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Thank You, Florida Motorcyclists! Our Crash Course Was a Smashing Success

It's no secret: Florida motorcyclists are some of our favorite people.

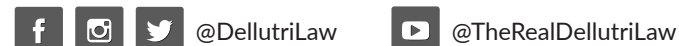
Few things feel better than hitting the streets on two wheels when the sun is shining and the beach is a short ride away. That's why Carmen is The Sunshine State Biker Lawyer! (That, and because riding a motorcycle on Florida's crazy roads can quickly get dangerous.) To help all of our friends in helmets and leather, our office recently sponsored yet another "A Crash Course for the Motorcyclist" — and it was a smashing success!

The class was a partnership with the nonprofit Road Guardians (RoadGuardians.org), and our donation knocked the price for bikers from \$100 down to \$35. The turnout was impressive. We loved seeing so many motorcyclists roar into the The Rock Calvary Chapel in Punta Gorda to learn what to do in the 5-30 minutes after a crash.

The class's instructor explained basic steps like how to remove a helmet correctly and how to move an injured rider safely. Then, the motorcyclists practiced with each other! Every student sped home with a patch, a certificate, and a trauma kit.

If you attended "A Crash Course for the Motorcyclist," thanks for coming out! It was great to see you, and we're proud of you for doing your part to keep Florida's roads (and your friends) safe. It was so good to see our friends from SupportBikers (who bought everyone pizza) and our friends over at The Thin Blue Line Motorcycle Club who took the course that day.

For more lawyer stories, be sure to follow us on social media!



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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25 Years Down, 25 to Go! How DLG Made It to 2 1/2 Decades in Business



25 years ago, in 1998, Marjorie and I sat down to discuss the future of my career. We decided it was time for me to strike out on my own and start The Law Office of Carmen Dellutri — the humble firm that eventually grew into Dellutri Law Group. I was ready to gallop off into the entrepreneurship sunset with nothing but my IBM ThinkPad in my saddlebags! But as always, my wife was the voice of reason holding the reins.

"Carmen," she said, "I'm giving you one year to make a profit with this business. If you don't have anything to show for it by 1999, you'll have to get a job somewhere else!"

I agreed — and it was the best decision we ever made. I earned a grand total of \$11,000 that first year, but that little bit of black ink was enough for Marjorie and me to see the firm's potential. Twenty-five years on, Dellutri Law Group is thriving! We've saved our bankruptcy clients hundreds of millions of dollars and helped our personal injury clients recover hundreds of millions more.

It has been a wild ride. We experienced plenty of growing pains, but we stuck to our mission and managed to move forward successfully despite them. Notice I'm saying "we" here and not "I." That's for good reason! DLG would never have made it this far without the hard work of long-term employees who have been with us 15, 17, 18, and even 20 years.

One of our attorneys, Amanda, will celebrate her 21st year with DLG very soon. She has watched our firm and my family grow up. When she started working with us, my daughter was a bubbly 2-year-old — now, she's 22 and applying to medical schools! My son was only a dream to me, and now he helps Amanda with computer problems and workflow issues and is shipping off to the U.S. Naval Academy at the end of June (more to come on that in a future story). Those decades were a two-way street: I've also watched my team's families grow, and grow and prosper. Seeing them reach milestones has helped me become a better boss and leader.



Every single person with DLG today is a huge asset to the firm. That's why I always put in 110% of the effort it takes to help them learn more about themselves, their jobs, and what they're capable of. I'm not always the easiest person to work for (just ask Amanda!), but I must be doing something right to keep such fantastic people around.

In 25 years, we went from an IBM think pad to a rack full of servers, a small office downtown to a statewide practice. From one attorney with no staff to a team of attorneys, paralegals and legal assistants. Our people are an extension of my family. We share. We care. We laugh a lot, and when someone moves on to a new season in their lives, we cry a little.

I'm a lucky guy: I love what I do, the people I work with, and the clients I'm able to help. I think I become a little bit better every day — which is why I don't plan to retire any time soon! It's not in the cards for me. The way I see it, the first 25 years of DLG have simply prepared me for the next 25.

—Carmen Dellutri

Happy with our service? We'd love to hear from you! We are always honored when our clients and associates refer their friends, family, and colleagues our way — or simply say kind things about our firm. If there is anything we can do for you, please let us know. We're here to help!



Reach us any time at 888-889-8899 or DellutriLawGroup.com

If you'd like to leave us a review, feel free to scan the QR code. We appreciate every word!

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

YOU NEED UNINSURED/ UNDERINSURED MOTORIST COVERAGE IN FLORIDA

3 TRUTHS WHY



When you are purchasing automobile insurance in Florida, you are trained to look for the lowest price through the advertising done on television. Allstate, State Farm, Geico, Progressive, Liberty Mutual, and the General can all save us money by switching. You've seen the commercials, but we all know that is not the end of the story. As long as you are never in an automobile collision, you have nothing to worry about.

Ask yourself: Will the cut-rate insurers be there to protect you and your family when you are hit by a negligent driver with no insurance? No, they will not. They will tell you about how you waived important coverage by getting the lowest price possible. They will show you the document they had you initial, waiving uninsured/underinsured motorist coverage. Did they explain how valuable this coverage would be in case of an accident? Nope.

