



A Monthly Publication of BENGlassLaw

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



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OUR FIRST YOUNG LAWYER EVENT TURNED A FEW HEADS

Ben Glass Fills a Gap in the Profession

It's an absolute joy to see the Ben Glass Training Center full of so many happy faces these past few months. A wide variety of groups have been able to take advantage of the space, from referees to paralegals to Justice Forward, a group of young Virginians pushing for criminal justice reform.

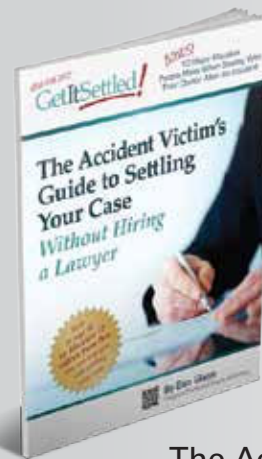
At this particular event, BenGlassLaw played host to a group of bright, young attorneys for an afternoon of socializing and professional training.

Every year (in order to keep their jobs!), lawyers have to undergo many hours of training called Continuing Legal Education or CLE. Since it's such a normal part of a lawyer's life, these CLE meetings haven't seen a whole lot of innovation over the past few decades.

As longtime readers will know, when Ben sees a problem, "waiting around for the problem to fix itself" isn't part of the game plan. Ben wanted to put on an event for young attorneys that would excite them about the practice of law.

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Our First Young Lawyer Event Turned a Few Heads

CLE events are not known for providing real entrepreneurship advice – in fact, very few involve any business or marketing training at all. Yet, it's the topic young lawyers need to hear the most! In the first hour, Ben gave a brand-new talk in which he shared how to ethically grow your business with education—first marketing. It's one of the founding principles of BenGlassLaw: Equip people with free information about their legal problems and help them make the best legal decisions possible – even if they don't need an attorney.

In the second hour of the event, there were special guest presenters from our friends at NAMI, the National Alliance on Mental Illness. NAMI is the nation's largest grassroots mental health organization. They are an association of hundreds of local affiliates, state organizations and volunteers who work to provide support and educate.

NAMI's presentation was unlike anything we'd ever seen before. Two people from our community who have persevered through mental health problems, talked about their journeys with NAMI's programs and support networks.

As a society, we're starting to communicate more openly about mental health and ways to help friends, family, and ourselves to live fulfilling lives. As a law firm, we need to



Lawyers travel from around the country to be trained by Ben Glass at our Center for Growth and Innovation.

be the best advocates we can be for our clients, and we need to educate juries and judges alike about the realities of living with a mental illness.

The event finished off with a fun networking social (complete with refreshments, of course). We had a blast putting on this event and we can't wait for the next one. We put on a CLE event our way, and we're proud of it.

If you'd like to use the Ben Glass Training Center for Growth and Innovation for your next small-group event, contact Colin Lynch at clynch@benglasslaw.com to check our availability. We love to host! ■



Young lawyers listened to a terrific presentation about "workplace wellness" from the National Alliance on Mental Illness (NAMI).

BGL's Best Bites



SHARON'S CHICKEN CASSEROLE

Ingredients

- Rotisserie Chicken – deboned and shredded
- 1 can cream of chicken soup – I use the low fat
- 1 can cream of mushroom soup – low fat
- 1 container sour cream – low fat or fat free
- 1 box chicken broth or chicken stock
- 1 package egg noodles (No Yolks)
- Pepperidge Farms Herb Stuffing



Directions:

- 1 Shred chicken from bone and set aside.
- 2 Cook ½ to ¾ of egg noodles according to package instructions using chicken broth or stock instead for ½ of the water.
- 3 Once noodles are done, drain and save liquid.
- 4 In a big bowl, mix all ingredients and about ½ cup of reserved liquid. Put in casserole dish.
- 5 In a separate bowl, melt 2-3 tablespoons of butter. Add stuffing and stir with a fork until well blended. Sprinkle over casserole.
- 6 My family likes the stuffing finer, so I put some in a Ziploc bag, use a rolling pin to make the stuffing finer.
- 7 Bake at 375 for about 30-45 minutes – until top is brown and it is bubbly. ■

Enjoy! Serves 4.

