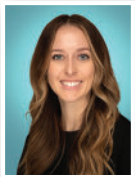


LIVELIFEBIG™

NEWSLETTER

February 2022 • Volume 22 • Number 2

February Feel-Good Stories



By Lauren Cashon

I'm a sucker for feel-good stories, the kind that pull at your heartstrings and make you believe in the goodness of humanity. These stories don't always make it on the news but in my opinion, are just as important to share. Here are three of my recent favorites:

Life-Saving Hockey Game Fan

At a recent NHL game between the Vancouver Canucks and Seattle Krakens, a fan in the stands got the Canuck's assistant equipment manager's attention by putting the message "the mole on the back of your neck is cancer" on her phone and holding it up to the rink's glass for him to read. Because of this act from a stranger, a doctor later examined the mole and confirmed it was a type-2 malignant melanoma. The team took to social media to find the stranger who had alerted Red, the equipment manager, and most likely saved his life. After the post went viral, they finally found her. Nadia Popovici attended another game where she was personally thanked by Red and was awarded \$10,000 by both teams to use towards her upcoming school expenses, as she had just been accepted to medical school.

The Goodest Girl

At 10pm on January 3, the New Hampshire State Police responded to a call of a "loose canine" on a highway bridge. The responding officers were met by a German Shepherd, who would run further down the

—continued on page 3



A Monthly Publication of BENGlassLAW

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

In this issue...

- **Page 1** February Feel-Good Stories
- **Page 2** BGL's Best Bites: Strawberry Valentine Chex Mix
- **Page 2** Will You Be Mine (Forever)?
- **Page 3** Tammy's Rejected Business Ideas
- **Page 4** Inside the Mind of Ben Glass
- **Page 6** Inside the Mind of Brian Glass
- **Page 8** Happy Black History Month

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.



BGL's Best Bites:

STRAWBERRY VALENTINE CHEX MIX

This easy and delicious recipe is a spin on the classic "Puppy Chow"/ "Muddy Buddy" and is a perfect option for bringing into the office, your child's classroom, or sharing with your loved ones this Valentine's Day. It saves well and can be made up to 3-4 days ahead.

Total Time: 10 Minutes Serves: 20



Ingredients:

- 4-6 cups Rice Chex cereal
- 1 8-oz bag Strawberry Candy Melts **OR**
- 1 bag of white chocolate baking chips (12 oz) **AND**
- 1 box of Strawberry Creme Jell-O Pudding** (pudding, NOT gelatin!)
- Valentines M&M's and/or Sprinkles
- **Optional:** 1/2 tsp shortening

Directions:

- 1 Measure out Chex cereal into a large bowl. **Note:** if you're using the Strawberry Candy Melts, you'll use 4 cups of cereal. If you're using the white chocolate chips + pudding mix, you'll use 6 cups of cereal.
- 2 Pour candy melts or chocolate into a small glass dish. If desired, add shortening, to help coat the cereal easier. Microwave for 1 minute 20 seconds. Let sit in the microwave for 3 minutes. Remove and gently stir. If chocolate moves its shape and looks smooth, it's done. If not, return to the microwave in 15 second increments, letting it sit for 2-3 minutes each time, until melted and smooth.
- 3 If you used White Chocolate Chips + Pudding Mix: Add 4 TBSP of mix into the white chocolate and stir gently until smooth.
- 4 Pour the chocolate mixture over the Chex cereal and stir gently to coat.
- 5 Transfer cereal mixture to a large piece of wax paper. Sprinkle with M&M's and Valentines sprinkles. Let cool to set. Break pieces and store in an airtight container to save. ■

Will You Be Mine (forever)?

Autumn, one of our amazing personal injury paralegals on the team, recently got engaged! We're so excited for her and to share the story of her big day.



from Autumn:

A few weeks ago, at the BGL Holiday party, I was speculating with some of the girls in the office about when my boyfriend would propose. I jokingly mentioned that he had the perfect opportunity to do so in our upcoming trip to New York City for New Years, but I didn't think too much into it.

