

LIVELIFEBIG™

NEWSLETTER

December 2021 • Volume 21 • Number 12



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



In this issue...

- **Page 1** How to Work on Being Grateful When You... Aren't
- **Page 2** BGL's Best Bites: AnnaMarie's Christmas Biscotti
- **Page 4** Inside the Mind of Ben Glass
- **Page 7** Inside the Mind of Brian Glass
- **Page 8** Special Offer for College Seniors

How to Work on Being *Grateful* When You... *Aren't*



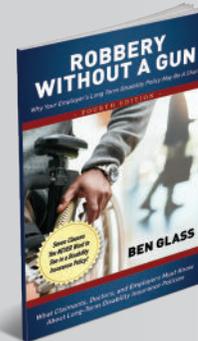
By Tammy Hinehine

I've got 99 problems and being ungrateful is one of them! It's not that I'm unhappy. I always try to have a chipper personality at the office, and I genuinely enjoy being there, so it's not hard. I've got a good life and friends and family to enjoy it with. And Susie always keeps my favorite snacks on hand (thanks Susie!) But the ability to be truly grateful, and really FEEL it, generally eludes me. I've always identified more with having the mindset of a resilient "meh." Black and white. Neutral. Just roll with the punches - high and low. Consistent and reliable. Meh. So every once in a while, when the holiday season approaches, I try my hand at being more grateful.

And the science of gratefulness IS out there, man. Positive psychology as a sort of "fourth wave" of psychological studies emerged in 1998. Previously, the field had focused on the negative aspects of the human brain: mental illness, ailments, and other disorders of the mind. But positive psychology was concerned more with positive thinking, happiness and living a fulfilling life despite disorder and disease. Books, seminars, and TED Talks teaching aspects of positive psychology have exploded on bookshelves

—continued on page 6

FREE BOOK REVEALS THE TRUTH ABOUT YOUR LONG-TERM DISABILITY INSURANCE CLAIM



Employer-provided disability insurance typically falls under the Employee Retirement Income Security Act of 1974 (also known as ERISA).

ERISA disability insurance

companies are notorious for denying claims hoping the claimant won't hire an attorney to help with their denial. Claimants who try to appeal their claim find themselves against a wall, trying to prove that they are disabled while the insurance company waits for them to "give up" and accept the claim denial.

Go to RobberyWithoutAGun.com to get your free download now or call (703) 991-2870 to have a copy mailed to you.



Letter to the Editor

Congratulations to AnnaMarie Lawson, the BGL Bakeoff winner! She received a personalized cookie jar as her prize.

Hello,

I absolutely love the LiveLifeBig monthly newsletter and always look forward to its arrival. This month I was intrigued by the first ever community recipe contest for a favorite holiday-themed recipe. We all know that the holiday fruitcake gets a bad rap so long ago, I incorporated the basic ingredients into a biscotti and it's been a hit in my family. I use my basic biscotti recipe and modify it for what ingredients I have on hand. I wanted you all to give the fruitcake biscotti a try, so here's a few samples to share as well as some other flavors.

Thanks again for a very informative and fun monthly newsletter.

Happy Holidays to all,

~ AnnaMarie

BGL's Best Bites: ANNAMARIE'S CHRISTMAS BISCOTTI

Ingredients:

- 1 stick butter, softened
- 2/3 cup sugar
- 1 tsp almond extract
- 2 egg whites (egg whites from "jumbo" eggs were used in this recipe - otherwise, use 3 egg whites)
- 2-2 ½ cups all-purpose flour*
- 2 tsp baking powder
- 1 cup fruitcake mix
- 1/2 cup chopped red and green candied cherries

Directions:

- 1 Preheat oven to 350 degrees
- 2 Line large cookie sheet (no edges) with parchment paper
- 3 Beat butter and slowly add sugar until creamy (do not overbeat). Beat in egg whites and extract. Add about 2 cups of the flour and baking powder; mix well (**dough will be slightly stiff but should not feel dry**). Add extra flour if needed so the dough is not too sticky and can be handled without sticking to your hands.
- 4 Stir in fruitcake mix and cherries. Turn dough out onto counter top and gather into a smooth ball. Divide dough in half forming each half into a 9X2 inch log.

