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## **Ones to Watch 2019: Nelson Luz Santos, Fletcher Tilton, PC**

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Nelson Luz Santos  
Non-Director Officer - Partner  
Fletcher Tilton, PC

Year you entered your current field? 2010

What advice can you offer to someone who is interested in a career in your industry? The practice of law may seem like it only involves book knowledge. However, if you are interested in practicing law it requires an appetite to work with people and work through problems that sometimes are secondary to the actual issues. If you don't like working with people, than law isn't for you.

Who or what do you attribute to your success? My success is attributed to the brain trust of experienced attorneys on my team. Our resources at Fletcher Tilton allow attorneys to bring leaders from specialty practice areas to assist our clients. I learn from our team every day, and their knowledge helps me deliver superior legal services of all kinds to my clients.

Who are some leaders that you admire and why? ?At Fletcher Tilton I look up to many of the attorneys. I would specifically mention attorneys Mark Donahue and Anthony Salvidio, who have been practice leaders in Commercial Real Estate and Commercial Finance for many years, handling sophisticated and difficult matters for the firm's clients. It is not surprising they have both gained reputations for excellence and inspired leadership.

What do you consider to be your greatest professional accomplishment in the past 12 months? My greatest professional accomplishment has been developing the knowledge and relationships to advise clients before, during, and after the initial matter, and again on future matters. My knowledge of real estate, business, and litigation law enables me to help individuals and businesses transform real estate into a business plan, then to a business entity, through permitting, development, management, and finally in some cases transfer/sale. Property owners, don't just want a conveyancing attorney to close a transaction. They want someone who can help before, during, and after the deal is done, and then again on the next deal.

If you have a mentor, who is it and how have they influenced your personal & professional growth? When I first started to practice law, I joined a small firm in Hudson as the second attorney. The lead attorney was Christopher Yates. Four years ago, we both joined Fletcher Tilton to gain access to the firm's impressive depth of talent and resources. Attorney Yates showed me, day in and day out, the power of genuinely caring about clients, communicating with them, and completely understanding their needs. We are nothing without our clients.

How have your life experiences impacted who you are professionally? I am a life-long resident of Hudson, Mass. and a first-generation American. My parents came here to achieve a better life for their families and taught us that hard work, dedication, and motivation would allow persons of any innate ability to prosper. They also taught me the importance of family and community. As a result I actively participate in community organizations such as the Hudson Portuguese Club (current Vice President of the General Assembly), multiple regional Chambers of Commerce and professional networking organizations, and as an elected Cemetery Commissioner for the Town of Hudson, Massachusetts.

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