

Cool Ways **WOMEN** Are Serving the World



By Tammy Hine

I'll be honest, this month's newsletter article should have been a lot easier to write. When Lauren (our marketing director) asked me to write the piece for International Women's Day I was like, "Pfft! Too easy! I'm a woman! This is going to be a piece of cake."

It was not a piece of cake, in fact. It was actually a lot of pressure. I'm just ONE woman. And International Woman's Day involves like... a lot of women. At least more than one. With so many amazing and terrifying things going on in the world, what could I alone write that embodied the spirit of every woman?

So instead, let's follow the theme of this year's International Women's Day, #breakthebias, and take a look at what some awesome women around the world are doing in roles that are historically (and currently) dominated by dudes. Curated and approved by yours truly.

WHAT TO LISTEN TO

BABYMETAL. BABYMETAL (all caps) is a hardcore "kawaii" metal band from Japan. Blending heavy metal and the Japanese icon music trend, it answers the questions: can metal be cute? Can cute be metal? YES, TO BOTH!

WHAT TO WATCH

The Babadook. This is an Australian psychological horror film written and directed by Jennifer Kent and produced by Kristina Ceyton and Kristian Moliere. It's hard to make a good horror film but The Babadook does right by the genre. With a 98% on Rotten Tomatoes, Kent's directorial debut takes you on a rollercoaster ride of fear and anxiety about the pressures of motherhood – now with spooky ghosts!

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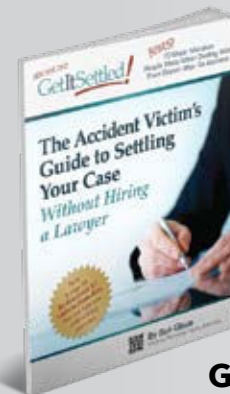
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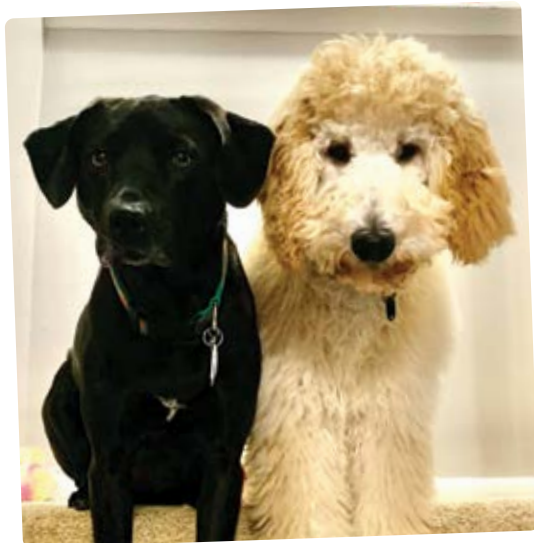
The Accident Victim's Guide to Settling Your Case Without Hiring a Lawyer reveals the secrets that top lawyers use to get top dollar results.

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BGL's Best Bites: FOR THE DOGS

By Tammy Hineline

If you're like my dogs, you love peanut butter! And there's lots of ways to enjoy it – in the tub at bath time, in a crate at nap time, or straight from the jar because you won't let go of the dryer sheet you stole from the laundry. Here's two ways to celebrate National Peanut Butter Day (March 1) with your pups:



Woof!

Tater Tot's Tropical Treat

Layer peanut butter, coconut oil, and mashed banana in a silicone ice cube tray or mold. Freeze and pop out one-by-one for a quick snack. You can practically feel the ocean breeze in your tail!

Barkimedes's Holiday Bounty

Every day is Thanksgiving with a Kong! Pick an appropriately sized Kong for your dog and layer peanut butter, pumpkin puree, and just a few dried cranberries inside. Freeze and enjoy. ■

****Remember to always supervise with toys or treats that may pose a choking hazard to your pets. And be sure to choose a peanut butter brand WITHOUT Xylitol – the sugar substitute that's toxic to dogs.***

BGL Review SPOTLIGHT

In today's world, online reviews play a big role in the consumer's decision-making process. According to the digital marketing site, Business 2 Community, 85% of consumers trust online reviews as much as personal recommendations.

