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MAY 2019



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ON THE TRAIL OF BETTER COMMUNICATION

The Implications of Throwing Aside Face-to-Face Interactions

In our modern world, interfacing keeps getting easier. In fact, at a glance, it seems like modern business logistics change daily. From electronic business transactions to meeting with your clients over Skype, there are endless interactions possible in this high-tech climate. The problem I keep running into is figuring out where it stops. I have never taken the easy way out or cut corners, so I would be disregarding my good conscience if I started now. At what point do we turn the screens off and get back to in-person business? The efficiency implications of utilizing these new applications of technology are dramatic, but so are the pitfalls. I pride myself on using my firm for good, and along the way, I've adopted values that prioritize giving my clients the truth in a one-on-one setting. No business can afford to lose trust or authenticity, and my firm won't give way to convenience.

We're not living in the Dark Ages at Dellutri Law. As a matter of fact, our use of technology is far superior to any firm our size. We have all the modern conveniences you expect and then some, but we won't let our clients get lost in a wave of impersonal consultations and half-hearted legal care. I've always offered free consultations upfront, and I've found that these are the best way to get to know my clients before jumping into a serious legal matter together. I am

shocked to discover that other attorneys are letting these practices fall to the wayside in favor of technology.

But some things do need to change with the times. In fact, some things should have changed long ago, but knowing that there are clients out there with attorneys who have lost the will to hear what their clients have to say is disheartening. I recently met with a few colleagues and found out that they have completely revamped their initial consultation process. In their words, "My time is too valuable to waste meeting with new clients. We have staff for that." This statement blew me away.

They said that their new strategies focus on setting aside the typical face time they used to have with clients, substituting more tech-heavy options instead. To me, this is all wrong. The first seeds of doubt planted in an attorney-client relationship come from failing to build trust. I make sure that's never the case at our firm. Would you hire an employee without an interview? Why would you hire an attorney you have never met?

I need to sit across the table from a family needing help after a car accident. I need to look them in the eye, listen to their story, note what they have been through, and map out a strategy to help them. Likewise, they need to

"The efficiencies of adapting to these new-age programs are dramatic, but so are the pitfalls."

have enough confidence in me that we can shake hands and I can go to work for them. This is how we start a relationship. As long as I am in charge, there will always be a discussion, there will always be a mutual understanding on goal setting, and there will always be an agreement on the terms of representation. Down the line, if I find out that chatting on an iPhone helps get us to the finish line of a successful case, I'll admit I'm wrong. I'm flexible and ready to give my clients the best counsel they deserve.

Here at Dellutri Law, we're not afraid to swing the pendulum in the other direction and pave a path to success that is proven to work. When you or a loved one is in a car accident or facing financial problems, you know who to call for help.

-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.

PROM SAFETY 4 TIPS TO KEEP YOUR CHILD SAFE

Seeing gorgeous dresses, fancy suits, corsages, and boutonnieres pop up in advertisements can only mean one thing: Prom season is here! This time of year, teens are busy choosing the perfect dress or suit to wear, finding a date, making dinner reservations, and preparing for an evening of fun and dance. During this exciting time, give your teens a little encouragement and guidance to ensure they have a safe and memorable evening.

CREATE A PLAN

Create a plan for prom night, and make sure everyone knows what it is. Your teen should know and communicate with you what time the dance starts, what time it ends, if they're going anywhere after, and when they'll be coming home.

PHONES

Make sure your teen's phone is completely charged in case they need to reach out to you sometime during the night. Encourage your teen to check in once every few hours, and establish an emergency code to use if they find themselves in trouble.

DRIVING

You and your teen should also have a plan about the modes of transportation, who's driving, and how many people your teen is going with. Trusting the driver is important. If you're hesitant about



letting your child be driven to prom, find another way. If your teen is driving the family car, confirm that they will be the only person driving the vehicle.

