



A Monthly Publication of BENGGLASSLAW

This newsletter is for informational purposes only and no legal advice is intended.

Christmas Movies THAT DON'T GET ENOUGH LOVE

The Family Man

What seems like a simple story (a rich businessman is given the chance to see his life if he had started a family with his college sweetheart) is taken to the next level by performances from Tea Leoni, Nicolas Cage and Don Cheadle. It really captures the joy of parenting and the loneliness of wealth. Even Jeremy Piven puts in some really heartfelt work. It's the kind of film that sticks with you for years, especially if you have raised young children, and it's not mentioned enough every Christmas season. (Warning: it's a movie for parents, but not for young children)

A Muppet Christmas Carol

This story has been told so many times in so many different ways, but many argue that Michael Caine in *A Muppet Christmas Carol* is the greatest Ebenezer Scrooge of all time. It features original music and is genuinely funny. You don't expect a film to be a tear-jerker when half the cast is made of felt, but it's true. The music alone makes this worth a watch if you've never seen it.

Die Hard

Just kidding. Totally a Christmas movie, though.

Small One

For those of you who enjoy religious Christmas movies, *Small One* has wonderful animation and great music behind it. The short film depicts the story of a young boy selling his donkey to Joseph and Mary for their trip to Bethlehem. There are so many great Christmas shorts (*Charlie Brown*, *The Grinch*, *The Little Drummer Boy*), but this one is rarely mentioned.

Jingle All the Way

This movie gets made fun of by people who haven't seen it, because they can't believe Arnold Schwarzenegger can be in a good Christmas movie, but for those who have actually seen the film, it's a cult classic. Sinbad and Phil Hartman are hilarious, and the film has become a "period piece" in its own right for depicting the "toy rush" parents would have to go through before cell phones and the Internet. Producer Chris Columbus—known for *The Goonies*, *Harry Potter*, and *Home Alone*—had a big hand in the film and it shows. Good action, good humor and good pacing make *Jingle All the Way* an annual tradition in some households, believe it or not!

Enjoy the Christmas movie season! Hopefully, we've added a new family favorite to your list. ■

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OUR MISSION STATEMENT

**"WE HELP PEOPLE MAKE
GREAT DECISIONS
ABOUT THEIR
LEGAL ISSUES."**



It may sound simple, but the truth is that not everyone operates like we do. Even when we can't help someone directly, we consider it important to make sure that they are matched up with a potential answer to their question or problem. We never "send people on their way." We are committed to being a positive, useful resource for anyone who has a legal issue.

If you know of someone who might need an attorney or has a legal question, hand them this newsletter. Let them know that there is a law firm that wants to guide them to a great decision. We're just a call or contact form away.

BGL's Best Bites: CHRISTMAS CRANBERRY SLUSH/PUNCH

Ingredients:

(not your children's Slurpee!)

- 1 (32 oz.) bottle cranberry juice cocktail
- 1 (12 oz.) can frozen limeade
- 12 oz. Jack Daniels (or more to taste)
- 2 (2-liter) bottles ginger ale (I use Diet Cranberry Ginger Ale—you'll never know the difference!)

Directions:

- 1 In large bowl, mix cranberry juice, frozen limeade and Jack Daniels (use the limeade can to measure).
- 2 Pour into freezer-safe plastic containers.
- 3 Freeze overnight or preferably 24 hours.

About 30 minutes – 1 hour before serving, remove mixture from freezer and allow to thaw a little.

When ready to serve, scoop/scrape mixture into punch bowl.

- 4 Add ginger ale (to taste) and stir.

Enjoy!

*Recipe can be doubled, tripled, quadrupled! Leftover frozen mixture can be refrozen, and leftover punch can be refrozen, too, and scooped out for a quick taste of the holidays (just add a small amount of ginger ale to make it slushy and not water it down too much). ■



THE VIP PROGRAM IS A BIG HIT, AND YOU CAN JOIN FREE!

"We met with Ben through his VIP program. We needed help interpreting an Oil, Gas & Mineral Lease. This was not within Ben's area of expertise, but with all his contacts, he was able to give us the names of several lawyers to call in our area. He also sent along a very informative Internet oil site which is very helpful. Thanks, Ben!"

(Edited for Privacy Reasons)

Become a free VIP member by visiting www.BenGlassLawVIP.com or by calling our office. Benefits include:

- Free Simple Wills, Contracts, and Small Business Documents
- Free Family and Small Business Contract Review
- Free Notary Service
- Free Insurance Policy Review
- Free Inclusion in the Return Keys Program
- Free 15-Minute Legal Consultation
- Free Entry into BenGlassLaw Contests

It is our mission to equip Virginians with everything they need to navigate their legal situations and make great decisions. Join the BenGlassLaw VIP Program today and let us impress you. ■



MERRY CHRISTMAS

FROM THE GLASS FAMILY!



From our family to yours, we wish you peace, love and joy this holiday season. Thank you for being part of our lives and allowing us to be part of yours.

Ben W Glass III

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.