None of these advertisements has the guts to tell you the truth. Florida has a very high percentage of uninsured/underinsured drivers on the road. How can this be? That's a great question, and I'm glad you asked. The state of Florida only requires PIP (Personal Injury Protection benefits) and Property Damage to drive a car legally. Some people call this full coverage. It's not. It's the bare minimum coverage to drive legally. You won't hear about this in an insurance company advertisement, either, because they don't want to sell you the coverages that protect you and your family. Those coverages might cost the insurance company money. That would be bad for their bottom line.

The truth is that there are many uninsured and underinsured drivers on the road in Florida, and it's up to you to buy the best car insurance possible to protect yourself and your family. Stop thinking about switching to save \$100 a year. Think about what will happen if a drunk driver hits you and puts you in intensive care. Think about feeding your family. Think about the mortgage, car payments, and lost wages. Think about what you are not getting when you buy cut-rate insurance online. You are not getting an experienced insurance agent who can explain which coverages you need and in what amount.

Uninsured and underinsured motorist coverage is extremely important in Florida because it provides financial protection if you or a loved one is in an accident with a negligent, drunk, or distracted driver who does not have enough insurance to cover

your damages. Without uninsured/underinsured coverage, you could be left paying for your own medical expenses and car repairs out of pocket. I cannot stress enough the importance of having a great auto insurance agent who will answer your questions about the different types of automobile coverage and provide options about the appropriate amount of insurance for your circumstances. Here are three truths you need to consider:

1. Florida has one of the highest numbers of uninsured drivers on the road. So, every time you drive, you are rolling the dice as to whether you will be hit by an insured driver or an uninsured driver. That's a pretty big risk. Uninsured/underinsured motorist coverage eliminates this gamble because you know you are protected in any type of collision. Do you really want to leave your family's financial future in the hands of someone else? No, you don't.
2. Florida has a very high number of hit-and-run collisions every year. If you, or a loved one, is injured in a hit-and-run collision and the other driver cannot be found, you can look to your own automobile insurance policy, the uninsured/underinsured portion, to help you with your damage claim.
3. Health care after a motor vehicle collision is not cheap. Your PIP coverage kicks in, but that is only \$10,000 of coverage. One visit to the emergency room via ambulance and that \$10,000 is probably gone. What happens to the medical bills in excess of that? Who is going to pay those bills? If you are unlucky enough to be injured in a collision with an uninsured or underinsured driver, you can look to your uninsured and underinsured automobile coverage to pay for your excess medical expenses.

At the Dellutri Law Group, we do not sell automobile insurance, so we have no financial interest in requesting that you purchase better car insurance. We do offer free automobile insurance policy reviews, and we will discuss the different types of coverage you have. We make recommendations for what we believe you may need today and in the future in case you are ever involved in a motor vehicle collision. We can also recommend experienced insurance agents who we know will help their clients make the right choices about their automobile insurance.

We Hear Wedding Bells!

CONGRATS TO OUR PARALEGAL, LAUREN



Lauren Rush has been a paralegal on our team for almost seven years — but we've never seen her as excited as she was last month! She floated into the office with an enormous smile on her face and a ring sparkling on her finger.

It didn't take long to deduce what happened: The weekend before Valentine's Day, Lauren and her fiancé snuck off to Koreshan State Park and got married!

The ceremony details were spontaneous, but Lauren says it was a long time coming. Her fiancé popped the question in 2021 and promised her a 2023 wedding date. On Jan. 1 this year, she asked him, "So, when are we getting married?" and her question set the wheels in motion.

"Everything fell into place about a month ago," she told us after tying the knot. "I didn't do any planning until mid-January, and then on a whim, it just happened!"

Lauren and her fiancé got hitched under Koreshan State Park's famous oak trees. It was an intimate ceremony with just 14 of their favorite people. Lauren's 2-year-old son, Braxton, toddled up the impromptu aisle with the rings. His tiny white button-down and khaki pants matched the groom!

"It was simple, beautiful, and perfect," Lauren says. She made her white and green bouquet herself and looked stunning in a classic white wedding dress.

We're thrilled for Lauren and can't wait to see what this next chapter of her life brings! If you talk to her this month as you or one of your clients navigates a bankruptcy case, be sure to tell her congratulations.



Testimonial

Our Clients Say It Best

"The Dellutri Law Group going way above what they had to do in our tough times made us feel like family and also made it seem from the first day to the last day. The staff is 100% knowledgeable and even after we closed on our problem, they were still able to help us with some paperwork that I needed two minutes after I called them. I have recommended them to family members and also others. Everyone, and I mean everyone, was totally happy. Thank you again Carmen and Ronnie and the rest of the staff. The only problem I see is that I can only give them five stars but I wish I could give them more."

—R.L. GOOGLE REVIEW — FEBRUARY 2023

A Huge Thank-You to Our Referral Partners!

A referral is the greatest gift we can receive from a client or fellow business! Last month we had ...

- 43 referrals from friends, family, or previous clients
- 35 returning clients for a new matter
- 21 referrals from other attorneys
- 6 referrals from doctors and other professionals
- We sent out 109 referrals to our trusted referral partners.

What's the Good News?

"All things work together for the good of those who love the Lord and are called according to His purpose."

ROMANS 8:28