FREE ICE SCRAPER JUST ASK

The roads can get rough this time of year, but that doesn't stop morning commuters from rushing into the DMV's traffic circus without properly clearing their cars of snow and ice.

We analyze car damage and bodily injuries for a living, so believe us when we say that a sheet of ice flying off the top of a car can do a LOT of damage.

It just takes a few extra minutes to heat up your car and give it a thorough scraping. Then you can commute to work with the peace of mind knowing that you're not unintentionally endangering other folks on the road.

If your ice scraper isn't getting the job done, let us provide you with a new one free! Just email info@benglasslaw.com with the subject line "Ice Scraper" or call our office and we'll be happy to mail you one of our shiny new ice scrapers. ■

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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IMPORTANT! **We've Moved** **into a Brand New** **Office Space!**

We're excited and proud
to announce that we have
officially moved into our new
offices! Our phone numbers
remain the same. Our new
address: **3998 Fair Ridge Drive,**
Suite 250, Fairfax, VA 22033

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New Telephone Scam on the Rise Targeting the Elderly

According to a recent Bloomberg article, scammers steal about \$37 billion per year from America's elderly. Unfortunately, these scam attempts aren't going to slow down any time soon.

Many of the popular scams from the past decade are still in play. A scammer will tell the elderly person that she has won a sweepstakes, and all she needs to do is wire money to start the process. They continue to string her along until her life savings are depleted. The scammer will commonly tell the person that they need to keep their winnings a secret or they will lose their prize.

The fact that someone could do this to an elderly person is sickening, but we must look evil in the face if we are to understand it, defend against it, and eventually conquer it.

Recently, a new trend has started – hyper-focused attacks where the scammer knows a LOT about the target's life and will sometimes pretend to be a family member of the target. These calls can be quite intimidating, because the scammer is able to recite very specific things about the victim's life which can be used to build trust or cause confusion.

Keep an eye out for these scams, and spend time with your loved ones! The best defenses against these tactics are education and open communication. ■





WHAT'S ON BEN'S MIND?

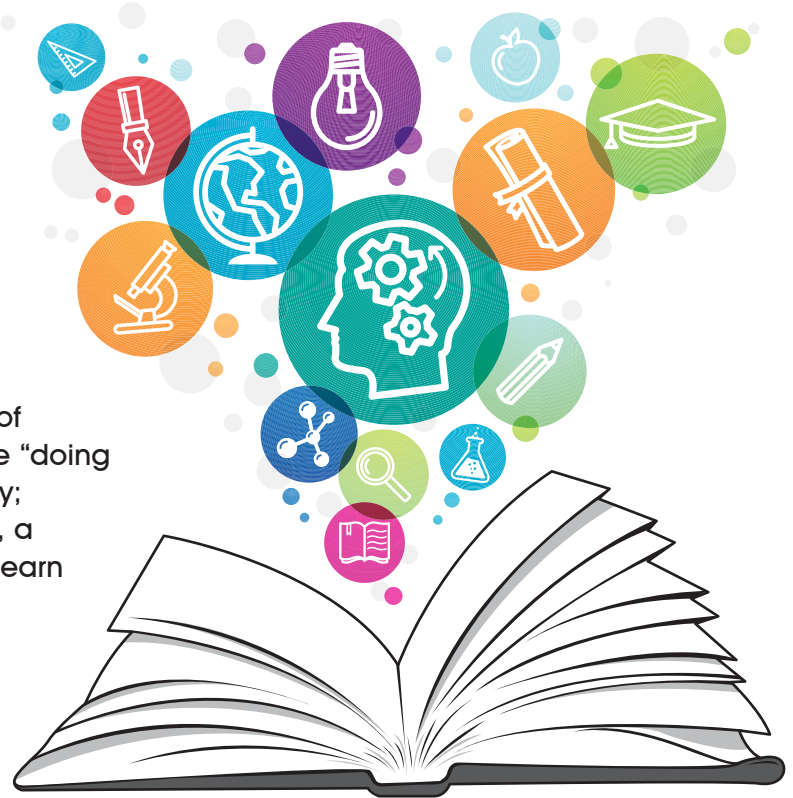
- **I don't get this whole "Russia interfered in our election" thing!** What is it they are claimed to have done? Buy votes? Nope. Hack the electronic voting system? Nope. Blackmail politicians? Nope. It is claimed that they interfered by *running ads* and other messages ("fake news") on all sorts of social media accounts. Big Whoopie. Most of the stuff on social media is some version of "fake news" anyway. No, that kitty cat did not scratch the burglar's eyes out! America ought to be embarrassed, not by the fact that the Russians were allowed to post (hey, we do advertise our country as a "free speech zone"), but by the fact that we are *actually influenced* by what we read on the iPhone. American politicians ought to be ashamed that their own messages are so weak and unreliable that a silly Facebook post (OK, lots of silly Facebook posts and Instagram photos) can change a person's mind. It's the intellectual laziness of so many Americans that should frighten us to death. Doesn't anyone have their own well-thought-out and carefully formulated ideas anymore? Does anyone even think much? We should invite more Russian spending on American social media. It keeps our economy moving!
- **Stupid lawsuit report: from Illinois.** A lawsuit against Amazon for "unlawful scheme to attempt to avoid responsibility for paying" its delivery drivers a minimum wage by paying by the day and not the hour. Wait. What? Amazon offers entrepreneurs a chance to earn \$300,000 a year by starting their own businesses making Amazon deliveries. The new "franchise owners" hire drivers on terms that both the franchise owner (who is incentivized to hire people who show up and don't crash into any other drivers) and the drivers (who, in this economy, have a choice of jobs) agree to. How can there be a valid lawsuit about "you didn't pay me enough" when the employer didn't have to hire you AT ALL to begin with and you didn't have to accept the job! That's just crazy-town!



