# LIVELIFEBIG

ROGRAM

The BenGlassLaw

Angel Tree

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A Monthly Publication of BENGLASSLAW This newsletter is for informational purposes only and no legal advice is intended.

# In this issue...

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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.

# Our Mission to Give Back This Holiday Season

The holiday season is all about giving rather than receiving. The BenGlassLaw Team has made it our mission to do our best to help those who need assistance. For Thanksgiving, we participated in a food drive to help our health care

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BGLANGEL TREE BGLANGEL TREE EBDW

Every single gift on the wish lists was purchased and will be sitting under their Christmas trees on Christmas morning!

workers in Fairfax County. For Christmas, we took part in an Angel Tree program through of one of our team members' church to fulfill the Christmas wish lists of three foster children. Our deadline to receive all gift donations was December 4th, and we could not be prouder with how our team stepped up to the plate.

We are happy to report that every single gift on the wish lists was purchased and will be sitting under their Christmas trees on Christmas morning!

During this holiday season, we challenge you to find a way to make a difference in your community. If you already have, reach out to us and share how you impacted your community.

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. Happy Holidays!

The BenGlassLaw Team

# BGL's Best Bites: CARAMEL APPLE CIDER MIMOSA



There is only one thing I like more than brunch-brunch with mimosas. When the patios close for the season and the family comes to visit for the holidays, there is an easy way to bring that "just brunched" feeling to fall. The Caramel Apple Cider Mimosa:

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## Ingredients:

8 oz. Apple Cider 8 oz. Caramel Flavored Vodka 1 Bottle of Champagne 1 Sliced Apple 1/4 cup Cinnamon Sugar

## **Directions:**

1 Mix the apple cider, vodka, and Champagne in a large pitcher and add 1/2 of the apple slices. Line the rim of the glass with cinnamon sugar (you can first dip the glass edge in water, simple syrup, or even caramel.) Garnish with a leftover apple slice on the edge. Enjoy!

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LiveLifeBig Podcast: Do You Want to Become a Leader? Nationally Recognized Leadership Coach Pierre Campbell Can Help!



Pierre develops leaders, managers and athletes by instilling a heightened

sense of confidence and honing their ability to work effectively in teams through self-awareness, selfexploration, and acceptance. These same traits earned Pierre the college football Hall of Fame Award, a successful career as a professional Arena football player, and the opportunity to further develop as a leader and mentor as a Campus Director at a major university. Pierre earned a Bachelor's degree in Marketing and an MBA with a concentration in Human Resources.

Be sure to visit his website pierrecamp.com and follow his Instagram for daily motivational messages @pierrecamp.

# BGL's Best Bites: CHOCOLATE MINT BROWNIES



*From the BGL Team:* You have to try this easy, delicious brownie recipe this holiday season! Yield: 12 servings

## **Brownie Layer Ingredients:**

½ cup butter [1 stick], softened 1 cup sugar 4 eggs 2 cups (16-ounce can) Hershey's Syrup 1 cup all-purpose flour

## Mint Cream Center Ingredients:

2 cups confectioner's sugar ½ cup butter (1 stick), softened 1 tablespoon water ½ to ¾ teaspoons mint extract (I use peppermint extract) 3-5 drops green food coloring

## **Chocolate Glaze Ingredients:**

6 tablespoons butter,	1 cup Hershey's Semi-Sweet
softened	Chocolate Chips

# **Brownie Directions:**

- 1 Preheat the oven to 350°F. Grease a 13x9x2 inch rectangular pan with non-stick cooking spray, shortening or butter
- 2 In a large mixing bowl, combine butter and sugar. Mix on medium speed until smooth and creamy.
- 3 Add eggs, one at a time, until incorporated, then Hershey's Syrup. Mix until smooth.
- 4 Add flour and mix until smooth. Pour mixture into the prepared pan and bake for 25 to 30 minutes. The brownies will look wet on top, but test for doneness by lightly touching the center—if it springs back, it is done.
- 5 Cool completely in the pan.

# Mint Cream Center Directions:

- 6 Combine all ingredients; whip until smooth.
- 7 Spread over cooled brownie layer. (If you have an offset spatula, that helps!) Cover and chill.

# **Chocolate Glaze Directions:**

- 8 In a small saucepan, over low heat, melt butter and chocolate chips. Whisk until smooth. Remove from heat and let cool slightly. Pour over the Mint Cream Layer. (Tip: roll pan back and forth, so the chocolate covers the mint layer evenly)
- 9 Cover and chill for at least 1 hour.
- 10 DONE!

# **BenGlassLaw in the Community**

I learned about BenGlassLaw because they have sponsored some events at my gym (pre-COVID). I joined the VIP club, so I could get a quick consultation on a legal form for my employment. I was able to set up a phone appointment for the next day. I sent him [Ben] the form ahead of time. Over the phone, he was extremely helpful and walked me through it and gave me the



confidence in how to proceed. 10/10 would recommend! Oh, and did I mention the phone consultation was free??? Awesome service to offer the community! - Rachel

# **BGL INSIDER:** WHAT WE ARE WORKING ON

# CONGRATULATIONS TO LISA DERCO!



Our newest team member, Lisa Derco, won her first trial as a plaintiff's attorney!

A \$14K verdict was awarded in a

disputed liability no-offer case with very different versions of how the crash happened (basically, both drivers accused the other of road-rage).

# BENGLASSLAW QUESTION OF THE MONTH: What Are You Working on Outside of Work?

- A noir radio legal drama set in futuristic outer space Tammy
- Writing a novel! Dayna
- Working on a sewing project—currently turning an old pair of jeans into an overall style dress Jarissa
- Learning Portuguese and hoping to reschedule a 2020 family trip to Portugal that was canceled due to COVID-19 – Ellen
- Teaching myself to paint via YouTube Videos Brian
- Updating my personal website Chris 📕

# 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, ERISA disability, 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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# FRESH EPISODES OF THE LIVELIFEBIG PODCAST!





