



KEEP IT ALIVE OR LET IT DIE? FADS FROM THE 2000s

It's hard to believe the first decade of the 2000s is already six years behind us. What do we call it exactly? The 00s? The twenty-somethings? The "aughts?" No matter your preference, the 2000s have left us with some cultural oddities that have to be dealt with. Time for "Keep or Kill!"

KEEP: RAZR Flip Phones

Most of us would agree that smartphones are amazing, but with every leap in technology, something is lost. In this case, smartphones lack the ability to angrily hang up on someone. With those old flip phones, the person on the other end knew when you were done. That slam was so satisfying, and now it's gone for good. Also, people put a little more thought into their texts when you had to press the number 7 four times just to get the letter S.

KILL: Auto-tune

At some point in our history, I like to think that success in the music industry meant you had to demonstrate you were a better musician than the other people in line. Boy, was that naive! Why bother hitting a note when a computer can do it for you? Just talk into a microphone about money, bottle service, and women of ill-repute - auto-tune will do the rest! This fad can die a fiery death and I'd have no regrets. Unless there's a new T-Pain album about to drop.

KEEP: GPS

For those of you that don't remember a time before GPS, let me jog your memory. "Yeah, you're gonna wanna take a right at the stump, keep goin' until you pass the empty lot where the Bennigan's used to be, then go straight through the fork in the road. If you see the liposuction billboard on your left, you've gone too far. Then you're gonna..." Yeah, no, thanks.

KILL: The Segway

For a while there, it seemed like the "future of transportation" was really set to take off. Its core benefit just seemed so utterly American: "Walking is too hard; someone build me a machine where all I have to do is lean forward." We all quietly snickered at the Segway tours passing by, but it all ground to a halt when the owner of the company went off an 80-foot cliff while riding one near his home. Unfortunately, it seems the Segway will live on in its 2016 counterpart, the hoverboard.



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SEPTEMBER VIP PROGRAM REPORT

The Ben Glass Law VIP program is designed to “give back” to the community in areas of the law and business and life that don’t really have any connection to our core practice areas. Our VIP members get a host of “Ben time” for free, practical advice; free insurance and contract reviews; and, now, free legal documents.

As one of our presidential candidates would say: “that’s yuge!”

- Helped a doctor prepare for her first deposition. She was the treating doctor for a patient and she was going to be deposed. She knew we (because we are not involved in the case) would provide good, unbiased advice for her.
- Provided notary services to 5 VIP members. (Seriously, why are you still waiting in line at a bank?)
- Counseled a couple of high school students on “life choices” as they prepare to head off to college.
- Helped a local high school to craft a marketing plan to get more sponsorships for the high school’s athletics

Want to become a FREE BenGlassLaw VIP member? Visit www.BenGlassLawVIP.com ■

BGL’s Best Bites:

CAROLINE’S LEMON PARMESAN SHRIMP WITH ZOODLES

Ingredients:

1 tbsp olive oil
1 tbsp unsalted butter
½ lb frozen cooked medium shrimp, thawed (peeled, deveined, tail off)
1 clove garlic, crushed
Pinch all spice
¼ cup shredded parmesan cheese
Salt & pepper (to taste)

For Sauce—

Heavy cream substitute (½ cup [melted] unsalted butter & ¾ cup skim milk)
2 tbsp lemon juice
1 cup shredded parmesan cheese
Salt and pepper (to taste)

For Zoodles—

2 large zucchini squash
Spiralizer
Salt and pepper (to taste)



Directions:

Spiralize zucchini; put in colander to drain excess water; set aside

Shrimp:

Heat olive oil in large sauce pan over medium-low heat
Salt and pepper shrimp
Add shrimp to pan
Cook until ¾ cooked, about 4-5 minutes, stirring frequently
Remove shrimp from pan
Drain excess fat and oil
Add butter and dash of olive oil to pan and return shrimp to pan
Drizzle lemon juice on shrimp
Add all spice, parmesan cheese and garlic; stir well
Remove from heat and set aside

Sauce:

While shrimp is cooking, start sauce in small pot:
Melt unsalted butter over medium-low heat

Add milk, stirring well until blended
Add lemon juice, parmesan, salt & pepper to taste
Bring to bubbling boil
Remove from heat

Add zoodles to sauce pan with shrimp
Return pan to stove over medium-low heat
Add sauce
Stir, stir, stir!
Simmer about 4 minutes

Enjoy!



Special Thanks to Caroline Whitlock, our Intake Specialist at BenGlassLaw, for sharing one of her favorite recipes with us. If you or a friend are in an accident and call our firm, it's Caroline's voice you'll hear! ■

GetItSettled! University LIVE

When: Saturday, September 17, 10:00 a.m.

