



## **Does Your Kid Play Soccer?** **ADVICE FROM A REF**

by Ben Glass

*Most of you know me as Ben, the lawyer, or Ben, the guy with enough kids to start a baseball team (very funny...). What some of you may not know, however, is that I've been a youth soccer referee for—wow—over 40 years now!*

This month is the popular Memorial Day youth soccer tournament known as The Virginian. Last year, I refereed four games for the U-15 boys, and it was a blast. My son Matt played a few games, as well, which gave me good reason to stick around and watch a large chunk of the tournament.



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There's sort of a brotherhood of soccer referees, no matter what level of soccer is being played. Not everyone is going to appreciate the subtleties of a foul call, or a referee's good positioning on a counter-attack, or most importantly—a referee's ability to *manage* the game. Great referees handle the emotion of the big games and get the players engaged in mutual respect with both the referee and the other team.

Anyone who's played turf sports can tell you: the field gets hotter by the hour! I was very impressed with the officiating crew, but particularly a 17-year old referee who had given one of the best performances of the year at any level, in my humble opinion.

After the game, I went up to compliment him on a job well done, and out of curiosity I asked him how many people had thanked him over the years beyond the obligatory "good game." His answer? Zero. Incredible.

This is why young referees get burned out. This is why, if you are a parent who sees mostly "not good" referees on your Division 5 NCSL or WAGS games, you don't get better referees. When you see a young referee give a good performance, you **NEED** to make a point to encourage him or her. You're never going to agree on all the calls, but a little decency and respect can go a long way towards encouraging a kid who is giving an honest and fair effort.

Last year, we had a popular promotion in which we gave away free "yellow cards" that people could use to "penalize" crappy parents who are harassing referees and making everyone's afternoon worse at the game. Those cards are back by popular demand. Want some? Email [staff@benglasslaw.com](mailto:staff@benglasslaw.com) with the subject line: Referee Cards.

Next time you're at a game, compliment a ref. A little love can go a long way towards sustaining a great sports environment for our kids here in Virginia. ■

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## Congratulations, Ben, on Winning the NAOPIA Top Ten Personal Injury Attorneys Award!

We're pleased to announce that Ben has been awarded the prestigious Top 10 Personal Injury Attorney in the State of Virginia Award. The award is given every year by the National Academy of Personal Injury Attorneys following a multi-phase selection process. As you know, there are a LOT of attorneys in the state, so this award is no small feat. Congratulations to Ben, and a special thanks to YOU, our readers, clients, and case-referrers who make all of this possible. We couldn't have done it without you.

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### Jobs? There are Plenty, but College Didn't Teach You How to Get Them

*Here are a couple of tips I can give you based on folks just like you that I have talked to:*

- 1 Stop just emailing résumés. Use the mailman in addition to any electronic submissions. Electronic submissions all look the same! You need to show up like no one else!
- 2 Job hunting is your job for now. Stop thinking that because you visited a bunch of online websites and submitted your résumé that you have "worked." You haven't. Get your story to as many people as you can. Work OVERTIME. This is your life. Sent 10 résumés today? Why not 110?
- 3 Try to find out who is making the hiring decision and find out something about them. There is no privacy in America, so use that to your advantage. I'm surprised at how many people come to my law firm or my marketing firm looking for a job and they start by asking us what we do! Are you kidding? It's not like I'm invisible on the Internet. (Google: Attorney Ben Glass or Ben Glass Marketing).
- 4 When you get an interview, you also need to be interviewing the interviewer. What opportunities will they offer you? How much will they teach you? What mentorship will there be? You will stand out if you show that you have worked hard to learn about the company (or person) interviewing you and that you are curious about them. Believe me, this can make a difference.
- 5 Say "thank you" and say it with real mail. Been on an interview and think you are going to impress someone by sending them an email to say "thanks?" You won't. Around here, we would call you a boob.

Let's get real folks. No one owes you anything, even if you have a (very expensive) degree.

***Need help? Call us.** We provide free mentoring to young'uns who impress us as motivated and serious about this. (And when you come see us, don't bring your mommy.)*

### Special Congratulations to Patrick and Kelsey Glass!

Patrick has recently retired from the Army and was immediately hired for a great new job. Kelsey will finish her master's program in education in May and has already locked up the job of her dreams teaching first graders in Loudoun County. Both diligently employed the tactics referenced in this article, so take these strategies to heart! They are life-changing. ■

## BGL's Best Bites PESTO GRILLED SHRIMP

by Sandi Glass



*Pesto Grilled Shrimp is the perfect dish for your next backyard barbeque.*

### Ingredients:

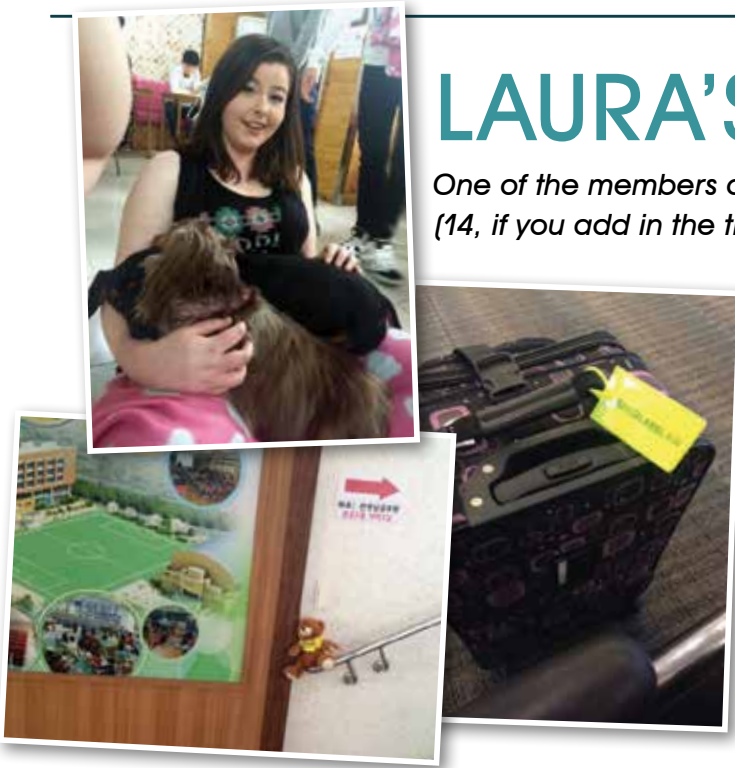
- 1/2 cup basil, packed
- 1 small clove garlic
- 1 tablespoon pine nuts, toasted
- 2 tablespoons parmesano-reggiano (parmesan), grated
- 2 tablespoons olive oil
- 1 tablespoon lemon juice (~1/4 lemon)
- salt and pepper to taste
- 1 pound shrimp, peeled and deveined