BenGlassLaw

3998 Fair Ridge Dr #250, Fairfax, VA

4.9 ★★★★★ 197 reviews



Here are two of our most recent favorite reviews:

"Olivia has been an extraordinary resource over the year of my relationship with the firm. She is professional, expert, patient and clear. As a lawyer myself, these are attributes of staff managing a matter and relationship that make the experience much more transparent and the inevitable delays of calendar and arcane, unique process understandable and tolerable. She is a true star asset." – Michael A.

"Would definitely recommend Ben Glass Law. I am very happy for the service I received regarding my car accident case and their professionalism, knowledge and quick turnaround. Working with Lisa and Tammy was a pleasure. Any questions I had were answered quickly and explained so I could understand. I am extremely satisfied with the results of my case and would highly recommend anyone needing an accident lawyer to contact them." – Maryhellen B.

If you're a past client of Ben Glass Law and haven't left a review of your experience with our team, would you mind taking 5 minutes to do so?

We appreciate all the feedback and spoil our team when we hit review goals that we've set. Scan the code to easily leave a Google Review ■



Useful *and Useless* Information

By Lauren Cashon

Time to Spring Forward

It. Is. Here. Daylight Savings Time is on Sunday, March 13. I don't know about the rest of you, but this day is **huge** in my life. It won't be dark at the end of the workday. Warmer weather is coming. The flowers are about to show us what they got. Times are changing!

It's Girl Scout Cookie Season

If you didn't know this, you're welcome. If you happen to buy yours on March 12, be sure to wish your cookie dealer a "Happy Girl Scouts Day". My strategy is always to buy in bulk, that way I don't have to go back for somoa.

Missing Pickle

The Portland Pickles are in a pickle. The baseball team's mascot, Dillon T Pickle, recently traveled to a game series where he was unfortunately lost by Delta on his return trip home. When the airline finally found the luggage containing Dillon, they dropped him off after-hours on the porch of the Pickle's office building. This is when a porch pirate was caught on camera grabbing the bag containing Dillon and walking off. Hopefully by the time you're reading this, they have found Dillon and it's no longer a big dill.



\$4,000,000 Fortune Cookie

After dining out with his wife at the Asian restaurant they frequently visit, Gabriel Fierro, of North Carolina randomly decided to use the numbers from his dinner's fortune cookie to enter the Mega Millions jackpot. Days later, he woke up to an email informing him of his winnings of \$4 million, the largest win in the history of Online Play in North Carolina. A fortune for a fortune. ■

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



In early January the Washington Post profiled nine people, ages 28-65, who still had student loan debt they were dealing with. In one case the debt was personal debt of the person's children.

The Post asked: *What would you change about the debt process?*

The responses varied. Most, to their credit, accepted responsibility for the choices they made, even when they did complain about an "unfair system."

What is evident is that people need to be educated about stuff that matters. What we spend time on in the educational process matters. How money works? That matters a lot over your lifetime. Memorizing which Indian

Tribe lived in what part of Virginia in the 1500's? Doesn't matter. That fact can be looked up, if necessary.

When people file for personal bankruptcy one of the things the law requires is that a debtor go through credit counseling and debtor education courses. Gee, what if we made passing those classes mandatory before we let you out of high school?