Where: BenGlassLaw
3915 Old Lee Highway, Suite 22-B
Fairfax, VA 22030

Why? To help fulfill our mission at BenGlassLaw – Helping You Make Great Decisions about Your Legal Issues

100% FREE information-packed session on settling your claim without an attorney.

On Saturday, September 17, at 10:00 a.m., attorney James Abrenio and ex-insurance adjuster Joe Mann are putting on a resource-packed one-hour in-person presentation on how to settle a claim without getting an attorney involved. James will provide a simple framework to empower you to talk with confidence and authority to the insurance company. Joe will offer his unique perspective from the 'dark side' and equip you with a couple quick tools to use as leverage against the insurance company.

Who is this for?

- It's for you if you sustained soft-tissue injuries that are resolving or have resolved.
- It's for you if you want to handle the claim yourself, but aren't sure how settlement works.
- It's for you if you aren't sure that you need an attorney.
- Even if your case is probably one that you need to retain an attorney for, come check it out. This is Personal Injury Law 101 and will provide you the foundation of what will happen in your complex case. That will make you a better client and feel more comfortable about what's happening "behind the scenes" in your own auto claim.

Who is this NOT for?

- It's not for you if you experienced discomfort, but did not seek medical attention.
- It's not for you if you are seeking specific legal advice about your claim. James is here to educate attendees, not to represent you.

Want to come? Call our main office number **(703-544-7876)** and ask to reserve seat ASAP!

And, yes, you can and should recommend this to friends and acquaintances who have been in an accident, big or small.

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Keep It Alive or Let It Die? Fads from the 2000s

KEEP: Emails from Nigerian Princes

I've heard a lot of salacious and offensive rumors surrounding Nigerian Princes and their email habits, but to me this sounds like a no-brainer. All I have to do is pay an advance fee to open a foreign bank account, and the prince will let me keep 10% of his \$1.8 million! I'm ashamed to know so many of my countrymen have turned their backs on this guy, even after he survived assassination attempts from rebel forces. My check should come in the mail any day now, alongside my new Tower Records gift cards.

KILL: Crocs

Crocs are plastic, neon, holed "footwear" that exist somewhere on the spectrum between beach sandals and Swiss cheese. They're perfect for people who want the inconvenience of a Dutch clog without the hassle of things like "arch support" or "shoelaces." Crocs are about as classy as a Chipotle-catered wedding behind an abandoned K-Mart. Wait, scratch that. A Chipotle-catered wedding sounds amazing.

Now that the list is settled, we can finally feel some closure about one of the weirdest decades in American history. Stay tuned for our next installment of Keep or Kill, set to come off the presses in September 2026. ■

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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What has the BENGLASSLAW VIP
Program been doing for people
recently? Find out on Page 2

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ADULTS WHO HOST HOUSE PARTIES FOR TEENS CAN NOW LOSE THEIR HOMES

by Ben Glass

The Maryland Court of Appeals has ruled that adults who knowingly serve alcohol to underage drinkers can now be held civilly liable if those they serve cause death or harm to another. Civil liability means that you are potentially responsible for payment of damages or other court enforcement in a lawsuit. In other words, your house could be put up as an asset as part of an underage drinking case. This is a REVOLUTIONARY change in Maryland. Parents everywhere should heed this ruling and, frankly, Virginia should follow Maryland's lead.

Current Virginia law sets a high bar for misdemeanor criminal charges (contributing to the delinquency of a minor) in cases when parents knowingly host parties where alcohol is served to underage drinkers. Penalties can be severe – in 2007, one couple in Charlottesville was sent to jail to serve a two-year sentence for providing alcohol to minors at their son's 16th birthday party in their home. The Albemarle County Commonwealth's Attorney called it the worst case of underage drinking he had dealt with in 15 years. But what about parents who think, "I'm not THAT bad; my kid isn't 16! He's 18 (or 19 or 20) – what harm can a few beers cause?"

Folks, it is time for this outdated "look the other way" approach to underage drinking to come into the 21st century. Hosting parties for underage kids is not "cool." We all read the stories of lives tragically and permanently altered because underage drinking was allowed and encouraged at someone's home. As the father of nine and as a lawyer, I have to tell you, these cases just kill me. There are never any winners – only people who would give anything to go back in time and make better choices. So if the new civil liability statute in Maryland causes parents to decide not to risk it – GOOD! As the slogan goes, "those who host lose the most." No house party is worth getting someone hurt or killed and then losing your house because you hosted an underage teenage drinking party. ■





IT'S BACK TO SCHOOL WE GO

We've got about 6,000 readers of this newsletter. We've heard that lots of teens are given it to read by their parents, especially this "inside the mind part." That's just awesome. (If your kiddo is going off to college and you want this newsletter to continue to be on their reading list, just contact us!)

