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MARCH 2021



A Statewide Law Firm
888-889-8899

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

Two Concentrations, One Focus:

Fighting for Your Future

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Kick That Laziness to the Curb!

GET YOUR MOTIVATION BACK WITH THESE 2 SIMPLE TRICKS

Do you have Zoom fatigue? Are you spending more time indoors than out? Do you wish you could drop your work in the trash and camp out on the couch to watch March Madness instead?

You're not alone, but believe me — now isn't the right time to give up on your goals and let your motivation slide. Yes, it's tempting. I've seen the March Madness effect with my own eyes. The siren call of the sofa is so strong that during the 2017 tournament, businesses supposedly lost a whopping \$6.3 million due to unproductive workers. But this is 2021, baby! The worst is behind us, and I have two tips that will help you power through.

1. Think about the people you're working for.

When I'm struggling, the thing that motivates me the most is thinking about my family. When I was a kid, my dad got up at 4:30 a.m. for work every day. Did he

want to do that? Of course not! I'm sure there were days when he wanted five more minutes of shut-eye. But he went because he was dedicated to our family, and that drove him to keep going.

The same was true for my mom. I'm sure there were days when she didn't feel like being a mom. She didn't want to cook, or clean, or do laundry, but she did it anyway because that's what parents do for their kids. Thinking of their strength and determination helps me when I'm feeling down. I look to their example and ask myself, "Who am I to lay here in bed when my parents never did? I have a wife and kids who depend on me, and for them, I'm going to get up and go to the office!" It works every time.

2. Create an atmosphere of inspiration.

Another thing that helps me when I feel unproductive is simply looking around my office. I've turned it into the ultimate inspiration cave. The walls are full of motivational quotes, pictures of my kids, and photos of my wife. One particular picture always lights a fire under me.

I took it in the mountains. To me, the photo captures a sense of happiness and peace that always motivates me. Looking at it reminds me that I was able to give my kids those good times, and that means the world to me.

To fight back against your slump, try collecting some of your inspirational photos, objects, and materials in one place, either



physically in a file on your phone. Looking through them will be a good pick-me-up.

Everyone's motivational buttons are different, so if these tactics don't get you going, try something else! Fresh air is another good option. Some people go for walks and others read a few pages or just push through the funk and start doing *something* to get their mojo back. The best strategy is whatever works for you.

Whatever your trigger, it's vital that you figure it out so you have a tactic in your back pocket when the time comes. You never know when laziness will strike, so you need to be ready! Lack of motivation is a sneaky bugger, but you *can* fight it and get your butt back in gear.

Now, what are you waiting for? Go kick temptation to the curb!

-Carmen Dellutri

The One Thing I Hate About My Job



Everyone knows I'm a pretty upbeat guy. I'm always optimistic, and I love to help our clients solve their legal issues. It's really the perfect job for me. Well, last week was a tough one, as I had to explain to two separate individuals who were seriously injured in car wrecks that the person who caused the first accident was uninsured and the other was underinsured. To make matters worse, I had to explain to both individuals that they did not purchase uninsured/underinsured insurance coverage on their auto policy.

I call it "The Talk." It was like I was punching them in the gut. As hard as it was for them to hear that they would not be receiving fair compensation for their injuries, it's also very difficult for me to deliver

this very bad news. There is no easy way to do it, and it comes at one of the worst times in a person's life.

The simple solution would be for Florida to make better auto insurance coverage mandatory, as I believe 60% of people on Florida roads are driving with no coverage or very little coverage.

Please protect yourself and your families today by demanding uninsured/underinsured coverage on your auto insurance policy, and we will never have to have "The Talk." I would prefer to have another talk wherein I tell you that even though you were injured in a wreck, there's plenty of insurance coverage to compensate you for your losses.

"I look to their example and ask myself, 'Who am I to lie here in bed when my parents never did? I have a wife and kids who depend on me, and for them, I'm going to get up and go to the office!' It works every time."

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

Get the Right Help IF YOU'RE STRUGGLING FINANCIALLY

Many people are struggling financially and need help.

Financial problems happen and COVID hasn't really helped. Many families in our community are struggling with mortgages, car payments, credit cards, student loans, medical bills, etc. When it comes time to look for help, many snake oil salesmen are out there preying on individuals who are scared. If you know someone who may be experiencing financial problems, now is the time to establish a relationship with the Dellutri Law Group. We help individuals who are experiencing financial troubles. We offer creative solutions tailored to an individual's specific needs, and we offer this assistance for free.

