



Happy Easter from the BenGlassLaw Family

It's quite unusual for Easter to fall on the same day as April Fool's Day, but here's one message that isn't a prank:

To all of our readers, thank you from the bottom of our hearts for letting us be a small part of your

lives. We hope you enjoyed your holiday weekend with your family. Don't forget to tell everyone you love how much they mean to you—no matter the occasion.

15 LOCAL HIGH SCHOOLS PLEDGE TO TAKE PART IN THE BENGLASSLAW SPORTSMANSHIP CHALLENGE

Ben has been a youth soccer referee for 44 years, but the past few years has seen the biggest downturn in sportsmanship, respect for referees, and general attitude amongst players, coaches, and parents. The *Washington Post* ran an article last year claiming that referee abuse has caused a shortage in youth referees and unfortunately it's often the parents who are the worst perpetrators.

Instead of complaining about it, Ben decided to take action. Last year, we partnered with schools to hang up banners at sports fields that encourage parents to set a good example and Ben started carrying around special yellow cards to "card" parents who are acting out of line at his games.

This year, however, we've taken it a step further with the biggest campaign yet to fight back against referee abuse. The BenGlassLaw Varsity Soccer Sportsmanship Challenge offers teams a chance to win \$500 for both the boys' team and the girls' team (potentially \$1,000 per school) if they can make it the whole season without any yellow cards or red cards for unsportsmanlike conduct like dissent or profanity.

Originally, we invited 11 schools to the program. We mailed 100 packages to decision makers and influencers at schools, referee organizations, sports leagues, and media to make them aware of the problem and our solution. The response was so positive and so overwhelming that Ben generously decided to let in an additional four schools off the waiting list with the hope that next year we can expand the program even further.



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BGL's Best Bites

TIFINY'S EASY BACON, CHICKEN AND RANCH PIZZA

From the Chef: Homemade pizza is easy, fun for kids, and MUCH cheaper than delivery. If you think you cannot make a quality pizza at home, prepared to be surprised.

Making any pizza at home requires only four main ingredients. Pizza crust mix, sauce, cheese, and toppings. It's so easy, your kids could make YOU dinner.

Our favorite pizza is the bacon, chicken and ranch pizza. As the name suggests, the toppings are bacon and chicken, and the sauce is a ranch. You can add other ingredients if you prefer. We typically do half the pizza just bacon and chicken (for the kid), and the other half with jalapeños, onions, and tomatoes for the grownups.

For the crust, I typically get the 6.5 oz. bags of crust mix, but I usually need 3 or 4 of those packages since I like a thick crust. I would not use less than two packages since you will have a hard time spreading out the crust.



Ingredients

- 4 packages pizza crust mix, prepared
- ½ cup ranch dressing (maybe more or less, I rarely measure for pizza)
- 2 tablespoons melted butter
- Garlic powder to taste
- 4 grilled chicken breasts, shredded
- ½ package bacon, cooked and crumbled
- 1 cup shredded cheese

Directions:

- 1 Preheat oven to 400 degrees.
- 2 Spread the prepared pizza crust dough onto a square or a round pan. Brush the dough with melted butter flavored with some garlic powder.
- 3 Spread the ranch dressing over the flattened pizza crust, leaving room around the edges of the pizza. Top the ranch with ½ of the shredded cheese.
- 4 Top the pizza with the bacon and chicken. Add any additional toppings that you would enjoy.
- 5 Add the remaining cheese over the toppings.
- 6 Bake the pizza for about 20 minutes, or until the cheese is melted and the crust is brown. ■

Enjoy!

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15 Local High Schools Pledge to Take Part in the BenGlassLaw Sportsmanship Challenge

Here are the schools which have been accepted to the program for one or both of their teams:

Fairfax, South County, Thomas Jefferson, Fauquier, Robinson, JEB Stuart (to be renamed Justice High School next year), Garfield, Robert E. Lee, Woodson, West Springfield, Westfield, Lake Braddock, Centreville, Oakton, and Chantilly.

Congratulations to the schools that have been accepted. We're EAGER to write a lot of checks at the end of the season to schools that can make it all the way without unsportsmanlike behavior. There's a wonderful article in the Fairfax Connection about Ben's efforts with the program and

we hope more will catch on. Referee abuse is not talked about enough in our community and our goal is to make a measurable dent in unsportsmanlike conduct through Ben's generous incentive.