Since we have so many who are college-bound, I thought I'd throw in my 2 cents worth on how you should be thinking about this deal. As you know, I've had four graduate from college (lawyer, pastor, IT recruiter and first grade teacher) and I've got five teens at home. I also employ those who have graduated from college, so I know a little bit about what will make this venture a successful investment of your time *and your parents' money*. Part of this I wish I had known more about in August 1976, when I headed off to William & Mary.

Here's the mindset part:

1. Don't be intimidated by all the smart people that are there. I spent my first two years in college being in awe of people who looked and *acted* smarter than I thought I was. I set my sights for academics way too low because I just *couldn't be like them*. This, I now realize, was B.S. Just because someone is your college classmate doesn't really mean that they know what it takes to be successful. You have everything even the best have. Don't shortcut yourself.
2. Learn how to learn. This is not 13th grade. This is life. (Well, in large part, it is life. In some parts, it is still fantasy land.) I found both academic and athletics (I played soccer at W&M) were a BIG step up in college. I made a mistake in not thinking that the "learn how to study" seminars were for me. After all, I had gotten really good grades in high school. Take advantage of every opportunity to learn how to learn. This is absolutely the KEY TO LIFE. We have a saying around here: The learned are prepared for a world that will no longer exist while the learners will be prepared for anything.
3. If there are any classes or seminars on The Power of Focus, take them. Never in the history of humankind have there been so many distractions vying for your attention. Most people have an attention span of about 12 seconds. This will probably be the toughest hurdle for you as you leave your parents' direct eye to be watched by NOBODY BUT YOURSELF. ■



SMALL BUSINESS TIP

KNOW WHO YOUR CUSTOMERS ARE

There's a new restaurant that's opened here in Fairfax. It's Chops Craftthouse. The good news is that it serves great food. I've been there four times, mostly for lunch, but I've had one dinner, as well. It gets great and deserved reviews for its food.

The problem is that it probably won't be around long. It's in a location that has seen at least three other restaurants die out. It's a little hard to see from the road and it's not really near any office parks that could provide at least a good-sized lunch crowd. I've not seen any print advertising, so I suspect they have found that media too expensive. They are relying on Facebook advertising. Most of the time when I go there for lunch, I'm one of about 10 patrons (or less).

I see it as being in a death spiral.

How could it save itself? By simply asking each of its guests for their

names and addresses, for starters. As I said, I've been there four times, but no one ever asks for my name. If they had my name (and I'd give them my email if they asked), they would at least be able to send me offers for lunch specials when times were slow. Done properly, they'd know when I hadn't returned for a few weeks and they'd reach out to me. They'd perhaps reward me for referring other folks or bringing them in with me.

ANYTHING would be better than NOT doing name capture and direct marketing back to those they already know like them.

Now, to be fair, I don't think I've seen any restaurant do this very well. I once walked into a Subway restaurant on the Monday of Thanksgiving week. The owner was moaning about the lack of customers and all I could think about was the thousands of college students a mile away who were still on campus and who could be direct marketed to if only the restaurant had the names. All small businesses should figure out a way to capture names.

(Are you a small business owner in need of a marketing strategy? Become a Ben Glass Law VIP member (BenGlassLawVIP.com) and set up a time to come chat!) ■

OUR APOLOGY ON BEHALF OF THE GOOD LAWYERS

The vast majority of lawyers I know are "real people" who work hard for their clients in order to provide for their families. Still, there are those out there who give the rest of us a bad name. At BenGlassLaw, we'd like to apologize to society for the following lawyers who are just idiots:

- The lawyer who represents the elementary school teacher in Miami-Dade County (Florida). Although she doesn't speak Spanish, she applied for a teaching position where speaking Spanish was a requirement. She is suing for racial discrimination.
- Those lawyers who are representing people suing Starbucks for either "under filling" lattes or for putting too much ice in the *iced coffee*. Here's the deal: If you don't like what the barista just handed you, then just hand it back. This is just like the idiotic lawsuit against

Subway when it turned out their "foot-long" subs were only 11 inches!

- The lawyers suing Spalding in a class-action lawsuit when one of their "never goes flat" basketballs lost air over the course of a year.

These are NOT serious legal matters. Courtroom time is too precious to waste on this nonsense.

To good people everywhere, we at BenGlassLaw say, "we are sorry that some lawyers are idiots." ■

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