that might be in a similar situation and is feeling trapped."

-A.K. GOOGLE REVIEWS, JAN. 2022

MAKE A 4-LEAF CLOVER KEEPSAKE

But Find the Elusive Good-Luck Charm First

One of St. Patrick's Day's most popular symbols is a four-leaf clover. In Ireland, these clovers represent luck and good fortune. Each leaf on the clover has a different meaning — faith, hope, love, and success. It's a tradition to find a four-leaf clover on St. Patrick's Day and do activities involving this lucky leaf. So, how do you find these good-luck charms, and what can you do with them?

How to Find a 4-Leaf Clover

Although it may seem difficult, it's easier than you might think. First, find a dense patch of white clover — near it is where four-leaf clovers reside. They are different from the rest and are often smaller, so keep that in mind when you look for the lucky green clovers.

Instead of staring at the patch in close detail and counting leaves, search the patch without focusing on the tiny details. This increases the odds of eyeing a four-leaf clover because the different patterns, shapes, and sizes of these clovers will jump out at you. If you find one, keep looking! There's a chance another one might be nearby.

Clover Craft

Once you find your clover, preserve the luck in it all year by placing it in a picture frame. First, gently press the clover leaves between the pages of a large book for several days to flatten them out. After pressing, you can add green food coloring to your clover to enhance its color. Once it's dry, clean it and let it sit overnight. Then, place your clover onto acid-free paper, cut to fit the size of a picture frame of your choice. Next, use acid-free glue to keep your clover in place, and finally, seal your frame shut. You now have your personal good luck charm!

Searching for a four-leaf clover and creating a keepsake will be a great bonding experience for you and your family. We wish you luck! Happy St. Patrick's Day!



Easy Chocolate Peanut Butter Bars

Inspired by SouthernLiving.com

INGREDIENTS

- 6 tbsp butter
- 1 cup brown sugar
- 1/4 cup peanut butter
- 2 eggs, lightly beaten
- 1 cup flour
- 1/2 tsp baking powder
- 1/2 tsp salt
- 1 tsp vanilla extract
- 1/2 and 1/4 cup chopped salted peanuts, divided
- 4 oz semi-sweet chocolate, chopped

DIRECTIONS

1. Melt butter in a large microwave-safe bowl.
2. Add the brown sugar and peanut butter to the butter bowl. Stir to combine. Then mix in the eggs, flour, baking powder, salt, vanilla extract, and 1/2 cup of peanuts.
3. Pour the batter into a greased, 8-inch, microwave-safe baking dish. Microwave on medium-high for 4 minutes. Then, adjust to high and microwave 3-6 more minutes or until the top of the mixture appears almost dry.
4. Top off the mixture with chopped chocolate. When it melts, spread it evenly over the bars and top with the remaining peanuts.
5. Cool for 15 minutes, cut into squares, and serve!

A Huge Thank-You to Our Referral Partners!

Last month we had ...

- 32 referrals from friends, family, or previous clients
- 27 returning clients for a new matter
- 11 referrals from other attorneys
- 5 referrals from other professionals in town
- We sent out 81 referrals

What's the Good News?

"You keep him in perfect peace whose mind is stayed on you, because he trusts in you."

-ISAIAH 26:3