



Be Wise, SANITIZE



A new month has arrived, and with a new month in today's climate, come questions about the trend of the coronavirus. "Will the virus start to die out, or will cases spike again?" This is a question that's left a lot of us with uncertainty.

But one thing that has remained constant is the need to wash our hands. It is still considered the number one tip for preventing the spread of the virus, and when soap and water are not available, hand sanitizer is the best option.

It's worth noting: hand sanitizer is only effective if it contains at least 60% alcohol.

Since returning to our office, we have asked our employees to wear a mask and to sanitize countertops and tables after each use.

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At BenGlassLaw, we've taken initiative to create a safer work environment. We ordered two motion-sensored hand sanitizer stations for the building. In addition, we are giving out free hand sanitizer pens and refill packets to anyone visiting our office.

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Letter to the Editor



Greetings Ben,

Congrats on your upcoming book.

More importantly, thanks for calling out the legal profession (specifically the State Bar) on the marketing rut they've been stuck in. Living Life Big means not automatically conforming to something "just because" others do.

Masterminds open minds while "group think" leads to stagnation and can literally snuff out dreams that create innovation.

People who blindly copy others are actually sleepwalking through life. They live for others, not themselves. They cheat themselves out of the gift of learning from "failure" and walking their own path by letting others steer their life "boat" and submit to the subjective expectations of others that limit their own unique talents.

Living big means not chasing money, not complaining, and not letting others brand their own blueprint on your life. Chasing money makes a pile of paper your god. Complaining sidetracks one from creating solutions. Following another's life plan (blueprint) robs you of the freedom to live your own life.

Living life big means putting yourself out there, making your mark, and helping others discover their own personal path to prosperity.

Be your best,

Chris Schumacher

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Be Wise, Sanitize

Though we are taking steps to remain healthy and safe, we decided there was more we could do to protect our employees and clients.

We encourage all business owners, if you have not already, to join us in thinking of more ways to protect and positively impact your community.

At the start of Phase 3, we realized many businesses had purchased hand sanitizer stations for their buildings. We thought, "What a great idea!"

It was time for us to take the initiative. So, to help create a safer work environment, we ordered two motion-censored hand sanitizer stations for the building. We donated one to the lobby for all building visitors and installed one in our office for our employees and clients.

In addition, we are giving out free hand sanitizer pens and refill packets to anyone visiting our office.

We encourage all business owners to join us in thinking of more ways to protect and positively impact your community.

Stay safe! ■

BGL's Best Bites:

AUNT CYNTHIA'S COOL SUMMER GAZPACHO



Susie Callahan

I once read in a cooking magazine that you should make gazpacho in August or not make it all. I thought that was pretty harsh. However, when you smell the fresh, vine-ripened tomatoes and taste the crunch of raw cucumber and green pepper, hopefully right out of your garden or a farmer's market, it makes sense.



Ingredients:

1 large cucumber, peeled, seeded, and roughly chopped (I used English cucumber)
1 green pepper, seeded and roughly chopped
½ medium onion, roughly chopped
4 ½ c. tomato juice or V8 juice
2 large tomatoes, peeled and seeded
1/3 c. olive oil
1/3 c. red wine vinegar
¼ t. Tabasco sauce, or to taste
½ t salt
1/8 t pepper
¼ t garlic powder

Directions:

- 1 Fill a large pot halfway with water and bring to a boil.
- 2 With a knife, slice a large, shallow X on the bottom of your tomatoes and carefully lower tomatoes into the simmering water for 30-60 seconds. You want to blanch (not cook) the tomatoes to curl the skin to make it easier to peel.
- 3 Remove the tomatoes with a slotted spoon or pair of tongs and immediately drop into a large bowl of ice water for 2-3 minutes.
- 4 Once cool enough to handle peel, core, and seed the tomatoes
- 5 Add the cucumber, green pepper, onion and 2 cups of the tomato juice to your blender or food processor and blend in spurts until vegetables are coarsely chopped.
- 6 Transfer to a large bowl.
- 7 In a blender or food processor, add prepared tomatoes and 2 cups of tomato juice and blend. Transfer to the large bowl.
- 8 Add to your blender the remaining ½ cup of tomato juice, olive oil, vinegar, pepper sauce, salt, pepper, and garlic powder. Blend to combine.
- 9 Transfer the mixture to your large bowl with the other ingredients and stir until thoroughly mixed.
- 10 Chill. Gazpacho needs time in the refrigerator to let the flavors meld and develop.
- 11 Serve cold.
- 12 When ready to serve, garnish with a sprinkle of finely chopped basil, parsley, croutons, chopped hard-boiled egg, chives, bacon bits, avocado or a dollop of sour cream. ■

