

Inside This ISSUE

- 1 We Love Our Referral Partners
- 2 Distracted Driving
Testimonial
- 3 Small Business Spotlight
Employee Spotlight: Lauren Horton
Tiramisu
- 4 3 Myths About Our Favorite
Furry Meteorologist

VALENTINE'S DAY IS A CHANCE TO EXPRESS A DIFFERENT KIND OF LOVE THANK YOU FOR LETTING ME SERVE YOU

February is the month of love, but rather than focus on romantic affection, we wanted to express gratitude for our referral network. We've been fortunate enough to build an extensive referral network that's rooted in trust. We tallied up the referrals to our office last year, and the numbers are astronomical. Countless of past clients recommend our firm, and that's something we are very proud of. When someone says, "Use my attorney," it's an immediate sign of respect. Some of our clients even walk their friends in the door, which is always a welcome sight because we not only get to help someone new but also see a friendly face.



I always try to ask people how they are being treated. I think it goes back to the days of my grandfather's gas station. Everyone used to tell me, "Your grandfather was the greatest man," and couldn't speak enough praise about him. As I got older, my grandfather's influence continued through my parents, and the words of praise transitioned to, "Your dad is such a great guy." When it came to be my turn, I knew I had to carry on that family tradition. The other day, I asked a client of ours, "How is our firm doing?" and she told me, "You know, Carmen, when I pictured angels growing up, they were always dressed in white robes with wings. Now I see the real angels are on Earth making a difference, and they are

right here in your firm." It gave me chills.

Hearing feedback like this makes me want to work that much harder. I had another client just a couple weeks ago hug me in the lobby. It was up in the air whether or not her home was going to be taken from her, and she's in the lobby hugging me and asking to help with next year's Toys for Tots drive. It's these people I would take a bullet for. No matter what is going on in the world, they put their trust and faith in us. It motivates the hell out of me and makes me want to keep going that extra mile for them. It also affirms that my work is effective.

I was in court the other day, and I couldn't help but wonder how people in other areas of the law push forward. I love coming into work every day, and

I can't see myself doing anything else other than being a part of this firm. It's a privilege to do what we do for our clients, and I believe we do it better than anyone else. Practicing in other areas of law often involves just paperwork and routine. What we do gets at the core of the human condition and makes an impact. If that's not love, I'm not sure what is.

Thank you to those who let me show up to the office every day and make a difference. It's something I truly value, and if you've let me have an impact on a friend or family member, I want to take this moment to thank you.

-Carmen Dellutri

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/newsletter.

WHAT DO YOU REALLY KNOW ABOUT GROUNDHOG DAY?

3 MYTHS ABOUT OUR FAVORITE FURRY METEOROLOGIST

Despite the fact that most, if not all, meteorologists place little value on a furry marmot's ability to predict an early spring, the annual tradition of Groundhog Day is still one that millions of people love to celebrate. Because it is based more on folkloric legend than scientific evidence, Groundhog Day is associated with shams and spoofs of varying degrees. There are many myths regarding the tradition as well as the famous Punxsutawney Phil himself.

MYTH 1: THE PREDICTIONS ARE ACCURATE.

Many event-goers put a lot of faith in Punxsutawney Phil's predictions. Unfortunately, he is more likely to be wrong than right. According to studies based on Phil's predictions and the weather patterns that follow, it seems Phil's predictions receive an accuracy rate of only 39 percent.

MYTH 2: GROUNDHOG DAY IS HARMLESS.

Much like humans, most groundhogs don't like being suddenly jostled out of their sleep. Their frustration often leads to them biting their handlers. For this reason, the handlers usually wear heavy gloves to protect themselves. However, that isn't



always enough of a precaution to ensure everyone's safety. In 2009, New York Mayor Michael Bloomberg was bitten through his glove, and subsequent Mayor Bill de Blasio dropped his groundhog in 2014.

MYTH 3: PHIL IS THE ONLY FAMOUS RODENT.

While Phil is probably the most well-known ground-dwelling meteorologist, he is not the only groundhog with weather predicting abilities. For example, General Beauregard Lee is the weather predictor for the city of Lilburn, Georgia. Staten Island Chuck takes care of the New York territory, and Lancaster, Pennsylvania, has three groundhogs of its own, which is probably due to its rich Pennsylvania Dutch history. Canada has even started a Groundhog Day tradition with Shubenacadie Sam in Nova Scotia and Balzac Billy in Alberta.

Even though Groundhog Day is a holiday based on many myths, it still provides a great time for event-goers all across the world. You might not be able to fully trust Phil's predictions, but the superstition and mystique associated with this unique and festive day make it one you shouldn't skip out on.

DISTRACTED DRIVING

A Real Disorder

The number of car accidents directly linked to distracted driving is on the rise. According to some recently published statistics by the National Safety Council, these types of accidents have increased steadily over the past few years.

While there are many reasons why drivers can become distracted, the most common reason is cellphone use while driving.

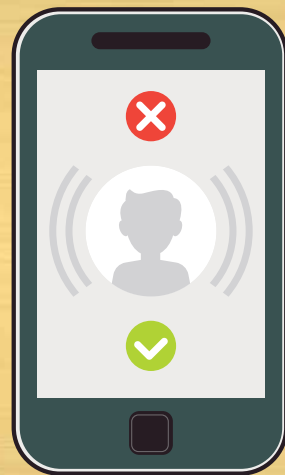
YOUR BRAIN ON CELL PHONES

Most drivers know that texting while driving is a bad idea, but many continue to send and answer text messages while driving. Texting while at a stop sign or while going a slow speed might seem like a safe enough thing to do (after all, many people can almost text with their eyes shut) the brain actually functions differently when texting and driving simultaneously.

