



A Monthly Publication of Ben Glass Law  
This newsletter is for informational purposes only and no legal advice is intended.

# PLAY LEFT FULLBACK (Show Up Like No One Else)

by Ben Glass

*When I was 12 years old, I headed off to my first travel team soccer tryouts. I was a forward. I loved scoring goals. I could dribble past people inside and out. As we were heading down the road to the tryouts, my engineer dad, who, like me, had been introduced to soccer just three years earlier, asked me if he could give me some advice on the tryouts. "Sure, Dad," I said.*



*Can you find Ben? Answer next month.*

Dad told me that there was going to come a time in the practice where the coaches ask what positions we played. Dad told me to tell them I played "left fullback." I pointed out to my dad that (1) I was an attacker, not a defender; (2) I was right footed, not left; and (3) I didn't want to play defense, I wanted to play forward and score more goals. I asked him why he was giving me such advice.

Dad told me: "Look, you and I both know who is showing up for this tryout. We see them play every week. They are all pretty good soccer players. They are all forwards and midfielders; they like scoring goals; and, as far as I can tell, they are all right footed. Your goal is to make the team and start playing with better players. The best way to make the team is to look for a spot where there won't be a ton of competition. We'll figure out how to play left fullback later."

Sure enough, when it came time to go around the players and find out what positions they we all wanted to play, I was the only player who played left fullback. I made that team. Turns out it was a pretty good team. The name of the team was the Annandale Cavaliers. Six years later, when we were 18, we were the National Champion. That led to playing soccer in college on a scholarship (William & Mary), where I met my wife, Sandi. Recently, we celebrated 34 years of marriage.

Dad's big idea changed the entire trajectory of my life. He wasn't a marketer, but what he really gave me was marketing advice. Translated to what we do, the advice becomes: you better show up differently from everyone else. When you show up differently, you have a better chance of standing out and getting noticed.

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## OVER \$1 MILLION AWARDED FOR LONG-TERM DISABILITY CLAIM!

Our client was a former Booz Allen Hamilton Senior Systems Engineer / Program Manager insured by Hartford Life Insurance Company. She was disabled because of Lyme disease, fibromyalgia, chronic fatigue syndrome, autonomic dysfunction, and other debilitating conditions.

Hartford, in terminating her benefits, based its decision on two "paper reviews." In support of her disability, our client had the fact that she had been paid benefits for 27 months, no evidence that the condition improved, plenty of evidence that the condition worsened, the support of numerous treating physicians, a medication regiment that had been entirely ignored, failed surveillance ordered by the insurer, and even more.

The overall gist of the appeal was that when her benefits were denied, our client was on IV antibiotics almost constantly. To say she wasn't disabled was to say she should drive to work, and then work a full day, with an IV hanging out of her arm. It was a preposterous argument which, on appeal, fell flat on its head.

Benefits were promptly reinstated and past due benefits were paid. The total value of the claim was \$1,041,423.78. ■

# TOP TIPS FOR EATING REAL FOOD WHEN YOU'RE "TOO BUSY"

by Leslie Schall



*Cook Once, Eat Multiple Times: If you prepare new meals and snacks every day, you're looking at preparing 35 new dishes each week! Few of us have time for that. To cut your prep time, make enough food to last a meal or two. No matter what you're cooking, make extra for a meal or snack the next day or freeze extra for those days when you don't have time to cook.*

**Be a One-Trick Pony:** Make your favorite dishes multiple times! Everyone needs three or more Real Food staple dishes. Pick a few recipes from the Easy Mix and Match Guide (to get the guide free, go to [www.wellworksproject.com](http://www.wellworksproject.com)) and make them your go-to meals when you're too busy for anything else. Stock your pantry and freezer with the ingredients. Here's how it works: Get home from work, boil the water for your quinoa, thaw your fish in a sink of water, wash and cut your veggies and throw them in your steamer basket (5 minutes). Change out of your work clothes and by the time you're back in the kitchen, your water is boiling for the quinoa, your fish is ready to be baked and your veggies are ready to start steaming! Fifteen

minutes later, you're eating a delicious home-cooked meal for half the price you'd pay for a restaurant meal or takeout.

**Lists Save Time:** Even the professionals struggle - I'm a health coach and I still have days when I find myself standing in front of the refrigerator wondering what to eat. Keep a list of super-easy weekly go-to snacks and meals on your refrigerator. Each week, base your grocery list on what you need to restock. Label all containers and have a list of ready-to-eat frozen meals that are frozen for later.

## "Prepared" Doesn't Always Mean

**Processed:** Some of our favorite time-saving items are those containers of pre-washed spinach, spring mix and arugula!

Other time savers include organic frozen fruits and vegetables, BPA-free canned beans, canned tuna and salmon (wild caught, water packed, BPA free, "pole & line" or "troll" caught), frozen wild shrimp, frozen grass-fed hamburger patties, organic tomato sauce, and minced garlic in a jar.