BENGLASSLAW

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What makes the BENGLASSLAW
VIP Program such a big hit?
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Get It Settled! University

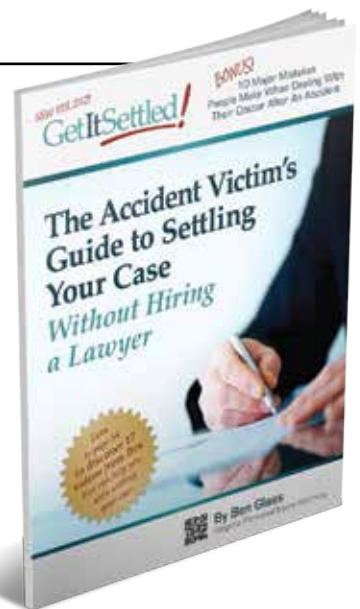
Many of you know about Ben's free book *Get It Settled: The Accident Victim's Guide to Selling Your Case without Hiring a Lawyer*. Most lawyers shy away from this idea, but we don't mind helping people who, in our professional opinion, do not need an attorney for their accident cases.

This year, we started hosting "Get It Settled University" to bring people into the office and walk them through the steps of settling their own cases. If you'd like to reserve a seat for the next one, visit www.GetItSettledUniversity.com

Here's a note BenGlassLaw attorney James Abrenio got from a happy "graduate" (edited for privacy):

"We followed the guide your firm put out and your advice exactly—the adjuster said that he's never seen a package that well put together from an individual (he's been an adjuster for 30 years). We just got a call from the insurance company offering us \$10,750 and the adjuster then offered (off the record) that he was authorized to do up to \$2,000 more (but then he hinted that he could do a little more than that). He said that anything more would require us filing a lawsuit. This is really close to the settling range (\$13-\$15k) that you suggested a while back without attorney representation and for soft-tissue damage. Based on your previous suggestion, I think that we are going to try to negotiate and settle it ourselves. We want to thank you for all your time and the great guide that your company puts out to help folks like us."

Want in on the next Get It Settled University? Just call the office or visit www.GetItSettledUniversity.com ■





THOUGHTS FOR THE SEASON

I was the oldest of seven. When I was six years old, I had four younger brothers and sisters. (Our whole neighborhood went to the local catholic elementary school.) We could all fit on the sofa in my parents' house for the Christmas card pictures that my mom would spend hours addressing. Christmas was a big deal in our family and it was a big deal in Annandale, Virginia. It was a really big deal at our school, obviously.

The excitement, for us, started building around Thanksgiving. First, the Sears "yearbook" would show up in the mail. It was a (seemed to me, anyway) huge catalog of toys. My brothers and sisters would take turns grabbing it for the night, circling stuff we wanted, and then making sure that it made its way back to Mom and Dad.

On the Wednesday of Thanksgiving, we would pile into the station wagon (no seat belts; sit in the back if you want or just stand on that "hump" running down the middle of the car and look over Dad's shoulder as he drove) and drove the hour and a half down to Richmond to visit relatives. My cousins drove in from all over the East Coast. It was a huge family annual tradition, gathering at my grandmother's house for Thanksgiving.

On Thanksgiving morning, we'd go to the main street in town and watch the Christmas parade. Fire trucks and marching bands and, of course, Santa.

On Friday, we'd get up and go "downtown" to see Santa. This dude was awesome. Known as the "real" Santa. We stood in a long line after eating breakfast. As you got toward the front, you'd meet first with his assistant. She, even in the '60s, was wired with a microphone that was used to relay our names to Santa as we walked the 20 feet or so to all sit on his lap. It amazes my siblings and me even today when we think about it. This was magic.

That tradition was only slightly altered in later years when my siblings and I began playing travel soccer. Back in the early '70s, playing in "international" Thanksgiving soccer tournaments was all the rage. These were "international" because we had teams driving down from the freezing cold of Toronto to play us or we'd meet them in an interesting place like Trenton, New Jersey! (We'd reciprocate and go to Canada when it was warmer.)

As a child, there was nothing like this time of year. Honestly... it never quite feels like that anymore. I find

it hard to get "into the season" because my "to do" lists remain longer than ever, the list of kids and grandkids that Sandi and I are trying to replicate the feeling that WE had at this time of year is long, and even though you CAN buy a ton of stuff on Amazon, it's just not the same as what our family did, which was walk the *outdoor* malls with our gift giving lists in hand.

Running two businesses and now being responsible for not only all the folks I employ, but also all of our law clients and customers of my practice-building coaching company means I'm checking my numbers, making sure we hit and exceeded them, figuring out end-of-year bonuses and, "how are we going to do the Holiday Party and make it DIFFERENT this year?"

Sometimes, all of that just gives me a headache. And, oh, did I mention that while there aren't many Thanksgiving soccer tournaments, it seems you can chase your kiddos around to a soccer, basketball, baseball or softball tournament just about every weekend? And we're not talking Trenton! Everyone wants to go to Disney!

