



# Celebrating 25 YEARS of LIVING LIFE BIG

*Twenty-five years ago this month, I was tired of a long commute that was hampering my ability to coach three of my kids' soccer teams (a guy has to have priorities, right?). I had just, a year prior, moved into a lovely house on three acres in Fairfax County. I couldn't help thinking, "How hard could this be? I'm a good trial lawyer." That's when I packed up my cases, announced I was leaving the law firm (where I was a partner) to start my entrepreneurial venture, Benjamin W. Glass, III & Associates, PC\*.*

My first business plan was basically, "I notice there are a lot of bad lawyers out there who are making money so it can't be that hard." My landlord was a good guy who trusted this very young lawyer enough to rent me space that I would stay in for the next 24 years. We did continue to take more space and grew from about 1,100 to 4,400 sq. ft. before we left two years ago for our current offices. Over the years, we never missed a rent payment nor gave the landlord any reason to think we weren't his best tenant ever.

Five years after we started the practice, our 5th child was born—the wire was still high and the net fairly thin. What were we thinking?

It was hard. Really hard. Harder than I thought it would be.

But going through hard times in life is, I guess, what life is all about. You don't become a good sailor by always sailing on smooth seas.

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*Twenty-five years ago this month, I started my entrepreneurial venture, Benjamin W. Glass, III & Associates, PC, now known as BENGlassLaw.*

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### FREE INSTANT DOWNLOAD

## FIVE DEADLY SINS THAT CAN WRECK YOUR INJURY CLAIM

Discover the secrets insurance companies don't want you to know.

Get Ben's book *The Ultimate Guide to Accident Cases in Virginia: Five Deadly Sins That Can Wreck Your Injury Claim.*



Go to **VirginiaAccidentBook.com** to get your free download now or call 703.544.7876 to have a copy mailed to you.

\*Which was a bit of a fib, since it was just me and my sister, who was my legal assistant—no associates at all.

## BGL INSIDER: WHAT WE ARE WORKING ON



### PERSONAL INJURY

- Settled two cases where our clients sustained acute carbon monoxide poisoning after their next-door neighbor left their car running in the garage all night
- Filed a \$1M lawsuit in a case where GEICO refused to make a timely offer after a crash where our client suffered a traumatic diaphragmatic hernia
- Filed suit in an auto accident case where the client's previous lawyer told her, "This is not a good offer, but I can't help you because I don't file lawsuits!"
- Hired two great new team members, packed our offices, and added 3000 more square feet of office space in the midst of a global pandemic!

### DISABILITY

- We continue to do many consults for disability claims in light of COVID-19.
- We see two big issues: (1) folks who have been advised, due to other conditions they have, not to go into an office environment. Not everyone can work from home. These claimants are otherwise healthy, but their doctors have told them it's just "not safe" to expose themselves to the virus. Insurance companies are denying these claims; (2) now that we do have so many people working from home, some disability insurance companies are saying, "Even though you are debilitated, you could drag yourself from your bed to your kitchen and be a video consultant." ■

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### Happy Anniversary

So, here are some lessons I've learned:

- Whether you own a business, work for someone else or are not working right now, when prioritizing your investment of time and energy, **invest in yourself first**. When you are "good," the rest of the world runs better.



*Here are some lessons I've learned.*

- **If you want to get better at something, get involved with a group of people who are bigger, better, and faster than you.** What we do in CrossFit (where it seems that everyone is a little faster than I am) is no different than what we do in other aspects of our lives.
- **I have found that reading outside my "category" (law) has been extremely helpful.** One little thing I read out by the pool on Labor Day weekend could be a major gamechanger for the firm. I implemented parts of it that Friday afternoon.
- **Get a coach or coaches.** Time is short. We don't have to learn from scratch by ourselves.
- **Don't ever be ashamed or embarrassed about the success you achieve through your work.** Assuming that your success is not the product of force or fraud, be proud of it. Never forget that your journey is an inspiration to someone else. Trust me. It is. ■

## Celebrate 25 Years of BenGlassLaw With a **FREE** Limited Edition T-Shirt!

**BenGlassLaw is turning 25 years old! To commemorate this special moment, we are giving out limited edition BGL 25th Anniversary t-shirts! Supplies are limited so be sure to request one before they're gone!**

Send us an email at [ben@benglasslaw.com](mailto:ben@benglasslaw.com) to request yours today! (Be sure to add "BGL 25th Anniversary T-Shirt" as the subject line and let us know what size you would like.) ■



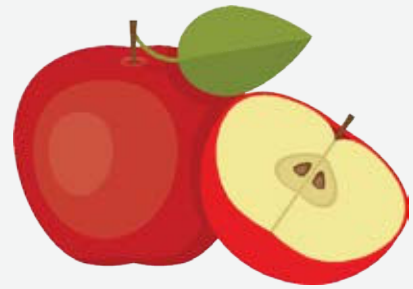
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Back