DRESS SAFETY

Make sure your teen is dressed comfortably and appropriately to ensure they have a fun night without any accidents. Encourage them to wear comfortable shoes that they can walk and dance in without pain. High heels are fashionable, but they shouldn't wear heels so high that they may fall and hurt themselves. Whatever your teen decides to wear should be comfortable and hemmed to the appropriate length based on their height.

By keeping these safety measures in mind, your teen will have a wonderful and safe evening!

THE PSYCHOLOGY BEHIND *Drinking and Driving*

According to a recently released report by the Florida Department of Highway Safety and Motor Vehicles, 16,400 crashes that purportedly involved alcohol occurred in the state of Florida in 2015. That number is slightly down from 16,873 in 2014. A decrease of 2.8 percent is a good start, but clearly not enough to protect our citizens.

Why do people drink and drive? We know it's dangerous. We understand it's illegal. We know the consequences. Yet, many people — thousands, in fact — still drink and drive each year. Is there a concrete reason why this happens? As it turns out, there might be.

WHAT PEOPLE ARE THINKING

An interesting study originally published in the June 2009 issue of Psychological Science might shed some light on what people are actually thinking when they choose to drink and drive. The study found that the mind wanders more often when intoxicated, and it's harder to focus after having had more than the legal limit.

So, while people think they are okay to drive, the reality is that they are not. Their ability to make the proper decision is impaired. In other words, they can't rationally decide whether or not they are too drunk to drive.

This study also sheds light on accidents that happen while drinking and driving. If a driver cannot concentrate on the task at hand (driving) because their mind is wandering too much, they cannot react effectively.



They can't stop in time or avoid running a red light because reaction times are decreased.

JUST ONE HYPOTHESIS

There are many other reasons why someone would choose to drink and drive. This survey found that 1 in 4 people chose to drive drunk because they were driving to "hook up" with someone! So, while everyone who drinks and drives might have a different reason, there is a psychological theory behind it all.

AVOID THE ENTIRE SITUATION

Regardless of the reasons why people drink and drive, it's important that we all act to stop drunken driving. 1. Don't let your friends drive drunk. 2. Don't get behind the wheel if you've been drinking. 3. Make the decision before you go out not to drink. 4. Make other arrangements, like designating a driver. 5. Take a cab, limo, or other transportation. There are many options available.

In the end, unless everyone is making great decisions and not allowing drunk drivers on the road, good, honest, hardworking people will be injured or killed by drunk drivers. Don't think that you can't get help if you have been a victim of drunk driving. In the end, there's really no excuse. If you or a loved one is injured by a drunk driver you know who to call to hold that drunk driver accountable.

TESTIMONIAL

HEAR FROM A HAPPY CLIENT ★★★★★

"I came to the Dellutri Law Group after reading the reviews. My situation wasn't unique, but it was a far stretch as to whether or not I would qualify for Chapter 7. I met with Mr. David Lampley, and we were able to get all my paperwork in within a week, filing Chapter 7. I was nervous, but the staff was more than accommodating, and they treat you like family. They tell you how it is and don't lie just to gain you as a client. I felt comfortable with everyone I interacted

with. David, Lauren, Maria, Ronnie, and Carmen were all great; very knowledgeable and professional. They are on top of their game and prepare you for your mandatory creditor meeting, which goes off without a hitch! I have nothing but positive things to say, and I would highly recommend the Dellutri Law Group for your bankruptcy and other legal needs!"

— M.L.

"For I am the LORD your God who takes hold of your right hand and says to you, Do not fear, I will help you." – Isaiah 41:13

HAVE YOU HEARD THE GOOD NEWS?



Popular Streaming Services

WHICH SERVICES ARE RIGHT FOR YOU?

Finding that perfect streaming service for your family can cause parents some stress. There are so many options, and it can be difficult to determine which services provide child-appropriate content AND won't cost you an arm and a leg. Luckily there are plenty of affordable platforms that have family-friendly content.