When we arrived in NYC, we had to deal with major crowds and ticket lines, which we had expected. We tried going to the "Top of the Rock" at the Rockefeller Center but because it was sold out that day, we had to go the next morning on New Year's Eve. When we finally made it there, our friends positioned us to get a picture with the Empire State Building in the background. I was distracted and staring out into the city, and when I turned back, Brandon was on one knee asking me to marry him. Of course, I said yes! Getting engaged to my best friend was the perfect way to end 2021. Happy New Year!

—continued from page 1

February Feel-Good Stories

interstate every time the officers would make close contact with the dog. A short time later, they realized they were being led to a damaged section of a guardrail where they found a badly wrecked truck that had rolled over into a wooden area. Both occupants had been ejected and were injured. It turns out the German Shepherd, Tinsley, had purposefully alerted and led the police to the wreck, as her owner was the injured driver of the truck. They were all taken to the hospital and survived, thanks to help from Tinsley the German Shepherd.

Eleven-Year-Old Hero

Dayvon Johnson, an 11-year-old from Oklahoma, had quite the day on December 9. During school, he noticed one of his classmates choking on the cap to his water bottle and he quickly sprang into action. Dayvon had learned how to perform the Heimlich from watching YouTube videos and performed it on his classmate, who was saved by Dayvon's quick thinking. The story doesn't stop there. After already saving one life that day, Dayvon was walking home after school and noticed a home on fire. He saw a disabled woman on the front porch trying to exit the burning home, and that's when Dayvon jumped into action (again) and helped the woman to safety. This amazing boy received honorary heroism awards from both his school and local police department.

Do you have a personal feel-good story that needs to be shared? Email me at lcashon@benglasslaw.com and I'll tell the BGL newsletter world about yours. ■

Tammy's **REJECTED** Business Ideas

By Tammy Hine

My husband says I have great ideas (one of which was marrying him). But all the time? Maybe not so much. Here are a few ideas of mine that he definitely hasn't come around to yet:

Napkinbowl: Napkin bowl is a bowl/napkin hybrid for picnics and get-togethers. No longer will you peruse the shopping aisle for both napkins and disposable bowls. Why not get both in one? Keeping its form utilizing a thin layer of pressed wax, Napkinbowl will hold all your delicious treats while keeping your fingers food-free. Time to clean up? Just wipe your hands on the bottom of the bowl and toss it all away. Save time AND the Earth.

CoffeRun: CoffeeRun is a gig-economy app that outsources getting you coffee to people who are already in line for coffee. By scanning the shops in your area, the app can identify coffee-getters who are getting coffee and looking to make a quick and easy buck to get you some too! Why wait in line for coffee when someone is ALREADY waiting in line for coffee?! Just find a getter, pay a small convenience fee, and meet them halfway. No. This isn't just UberEats.

Napfé: Napfé is a nap café. Need to step away from work on your lunch hour? Accidentally show up for a party too early? Why not take a nap! Enjoy Napfé's private napping pods, group pillow forts, and nap accessories like eye masks or soothing music. I definitely did NOT get this idea from a dream I had.

Tammy Gets a Guinea Pig: This one isn't a business idea. It's just me getting a guinea pig because I really want one.

Interested investors please contact me via email. Thank you.

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:

MASSACHUSETTS SENATOR ELIZABETH WARREN has a net worth of over 10\$ million but donated only a hair over 50,000\$ in 2018. **BERNIE SANDERS** gave just a tick under 19,000\$ to charity, this representing 3.3 percent of his total income. This is NOT a critique of their giving or their wealth. **You** should be free to make as much money as you can, and you (and only you) get to choose how you deploy your time and money. But stop telling **me** (and other producers) that we should be forced to *do more* through taxation until **you** voluntarily increase your own giving. There's even a line on a tax return that's for "I want to just pay extra taxes." Their actions are unprincipled, as is true for most politicians. (Source on income and giving numbers: *Reason Magazine*, February 2022 issue.)