Not everyone needs to file for bankruptcy, but guess what? If you consult with a bankruptcy law firm, guess what they are going to offer you as a solution? But over half of the people who come to our firm don't have to file for bankruptcy protection. There is another solution to the problem. We consult with people all the time who are told to file for bankruptcy, but it didn't sit well with them. When they come to us and are told not to file for bankruptcy protection, they are very happy.

Don't get me wrong, I love the bankruptcy process. I love helping people through

the bankruptcy process. I love helping them get a fresh start. But I will not file a bankruptcy for anyone unless it is the best possible solution for them.

Bankruptcy is NOT a dirty word. Bankruptcy is NOT the end of your financial life — I would consider bankruptcy to be a speed bump in the road of life.

Bankruptcy IS a financial planning tool that, when used properly, can lead a person to a brighter financial future. With the right Florida bankruptcy attorney and proper planning, bankruptcy can be an opportunity to start fresh.

We believe that when you are facing a job loss, divorce, overwhelming debt, or medical bills, you are still a human being who deserves to be treated with respect. You may be considering filing for bankruptcy protection. But is it the right decision? Are you a good candidate for bankruptcy?

When is it time to start considering bankruptcy?

If you are like most people, when you borrow money or put something on your credit card, you have every intention of paying it back. Sometimes, life takes an

unexpected turn. Maybe you recently divorced, lost your job, or were involved in an auto accident.

If you have found yourself struggling with debt, you are probably doing everything you can to avoid asking someone else for help. You may also be trying to avoid filing for bankruptcy because you have heard how your friend's cousin's uncle filed for bankruptcy in 1992 and it was a disaster. We get it — bankruptcy comes with a certain stigma, but the idea that bankruptcy is all doom and gloom couldn't be further from the truth.

Here are possible signs that you should be considering bankruptcy:

- Debt collectors call you — all the time.
- You are thinking about taking money out of your retirement fund.
- The stress is affecting your marriage or other relationships.
- You are falling behind on your mortgage, vehicle, and other financial responsibilities.
- You are *overloaded* with credit card and/or medical debt.

What's the Good News?

The Lord is good, a refuge in times of trouble. He cares for those who trust in Him.

—Nahum 1:7

A Huge Thank-You to Our Referral Partners!

Last month we had:

- 52 referrals from friends, family, or previous clients
- 22 returning clients for a new matter
- 12 referrals from other attorneys
- 4 referrals from other professionals in town
- **We sent out 97 referrals**

“Testimonial

Our Clients Say It Best

“I had first gone in for a consultation a year ago and then moved away, ended up hiring a firm in my new state and then ended up back in Fort Myers. Over the past year, I have been receiving their newsletter, and I have to say it is both entertaining and informative. I thoroughly enjoy when it comes in the mail and read it front to back every time. When another legal question posed itself recently, I called Dellutri Law Group to see if they might be able to advise me of an honest attorney in the scope of practice I was looking for. Instead of reading off a list of preferred practices, Carmen Dellutri spoke with me personally, gathered the details of my situation, and asked for a few days to personally find someone to refer me to. Not only did he take the time out of his day to speak with me regarding an issue he was unable to pursue for me, he went the extra mile and found me someone to call.

“While I hope I won't need to call again, if I do find myself needing an attorney, I would 100% choose Dellutri Law Group. Their honesty and integrity will truly stand the test of time. I am thankful they are also honest about their faith, as it shows in their handling of situations that could easily be dismissed and would be most anywhere else.”

—Anonymous



EVENT SPOTLIGHT



We are proud to announce that Dellutri Law Group is a founding member of the National Academy of Injury Lawyers (NAMIL)! As part of being a founding member, the organization has decided to raffle off a motorcycle of your choice (up to \$20,000)!

Yup. You read that right!

Visit www.BikersWin.com/SWFL to register to win! Feel free to share with your friends too.

Green Goddess Smoothie

Inspired by AmbitiousKitchen.com



If you're looking to get your green on, why not try this light smoothie?

INGREDIENTS

- 1 1/4 cup unsweetened vanilla almond milk
- 1 organic apple, peeled and chopped
- 1 medium frozen banana
- 1 1/2 cups fresh organic spinach
- 1 tbsp chia seeds
- 1/2 medium avocado

DIRECTIONS

1. In a large, high-powered blender, add in all ingredients.
2. Blend on high for 1-2 minutes, or until all ingredients are well combined.
3. If necessary, add in more almond milk to thin the smoothie.
4. Serve immediately and enjoy!