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.

3998 Fair Ridge Drive Suite 250
Fairfax, VA 22033
tel 703.991.2870 fax 703.783.0686
www.BenGlassLaw.com

To be removed from our mailing list, email
info@benglasslaw.com or call 800.224.1482



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FRESH EPISODES OF THE LIVELIFEBIG PODCAST!



Alex, an UltraMarathon runner, and owner of Athletic Equation returned to chat with Brian about his Hawaii Hurt 100 Race Results.

Athletic Equation, Inc was established in 2005 to focus on the improvement of individual fitness, health levels, and to enhance its client's quality of life while having fun and raising money for charity. The organization is founded on trust, enhancing our teaming

environment by believing and promoting honesty, integrity, personal safety, goal management, and philanthropy. A strong foundation of morals and staff allows them to provide a customized corporate focus of customized fitness management plans and premier, high-quality ultra-endurance trail running events.

Check out the latest LiveLifeBig podcast on streaming services and YouTube. Please share! ■



WHAT WOULD BEN SAY

This month, I'll hit on the answers to frequently asked questions.



■ **MASKS?** Yes, I have several, and I wear them when I'm out. They probably do help keep me safer, and they make others feel better. I don't use them as a political statement. Being a limited government guy, I don't think the government should be mandating mask usage. Businesses should be free to require them or not. You have no right to enter a business without a mask if they require one. Personally, I love the fact that my CrossFit gym, **Halo Fitness Experience** in Burke, is open and now offers a variety of indoor and outdoor options.

■ **BUT, BEN, IF WE DON'T MAKE PEOPLE WEAR THEM, WON'T THE VIRUS SPREAD?** Maybe, but that's why YOU wear a mask if you choose to and stay inside if you wish. You are free not to patronize a business that does not require masks. The free market is a good thing—it will work itself out.

■ **BACK TO SCHOOL?** I say yes, send them all back, but give parents the option to send their kids to virtual school. Virtual education is never going to be as good as "live," but yes, allow kids who want to attend school five days a week to do so.

■ **THE ELECTION.** I'm a bit of a skeptic on this one. I'm old enough to have lived through several presidential presidents, some of whom were guaranteed to "wreck my

life." None have changed my life in any noticeable way. Self-reliance is an amazing virtue—I recommend it.

■ **THE CROSSFIT BRAND.** Yup, took a big hit two months ago when the founder said some truly inappropriate comments on social media. Since then, a Silicon Valley billionaire bought the company, and all is right in the world.

■ **THE "CONTRACEPTION CASE" FROM THE SUPREME COURT OF THE UNITED STATES.** In the Little Sisters of the Poor case, the Supreme Court ruled that employers can say, "we won't cover contraceptive care in our health benefit plan." My take? Right result, wrong reason. This case was framed as *religious liberty*, but it should have been merely about *liberty*—plain and simple. Employers should be free to offer any health care benefit(s) they choose (or refrain from doing so). Employees are free to work for that employer. The free market will sort this out because a rational employer will try to optimize his/her team. Employee benefits are an incentive that employers use to attract great employees.

Agree? Disagree? Email me at Ben@BenGlassLaw.com. I love having rational conversations with smart people. ■

What I Told A Group Of Very Smart People In Nashville Last Month

I took an 11-hour car ride to Nashville last month. (Notice, I didn't complain about overcrowded airplanes. I chose to drive by myself. Life is about your decisions.)