- **The rise of sports betting in Virginia:** according to a recent poll by the Wason Center for Public Policy (Christopher Newport University), a majority of Virginians favor the legalization of sports betting in Virginia. When asked why, 32% said sports betting and casinos will produce more tax revenue; 25% said people *already do it*, so it should be regulated and taxed; and 29% say regulating it will make it safer. In my view, there is only one valid argument for allowing sports betting: liberty. People should be free to choose how to spend their money. The government should have no role in that decision. BUT if you bet and lose, don't ask me to (1) pay for your health care; (2) forgive your student loans; (3) fund your housing. All of life is a choice.
- **Court rules that politician who "blocks" constituent from Facebook violates First Amendment:** Oh, boy. More crazy-town. A federal appeals court has ruled that you have a First Amendment right to not be "unfriended" from a politician's Facebook account. Um. No. That's stupid. The First Amendment protects your right to speak out, but it doesn't guarantee you any particular platform. Just another sign that we are allowing our brains to be numbed into jelly by digital media." ■

SMALL BUSINESS TIPS

THREE CATEGORIES OF BOOKS FOR EVERY BUSINESS OWNER



Running a small business is hard. The owner is often first in, last out, and at times, last paid. Many owners of business got that way because they were good at the “doing of the thing.” Thus, the baker decides to start a bakery; the car mechanic, an auto repair shop; and the CPA, a bookkeeping business. Most never went to school to learn to be an OWNER.

If this is you, there are three types of books that need to be studied:

Your personal development: Focus? Discipline? Creative? It’s up to you. The owners who are their best personal selves have the best chance of leading a company that will not only survive, but thrive, in this ever-more-competitive economy. Without you and your discipline, there is likely no company.

How to build the best team around. If you want to build something that is more than just a job for you, you need a great team, yet this is not a skill we are born with. Learning to recruit, train and solidify a bunch of individuals into a team that will carry out the firm mission is critical. In fact, if you screw this part up, you will be on your way to eternal frustration.

How to get clients, patients, customers, etc. Unless you were a business major in college, it is likely that you never took a class in attraction of new customers, yet, without this skill, all of your other skills go to waste.

Are you a small business owner in Northern Virginia who would like to sit down with Ben Glass over lunch and share your challenges? We have a program for that and it’s free. (Well, you bring the lunch!) If interested, email Ben directly at Ben@BenGlassLaw.com. ■



Think you have a legal issue, but don't know exactly where to turn?

Please call us. We have a wealth of knowledge and, more importantly, a GIANT list of good folks that we can refer you to. Just call the office (703-591-9829) and tell us that you saw this offer in our newsletter. We WILL help you make the best decision you can about your case.? ■

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