



Northern Virginia Wins Amazon Headquarters Bid

But What Will it Mean for the Region?

After courting cities all around the country in what can be only described as “a season of the Bachelor only an investment banker would enjoy,” Amazon has finally made its decision.

New York City and Arlington, Virginia, will host the next two headquarters of the global juggernaut. Specifically, the northern Virginia HQ will be located in a newly branded neighborhood called “National Landing,” which is a combination of Crystal City, Pentagon City, and Potomac Yard in Alexandria. It was the cities, not Amazon, which went for the rebrand in an effort to win the bid.

Our region has been doing well economically - the federal government and its related industries provide a base level of jobs in the area that other U.S. cities don't have. We have a highly educated workforce, favorable corporate and tax laws, and we're the home of another Jeff Bezos-owned property, *The Washington Post*.

Amazon touts that it will bring between 25,000 and 50,000 jobs to the area and over \$2.5 billion in investments. Virginia is putting in nearly \$200 million to improve infrastructure, specifically the Metro stations and pedestrian areas around Reagan National Airport.

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BGL's Best Bites

HOLIDAY BLACK-EYED PEAS



Black-Eyed Peas are a New Year's classic in my family, but this approach takes the dish to a whole new level. I started cooking it this way a few years ago, and Googled to see who thought of it first.

Turns out, the French beat me to it: legendary chef Jacques Pepin described this as a "Black-Eyed Peas and Kale Ragout" in the New York Times in February 1991. Enjoy! *-Colin*

Ingredients (6 servings)

- 1 lb black-eyed peas (OR four 15-oz cans Glory Southern-Style Black-Eyed Peas)
- 1 lb kale, washed and cut into 2-inch pieces
- 8oz Virginia ham, cut into ¾-inch cubes
- 4 cloves garlic, peeled and sliced (2 tablespoons)
- Hot Sauce (to taste)

Directions:

- 1 If using raw black-eyed peas, rinse and start boiling the peas in 6 cups of water. Once they reach a boil, simmer for 45 minutes. Or just get those cans of Glory Black-Eyed Peas (trust me, this is the way to go) and reheat about 10-12 minutes.
- 2 While the black-eyed peas are cooking, sauté the cubed ham with the sliced garlic in a pan over medium-low heat.
- 3 Wash the Kale and chop it. After the ham has been sautéing for 5 minutes, add the kale to the pan with the ham and garlic and cover for 10 minutes (the kale will reduce a lot).
- 4 At serving time, combine the kale mixture with the beans, stir, bring to a boil and simmer together for 8 to 10 minutes. Serve with hot sauce, if desired (I use Frank's). ■

That's it! Simple, delicious, and perfect for the cozy, winter holidays.



Items Shelters Need That Are Rarely Donated

This time of year, pay special attention to those in your community who do not have a roof over their heads or food for the night. Here are some items that are in high demand at local shelters, but folks don't think to donate them as often:

Socks	Toilet Paper	Soap and Shampoo
First Aid Items	Underwear	Large, Sturdy Bags
Cooking	Old Cell Phones	Spices

Toothpaste and Toothbrushes

Food drives and blanket drives are fantastic, but keep in mind these overlooked items when you donate this year. It can make a profound difference in a family's life, especially in these cold winters! ■



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Northern Virginia Wins Amazon Headquarters Bid

With the plan set in stone, it's time to make some predictions for how Amazon HQ2 will impact the region:

1. The traffic is going to get even worse.

If you've lived in this area for any amount of time, you know that the traffic is a godless, nightmarish experience which drains one's soul of its life force. We've combined bumper cars, anger management, and drivers ed. into a chaotic, daily ritual that the founding fathers never intended. 50,000 jobs is great, but the region is already bursting at the seams.

2. Housing prices will skyrocket.

D.C. is not currently experiencing a crisis on the level of San Francisco or New York City – where property prices are so high that minimum wage labor cannot affordably live within two hours of the city – but Amazon HQ2 will move us firmly in that direction. In a city without skyscrapers, the strain is on Maryland and Northern Virginia to provide affordable housing. Property owners can rejoice, however.

3. Infrastructure will improve, but will it outpace population growth?

Metro has been a financial black hole for decades, but recently secured consistent funding from the surrounding governments. The Silver Line and the new Metro cars have been a step in the right direction, but faulty concrete in the \$2.7 billion Silver Line expansion has set the project back and embarrassed local authorities.