In other words, this time used to be a time to breathe. Let's get that back. Here are some of the things I try to do:

1. Turn the devices off. My readings indicate that the part of the brain that takes a gambler back, over and over, to the slots/track whatever, is the same part of the brain that is "lit up" every time we pick up the damn phone and check email, Facebook or our favorite newsfeed. This is killing us because our brains get no time to rest.
2. Get involved with your kids. Sure, they like to spend time with their heads in their devices, too. Screw that. They are only young once. I've got five teenagers at home and I can tell you that I am thoroughly enjoying the time I spend with them, even if I have to *force* them to interact with me.
3. If you are afraid something is going to fall through the tracks if you don't email it right now, then just

get into the habit of carrying a journal around with you. A real journal. Leather bound. Good paper to write on. Treat yourself to a good, quality pen. *Thinking* and writing down your thoughts does wonders to calm the brain. First, it allows the brain to offload the idea. It no longer has to work to keep the idea in memory. Second, what you think is a terrific idea that must be acted on right now usually doesn't look all that terrific the next day. I guarantee that half the stuff we think is important right now as you are reading this actually is so unimportant that nothing bad will happen if you let it slip completely. Using my system, however, you write it down and review it tomorrow. Then you decide. Most of the time, I just scratch through things and say to myself, "nope," wasn't that important after all.

4. Get up early and just think. I recently met with a terrific mindset coach. In just a short while, he showed me some cool ways to meditate in order to just start the day flushing out all of the BS that runs through my head. It's now a habit.
5. Read and study. Always. Commit to being a forever learner. For me, this means real books. I generally fill the inside and outside covers with my thoughts as I get through a book. Later, I will add some of the thoughts to an electronic document that I have that just serves as my personal "manifesto." It's where I store ideas and motivations that I can come back to in order to center myself.
6. Finally, say "no" to more stuff. Gosh, when you become a leader, it does seem that more and more "stuff" comes pouring your way. Most of it will fall outside the 20% of things that will really make a difference in your life. I hereby give you permission to say "no" and I promise I'll have integrity with myself to do the same.

No matter what your religious or family traditions are, I hope that you will join me in reclaiming some space at this time of year.

Merry Christmas. Happy New Year. ■

WHAT'S WITH SOCCER PARENTS THESE DAYS?

OK, stop with the craziness.

I was recently at a top youth soccer tournament with my 16-year-old, Matt. I ended one of the games by getting into a loud shouting match with some parents.

These were parents on Matt's own soccer team. They were setting horrible examples (by, for example, loudly asking the referee how much the other team had paid him!) or their kids and I had had enough of it.

They were shocked! Shocked that anyone would actually stand up to their nonsense. They didn't like it that I was calling them out on their misbehavior. *Tough.*

Their conduct had no business in a youth soccer game. They were setting a horrible example and the proof was that two of our players, hearing their parents "giving them permission" to insult the adult referees, got themselves thrown out of the game for then *insulting the referees in a very vile way.*

This goes way beyond the "*this is just a game*" mantra. We are teaching our kids that it's OK to disrespect other adults. There are no excuses. If you can't take the stress of having calls go against your kiddo (or, as was happening in this game, losing to a team you usually beat) then just get out. Youth sports has no place for you and your ilk.

Don't think that I will shut up and ignore you in 2017, either. The high school season starts in March. I'll be there, armed with a video camera. You might become a YouTube sensation. ■



SMALL BUSINESS TIP

YOU CAN'T IGNORE REALITY

There was a death in Fairfax City recently. The death of a small business. It died in infancy. Its death was preventable.

Chops restaurant opened earlier this year. Hats off to its owner who walked door to door through businesses to invite customers in. We went. Several times.

The food was good. The service was good. I thought the ambience was terrific, too.

So, if you are a restaurant with good food, service and ambience, how do you fail in six months?

Have no marketing plan.

Because it interests me a lot, every time I went in there, I'd try to talk marketing with the owner or one of her servers. It was free, unsolicited advice, so it was ignored. I even dropped off some of my favorite marketing books. Some written

by me and some by my friend Dan Kennedy.

My number one suggestion? Hey, let's at least get the names of the folks who are here and seem to be enjoying themselves. Let's figure out a way to stay in contact with them and get them to bring more people. Even though you are in a location where restaurant after restaurant has failed, you can make this work.

Crickets.

Oh, they had excuses. The worst was, "Our point of sale credit card system doesn't 'allow' us to get that data." What???? How about a piece of paper and a pen? How about an offer of "free desert if you come back in a week and bring a friend?"

No. "We have a Facebook page."

After I had been there three times and they didn't even seem to recognize that I had been there before and still weren't trying to collect my name, I predicted they had six months, at most.

I ran past there last month on one of my mid-morning runs. There it was: the sign on the door announcing where contractors and vendors could call now that the restaurant was closed.

Another preventable death.

Have a small biz in Northern Virginia? Want to talk marketing? Contact us. We are lawyers, but we love working with small business owners! All it will cost you is lunch! ■

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