SAME GOES FOR CONGRESSWOMAN ALEXANDRIA OCASIO-CORTEZ ("AOC") and her escaping to Miami to party maskless in early January. Good for you. You should be able to live your life as you see fit. Just stop trying to limit the choices the rest of us get to make.

WE HAVE A LOT OF VERY GOOD ONLINE REVIEWS. People ask us all the time "how do you do it?" There's no secret in this. When you have a team that loves coming to work because (1) what they do for our clients, they find meaningful, and (2) they love the people they work with, you get good reviews. It is inevitable. You can find ours at JustReadTheReviews.com. Go look and see how many mentions one of our team members *by name*. It is no accident that our team meets the

criteria mentioned above. The core values match at Ben Glass Law is real.

SOME JUDGES NEED TO DO THEIR JOBS BETTER or go find other work. A recent Supreme Court of Virginia opinion pointed out that a Fairfax County judge took over 3 years to make a decision in a case. That's just ridiculous. No one else could get away with not doing an essential part of their job. If you don't like your job well enough to do the work, get out of the way.

JUST A REMINDER: if you don't like how Twitter/Facebook/LinkedIn/Instagram (1) use your "private" information; (2) "censor" people; (3) spam you; or (4) allow "fake news" to be published then **stop volunteering** to be on these platforms. This is simple. There was life before online communities. In the "old" days we visited friends or called them on the telephone.

I THOUGHT I WAS A FORWARD-LOOKING PLANNER. According to the December issue of *Scientific American*, there are people studying and modelling out what our galaxy will look like in 4.250 billion years! Apparently, the Milky Way (that's the galaxy we are in) is on a collision course with our neighboring galaxy, Andromeda. To put this time in some perspective, the first stars started twinkling about 100 million years after the Big Bang. **The James Webb telescope**, launched Christmas Day, will, in part, be able to "see" back to almost the beginning of the universe. **My question:** while interesting, what does all of this have to do with our lives now? Serious question. If you can make the link for me and our readers, that would be terrific. ■

Inside The Mind of Ben Glass

In addition to running his own practice AND a separate business that teaches lawyers how to grow great businesses, Ben also coaches other small biz owners on how to start and grow a business that leads to your perfect life. Ben has a limited number of slots available for coaching non-lawyers in 2022. If interested, reach out to Ben at ben@benglasslaw.com. If you are a lawyer, check out GreatLegalMarketing.com



A NOTE TO MY YOUNGER SELF

This month I turn 64. It's almost a milestone age. I'll be celebrating at Disney as I am taking a lawyer business group to the Mouse to see what goes on behind the scenes (and ask: how could we use what we see in our practices.) Disney is the place where guests, as the call them, freely hand over all their money, love doing it, and then tell their friends how great the trip was. Imagine if every business had such raving fans!

I know that my personal business coach will ask "what is the learning in all this?" My version of that question is: "if your 64-year-old self could talk to your 18-year-old self, what would you say?"

Remember, at 18 I was almost totally focused on soccer. I played on a national champion youth team, was captain of my high school team and was heading to a good school (William & Mary) mainly to play soccer on scholarship. I honestly had little knowledge of anything else about the school.

So, if this was possible that I could have gotten advice in the summer of 1976, from my 2022 self, here's what that list would look like (though not in any order of significance):

What I Wrote on Page 1 of My 2022 Journal

- *Do what you love*
- *With people you like*
- *For people you like*
- *Be paid appropriately*
- *Have time for other things you like doing outside of work*
- *You deserve this kind of life*

- Those people at college who seem super smart? They probably are—in one thing. Again, they are on a different path than you are. This should not prevent you from charting your own course and doing well.
- Take some business classes in college. Math too.
- Learn to do weight training and make it a part of your DNA.
- Compare yourself to yourself, not to others. Everyone is on a different path.
- If you want to make a friend, make a friend. Ignore the negative influence of others (aka "peer pressure") who suggest that the person you want to be a friend to/with is not "cool enough."
- Really try to excel at your schoolwork. You will never (ever, ever) have as much free and unstructured time as you will over the next four years. Don't whine about how "much" work there is to do—it's nothing compared to graduate school and/or the real world.
- Start keeping a journal now. Real pen. Real paper. You would LOVE to read it now. I wrote a lot of letters home from college. My mom saved them for me. Not quite a journal but pretty close. They are a hoot. ■

INSIDE THE MIND OF

BRIAN GLASS



How You Deliver Bad News Matters

I have to deliver bad news sometimes. It's part of the job. Sometimes we get a crappy offer, or a bad result on a motion in front of a judge, or we find some fact that cripples our case. It happens.