**Hello Steamer Basket:** I discovered this handy tool in college and it is so quick and easy, I've been using it ever since! A steamer basket fits into any size pan and can steam everything from asparagus and broccoli to cauliflower, kale, sweet potato, Swiss chard and even frozen peas! It takes about 5 minutes for the water to boil and 4-8 minutes to cook the veggies, depending on your desired tenderness. ■

## About Leslie Schall



Leslie is a Holistic Health Coach, Business Strategy Consultant, and the Co-Founder of the WellWorksProject whose mission is to combine sound strategies in order to help companies and individuals find their way to well. They believe in the healing power of whole foods and that nutrition and health directly impact your ability to be your best - whether you're a parent, a leader, or an innovative and thriving organization. Find out more about their services at [wellworksproject.com](http://wellworksproject.com), Sign up for the free email tips and reference Ben Glass, and they'll send you a free copy of their Recipe Guide.

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## Play Left Fullback

When you ACT on big ideas, sometimes you can change the trajectory of your life, too. You don't have to be 12, though. Ask Harland Sanders, the guy who franchised "Kentucky Fried Chicken" at age 62. Go look at last month's BenGlassLaw newsletter and read about the 90-year-old in my neighborhood who set a new running record at age 90! (True, outliving many of your competitors is ONE way of showing up like no one else!)

Here's another big point about all of this: I just told you a story that no one else has. If you are a consumer, I've got a far better shot at getting you to remember that story than I do about getting you to remember what area of practice I'm in or whether "personal injury" includes getting hurt by slipping and falling.

Ask yourself: what's your "play left fullback" story? How are you showing up like no one else? Make these questions part of your daily routine and you'll be amazed at the results. ■

## BGL's Best Bites:

# QUICK AND EASY MONKEY BREAD

by Sandi Glass

### Ingredients:

2 large cans refrigerated  
flaky biscuits (16 oz)  
1 cup brown sugar  
1 tsp cinnamon  
3/4 cup butter (1 and a half sticks)  
1/2 cup chopped nuts (optional)



### Preparation:

Preheat oven to 350 degrees. Put butter, sugar and cinnamon in a small sauce pan over low heat. While that is melting, grease bundt pan with the butter wrappers or some extra butter.

Using kitchen shears (or a knife and cutting board), cut biscuits into quarters or sixths and drop loosely into greased pan. If adding nuts to your recipe, sprinkle them in between the biscuits as you add them to your pan.

Once the biscuits are in the pan, turn the heat up a little on the butter and sugar and stir constantly until it is combined and the lumps are out. There is no need to completely dissolve the sugar, but you can if you want to.

Pour hot butter and sugar mixture over the biscuits, distributing as evenly as possible. Place a cookie sheet on the rack below to catch drips and bake for 30-35 minutes.

Allow to cool at least 10 minutes before inverting onto a plate. It can fall apart if you remove it from the pan too soon. ■

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### Get Off The Phone And Drive Already

registration), you will be charged with that, too.

You'll then get a court date. If you're as lucky as my friend, you'll have a criminal defense attorney friend who will spend the morning in court with you for an exchange of good will and a couple slices of pizza. But if you don't have a criminal defense attorney in your network, you're either going to go it alone or have to fork out a good chunk of change to hire an attorney.

It also means taking off work, missing school, or missing the thousands of other things that you'd rather be doing than going to court early in the morning to be lectured to by a police officer, prosecutor and judge.

Look, I know it's tempting (and I've been guilty, too!). I know that we are so important that if we don't check that last text, read that urgent email, or reply to that poke on Facebook (do they even still have the poke feature?) that the world will come to a standstill. But for the sake of safety (and our collective sanity), get off the phone and just drive. ■

## For Our Attorney Referral Partners

If you are one of our many attorney referral partners, we thank you for the people you've allowed us to help this past month. We always make sure the client knows that you are the hero for having made the connection. If this month you find yourself with a personal injury, long-term disability, or medical malpractice case that you don't handle, give that person the BenGlassLaw number, 703-584-7277, and make sure they say, "Attorney (Your Name Here) sent me," so that we know who to thank. If you have any questions about how we handle referrals, email [info@benglasslaw.com](mailto:info@benglasslaw.com) with the subject line "Referral Partners" to learn more about our program.

## 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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## GET OFF THE PHONE AND DRIVE ALREADY!

### (A Few Words on Texting and Driving)

by James Abrenio

I could lecture you about the dangers of texting and driving by looking up the statistics on texting and car accidents. There are also countless stories to find on the Web about people (both young and old) hurt or killed due to texting drivers. It's indisputable how dangerous it is to text and drive.

Instead, I'm going to tell you about the hours I had to spend in court earlier this week because my friend got charged with texting and driving. Yes, in Virginia, it's illegal to text and drive. And if you're texting and driving, you can be pulled over by the police, and issued a ticket. And if you're doing something else illegal at the same time (like having an expired



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