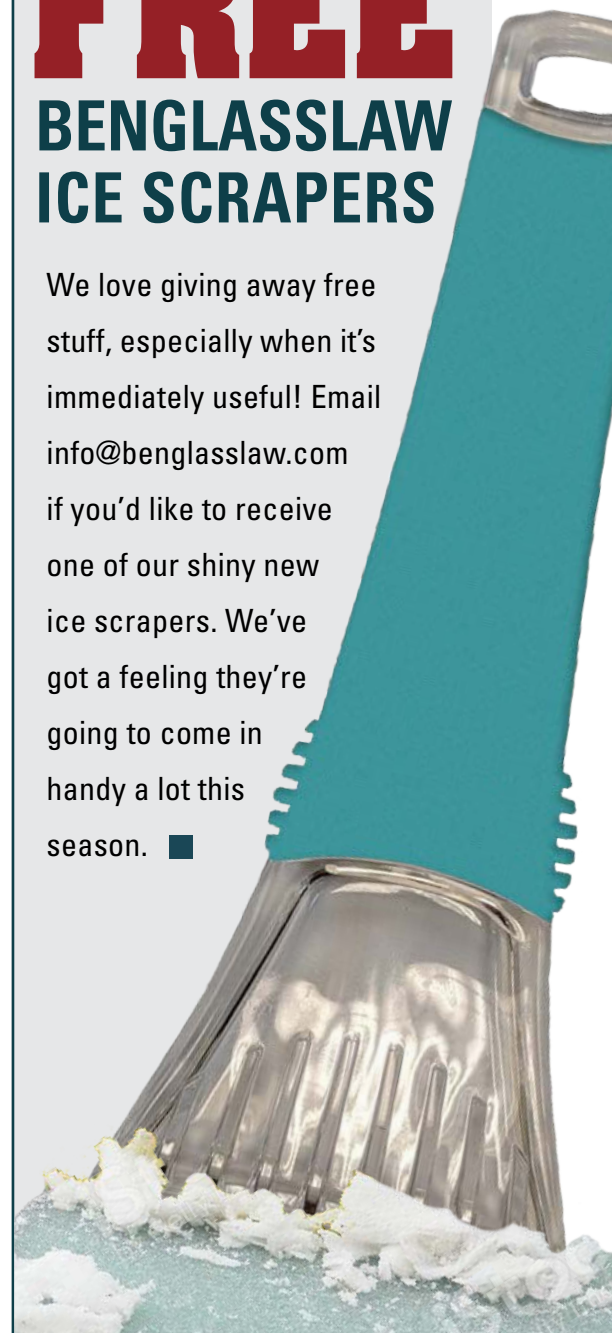
4. Amazon will become part of D.C. culture.

This will not have the same level of impact as Starbucks in Seattle or Ford in Detroit, etc., but Amazon will become a part of D.C.'s image to the rest of the country. Our city is known for politics, museums, government contracting, and the "foodie" scene, but now it will be known for a major online retailer, as well.

As Amazon starts to break ground in the area, we will see whether these predictions are off the mark. At the very least, the region is in for a mountain of financial investment and population growth. Get ready! ■

FREE BENGLASSLAW ICE SCRAPERS

We love giving away free stuff, especially when it's immediately useful! Email info@benglasslaw.com if you'd like to receive one of our shiny new ice scrapers. We've got a feeling they're going to come in handy a lot this season. ■



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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to announce that we have
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offices! Our phone numbers
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Inside This Issue...

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Merry Christmas from the BenGlassLaw Family

*From all of us at the law firm and from the
Glass family, we wish you a Merry Christmas and
happy holidays from the bottom of our hearts.
May your December be filled with joy, good health, and
quality time with the people who matter most to you.
If you're a former client or a friend of the firm, know
that you mean a lot to us! Thank you for being part
of our family and making us a part of your lives.*



INSIDE THE MIND OF BEN GLASS

Attorney,
Entrepreneur,
Father of Nine,
and Five-Time
Marathon Runner



THE BEN GLASS CENTER FOR GROWTH AND INNOVATION



Our Brand-New 1,100 Square Foot Training Center is Now Open for Community Use

Already, we've had referees, paralegals, politicians and lawyers in to use the space. In January, local pastors will be in to learn (from me) about evangelism and "tribe building." If you know of a local group that needs space to hold an event (up to about 40 people), let us know. ■

This could be you!

