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COME JOIN THE FUN!

Halloween Shenanigans Galore

Do you follow us on social media? Well, you will definitely want to follow along this month! October starts the holiday craze in our office. Some of us are really into Halloween, some into fall in general, and of course, a few try to get us to bring down the Christmas tree in September.

This month, we are running Halloween competitions within the office AND for our Facebook followers ALL MONTH LONG. We will need your help in helping us pick winners for the decorating contest, the bake-off, and the costume contest. You'll want to make sure you get the updates so you can find out the rules to win prizes with us!

Here are some pictures of our previous shenanigans. We definitely live by the rule "work hard, have fun."



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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Growing Together with You

A Client Caught Me With My Shoes Off!

You Won't Believe What Happened Next

A few months ago, a client visited the Dellutri Law Group office and caught me with my shoes off. When you walk through our front door, you can see all the way across the building to the back entrance, and that's where I was when this client walked in. We have a swale out behind the building to collect rainwater. After it storms, a pump empties the swale into a nearby canal — or at least, it's supposed to.

On that particular day, the pump wasn't working. So, I took it upon myself to play plumber.

I had a court appearance later, so I was all dressed up in a suit, tie, and dress shoes. Looking down at my feet, I knew if I ruined those shoes, my wife Marjorie would be upset. So, I slipped them off, pulled off my socks, rolled up my dress pants, and waded into the water to tinker with the pump. As a business owner, sometimes you have to get messy to keep things running!

I was just finishing my work when the client walked in — and caught sight of me barefoot and wet at the back door.

"Hey, Carmen!" he said. "Do you have a minute?"

"Of course!" I told him, and I immediately headed up to the front of the office.

My team shook their heads as I walked by. "I can't believe you're taking a meeting barefoot!" one of them said. I just shrugged — I didn't want to make our client wait around while I put my shoes and socks back on. I know his time was valuable, and I appreciate that he came to the office to see me.

When I got to the front, the client immediately noticed my shoeless state and rolled-up pants.

"You know what, Carmen?" he said, pointing at my feet. "That's what I like about you. You're an attorney, but you're a regular guy, too."

To most people, that might not have sounded like a compliment, but I puffed right up with pride. The words "regular guy" immediately made me think of my dad. He owned a gas station, and on any given day, you'd find him in his blue shirt and pants, covered in grease from working on engines. His customers didn't care that his clothes were stained with grease and oil at the end of the day.

What he *did* care about was doing a great job and winning the trust of his customers. He always told me, "Son, I don't care what you do in life. Just be the best that you possibly can."

In that moment, I felt like I'd done my dad proud. The client in front of me trusted me with his legal matters, just like my dad's customers trusted him with their cars. And he didn't pick me for the job based on how "lawyerly" I looked. He picked me because I was the best person for the job.

Frankly, I think if more lawyers showed up to work in polos and weren't afraid to take their shoes off, people would be a lot more trusting of us! I've heard over and over from clients that other lawyers are scary and intimidating. They wear suits and ties every day and look down their noses at everyone who didn't go to law school.

I'm not that guy. In fact, in court, a fancy suit and a holier than thou attitude won't get you too far.

If you know someone who needs a lawyer but is on the fence to see one, you can always send them to me. They might catch me with my shoes off, but they will always be treated like adults and equals — just like my dad would have wanted. I'm not trying to prove I'm better than anyone else. I'm just trying to restore hope to as many people as I can. I don't need socks to do that!

-Carmen Dellutri

"I was just finishing my work when the client walked in — and caught sight of me barefoot and wet at the back door!"

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

ASK THE ATTORNEY

Welcome to our new recurring segment, "Ask the Attorney." We get many frequently asked questions here at the firm. Each month, we'll be picking one and sharing the answer with you.

Do I Need a Health Care Surrogate?

Several documents make up a good estate plan, one of which is a Health Care Surrogate. What is a Health Care Surrogate? You can think of a Health Care Surrogate as a power of attorney but restricted to health care issues.