—continued on next page



—continued from previous page

- 5 Place each log on parchment paper (or slipat) lined baking sheet approx 3-4 inches apart. Flatten slightly & sprinkle with red and green sugar. Bake approx 30 minutes. Loaves should be golden in color and have slight cracks in the top.
- 6 Remove pan to cooling rack; cool 5 minutes on pan, then quickly transfer parchment & biscotti logs to cooling rack. Cool for additional 20-30 minutes. Carefully remove logs to cutting board. Use a serrated knife to gently cut logs diagonally into approx 1/2 inch thick slices. Arrange slices on cookie sheet, about 1/4 inch apart. Bake at 375 degrees for 7-10 minutes on each side or until dry and crisp. ***(I generally toast my biscotti on one side only at 400 degrees for 7-10 minutes on the middle rack which toasts top and bottom at the same time & eliminates having to bake each side but you have to keep an eye on them: checking them at the 7 minute mark. Some larger pieces may take longer)*** Cool completely on cooling rack. Store in tightly covered container.

Variations:

Cherry Almond: Omit fruitcake mix and candied cherries, [keep the almond extract]. Add ¾ cup each toasted chopped almonds and dried cherries. Sprinkle top with red sanding sugar before baking.

Cinnamon Pecan: Omit almond extract, fruitcake mix and candied cherries, substitute 1 tsp pure vanilla extract, 1½ tsp ground cinnamon and ¾ cup toasted chopped pecans. Sprinkle top with cinnamon sugar before baking.

Chocolate Hazelnut~Nutella: Omit almond extract, fruitcake mix and candied cherries, reduce sugar to ½ cup, add 1/3 cup Nutella Hazelnut spread and ¾ cup chopped hazelnuts. Sprinkle top with additional well- chopped hazelnuts. Press into dough before baking.

Coconut Lime: Omit almond extract, fruitcake mix and candied cherries, substitute 1/3 cup pure organic coconut oil *not refined* [at room temperature and pourable], the grated rind of one lime, and ¾ cup toasted coconut. Press additional toasted coconut into dough before baking and lightly sprinkle with green sanding sugar.

Cranberry Orange: Omit almond extract, fruitcake mix and candied cherries; substitute ¼ tsp pure orange extract or 1/8 tsp pure orange oil and ¾ cup dried cranberries. Add grated rind of 1 fresh orange. Sprinkle top with orange and red sanding sugars.

Island Paradise: Omit almond extract, fruitcake mix and candied cherries; substitute ¼ cup pure organic coconut oil *not refined* [at room temperature and pourable] and ½ tsp rum extract (optional), ¾ cup dried tropical fruit mix cut into small pieces, ¼ cup chopped dried pineapple and ¼ cup toasted coconut. Sprinkle top with yellow sanding sugar before baking. ■

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.

INSIDE THE MIND OF

BEN GLASS



WHAT WOULD BEN SAY

Here are my thoughts for the month:

WELL, THE ELECTION HERE IN VIRGINIA IS OVER.

I'll kind of miss having my mailbox full of large format postcards of people depicted as the devil incarnate. Virtually no positive messages. Just, "if you elect this guy/gal the world is ending, guaranteed." Truth is, for the vast, vast majority of Americans, whoever is "in office," just doesn't make all that much of a difference. If you live your life knowing that the world actually owes you nothing; that you must produce value in order to create the wealth necessary to live; that America is filled with opportunity and the "golden rule" is really some version of "what can I do for you that might help us both live a better life?" then your household is not affected by elections. If you don't want to work at all and expect me to support you; if you are a bona fide criminal; if you don't want to support minor children that you had a hand in creating; if you teach your children nothing at your dinner table and expect that everything they learn in life will come from their school; if you think that simply living gives you a "right" to healthcare, housing, freedom from hearing something that may upset you, then YES, elections matter. I do think

that the majority of people living in America recognize the blessings of America, all of them. Don't let the media tell you otherwise.

THE FALL HIGH SCHOOL SOCCER SEASON IS OVER.

I was involved in a total of 13 high school and youth games this Fall. That's just about the "right" number for me. No red cards and only a handful of yellow cards. No coach or parent problems. My focus over the winter is in keeping my aerobic fitness, gaining upper body strength, preparing for the CrossFit open (in our local gym) and hitting the field ready to go in early March.

IT'S STILL HARD FOR SMALL BIZ OWNERS TO GET WORKERS.