By the end of the year, we will be able to tell if schools on the program received fewer cards than the rest of the schools in Northern Virginia. If we can prove a measurable difference, we've made a real impact.

To learn more about the program or to nominate your school for next year's waiting list, visit www.SportsmanshipChallenge.com ■



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Congratulations to Dixon Hemphill for his ESPN Documentary!

Fans of the newsletter will recognize Dixon, our local 93-year-old runner and former world record holder, for his wit, charm, and eagerness to live a life of hard work and positivity. ESPN recently filmed a documentary about Masters Runners (specifically the 90+ category) and Dixon is featured alongside Orville Rogers, age 100.



Dixon and Ben

Dixon competed at the National Masters Indoor Championship last month in Landover, MD, and we couldn't be more proud of him. Congratulations, Dixon, for all of your accomplishments. We're humbled to have been a small part of your journey!

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BenGlassLaw Sponsors Local CrossFit Games at Origin Fitness in Burke

Those who signed up for the VIP program left with a ton of benefits:

- Free Family and Small Business Contract Review
- Free Insurance Policy Review
- Free Notary Service
- Free 15-Minute Legal Consultation
- Free Entry into BenGlassLaw Contests
- Dedicated VIP Hotline for Members

If you'd like to join the program, too, (it's 100% free) just visit www.BenGlassLawVIP.com. Special thanks to everyone at Origin Fitness for being so welcoming and supportive. We hope to see you again next year! ■



Each Friday, we gave away an Echo Spot and the reactions were priceless.



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 are the benefits of our
VIP Program? Learn more at
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BenGlassLaw Sponsors Local CrossFit Games at Origin Fitness in Burke

For over a year now, Ben has been doing the 5 a.m. workout at Origin Fitness in Burke, VA. It's a wonderful community for people looking to live healthier lives. When owner Jamie Gallagher reached out to Ben with an opportunity to sponsor the CrossFit Games for five consecutive Fridays, we jumped at the opportunity.

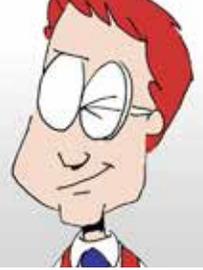
BenGlassLaw set up a booth at the CrossFit Games at Origin with tons of free stuff for adults and for kids. We gave away teddy bears, books, tumblers, phone wallets, Chap Stick, mouse pads – you name it! Folks who decided to sign up for our free VIP program were entered into a weekly drawing for a flashy Amazon Echo Spot. Each Friday, we gave away an Echo Spot and the reactions were priceless.

It may seem odd for a law firm to sponsor a fitness event, but for us it's right in our wheelhouse. We want to educate as many Virginians as possible so that they can make good legal decisions, whether they need an attorney like Ben or not.

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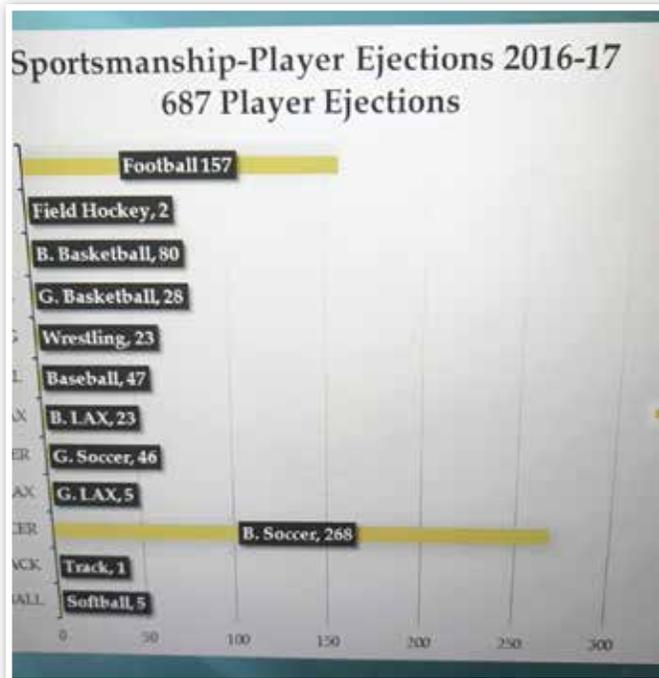
BenGlassLaw set up a booth at the CrossFit Games at Origin with tons of free stuff for adults and for kids.