What's the One Thing I can do
such that by doing it
everything else will be easier or unnecessary?
Gary Keller - The One Thing

Deep Work is Hard.
Shallow Work is Easy.
Only Through Deep Work Can
You Produce at an Elite Level.
Cal Newport - Deep Work

The Best Way to
Predict Your Future
is to Create It.
Abraham Lincoln

Make Your Passion and
Your Work One and the Same and
Do It with People You Like.
Ray Dalio - Principles

What is the
Theory of Your Life?

*Some of the encouraging wall signage
throughout our new training facility.*

SMALL BUSINESS TIPS

COLLECTING YOUR END-OF-YEAR THOUGHTS

Hopefully, you will have some "down time" to share with family and friends. I've always found that week after Christmas to be a good time to get up early, enjoy the quiet (they sleep at my house) and do some deep thinking about the year to come. By that time, I will have done a lot of my "end-of-year" thinking, reviewed numbers and plans for next year, but still, that very last week has always been meaningful for me.



Here's a short "checkup list" that I use:

- 1 What was my score this year as a father and husband?** Break new records or stayed average? What, specifically, can I commit to (for me, write down in my journal) for next year?
- 2 Health.** I'll be turning 61 early in the year. I've been blessed with good health for my entire life. What am I specifically going to do in 2019 to keep my chances of living a fun, productive life, for a long time? Just so you know, one of my goals is to live, meaningfully, past 100!
- 3 In my companies, do we have the right people, sitting in the right seats, on the bus.** This is always challenging to growing companies, as mine are. I learn new things about this subject all the time.
- 4 How could I disrupt the *status quo* in my businesses?** Most lawyers are, frankly, lazy about this. How can we grab an even bigger piece of the pie?
- 5 What books do I need to re-read?** My current favorite above all is *Deep Work*, by Cal Newport. ■

WHAT WOULD BEN SAY?

How Disappointing. I was stunned to read the following headline one morning: *The National Federation of State High School Associations (NFHS) and the NFHS Network have entered into a partnership with PlayVS to begin the rollout of eSports competition in high schools throughout the nation.*

Surely, this must be a joke. The NFHS, home to high school sports across the country (you know, where you go out, run around, throw, bat or kick a ball – get EXERCISE) has thrown its lot into the slow death of America – eSports – where people sit on their butts, interact with people they don't know and get fatter, dumber and less able to deal with the real world. This must be a money play for the NFHS, which makes it all the more sad. Don't give me the line that, "Hey, kids learn to program when they play eSports." A tiny few *may*, but most don't. Armageddon awaits.

Something the Super Productive are Bragging about Now– In my circle of friends are some of the brightest and most productive lawyers and business owners in the country. Know what they are boasting about? It's NOT cars, houses, travel or money. It's putting down the cell phone! Disconnecting.



For many of us, a new sign of being very successful is the fact that we aren't seen as slaves to our phones. Next time you see me, I'll show you mine. There is no email, no web browser, and every app except texting and Waze shuts off at 7:00 p.m. Success leaves clues. According to a study published in the Journal of NeuroRegulation, "overuse or abuse of behavioral technologies may have a worse effect than opioid addition, in part because smartphone addiction can lead to reduced social connections and emotional regulation, as well as increased attention-deficit disorders and distractibility." ■

COLLEGE KIDS HOME ON BREAK SHOULD READ THIS

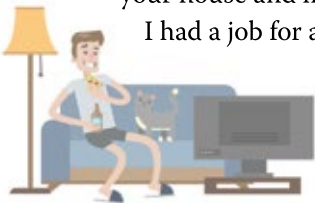
If you are reading this and you weren't able to get a job over the Holiday Break because "no one wants to hire someone for just a few weeks," you are making a big mistake with your life.

Get off your butt and go volunteer somewhere. That's how I got my first-ever job in law. I was in law school and no one was hiring from George Mason Law School at the time because it was brand new. So, I volunteered with a local law firm. I was a fly on the wall. I delivered documents. I answered the phone from time to time and I did it all FREE. Get out of

your house and into some other environment. In high school,

I had a job for a short time at a soccer retail store. I hung out there enough times, helping the owner – free.

He then hired me. Heck, you could go read books and newspapers to folks living in a senior center. Do something. Success is hard. ■



Interesting Christmas Factoid:

The market for fake Christmas trees is so large (over \$1 billion) that growers of real trees are taking 15 cents for every tree they harvest to fund a marketing campaign under the name of the Christmas Tree Promotion Board. Our family switched to plastic years ago and wouldn't look back, but I do like the smell of a real tree. What about you? ■

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