Talked to the owner of one of those "doggy-day-care" centers recently. Hit pretty hard by the pandemic with people staying home with their dogs but as business ramps back up, he can't find enough staffers to allow him to take at least some time off. Sure, the work there is not "glamorous", but it seems to be a great environment, culturally. His thought: too many people still sitting at

—continued on next page

Inside The Mind of Ben Glass

—continued from previous page

What Would Ben Say

home, waiting for a government paycheck. What do you think? Would love to hear from more small biz owners in the area. Are you getting all of the help you need?

I'M AMAZED AT HOW MANY PEOPLE ARE TAKING ON DEBT TO BUY CARS.

As of April of this year consumer demand for auto loans and leases was up 39% compared to last year. (Wall Street Journal). *The Millionaire Next Door*, by Thomas Stanley, was one of the best financial books I ever read. If I were in charge of the high school curriculum, it would be on my “must read and be tested on before graduation” list. According to Stanley, most “built from scratch” millionaires never buy a “new” car and don’t take on debt to buy any car.

I ACTUALLY RUN TWO BUSINESSES.

My second business is “Great Legal Marketing,” a coaching and implementation organization for those serving their communities by running small law firms. I speak, hold conferences and workshops, and teach lawyers and their non-lawyer teams how to live a happier life. Each year we hold a huge multi-day event at a local hotel. It was great to see some of the hotel servers that we have been dealing with for years back helping us. Last year, management was serving the coffee and bussing the tables because almost everything (not us) was shut down. The hotel servers work hard, have smiles on their faces, and genuinely seem to be enjoying their work.

MET A GREAT ENTREPRENEURIAL PHYSICIAN RECENTLY.

Nancy Selim, D.O. Dr. Selim has opened a “healthy medicine” practice in our office building. She came upstairs to speak with my team recently. You pay a monthly fee to be a member of her practice, can have long, unrushed, office visits where she gets to know you and your goals better, and she has worked out deals with local labs and other ancillary services where you don’t need to be running every request by an insurance company just to get health care.

THIS BROUGHT BACK MEMORIES.

When we were young, growing up on Jayhawk Street in Annandale, Virginia, the Christmas season was kicked off by the arrival of the Sears “Wish Book.” Brought to us by “Tom” our mail carrier forever, it was filled (as I recall, though our memories can sometimes be better or worse than reality) with toys. My brothers and sisters and I would pour over the thick catalog, turning down pages and writing up our gift list. That doesn’t exist anymore, except on eBay, where you can grab a vintage “Wish Book” for about \$70-\$90 but, no worries, the world’s biggest online retailer, Amazon, sent me theirs last month and it’s almost as big as I remember the Sears catalog was. Direct mail is still alive. People love to “handle” physical objects. Thank you, Amazon, for keeping so many people happy (and employed.) ■

A Special Note from Ben

As you look back on 2021 and forward to 2022, start by thinking of all you have accomplished this year. Review your journal from December 2020. Sure, there's a lot to do but let's start by celebrating what we accomplished these past 12 months. **Be justly proud of every penny of wealth, every measure of success, every ounce of happiness you have earned by your own reason and effort.** You inspire the world by your accomplishments! ■



Cool Podcasts On My Playlist

- **Over the Road** – Ever wondered what the life of a long-haul trucker is really like? This is an industry that really got a boost from COVID. Those men and woman can make more than ever before. I can almost guarantee that after listening you'll be over at YouTube trying to get a peek of what the inside of a big rig really looks like.
- **Built to Sell** – If you are a small business owner you should be listening to this podcast, even if you aren't trying to sell your business. I listen to a lot of business and marketing podcasts. This is the best ever. Every episode is filled with tips for maximizing the value of your company. When your company's value is maximized, you, your team, and your customers/clients/patients will be happier.

—continued from page 1

How to Work on Being Grateful When You... Aren't

and the internet since then. In *The Happiness Advantage: How a Positive Brain Fuels Success in Work and Life*, author Shawn Achor talks about how to neurologically rewrite your brain for happiness. He says, "Success orbits around happiness, not the other way around." The science is in: grateful people are happy people.

Like I said: I'm a happy person! So why do I always find myself sitting in front of an empty list when I'm asked to reflect on my

own gratitude? Why has journaling always surpassed my abilities? I'm beginning to think that on a neurological level, I'm just not built for joy. How am I supposed to be grateful to the universe when my back hurts? Or when I lose my keys for the millionth time? Or when ska music exists? (Just kidding. I LOVE ska.)