Free Offer for Local Soccer Referees



By now, you all know about our Northern Virginia Varsity Soccer Sportsmanship Challenge. We started the challenge because the statistics on ejections in high school varsity soccer games (especially for boys) are astonishingly bad.



Virginia High School League Ejection statistics aren't pretty for soccer. Credit: VHSL pre-season training video.

As part of that program, we minted a special souvenir coin for soccer referees to use at the beginning of the game. If you are an active soccer referee and would like one, just email us at info@benglasslaw.com and we'll get one out to you at no charge. One local referee commented that not only was the coin itself a great idea, but that this was the nicest soccer referee toss coin he had ever seen! We have a limited number of these coins available, so email us early!

Little League Baseball, Too?

We had a local Little League baseball official reach out to us to see if we would produce our "yellow banner" and substitute the word "umpire" for the word "referee." Our answer: Of course, but first check with your local organization to make sure they will allow the banner to be put up. Our promise is that if you can secure the space, we'll get you the banner! (And we'd love it if you would give us a little social media "hug-n-tag" when it's up!) ■



SPEAKING OF SOCIAL MEDIA

BenGlassLaw runs a number of social media sites, but if you want to check in and see what Ben is writing on social media, then follow him on Twitter @benglasslaw or friend him on Facebook

(<https://www.facebook.com/LiveLifeVeryBig>). ■

SMALL BUSINESS TIP

THE POWER OF THE MASTERMIND

I have both run and been a member of mastermind groups for about 25 years now. When I left my old firm to start BenGlassLaw in 1995, I formed two of them, one local and one of some of the smartest attorneys in North America. Today, I continue to both participate in and run business mastermind groups.

Why be a part of a mastermind group? Let me count the reasons!

- Even a small company can have its own “board of directors.” These folks have an interest in your being successful, but they are otherwise distanced from the day-to-day running of the company.
- Sometimes what you need are “fresh eyes.”
- Name just about any business challenge and, with a properly selected group, someone in the group has met the challenge before and can offer advice and resources to you.
- Some things no one else will understand, ever. My friend, Bill Glazer, says that “the entrepreneur can be the loneliest person in the world.”
- Accountability. When you promise your group that you will do something before the next meeting, you GET IT DONE. Nothing puts pressure on you like a



Our lawyer MasterMind group meets three times a year for a day and a half each. Each firm gets an opportunity to present on “what’s working and what’s not” and brings some of their most pressing challenges to be solved by the group.

good mastermind group.

- Seeing how others have “found” opportunity will help you find more opportunity in your business.

By the way, this was Napoleon Hill’s “Principle #10” in *Think and Grow Rich*. Here’s a big tip if you are even invited to join a mastermind group: You do not want to be the smartest person in the room. Make sure, especially if you are paying, that many of the other folks in the room are further along the learning curve than you are. There’s nothing worse than being stuck in a group with folks who really aren’t ambitious achievers. ■

FITNESS IN 100 WORDS

As you can see from the rest of this newsletter, I’m loving CrossFit.

Having just turned 60, I figure I’ve got at least 30 more years to “achieve excellence.” CrossFit’s founder, Greg Glassman, has a great quote on fitness. You don’t need to buy and read any more fitness or diet books if you will follow this:

Eat meat and vegetables, nuts and seeds, some fruit, little starch and no sugar. Keep intake to levels that will support exercise but not body fat. Practice and train major lifts: Deadlift, clean, squat, presses, C&J, and snatch. Similarly, master the basics of gymnastics: pull-ups, dips, rope climb, push-ups, sit-ups, presses to handstand, pirouettes, flips, splits, and holds. Bike, run, swim, row, etc., hard and fast. Five or six days per week, mix these elements in as many combinations and patterns as creativity will allow. Routine is the enemy. Keep workouts short and intense. Regularly learn and play new sports.

My own summary of what Greg is saying: Live like the kid you used to be! ■



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