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2020 Ones to Watch: Nelson Luz Santos, Esq., Attorney at Fletcher Tilton PC

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Nelson Luz Santos, Esq.
Fletcher Tilton PC

Which project, deal, or transaction was the “game-changer” in the advancement of your career? Recently I had the opportunity to work with a prestigious university located in Worcester, Mass., on a project that would create 300+ dorm rooms for students to attend the university. This project was well into the planning stages when it reached my desk. My objective was to assist in the wind-down of an entire apartment complex of market-rate tenants. This project involved public relations, business strategy, and litigation work. I worked on a day-to-day basis with management to wind down operations while at the same time working with tenants to relocate them for the project construction. This was a great client, a complex matter, and an excellent outcome.

What led you to your current profession? I have always been a people person so I like to work with people and be with people. Becoming an attorney and representing clients in need seemed like the right fit.

Who or what inspires you? My family and children inspire me the most. As a parent of young children I want to strive to do my best for them. With that said, I can provide for my family by being the best possible attorney for my clients.

How do you contribute to your community or your profession? I am a member of various nonprofit organizations that I believe in. Two that mean the most to me are the Hudson Land Trust and the Literacy Volunteers of Greater Worcester. Through the Hudson Land Trust I assist the board of trustees in protecting and enforcing conservation and recreation land restrictions in the town I live in. As for Literacy Volunteers of Greater Worcester I assist the Board of Directors in operating the literacy program that helps immigrants learn to read and write. Being a first generation American this means a lot to me.

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