



A Monthly Publication of BENGGLASSLAW

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

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BIG SOLAR POWER PLANT Coming to Northern Virginia

The solar energy company sPower is looking to build the largest solar power plant on the East Coast right here in Virginia. The plant will cost \$615 million and take up about 5 square miles of land in western Spotsylvania County.

It took two years of debate, but the local government has voted to create the special-use permit for the use of the "wilderness" area of Spotsylvania County. Ultimately, more than 1,000 construction jobs will be created to install about *two million* solar panels on the land.

If the land remained undeveloped, it would generate about \$700K in property taxes over the next 35 years. With this solar panel installation, that number balloons to about \$20 million in property taxes over the same amount of time.

Part of the plan is to sell energy to big tech companies like Apple and Microsoft, who already have a footprint in the area. With Amazon moving in, the demand will only increase.

While there are some environmental concerns (water and noise pollution), the county was satisfied with sPower's compromises, and it will be exciting to see the biggest solar power plant on the East Coast right here in the Commonwealth of Virginia!

Source: "After Debate, Huge Solar Power Plant Coming to Northern Virginia" by Neal Augenstein of WTOP News. ■

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

SUSIE'S JALAPEÑO CORN DIP

Ingredients:

- 1 cup mayonnaise
- 1/2 cup sour cream
- 3 (11oz) cans white shoe peg corn or Mexicorn blend, drained
- 2 (4oz) cans chopped jalapeño peppers (drained, save liquid to add to taste)
- 3 chopped green onions
- 2 cups shredded sharp cheddar cheese or cheese blend

Directions:

- 1 Mix mayonnaise and sour cream together.
- 2 Add drained corn, jalapeño peppers, green onion and cheese.
- 3 Chill 2 hours or overnight.
- 4 Serve with tortilla chips or Fritos scoops!

For a more mild flavor, substitute 8 oz. diced green chilies for the jalapeños.

Enjoy



Woman Wrecks Car

after Seeing Spider in Passenger Seat



Arachnophobia is a normal (and even logical!) human trait. When you're at the top of the food chain, it's easy to obsess about the smallest thing that can damage you, whether it's a poisonous insect or a microscopic disease.

Don't be like the unfortunate driver in upstate New York who drove her car into a stone wall upon seeing a spider riding shotgun with her. She suffered bad leg injuries and her car was totaled. We're betting the insurance company didn't like her reaction, either!

We understand that there are things in life that can trigger us to panic, but PLEASE train yourself and your children to NEVER allow this panicked reaction to happen to you while driving a car.

Emotional control will help you in many areas of your life, but it's even more important when there are lives at stake. Fear is a powerful thing. Don't let it injure you, your passengers, or other drivers.

If you or a friend have been in a car accident, tell them to call BenGlassLaw at 703-584-7277. We'll help them with free resources even if they don't need an attorney! ■