# Do You Want to Become a Leader? Nationally Recognized Leadership Coach Pierre Campbell Can Help!

**Pierre Campbell, a nationally recognized leadership and personal development coach, stopped by the LiveLifeBig studio to talk with Ben about how to "Live Life Big".** JPierre is always willing to spread his wisdom and has a knack for bringing great energy everywhere he goes. Listen

in as Pierre talks about his upbringing, his path to a professional football career, and his lifelong ability to lead those around him. You will not want to miss this episode.

Pierre is known for his authentic style and passion as a Leadership & Personal Development Coach and Mentor. The native New Yorker from Queens is an empowering speaker who infuses hope, positivity and action into each and every presentation. Pierre's personal approach encourages participants to achieve their desired results through the power of positive thinking and proactivity.

# BEN GLASS

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



# WHAT WOULD BEN SAY

### LIST OF BOOKS MOST RECENTLY READ OR CURRENTLY READING:

1 *Who, Not How* – Dan Sullivan

2 One Life – Megan Rapinoe

3 Blowing the Whistle – The Psychology of Football (Soccer) refereeing

4 *For the New Intellectual* – Ayn Rand

5 Introduction to Objectivist Epistemology – Ayn Rand

6 *How to Lead* – David Rubenstein

## WHAT IS THE THING I MISSED MOST BECAUSE OF COVID-19 IN 2020?

Group worship at Abiding Presence, our local church. We have our family and our workplace, but Abiding Presence has been the "third place" for Sandi and me for a long, long time.

### SOCCER REFEREEING REVIEW FOR 2020:

I refereed two high school scrimmage games in March then everything closed. The Fall high school soccer season never got the opportunity to start, but the youth league did play. I got in about nine games and found the parents, coaches and players to be very well-behaved. I struggled some because of running injures. Thankfully, with help from a great physical therapist and chiropractic team, they got me back to feeling pretty much pain-free (and strong). I was running by the end of the season.

### • FITNESS HIGHLIGHT OF 2020:

Ten months after my stem cell procedure (using my own cells) for a torn rotator cuff in my left shoulder, I'm back swinging from bars and am, frankly, stronger in my upper body than I've ever been before. I do get to the gym three times a week when I have a soccer game to referee and 4-5 times a week if there was no game. At one point, though, I hit 200 lbs. (my weight, not my overhead squat) and made an immediate decision to focus on nutritional health. Now back to 186 and hitting some Personal Records in the gym (which is pretty good for 62.)



#### BEST PODCAST COMPANY:

Check out a company called Wondery. Paying them about \$30 a year is worth it. Listen to the podcast, *Dying for Sex*. It's a story of a woman who learns she is dying of breast cancer and decides to live the rest of her life fully. Why do we wait for a really bad diagnosis to make these decisions? The *Dr. Death* series (also from Wondery) is fascinating and scary.

#### • 2021 GOALS:

To be able to "Rx" at least one event during the CrossFit Open in February. Get weight below 180. Be able to run pain-free. Continue to do some of the most interesting work in my almost 40year legal career. Lead the expansion of BenGlassLaw into other states.

# Inside the Mind of Ben Glass



What do I mean by success? This means different things for different folks. I think that, at the end of the day, for most of us, success is measured by how many different *choices* we have regarding how we get to spend our time. Time is the only irreplaceable resource. Your time is your life.

Here's a formula for strategically planning for 2021:

First, <u>mindset</u>. Look forward to planning your life. *Strategic* planning offers a chance for a "reset." It requires you to look ahead and clear your calendar for some "thinking time" for yourself. *Think and Grow Rich* author Napoleon Hill described strategic planning as his seventh "success principle." On page 148 of my 1940 edition, Hill says, "to be sure of success, you must have plans which are faultless."

Next, you need to **block time** to go and get the data that you will need to have in front of you before you engage in your "planning thinking." Think about your life. You can't plan without knowing where you are and (better)

# **2021 STRATEGIC PLANNING** for Your Life

by Ben Glass

Most people don't do any focused plans for next year. They just let life hit them, and then they react to the "hits." Most of the successful people I know take an active part in planning out their lives.

where you have been heading the last couple of years.

Start by looking at your <u>accomplishments</u> over the last year. Review all the good things that happened/you caused in 2020. You don't need to be exact on the timing of when something good happened. Use this as a time to do a positive review to see where all of your hard work has led you. Celebrate!

Next, answer the question, "Am I happy?" If not, try to identify the causes of your unhappiness with as much specificity as you can. Write these thoughts down in your private journal. I like to use a real piece of paper and a real pen. The key to making changes is first to know what needs to be changed.

#### Then, ask yourself **what lessons have**

**<u>I learned?</u>** What did life teach me this year? In my almost 40 years in business, I've come to realize that all adversity brings learning.

Next, get real and take a close look at **what's not working** and, if necessary, **who is not working** in your life. This

is when difficult and uncomfortable conversations happen. Sometimes you need to shed old habits and acquaintances, but you can't begin the process without taking a good hard look at your life.

Most people drift through their careers, letting the world impose life on them, rather than the other way around. If you'd like to talk to someone one-onone about this, feel free to contact us. The "fee" is you bring the sandwiches for lunch (we'll bring the drinks.)

# A QUOTE TO KEEP ON YOUR REFRIGERATOR

In every area of life in which we have a choice, we want to know why we are making the choices that we are making. Think. 99

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