The National Safety Council has recently compiled a number of studies related to changes in the brain while attempting to multitask. As it turns out, it's impossible to pay equal attention to multiple tasks at the same time. In fact, many drivers completely miss things like red lights while talking on the phone or texting, but it's not so much the devices that are the problem; it's more that humans are not hard-wired to multitask.

SOME MULTITASKING STATISTICS

Cognitive Distracted Driving Disorder is not a commonly known problem. It's not as widespread as conditions like depression or anxiety, for example, but this disorder is real and it's backed



by compelling evidence. The disorder is linked to something researchers have named "inattention blindness." When not devoting 100 percent of your attention to one task, you cannot (no matter how hard you try) see and note everything in front of you.

It is estimated that "... drivers using cell phones look but fail to see up to 50 percent of the information in their driving environment" according to a recent study. Furthermore, attempting to make a call (even with a hands-free device) or text while driving is akin to having vision comparable to tunnel vision. This is why it is illegal to use a cellphone while driving in the state of Florida, but Florida law is complicated when it comes to accidents that happen as a result of distracted driving.

WADING THROUGH DISTRACTED DRIVING LAWS

Even though it is legal to make cellphone calls while driving in the state of Florida, it is illegal to text and drive. Drivers may text at stoplights; however, many crashes happen every day as a direct result of cellphone use and texting. So in every automobile accident case, attorneys must investigate the possibility that cellphone use or texting played a role in the cause of the accident.

What can you do if you have been in an accident (either as a driver or pedestrian) that has occurred as a result of distracted driving? In order to make sure you exercise every right possible, the best course of action is to speak with a qualified personal injury attorney as soon as possible.



Small Business Spotlight:

JUDY SYLVIA WITH THE REMAXX SYLVIA ADVANTAGE TEAM



Judy Sylvia is a fabulous real estate agent in the Fort Myers area who has helped her clients find their perfect homes for the past 30 years! She works mostly with residential real estate

properties and has been deemed a Certified Luxury Home Marketing Specialist at the Guild level. When we asked her what the favorite part of her job was, she said, "I love that every transaction has their different challenges because I get to solve them for my clients. Negotiating is one of my favorite things, and there is nothing I love more than getting my client their dream home for the best deal possible!"

With little to no marketing other than word of mouth, Judy spends all of her marketing dollars catering to her clients. Over the years, Judy has thrown many events for her clients to show her gratitude for them. She even rented a private room at the movie theater so her clients could have a private showing of one of the latest movies! When we asked

Judy what sets her apart from other real estate agents, she replied, "I work hard to earn my clients' trust; I do what I say I will do; I negotiate strong; and I communicate every step of the way."

Real estate is not just a job for Judy. It is like a second part of her family ... literally! Both Judy's son and daughter have followed in her footsteps to become real estate agents themselves. We think that truly shows the love that Judy has for real estate, which is extremely admirable.

If you are looking for a new home in the Fort Myers area, or you know someone who is, we encourage you to reach out to Judy for any real estate needs. You can email her at judy@teamedtogether.com or call her at (239) 980-0026.

EMPLOYEE SPOTLIGHT: LAUREN HORTON



You may remember us introducing you to our amazing bankruptcy paralegal, Lauren Horton, last year. She is now approaching her three-year anniversary with us here in May! We asked Lauren what 2019 had in store for her, and this was her reply:

"As 2018 was coming to an end, I realized that the last 12 months had disappeared. Between traveling, family, and working on some serious goals outside of the office - including being a part of the DLG running team! - I realized time really does fly by. So, my goal - or intention as I like to call it - for 2019 is to slow down. This year, I will be focusing on and valuing each day and all the big but especially little moments life has to offer. I want to revel in my accomplishments and enjoy this beautiful life of mine!"

We think her goal for 2019 is one we can all value and practice. Thank you for all you do, Lauren.

NEW TIRAMISU

Inspired by foodnetwork.com



Ingredients

- 6 egg yolks
- 3 tablespoons sugar
- 1 pound mascarpone cheese
- 1 1/2 cups strong espresso, cooled
- 2 teaspoons dark rum
- 24 packaged ladyfingers
- 1/2 cup bittersweet chocolate shavings, for garnish

Directions

1. In a large mixing bowl, use a whisk to beat together egg yolks and sugar until thick and pale, about 5 minutes.
2. Add mascarpone cheese and beat until smooth.
3. Fold in 1 tablespoon of espresso.
4. In a small, shallow dish, combine remaining espresso with rum. Dip each lady finger into mixture for 5 seconds. Place soaked ladyfingers at the bottom of a walled baking dish.
5. Spread half of the mascarpone mixture on top of the first layer of ladyfingers. Top with another layer of ladyfingers and another layer of mascarpone.
6. Cover and refrigerate 2-8 hours.
7. Remove from fridge, sprinkle with chocolate shavings, and serve.

TESTIMONIAL

HEAR FROM A HAPPY CLIENT



"From the top to the bottom your firm did a great job handling my case. Anytime I had a question it was answered in a timely matter. I felt things went very smoothly and you made something that is difficult much easier to handle. Jeffery did a great job at the meeting and I felt very comfortable. The rest of the

staff was very kind and professional, I can tell people enjoy working there! I will be sure to recommend anyone to your office.

Thanks!"

-R.D.

*"Be strong and courageous."
- Joshua 1:19*

HAVE YOU HEARD THE GOOD NEWS?