Ben is Featured in the D.C. Bar Magazine *Washington Lawyer*



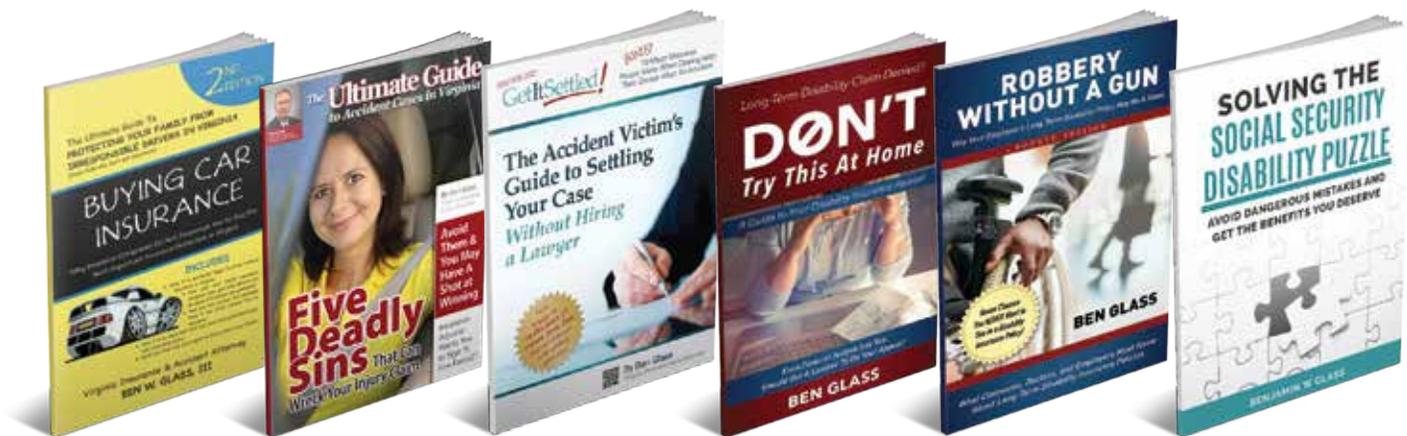
In an article titled “Niching Down to Build Up: Specialty Lawyers Stake Their Claim,” Ben is praised for his information-first approach to marketing. While it’s great to be recognized, **we care much more about what our clients think of us than what other lawyers think of us.**

We’ve spent over two decades trying to change the public’s perception of lawyers by offering free books and guides to anyone who calls us – even if they don’t need to hire us or don’t need an attorney at all. We don’t think attorneys should “hide the ball” when it comes to helping their communities. You should feel empowered to make the best legal decision you possibly can without having to empty your pocketbook to do it.

If you’re interested in one of our free guides, just give us a call or visit www.BenGlassLaw.com. We deliver the PDF to your email inbox instantly and if you’re interested, we also send you a free physical copy of the book along with a bunch of other goodies. As anyone who has visited our office will tell you, we won’t let you leave until we’ve showered you with gifts!

Here are some of Ben’s available books and guides (all free!):

- Buying Car Insurance: The Ultimate Guide to Protecting Your Family from Irresponsible Drivers in Virginia
- Five Deadly Sins That Can Wreck Your Injury Claim
- Get It Settled! The Accident Victim’s Guide to Settling Your Case
- Don’t Try This at Home: A Guide to Your Disability Insurance Appeal
- Robbery Without A Gun: Why Your Employer’s Long-Term Disability Policy may Be a Sham
- Solving the Social Security Disability Puzzle: Avoid Dangerous Mistakes and Get the Benefits You Deserve.



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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our VIP Program? Visit
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to find out!

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LOCAL EMERGENCY NUMBERS

*Cut Out for
Your Fridge!*



When you need it in the heat of the moment, this list can be a life saver. Enter the numbers for your county and hang it up in a prominent place. We recommend that you take a picture so that the list is available on your smartphone whenever you need it. In the words of Benjamin Franklin, "By failing to prepare, you are preparing to fail."

HERE ARE OUR ENTRIES FOR FAIRFAX:

- Police Non-Emergency Line:**
703-691-2131
- Closest Hospital:**
Inova Fair Oaks – 703-391-3600
- County Emergency Information Line:**
703-817-7771
- Natural Gas Company:**
Washington Gas – 1-800-752-7520
- Power Company:**
Dominion Electric – 1-800-366-4357
- Water Company:**
Fairfax Water – 703-698-7025

- Police, Fire, or Medical Emergency:** **9-1-1**
- Poison Control:** **1-800-222-1222**
- ASPCA Animal Poison Control:** **1-888-426-4435**
- VDOT:** **1-800-367-7623**
- Police Non-Emergency Line:** _____
- Closest Hospital:** _____
- County Emergency Information Line:** _____
- Natural Gas Company:** _____
- Power Company:** _____
- Water Company:** _____
- Car Accident or Insurance Policy Denial:** **BenGlassLaw – 703-584-7277**