I spoke to a group of very intelligent businesspeople for 45 minutes about "what's working now" for me.

Here's the outline.

3 Main Reasons My Life Runs Smoothly:

- Philosophy
- My Teams
- My Marketing

Philosophy:

- Your life is primary. Get that right, and all else falls into place
- Take responsibility—no blaming others
- Pursue clarity relentlessly

My Teams:

- My job is to hire great people and to grow them as individuals
- I teach them how to advocate for themselves and bring issues to the table
- We invest in coaches

My Marketing:

- We have answered the question "why Ben Glass Law?" pretty well
- There are 'trust clues' everywhere
- We are clear on cases and clients that we don't want ■



What I'm Reading Now

by Ben Glass

I read 50-70 books a year and listen to another 10-15 on Audible. (I don't have a long commute.)

- **Millennials Are [Not] Aliens**, by Gui Costin. Trying to wrap my head around this group, which to me, seems comprised of respectful, hardworking, and smart individuals. Maybe the losers aren't coming around to bother me, but I'm impressed by most of what I see.

- **George Washington, Entrepreneur**, by John Berlau. John is a Ben Glass Law VIP member and contacted me recently about a simple legal issue. (Join our VIP program through our website. It's better than any pre-paid legal plan!) In our discussions,

he mentioned that he had recently authored a book that had been reviewed in the Wall Street Journal. As it turns out, John is a famous author—this book is terrific. Whether your interest is history or entrepreneurship, I recommend it.

- **Stealing Fire** (Audible), by Steven Kotler. I will probably end up buying a hard copy of this book—it's that good. If you are interested in peak performance or in "altered states," then this is a terrific read. It helps to answer the question of why some people get so much done and live

lives that are truly fulfilling while others just live.

- **The Room Where It Happened**, (Audible) John Bolton. Sorry, boring. I think President Trump turned it into a bestseller with his protestations, (as he has also apparently done with Mary Trump's Too Much and Never Enough). For me, at least, the Audible version was a real snoozer.

- **There's a Customer Born Every Minute, P.T. Barnum's Secrets to Business Success**, by Joe Vitale. Fascinating book about human psychology and persuasion. ■

BOOK GIVEAWAY OF THE MONTH

Wow, the Dave Rubin book giveaway was a real hit. We had more requests than we had books. We want to build up the Ben Glass Law community. Sure, we are a law firm, and we are good at what we do, but we have built something different here, a community spirit that goes beyond "lawyers for hire."

Did you know that almost weekly, I sit and have lunch with one of our community members to discuss whatever is on their minds? Want to learn how to interview better? How to make better decisions about your future? Want help getting more out of your life? The topics are wide open.

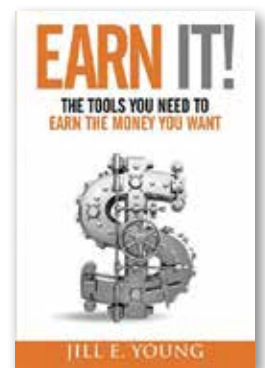
Lawyers pay me over \$600 per hour to have discussions like this, but the "cost" to you, a member of our Ben Glass Law community, for a one-on-one sit down, is this:

- 1 You bring the sandwiches and chips. (We bring the drinks) and;
- 2 If you think your time was well spent, leave us an online review (JustReadTheReview.com) and spread the word that we are more than just lawyers.

Now, to this month's giveaway. If you are a young adult trying to find your way in the business world, then I highly recommend **Earn It! The Tools you Need to Earn the Money You Want**.

This book, by business strategist Jill E. Young, provides pure wisdom for young job-seekers. The book gives terrific insight into how employers hire, retain employees, and set wages and bonuses. (Warning: this book is NOT how-to manual for *hey I deserve a raise because I've been here a year (or 20) or because I went to [Name any overpriced university.]*)

I've got 15 copies to give away. Shoot me an email to Ben@BenGlassLaw, subject Line "Earn It". ■



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