### Preparation:

- 1 Pulse the basil, garlic, pine nuts, parmesan, oil, lemon juice, salt and pepper in a food processor or blender until smooth.
- 2 Marinate the shrimp in the pesto for at least 20 minutes, up to overnight, in the fridge.
- 3 Skewer the shrimp and grill over medium-high heat until cooked, about 2–3 minutes per side. ■

# LAURA'S TRIP TO KOREA

*One of the members of our marketing team recently went on a 12-day (14, if you add in the travel time) trip across the globe to South Korea!*



*Top left to bottom right: Laura with two dogs at a "dog café;" Bengie Bear visiting a Korean school; Laura's luggage with a special BenGlassLaw tag.*

Laura Vezzani, our Outreach Coordinator, has been listening to Korean Pop Music (or K-Pop) since 2009. Her older brother had lived in Seoul, South Korea, for two years and is engaged to a young lady from Korea, as well. They have a long-standing attachment to the country and she was finally able to go for the last two weeks in March.

During her first few days, she stayed in Myungdong (which is a shopping city) where the streets had endless stores. Apparently, in Korea, if one store is successful on a street, they build an identical store on the same street a few stores down. If you see that one Etude House (makeup store) is too full for your liking, just walk about a block and you'll not only pass many

coffee shops, but you will almost certainly come across another Etude House.

One of her favorite things in Myungdong was what is called a "dog café." It is exactly what it sounds like: a coffee shop that has upwards of 15 dogs that roam around. It may sound strange, but these cafés are very well kept and the dogs are more than loved and cared for. People pay to come into these shops just to pet a dog. The dogs at this particular café were not lacking in personality. One of them, a Dalmatian, would turn up her nose at any female or older man. She would immediately approach an attractive younger man, though.

She only spent four days in Seoul (Myungdong, Incheon, Gangnam), then it was off to Busan! After a 5-hour train ride, she reached Busan, South Korea. Her friend teaches English in this city, and Laura was lucky enough to go with her friend, Ren, to work! Laura assisted Ren in the teaching of her many, many students by playing charades with them. Ren enjoyed making Laura act out "falling."

Bengie Bear even went to the schools with Laura and made friends with some of the younger kids.

This trip was a once-in-a-lifetime experience for Laura and we're super happy that she was able to take it. She did, however, say that she was excited to come back to work and we are happy that she is back. ■

## Reminder About Our Firm's Communication Policy

Our promise to you is that while we are working on your case, we don't take inbound phone calls, faxes or emails. Ben Glass takes no inbound unscheduled phone calls whatsoever. It makes him much more productive and helps get your case resolved faster. You can always call the office at 703-544-7876, and schedule an in-person or phone appointment, usually within 24-48 hours. This is a lot better than the endless game of "phone tag" played by most businesses today. Remember, too, that email is "quick," but is checked no more than twice a day. Replies are then scheduled into the calendar. So if it's really important, don't email—call the office instead.

**This publication is intended to educate the general public about personal injury, medical malpractice, and small business issues. It is not intended to be legal advice. Every case is different. The information in this newsletter may be freely copied and distributed as long as the newsletter is copied in its entirety.**



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**Congratulations,  
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## **Jobs? There are Plenty, but College Didn't Teach You How to Get Them** *by Ben Glass*

*It's graduation time! Congratulations. If you are holding a college degree, you have proven beyond doubt that you are smart and goal directed. While college is NOT for everyone, having a degree is a valuable ticket to the next step: The Real World.*

Now you need a job! Mom and Dad told you that, too. Problem is that if you pick up the newspaper or talk to your friends, you are going to hear gloom and doom, for sure.

I'd like to remove the gloom and doom for you. It's a lie. There are jobs out there, lots of them, especially for someone with a college degree! I know this because in my life I meet and talk to a lot of business owners and managers inside businesses. I'm a curious guy and I love talking to folks I meet about their lives and their businesses.

Here's the question I always ask: What's the biggest headache that you have in the business that you own (or manage)?

Would it surprise you to learn that over 90% of the time, the answer I get back is, "I can't find good employees." It doesn't shock me, but I hope that it gives you some hope.

There is a tremendous market out there for people like you who are ambitious, resourceful, dependable and CURIOUS.

What I see, though, is that you and your peers are making some really basic mistakes in looking for jobs. You are too lazy. You don't try to differentiate yourself. You aren't willing to "get your foot in the door" by volunteering or working at a lower pay than you might expect or (heaven forbid) working more than one job to start! You are going to have a long work life. You will likely change jobs and even careers several times before you retire. It's a journey and it all does not have to be accomplished with your first job!



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