I guarantee you the world would be better off. (Note: while I was writing this article, I happened upon HowMoneyWorks.com. It's worth a look.) ■



2021 Disability Insurance in Review

Ben Glass Law continues to be market leaders in this specialized area of the law. No one in Virginia, DC or Maryland handles as many of these cases as we do. Here's what we did last year:

- 28 Insurance Appeals filed
- 19 Appeals Won;
- 10 Appeals Lost resulting in a lawsuit being filed
- 19 Lawsuits filed*
- 15 Lawsuits Settled
- 3 potential Lawsuits avoided and settled after we sent a "please don't make us sue you" letter
- 4 cases briefed at the District Court level; 1 case won, 3 awaiting decision
- 2 cases argued in the 4th Circuit court of appeals; 1 case won, 1 Case settled for a lot more money than we offer to settle with them year and 1/2 ago.
- 0 cases lost with no money being paid.
- Record-breaking number of referrals from corporate and business attorneys who understand the value of our work.

Over \$3 Million in wrongfully denied benefits recovered. Each case is different, and the result of each case depend on unique facts. We do not accept every case.

*In some cases, the client has already appealed and lost, so the next step is for us to file a lawsuit.

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

Ben and Sandi Speak at MARRIAGE AND ENGAGEMENT Enrichment Night



Ben and Sandi were invited to speak at Nativity Catholic Church in Burke Virginia for their monthly marriage and engagement enrichment night. Ben and Father Bob Cilinski met four and a half years ago at CrossFit. (Father Bob, who also grew up and played high school sports in Northern Virginia, can deadlift a car!)

Ben and Sandi shared “what our nine children have taught us about marriage.”

The Marriage Enrichment Ministry at Nativity has a large membership, including 120+ couples whose spouse is Catholic, and one is another religion. The ministry, led by Jennifer Sturgeon, supports interfaith couples and invites them to everything the ministry offers.

Their purpose:

Strong marriages=stronger families=stronger society.

A couple lessons that Ben and Sandi shared:

- Yes, it's OK to sometimes go to bed mad at each other.
- You CAN learn to respond, not react.
- Children want to obey and do the right thing, they really do.
- Whatever your child may be complaining about that is going on in their life, even if it seems trivial to you, IS important to them and a parent must first connect with their child where the child is.
- Author/speaker Brene Brown, has given us a great ice-breaker to use after a fight or disagreement: “when I hear [whatever it is you think your spouse said that made you mad] the story I tell myself is [explain what you think when you hear the words you heard.]”

To find out more about the ministry go to:
nativityburke.org/marriage-enrichment-ministry
or search for them on Facebook. ■



WHAT WOULD BEN SAY

Best Quote to Make into a Poster

Heard this in a mastermind group that I am a part of.

The Master in the Art of Living

“The master in the art of living makes little distinction between his work and his play, his labor and his leisure, his mind and his body, his information and his recreation, his love and his religion. He hardly knows which is which. He simply pursues his vision of excellence at whatever he does, leaving others to decide whether he is working or playing. To him he is always doing both.”
– James A Michener

BUSINESS TIP Books make great gifts for referral sources, clients and vendors. Having a supply of a variety of books on hand will remind you to send thank you notes for referrals and sales! A terrific resource for new books at substantial discounts from list prices is BookDepot.com. ■

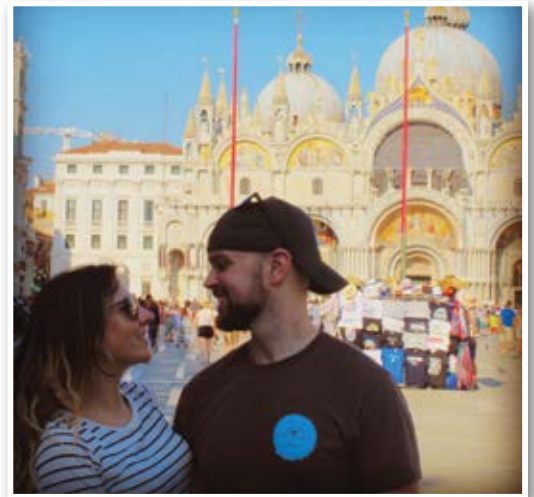
INSIDE THE MIND OF

BRIAN GLASS



Memento Mori

About once a month, my family plays “would you rather” at the dinner table. The rules are simple: Everyone offers one question and then we go around the table answering the question. Would you rather vacation in Europe or South America? Would you rather be deaf or blind? Would you rather eat poop or dirt? (The six-year old’s question almost always has something to do with the toilet.