NETFLIX AND HULU

Known as two of the most popular streaming services that offer family-friendly content, Netflix and Hulu feature plenty of shows and movies that are perfect for kids. For families who own smart TVs or a digital media device, like Roku or Apple TV, both services are available after a quick app download.

Both of these platforms have parental controls, allowing parents to set up accounts and restrictions for what their

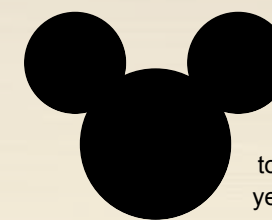
children can watch. You'll never miss an episode of "Ninjago" or "Sesame Street" again! Their prices are reasonable as well, with Netflix plans ranging from \$8.99–\$15.99 a month and Hulu being slightly cheaper at \$5.99–\$11.99 a month.

AMAZON PRIME VIDEO

For parents who are already Amazon Prime members, Amazon Prime Video is included with their membership. Those who aren't can enjoy this streaming service by itself for \$8.99 a month.

Offering an extensive collection of titles of multiple genres, Amazon Prime Video is a great streaming service. Movies range from "The Daniel Tiger Movie: Won't You Be Our Neighbor" for your toddler to the more serious "The Dark Crystal" for kids who are a little older. As with Netflix and Hulu, this service also has a parental

control feature, ensuring kids don't watch anything that may be inappropriate.



DISNEY+

Disney+ will be the newest streaming service, which is set to be released later this year. Families will have access to classic Disney movies as well as other content that Disney has influenced. They'll even have exclusive access to the newest Disney creations. It's been speculated that anticipated titles "Captain Marvel," "Toy Story 4," and "Frozen 2," will only be available to stream on Disney+. Parents can rest easy knowing that R-rated films won't be available through this new service as Disney wants to keep its family-friendly approach.

ATTORNEY SPOTLIGHT: AMANDA DOWNING



Amanda Downing has been a DLG attorney for the last 17 years. As an attorney, Amanda is no-nonsense, compassionate, and dedicated; she takes her cases personally. Amanda's clients are her family, and few at DLG know more about family loyalty than she does.

We know a lot of people who come from a long line of Floridians, but Amanda's lineage outstretches them all. Born and raised in Fort Myers, Amanda is sixth-generation Floridian! Her family holds an original pioneer certificate and land records nearly a century old. The first of Amanda's ancestors, John Futch, arrived in Florida in 1832. A German emigrant, Futch settled the land 13 years before 1845, when Florida was named an official U.S. state!

Aside from being an amazing attorney, Amanda is also a wonderful mother and wife. When she isn't working hard at the office, she loves to take trips to Disney World with her family. "Family is number one," Amanda explains. "No matter where you're from, if your family loves where they're at, it fosters that love in you."

Whether she knows it or not, our DLG family wouldn't be complete without her! Thank you for everything you do, Amanda!



SHRIMP SAUSAGE SKEWERS

Inspired by PaleoLeap.com



Ingredients

- 1/2 pound raw shrimp, peeled and deveined
- 1/2 pound cooked sausage, cut into 1-inch pieces
- 2 zucchini, cut into 1/2-inch cubes
- 2 tablespoons extra-virgin olive oil
- Wooden skewers, soaked in water for 30 minutes

Creole Seasoning Ingredients

- 2 tablespoons paprika
- 1/2 tablespoon garlic powder
- 1/2 tablespoon onion powder
- 1/2 tablespoon cayenne or chili powder
- 1/4 tablespoon dried oregano
- 1/4 tablespoon dried thyme

Directions

1. Heat your grill to medium-high.
2. In a bowl, combine all ingredients for creole seasoning.
3. In a large bowl, combine the shrimp, zucchini pieces, and sausage pieces, and cover them with the olive oil.
4. Add creole seasoning and mix well until all ingredients are covered.
5. Load up skewers with alternating pieces of shrimp, sausage, and zucchini until they're full.
6. Grill skewers until shrimp are well-cooked (6–8 minutes).