For example, if you're incapacitated, and a doctor needs your consent to give you a medication or perform a procedure, who can provide consent? Generally, they might rely upon a spouse to do that. But what's going to happen if you don't have a spouse? Anyone who is not your spouse, even a long-time partner, has no authority over you in this situation, and the doctor will not accept their instructions. If it's something serious, you will need a guardian appointed to make those decisions for you, which is time-consuming and expensive!

Keep in mind that this is not only for your benefit, but it's also for the benefit of the doctor and the hospital. They want to feel secure that someone has authorized that decision if they give you a drug or perform a procedure. That is where the Health Care Surrogate comes in handy because, more often than not, it's usually an emergency when something is needed medically. You won't have time to prepare the document, especially if the patient is unconscious and can't sign.



Also, in the situation described above, if you are not married but have a significant other, it can become an issue if they want to visit you. If they are not authorized to see you without your consent and are not a relative, they could be prohibited from seeing you. As we have seen during the ongoing COVID-19 pandemic, it has been difficult for relatives to see somebody in the hospital, so you should have a Health Care Surrogate in place if you and your life partner are not married.

Finally, remember that Health Care Surrogates are statutorily created in each state. Therefore, you want to ensure your Health Care Surrogate form complies with Florida law. It may be an issue if you've come from another state and have not updated your documents.

Spotlight: DLG Passion Projects

As a member of the Christian community, Carmen feels he has a moral obligation to help those in need. Carmen has mentioned time and time again that the reason he became an attorney, and specifically a personal injury and bankruptcy attorney, is because he loves to help others. This drive to help makes him a natural volunteer, and he has done it most of his life. It's even something he's ingrained in his own children. Carmen and his children volunteer at The Midwest Food Bank, which is why he chose it for his Dellutri Law Group Passion Project.

The Midwest Food Bank is a volunteer-based, national food bank that also focuses on being faith-based. Established in 2003, its mission is to share a love of Christ by alleviating hunger and malnutrition locally and globally.

Carmen believes that when people volunteer, everyone in the community prospers. This is why he encourages all team members to participate in The Dellutri Law Group Passion Projects!



Carmen Dellutri and his kids volunteering at the Midwest Food Bank Warehouse

PUMPKIN PIE PARFAITS

Inspired by Kenarry.com

These parfaits are an easy fall dessert everyone can make!

INGREDIENTS

- 3.4 oz instant vanilla pudding mix
- 2 cups cold milk
- 15-oz can pumpkin purée
- 1/2 tsp cinnamon
- 1/4 tsp nutmeg
- 1/8 tsp ground cloves
- 1 cup vanilla sandwich cookies
- 8 oz whipped topping

DIRECTIONS

1. In a large bowl, whisk together pudding mix and milk. Let sit for 5 minutes, then stir in pumpkin purée, cinnamon, nutmeg, and ground cloves.
2. In a blender or food processor, crush vanilla sandwich cookies into crumbs.
3. In small jars or glasses, place cookie crumbs on bottom, then pumpkin mixture, then whipped topping. Repeat these layers twice and end with cookie crumbs.
4. Chill until ready to serve!

Testimonial

Our Clients Say It Best



"I was fortunate to work with Amanda after my accident. She was very professional and explained things to me so I understood what was going on from beginning to end. I would highly recommend her to any of my family or friends. Actually, I was referred to her by my daughter after her accident."

-C.H. GOOGLE REVIEW - AUGUST 2022

A Huge Thank-You to Our Referral Partners!

Last month we had ...

- 45 referrals from friends, family, or previous clients
- 25 returning clients for a new matter
- 19 referrals from other attorneys
- 8 referrals from doctors and other professionals
- We sent out 103 referrals to our trusted referral partners

What's the Good News?

"In all your ways
acknowledge Him, and He
shall direct your paths."

PROVERBS 3:6