## BGL's Best Bites:

# VEGAN APPLE CINNAMON LOAF



Jarissa

*I made this recipe for a fall gathering I planned a couple of years ago, and since then, it's been a staple of fall to me! I love having a cinnamon apple aroma fill my kitchen; baking this recipe is one of my favorite ways to kick off the fall season!*

### Ingredients:

#### FOR THE BREAD:

- 1 1/2 cups all-purpose flour
- 2 teaspoons baking powder
- 1/2 teaspoon salt
- 1/2 teaspoon cinnamon
- 1/2 cup plant-based butter, *room temperature*
- 1/2 cup granulated white sugar
- 1/2 cup of applesauce
- 1 1/2 teaspoon vanilla extract
- 1/2 cup non-dairy milk

#### FOR THE APPLE MIXTURE:

- 1 large apple, *peeled and chopped*
- 1/4 cup brown sugar
- 1 teaspoon cinnamon
- Pinch of nutmeg

#### FOR THE CINNAMON SUGAR TOPPING:

- 1 tbsp granulated white sugar
- 1/4 teaspoon cinnamon

### Directions:

- 1 Preheat oven to 350°F and grease a 9x5 inch loaf pan.
- 2 In a small bowl, whisk the flour, baking powder, salt, and cinnamon until thoroughly combined. Set aside.
- 3 In the bowl of a stand mixer fitted with the paddle attachment or using a hand mixer, cream butter and sugar together until pale and fluffy, about 4 minutes.
- 4 Beat in half of the applesauce, until incorporated, add the second half of applesauce, then add vanilla extract and mix until combined.
- 5 With the mixer running on low, add about one-third of the flour mixture and mix until almost combined, then add half of the milk and mix until combined. Repeat with another third of flour mixture and then the last half of the milk, ending with the last third of the flour. Beat until incorporated. Don't overmix!
- 6 In a bowl, combine chopped apple, brown sugar, cinnamon, and nutmeg.
- 7 Spread half of the batter into the loaf pan, top with half of the apple mixture, followed by the remaining batter and the remaining apple mixture. Use a knife to swirl through the batter. Combine sugar and cinnamon and sprinkle it on top.
- 8 Bake for 45-55 minutes or until a skewer inserted in the center comes out clean with only a few moist crumbs. Baking times vary, so keep an eye on yours.
- 9 Remove the bread from the oven and let cool in the pan for 15 minutes before transferring to a wire rack. Allow to cool completely before slicing.
- 10 Cover and store leftover bread at room temperature for up to 4 days. ■

*Enjoy!*

## 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.



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What are the benefits of our VIP Program? Visit [BenGlassLawVIP.com](http://BenGlassLawVIP.com) to find out!



## FRESH EPISODES OF THE LIVELIFEBIG PODCAST!

**Physical Therapist, Personal Trainer, Triathlete | Carrie Cothran Does it All!**

*Are you dealing with a sports-related injury? Are you feeling pain in your shoulder during overhead lifts? Then this is the podcast episode for you!*



Physical therapist and personal trainer Carrie Cothran stopped by the LiveLifeBig podcast studio to discuss her journey into sports medicine. (If you are dealing with an injury right now or are interested in lifting weights, you may want to pay attention! Carrie is an expert!)

Carrie is a graduate from The George Washington University with a Doctorate in Physical Therapy and a Master's in Exercise Science. She received her BS in Biological Science from Clemson University.

If you live in the northern Virginia area and are looking for a physical therapist or personal trainer, reach out to Carrie at [carrie@halofitnessexperience.com](mailto:carrie@halofitnessexperience.com). ■





# WHAT WOULD BEN SAY

## *Don't Let Them Mess with Your Happiness*

Oh, there is so much going on around us. Last month, as I took an afternoon to float on a tube down the Shenandoah River with Sandi and Kevin, I saw hundreds of people of different nationalities, backgrounds and economic status out in the beautiful weather. Each seemed to be having fun, enjoying each other's company and enjoying life. I really started to think that most of America is probably more like what I saw that day (peaceful; not angry; smiling; being polite) than what we see on TV and social media. I do think there is a relatively small group out there who see it as their duty to "rile us up."

Don't be distracted by those people. America is great. America has always been great. America will remain great no matter who is elected in November (or December, depending on how long it takes to count and file lawsuits ☺).

Here are some thoughts about current events:

- **PRIVATE EDUCATIONAL PODS:**  
Parents are teaming up to make sure their students aren't hampered by COVID-19 anymore than is necessary. These are a good thing and may revolutionize the way we "do" education in this country. Will some people be "left behind?" Probably, but that's happening anyway with the virus. America is not about equal outcomes. If you are in a POD, maybe you'll look around for someone you can lift up and invite. Don't be virtue-shamed into not doing whatever you can to provide your family a chance at success in the world.
- **UBER, LYFT, AND CALIFORNIA:**  
California wants to make gig workers employees and not independent contractors. See, California thinks it is smarter than millions of gig workers who "don't know what's good for them." It's no wonder people are fleeing that state. The blessing of America is that each individual has the freedom to choose who they want to work for.

