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Spotlight Long Island

**Futterman, Lanza & Pasculli, LLP: Elder-Law Attorneys,
Now Times Three at Three Convenient LI Locations**

The lawyers at Futterman, Lanza & Pasculli, LLP have earned a reputation for success and client-centered representation, specializing in elder law and estate planning for many years.

Aaron E. Futterman and Ronald S. Lanza started Futterman & Lanza in 2004 with one office in Smithtown. They then merged their firm with Felicia Pasculli's, which had been operating for more than 20 years in Bay Shore, in October 2018. The firm went on to move to brand new, state-of-the-art offices in both Bay Shore and Smithtown, and also added a Garden City office in October 2019.

We recently interviewed Lanza about his firm's mission, challenges and more.

Q: What sets Futterman, Lanza & Pasculli apart from other law firms?

A: In the world of elder law – and that's the area of law we practice – we're one of the few firms that offers three locations. Some of our business, we cater to people advancing in age. And they like to do things in their neighborhood.

Q: What is the mission of Futterman, Lanza & Pasculli?

A: My mission of the firm is to try to give people the best solutions in light of their needs and the aging process that I can.

Q: What role does technology play in achieving that mission?

A: When we moved into these new offices, I also updated all of the computers. We made a significant investment in computer systems. So, I can meet with a client in any of my three locations and I have every bit of information that I have sitting in my Smithtown office.

Q: Have you had any cybersecurity issues?

A: Fortunately, we haven't had any breaches. We're fully protected with whatever technology the IT people installed on the computers when we moved the offices. So, we have all the requisite firewalls and security things and whatever it is the IT people said we need to protect ourselves. We have all the technology – brand new – that's designed to best protect us and our clients.

Q: Is there a common piece of advice that you find applies to all your clients?

A: There's no question about it: Some planning, even if it's very simple, is better than no planning. Anybody over the age of 18 needs to do some planning, even if it's



LEFT TO RIGHT: Felicia Pasculli, Aaron E. Futterman and Ronald S. Lanza

a simple healthcare proxy. The scenario where the clients get into trouble is when they've done nothing. Those are the real bad cases. That's where people could really be impacted.

Q: What is the biggest challenge that your firm is facing?

A: The biggest challenge I've had in the last year and a half is I'm managing now three separate, fully functioning offices. There are many more cases now than we had when it was just a single office. And the way I'm dealing with that is I've actually made an investment in human resources and we've hired extra people to assist me and to help me with these things so that I have more time to make sure these offices are running right.

Q: What do you like best about your job?

A: My favorite thing to do is to actually meet with the clients, find out what their needs and their wants are, what their concerns are and come up with a legal solution that fits their needs. If I could do that all day long and not have any other responsibilities, I'd be happy. And the reason I like that is because what you're doing is you're collaborating with people, trying to come up with a solution that everyone is happy with.

Q: What misperceptions about your firm may people have that you'd like to correct?

A: There's one that always bothers me. There's this perception that we help wealthy people with millions of dollars beat the system. And that's not true. Very few of my clients are multimillionaires. Most of my clients are middle-class people that come to me for advice because they can't afford special insurance for long-term care and they want to protect themselves.



**Smithtown location
(Also, offices in Garden City and Bay Shore)**

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