

THE SLG ADVISOR

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From Boats to Slopes Transitioning Into Ski Mode

Hang on, let me check the weather real quick! This time of year, I'm obsessively checking for any sign of snow, praying it's just around the corner. You know how it goes — Thanksgiving is almost here, but ski season? Not quite yet.

Once the boat's put away for the season, I'm officially in "ski mode," and I can't wait to hit the slopes. Every year, I feel like a kid waiting for a snow day — eager, excited, and completely impatient! As I approach 60 (YIKES! Just typing that scares me), I'm especially thankful that I can still get up a mountain, push myself, and have a blast. There's nothing quite like the feeling of gaining speed down a mountain, and I don't take for granted that I'm healthy enough to do it.

For me, skiing is pure exhilaration. It's freeing. You're out in nature, surrounded

by beautiful scenery, and there's that element of speed — letting gravity do the work — that makes it even more exciting than a hike. Sure, hiking is great, but skiing brings that adrenaline rush.

The views are the icing on the cake. If you're on the slopes and not inspired by the mountains around you, you might be the same person who doesn't appreciate pizza! I always start my first run of the day with a grateful smile because I am keenly aware of how blessed I am to be doing something that makes me so happy.

Skiing also gives me some valuable "me" time. I get a lot of thinking and processing done while skiing. By the time I get back to the house, I've got a list of ideas ready to jot down. It's both mentally and physically liberating.

Over the years, knee injuries have sidelined me from some bucket-list ski trips, but I'm feeling good about this season. We've got our "home mountain" in New Hampshire, which is always great, but we've also discovered the thrill of skiing out west — Colorado, Utah, and even Canada have become favorite spots for our winter family vacations. Exploring these places has made each ski trip even more special.

With my kids grown and moved out, I'm excited about the ski trips Liz and I are planning just for the two of us. Liz has gotten so much better at skiing over the years, and she's really started to love it. She used to ski just because the whole family was doing it, and if you know Liz, you know she wouldn't miss out on family time for anything. That's her favorite part of life — being together. But now, we can both enjoy it together, and I can't wait to spend more time with her on the slopes.

I'll admit — I'm a good skier, but not a great one. I picked it up in my 20s, and it's tough to hit that next level when you start a little later in life. But I'm not done improving. This season, I'm planning to take some lessons and push myself. I've got friends who go heliskiing — you know, getting dropped off by a helicopter on top of a mountain to ski down. I'm not sure I'll ever reach that level, but I'd like to.

So, I hope and pray each of you has a wonderful Thanksgiving. If you are skiers, I join you in praying for lots of snow soon! (I can hear some of you saying, "Please, No!"). See you on the slopes!

- Len Spada



LOOKING TO LEVEL UP YOUR CONNECTIONS?

Len Suggests *Never Eat Alone*

Len has a book recommendation to share! He recently read *Never Eat Alone* by Keith Ferrazzi — a must-read for anyone looking to build meaningful connections, improve networking skills, and advance their career or personal life. To succeed, we all need others in our lives.

In this book, Ferrazzi, a highly successful entrepreneur and networker, shares his insights into how building authentic relationships can lead to success in all aspects of life. He argues that the secret to success isn't what you know, but who you know — and how well you nurture those relationships.

One of the book's core messages is the importance of generosity in networking. Ferrazzi emphasizes networking isn't about asking for favors or being transactional; it's about offering help, sharing knowledge, and being genuinely interested in the well-being of others.

Ferrazzi also introduces the idea of “never eating alone.” He explains that meals are a powerful way to connect with others, whether you're meeting a new contact or deepening existing relationships. He encourages readers to take every opportunity to break bread with someone, as these moments create informal, relaxed environments for real conversations. It's about making personal connections that go beyond business.

Another key takeaway from the book is the importance of follow-up and maintaining relationships. Ferrazzi offers practical strategies to stay in touch with people regularly and keep relationships alive. He advises creating a system to keep track of important contacts, checking in with them periodically, and finding ways to continue adding value to their lives.



Never Eat Alone provides the keys to building a powerful and genuine network. So, whether you're a business professional, entrepreneur, or just someone looking to grow your circle of influence, this book will equip you with the mindset and tools to make connections that truly matter.

REVIEW OF THE MONTH



“I can’t thank Spada Law Group, LLC enough for their incredible service. Betsy was amazing in helping my mom with her legal matters. She took the time to thoroughly explain everything to us, making the entire process much easier to understand. Her patience, professionalism, and dedication were evident throughout, and we felt truly cared for. I highly recommend Betsy and Spada Law Group to anyone in need of legal assistance. They go above and beyond for their clients!”