The answers tell you a little bit about your kids and give you a veiled opportunity to teach a family value. (Ok, maybe not the question about poop).

The other night, the text chain for one of my mastermind groups asked: would you rather know how you’re going to die or when?

The group was split, but my answer came easy: When. When offers peace and opportunity. How offers fear. What if you knew that you were going to die by a tree branch falling on your head? You’d never go outside for fear that it might be your last time.

Knowing when lets you plan. Going to die in three decades? You have time to work on building a strong foundation for your legacy. Going to die in three weeks? Better get your affairs in order, talk to your loved ones, and start scrambling to check off that bucket list.

Which got me thinking... since we don’t know when we are going to die... and because it might be in three weeks... shouldn’t we be living our lives with more urgency and intentionality? You wouldn’t waste the afternoon watching football if you knew you only had 20 afternoons left, would you? Nor would you settle for a crappy meal!

The great American poet, Tim McGraw, wrote about this idea in his 2004 hit “Live Like You Were Dying,” but the idea is much older. The Stoic philosophers used the phrase *Memento Mori*. “Remember that you will die.” This reminder serves several purposes.

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Inside The Mind of Brian Glass

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Memento Mori

It humbles. Some accounts of Roman victories include the role of an aide who would walk just behind the conquering general and whisper in his ear “Remember, thou art mortal.”

It gives you reason to celebrate. One Egyptian festival custom was to bring a skeleton into the room: “eat, drink, and be merry! One day you’ll be dead and look like this!”

It gives you something to reflect on. Marcus Aurelius, the most famous of the Stoic philosophers, wrote in his Meditations that “you could leave life right now. Let that determine what you do and say and think.”

It inspires and challenges you to prioritize. If you only had a few weeks, what would you do? Make a list. Then challenge yourself to bring one of those bucket lists items off of your bucket list and go and do it in 2022.

Cheers. ■

—continued from page 1

Cool Ways Women Are Serving the World

WHAT TO READ

Frankenstein, by Mary Shelley. An obvious classic, but did you also know this is considered one of the first science fiction novels ever? There’s a few contenders from the 1600’s for very first, but I bet you can’t name them. Shelley’s work solidified her place in history as the “Mother of Science Fiction” and vaulted the genre out of the 19th Century.

WHAT TO COOK

Anything from *Salt, Fat, Acid, Heat* by Samin Nosrat. Anyone who knows me personally knows I am a terrible cook. But Samin breaks cooking down into pure science, by mastering these four elements, you too can cook a delicious Buttermilk-Marinated Roast Chicken or Caesar salad dressing from scratch. Not me, though. I’m still terrible.

WHO TO FOLLOW

Erika Thompson (texasbeeworks on Instagram and TikTok) of Austin, Texas. Erika’s work went viral when she began uploading content of her bee-removal services – scooping swarms of “gentle bees” with her bare hands out of unwanted hives like truck beds or old toilets. Whatever you have to say about her safety protocols, I’m thankful the world has people like her because I sure ain’t touching those bees.

So, this month, celebrate all the cool ways women are serving the world and their communities – by painting, writing, singing, raising families, fixing hernias or fixing potholes. It’s all good!

From us to you, wishing you a very happy (and bee-free) International Women’s Day. ■

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



Happy Women's Month

We can't let this month go by without shouting out those who make a lot of the magic happen in our firm, the women of Ben Glass Law.

Our team helps people during some of the hardest times of their lives and the feedback and reviews we receive from clients shows how genuinely supported they feel when working with this wonderful team of ladies.

Happy International Women's Day & Women's History month to all the strong ladies of the world!

Here's To Strong Women: May We Know Them, May We Be Them, May We Raise Them. ■



Some of the hardworking and dedicated ladies of BenGlassLaw