But lately, I think I have found my own way to be grateful. And that's come in the form of mindfulness and being truly present in the

moment when I do come across something that brings me joy. To slow down, let everything else in the world go, and just feel good for a second. Often that comes when I'm having the smallest of experiences: getting the best hugs in the world from my husband, inhaling a big lungful of fresh air, or rubbing my face in my dog's warm belly in the morning.

I think I can consider myself truly grateful for those things. If I work on it some more. ■

INSIDE THE MIND OF

BRIAN GLASS



THE POWER OF VISION

A little less than three years ago, when I left my old firm and came to work with my dad, I also began a coaching program with Samy Chong. One of the first things that Samy had me do was write out a narrative: imagine it's seven years from now and you're having the perfect day... Where are you, what does it look like, what sorts of activities are you doing?

After all, if you don't know the goal you are driving towards, how can you put any action behind getting there?

My perfect day began with waking up at my house at the beach and going for a run before settling down to do some work on interesting auto accident cases.

Earlier this year, my wife and I started putting some more details around the beach house portion of that plan. How far away is the beach house? Is it oceanfront or not? How many bedrooms does it have? What kind of outdoor space? These details helped us focus not on the broad idea of "It'd be fun to have a beach house," but on the specifics that allowed us to start looking seriously for the exact type of house that we wanted.

Those details then shaped what we'd have to do in order to take the next step. Now that we were looking only at properties that fit our description: Had we moved enough money out of stocks and into cash? Had we properly shored up our loan documents? Did we know someone who could put us in touch with a realtor in that area?

In October, and four years before the vision, we woke up at the oceanfront home that we'd just purchased in Ocean City, Maryland. A relatively easy drive from Fairfax and with ample backyard space for the kids.

As we head into the holiday season, I'd recommend this exercise for your own life. Most people make New Years Resolutions that go by the wayside before February. The data suggests that most New Years Resolutions fail because they aren't specific enough.

Take weight loss, for instance: Ok, how much weight do you want to lose? When do you want to lose it by? And what will it feel like when you accomplish that goal? All of those things come before the important next step – defining the action items you can take in the next 90 days to get you closer to your goal.

This year, spend some time really sitting with your goals and visioning out what you'll accomplish in 2022. (And spend that time before we get to December 31).

Happy Holidays from the Beach! ■

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

Inside This Issue...

- » How to Work on Being Grateful When You... Aren't
- » *BGL's Best Bites:*
AnnaMarie's Christmas Biscotti
- » Inside the Mind of Ben Glass
- » Inside the Mind of Brian Glass
- » And more...



What are the benefits of our VIP Program? Visit BenGlassLawVIP.com to find out!



Special Offer for College Seniors

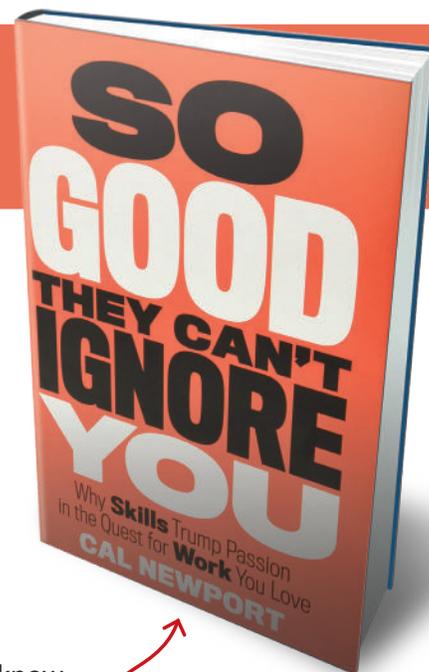
I know many of you are doing interviews and waiting for job offers. Some of you also are preparing for graduate school.

I've found a book that I'd like to give you. *So Good They Can't Ignore You, Why Skills Trump Passion in the Quest for Work You Love*, by Cal Newport. I'll send you a copy if you (1) are a college senior and (2) send me a note of 100-150 words describing how something in this newsletter or a personal meeting with me ("lunch with Ben") has inspired you, no matter what you think the next few years are starting to look like and (3) give me permission to use it in our marketing.

We love speaking to young folks about the future and we'd like more people to just know that they can talk to us (or get on our newsletter list) and get some good ideas. **Email your entry to Ben@BenGlassLaw.com by February 15, 2022.**



Ben Glass



I'd love to give out a bunch of Cal Newport's great book!