- Aida Velez

STAY SAFE ON THE SLOPES

Essential Skiing Tips to Avoid Accidents

Skiing is a blast – it offers the thrill of speed and the beauty of nature, but it also comes with its fair share of risks. With so many people sharing the slopes, it's important to follow the “rules of the road” to ensure the safety of yourself and others. Whether you're a seasoned skier or a beginner, these guidelines can help minimize the risk of accidents and injuries.

KNOW THE RESPONSIBILITY CODE

The National Ski Areas Association (NSAA) has established a Responsibility Code to promote safety on the slopes. Some of the key rules include:

MAINTAIN CONTROL

Be aware of your surroundings and be able to stop or avoid other people and objects at any time.

YIELD TO THOSE DOWNHILL

The skier or snowboarder ahead of you has the right of way. It's your responsibility to stay out of their way.

STOP IN SAFE PLACES

If you need to stop, do so at the side of the trail, where you're visible to others and out of the main traffic area.

OBSERVE POSTED SIGNS AND WARNINGS

Skiing out of bounds or ignoring trail markers can lead to dangerous situations, so always follow the posted instructions.

USE PROPER EQUIPMENT

To reduce the risk of injury, make sure your bindings, boots, and other gear are in good condition and properly adjusted.

COMMON SKIING INJURIES

Even when following the rules, accidents can happen. Common skiing injuries include:

- Knee injuries, especially to the ACL, due to falls or sudden twists.
- Fractures, typically in the legs or wrists, from high-impact collisions or falls.
- Head injuries can occur when skiers collide or fall. That's why helmets are crucial.
- Shoulder injuries such as dislocations are common when skiers fall on outstretched arms.

LEGAL HELP FOR SKIING ACCIDENTS

While skiing is a fantastic winter activity, injuries on the mountain are not uncommon. Len has represented injured skiers from all over the U.S. and helps them navigate the legal challenges that can arise from on-mountain accidents. In fact, we most recently helped a young snowboarder recover \$250,000 for injuries he sustained when he was hit from behind on the slopes of a Massachusetts mountain. If you've sustained an injury while skiing or snowboarding and have questions about your legal options, give us a call. Be safe out there this winter and enjoy the slopes responsibly!



Inspired by [AllRecipes.com](https://www.allrecipes.com)

You've heard Len talk a lot about being healthy. But for Thanksgiving, he says just go for it! This recipe perfectly combines the warm flavors of cinnamon, nutmeg, and cloves with the rich sweetness of apple butter. It's moist, delicious, and the perfect dessert for Thanksgiving!

INGREDIENTS

Topping

- 1 cup packed brown sugar
- 1 tsp ground cinnamon
- ½ tsp ground nutmeg
- ½ cup chopped pecans

Cake

- 2 cups all-purpose flour

- 1 tsp baking powder
- 1 tsp baking soda
- ½ tsp salt
- ½ cup butter, room temperature
- 1 cup white sugar
- 2 eggs, room temperature
- ¾ cup apple butter
- 1 tsp vanilla extract
- ½ cup whole bran cereal or wheat germ
- 1 cup sour cream

DIRECTIONS

1. Preheat oven to 350 degrees F (175 degrees C). Grease a 9x13-inch pan.
2. Prepare topping by mixing together the brown sugar, cinnamon, nutmeg, and chopped pecans.
3. Sift together the flour, baking powder, baking soda, and salt.
4. Beat butter and sugar together in a large bowl with an electric mixer until light and fluffy; add eggs one at a time, thoroughly beating each egg into the mixture before adding the next.
5. Add apple butter, vanilla, and wheat germ or cereal. Add sifted dry ingredients alternately with sour cream; mix well after each addition.
6. Pour half the batter into the prepared pan, sprinkle with half of the topping, and pour the remaining batter into the pan, topping with the rest of the topping.
7. Bake in the preheated oven until a tester inserted in the center comes out clean, about 40 minutes.



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Names That Almost Were

THE BIZARRE AND CREATIVE TITLES THAT NEARLY DEFINED OUR STATES



What if your state's name could have been something different? Let's look into the names that almost were.

KENTUCKY

Kentucky might have been Transylvania. In 1775, businessman Richard Henderson signed a treaty with the Cherokee tribe, securing land known as the Transylvania colony. However, Virginia had already claimed it. Years later, those living on Henderson's attempted purchase broke away to become Kentucky.

UTAH

When Brigham Young, leader of The Church of Jesus Christ of Latter-day Saints, moved the congregation west, he petitioned Congress to create a new state for them called Deseret, after a name in "The Book of Mormon." The government declined the request until 1896 and named the state Utah after the Ute tribe.

NEVADA

Nevada was almost Humboldt, named for explorer and naturalist Alexander von Humboldt, who popularized scientific exploration. Ultimately, when Nevada became a state in 1864, they used the Spanish word for "snow-covered."