If you don't want to be an independent contractor gig worker, then don't hit the "apply to drive for Uber" button on your computer. No employer owes you anything except what they promised in exchange for your labor. By the way, Uber's response to California's threat was perfect: "OK, we'll cease operations in this state." California has backed down for now.

- **EVICTION MORATORIUMS:**

Yes, the economy is a big problem for many, but whether it's the federal or state government doing it, these bans on evictions are wrong. The moratoriums violate landlords' rights to do with their property what they deem best, and they violate the rule of (contract) law. It's wrong to pick a "winner" and a "loser" (most landlords have a mortgage payment due) in one particular area of the economy. This is governing by whim, not principle. (If someone wants to debate the principle here, I'd love to hear it. Email [ben@benglasslaw.com](mailto:ben@benglasslaw.com)). Government by whim is extraordinarily dangerous. Your contract (or other) rights could be next.

- **IS TECH TOO POWERFUL?**

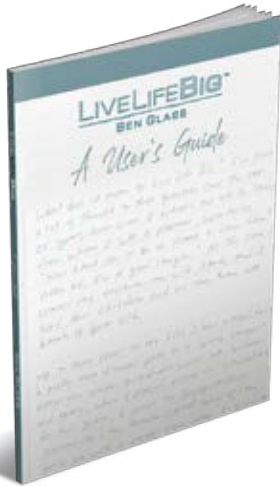
The New York Times recently reported that Facebook owns 77% of mobile social traffic, Amazon owns 74% of the eBook market, and Google owns 88% percent of the search advertising market. Is this "unfair?" Is there something that needs correcting? Congress is working to "reign in **big technology**" to create a more level playing field. Congress should stay out of business regulation. Facebook, Google and Amazon are big because they deliver (for free in the case of Facebook and Google) services that consumers want. I'm old enough to remember when AOL, IBM, and Intel had monopolies. You don't have to be old to remember when

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## THIS MONTH'S BOOK ~~GIVEAWAY~~ (Not exactly a giveaway.)

*One day last winter, I was reviewing several of my journals, when it struck me that I had written a lot of short little pieces that motivated me. Some of the writings were inspired by writers and speakers that I like—some were mine alone. I started to compile them, then realized that I really had enough for another book (second one coming in 2020!), so I started working on it while we were hunkered down in the cold.*



The book is entitled, *Live Life Big, a User's Guide*, and I think you are really going to like it. I've gotten it into the hands of some folks I trust, and they are telling me it's (1) an easy read and (2) inspirational.

But I'm not exactly going to *give* this one away for free—I did for several other books over the summer.

[That giveaway program was wild...received a lot more requests than we could fulfill.]

So here's the deal. I want you to go over to [LoveWithoutBoundaries.com](http://LoveWithoutBoundaries.com). It's a wonderful international charity that I have been working with (I'm a board member) for over a decade. Find their "donate" button and make a donation in any amount you want. Then, just send me an email ([ben@benglasslaw.com](mailto:ben@benglasslaw.com)) telling me that you made a donation. You don't have to tell me the amount. Let me know how many books you want, and I'll ship them to you. If you want them autographed for someone else, give me the details!

**Trust me: (1) You will like this book and (2) this is a magnificent organization doing very good work.** ■

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## What Would Ben Say

Netflix "owned" the digital streaming world. A bunch of politicians are never going to match the decisions that millions and millions of consumers make every day about what's "fair" in the marketplace. Want to bust a monopoly? Create something so good that people want it.

### ■ **MULAN AT \$29.99?**

"That's not fair" was the cry of many when they found out that they'd have to shell out almost \$30.00 to watch Disney's newest pandemic released-to-TV-now show. Lots of people are complaining. I don't get it. Disney doesn't owe you anything. Disney is free to price *Mulan* at whatever price it believes will maximize its profits. You are free to buy now (and maybe invite six friends over for an appropriately socially-distanced party if your basement is big enough) or wait until December when it will be generally available on Disney-Plus. ■



## A VIDEO TO WATCH

*I interviewed author John Berlau last month, and we talked about entrepreneurial lessons learned from George Washington.* This was the most in-depth interview John has had about his book. Lots of lessons in both the book and the interview. Find it at <http://bit.ly/JohnandBen>. ■

## Note from Ben: Reject the Status Quo

**Growth cannot, by definition occur within the status quo.** The status quo was the life I was living when I left to start my firm. It was good and would have served me well enough, but it wasn't all there was. Most people live a life well within the bounds of the status quo. Nothing really great has ever come out of the status quo. All great movements, ideas and inventions in history have come out of the rejection of the status quo. ■

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