I believe three things about the delivery of bad news.

First, if it's my case, it always comes from me. A staff member or associate never gets tasked with delivering bad news about a case.

Second, it comes fast. Bad news does not age well. There's a scene in the Godfather where Tom Hagan gets up from dinner with a movie director and just leaves, explaining "Mr. Corleone is a man who insists on hearing bad news immediately and in person." That scene has always spoken to me. The worst thing that can happen is that I know about the bad thing for a day or two, hold off on telling the client, and then they hear about it from someone or somewhere else.

Third, it always comes with a recommended plan of action. In life (and in person injury cases) we're rarely in control of what happens to us. But we're always in control of how we react to the bad thing that happens. ■



Bad news should always be delivered immediately and in person.



How Are Your **RESOLUTIONS?**

The average American gives up on their New Year's Resolutions by February 1. That's right: "New Year, New Me" is usually over by the time this newsletter hits your mailbox. I find that resolutions fail for one of two reasons – and neither has any to do with motivation. Resolutions fail because either (1) the goal wasn't specific enough or (2) you didn't have someone to hold you accountable.

Goals should be broken down into metrics and then into action, usually into action that you can accomplish within the next 90 days. For instance – want to lose weight? "Lose weight" needs to be assigned an actual number of pounds (or – better – body fat) and a deadline.

So, you might say you want to drop 3% off your current body fat number by the end of the year. The 90-day plan might be (1) find a professional facility to perform the first test, (2) schedule *and pay* for the second test, and (3) set a number goal of the number of workouts you're going to finish this quarter. Once you've hatched the plan, find an accountability partner – someone who you are going to feel bad telling you failed.

Our law firm's leadership team has worked really hard over the past few years to get better at setting goals for the firm and about holding each other accountable for hitting our individual goals. We go a step further and set annual goals, but we have 90-day targets to hit along the way. Sometimes the two overlap, sometimes they don't. ■

Here are a few of my goals for this year:

NEW YEAR Resolutions

2022 Goals

25 Dates with my Wife
220 Workouts of a half hour
or longer
Donate blood 5 times
Fast for 24 hours once a month

1st Quarter Goals

100 pushups a day
Establish a mediation practice
Have lunch with every member of
the BGL team

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



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



Inside This Issue...

- » February Feel-Good Stories
- » *BGL's Best Bites:*
Strawberry Valentine Chex Mix
- » Inside the Mind of Ben Glass
- » Inside the Mind of Brian Glass
- » Happy Black History Month
- » And more...

Happy Black History Month!

*This month we honor the
 great contributions of African
 Americans to U.S. history.
 Here's just a few historical
 figures that have paved the
 way for generations to come.*



First Lawyer: *John Mercer Langston* was the first Black man to become a lawyer when he passed the bar in Ohio in 1854.



Scientist: *George Washington Carver* developed 300 derivative products from peanuts among them cheese, milk, coffee, flour, ink, dyes, plastics, wood stains, soap, linoleum, medicinal oils and cosmetics.



Oscar Winner: In 1940, *Hattie McDaniel* was the first African American performer to win an Academy Award (the film industry's highest honor) for her portrayal of a loyal slave governess in *Gone with the Wind*.



Self-Made Millionaire: *Madam C.J. Walker* was born on a cotton plantation in Louisiana and became wealthy after inventing a line of African American hair care products. She established "Madame C.J. Walker Laboratories" and was also known for her philanthropy. ■

Source: History.com