WHAT WOULD BEN SAY

- **Jeff Bezos is a very smart guy**, but don't for a minute think that his call, in his annual letter to Amazon shareholders, for other retailers to match Amazon's \$15/hour rate of pay is done out of concern for people who work for other companies. Bezos is hoping to drive up his competitors' costs, pure and simple. He's right to advocate that others join him because that is in his best interest. It is wrong for the government to interfere with wages, though. When I explained last month to high school students at Broad Run High School why they should be against minimum wage laws, they understood it. Nothing is more harmful to the least-skilled workers than the government dictating minimum wages. (And if you don't like the way we do it in America, you can try Hungary, where they just passed a law allowing employers to demand up to 400 hours of overtime and not pay the worker for three years! Source: NYT 5/3/19.)
- **I laughed when Bernie Sanders released his tax return** that showed he made a ton of money with his book. He told the *Boston Herald* that, "If you write a best-selling book, you can be a millionaire too." My position exactly. Put a product or service

out there into the marketplace and reap the rewards if the market likes what you sell. Nothing wrong with that. Sanders is a "wealth is evil" guy and that mindset is dangerous for America unless, I guess, if it's Bernie's wealth we are talking about.



- **Hooray for these teens, recently profiled in the *Wall Street Journal* for their entrepreneurship:** Diego Bennett, profit of \$4,000 on revenue of \$4,500 selling, essentially, online fashion advice; Anthony Mollo, profit of \$8,700 on \$17,000 in sales, lawn care business; Sharanya Pogaku, profit of \$2,000 on \$3,000 of sales selling tea at local events; Bridgett Kim, \$7,500 profit on \$8,900 in sales in her tutoring business. There is no lack of opportunity in America! ■



SMALL BUSINESS MASTERMIND GOOGLE FOR SMALL BUSINESS?

Google is introducing a cool new service for small businesses. It's called CallJo, and it combining several technologies, including virtual phone numbers, audio transcriptions, automated reporting and analytics, in a new effort to help small business owners better manage their inbound phone calls. Google says that the system offers a low-cost customer service agent that helps block spam calls, provide callers with basic business information and redirects customers to complete their requests — like appointment booking or placing a to-go order — over SMS. It's priced at \$39 a month and might be what some small businesses are looking for.

Calls are recorded and transcribed, so that could help with marketing because you could see what your customers are asking for. The

downside? CallJo would be your main business number, and it's a fair amount of work to update all of your marketing properties to this new number, and if the system isn't all it is promised to be, it could be a disaster if you have to change back. Anyway, it might be worth looking at. ■



Give Thanks to our Teachers

Another school year is ending. Please stop to genuinely thank a teacher.

Oh, my. I spent a day at a local high school recently speaking to classes. That was a tough gig, finding the 1-2 students per 15-student class who would actually engage. Some kept faces in cell phones, some put their heads down on the table.

I would NOT

be a good teacher as cell phones would have been tossed into fishbowls and tables would have been pounded, “accidentally,” of course.

So, all you teachers out there, including my daughter Kelsey and daughter-in-law Eileen, know that you do HEROIC work in our communities. On behalf of everyone here at BenGlassLaw, we thank you! ■




STUPID LAWSUIT OF THE MONTH

Hey, if you happened to buy **Asahi Beer**, thinking that it was actually brewed in Japan (when, horror of horrors, it was brewed in Canada), there’s a bunch of lawyers that think you have been ripped off and HARMED. You are now entitled to up to \$10 for drinking the Canadian beer you thought was from Japan. Think I kid? They even have a website for signing up for your \$10, AshahiBeerSettlement.com. The lawyers are picking up \$750,000.

Small Business Mastermind Group Forming



I got four people to “raise their hands” and indicate interest in a local small biz mastermind group that will meet during the lunch hour in our training center. I will be setting the first date shortly and I’m happy to do this as long as it is interesting to me.

To be clear, this is not a “you refer to me, I refer to you group.” We will be trying to help you grow your business, fix your problems, and have a better life. I’ve been running similar groups for lawyers for years, so this will be fun and you will get valuable information. One note: Since I do run (paid) groups for lawyers, this is not for local lawyers (sorry).

If you are interested and have not already contacted me, send me an email at Ben@benglasslaw.com.

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