

# Our Neighbor Kenny



By Lauren Cashon



*When my fiancé, Robert, and I first bought our home in 2018, I thought I had our next-door neighbor, Kenny, figured out. He kept to himself. He didn't engage after I would say "hello" to him. I didn't see a neighbor kid's ball bounce into his yard, but I imagined he would yell at them to "get off his grass" when they went to retrieve it. I thought Kenny was the cliché "cranky old man" next door.*

I was wrong.

It took almost a year for Kenny to open up to us. We learned that he had a developmental disability which was why he was so reserved. He had lived in his home for almost seventy years, was an avid antique collector, ate at least one hot dog a day, and had a passion for mechanics – the common passion that started the beautiful friendship between himself and Robert.

Over the past year, Kenny's health had been declining and he passed away at the end of June. I could write on and on about the impact Kenny had on our lives but here are the three most valuable things that I'll always cherish he taught me.

**1 Don't judge a book by its cover.** The same girl (me) that thought she lived next door to a "cranky old man" quickly turned into the girl that willingly drove to different Walmarts just to find Kenny his favorite brand of Rye bread to eat his hot dogs on. My initial impression of Kenny will always remind me that a person's outward appearance or actions are not always a reliable indication of their true character.

**2 Your circumstances do not determine your ability.** Kenny did not let his disability limit him from learning a trade that he practiced for most of his life. His parents were his biggest advocates and made it their mission to teach him a skill which is where his knowledge of mechanics was born. Our neighbors have all told us that for many years before our time in the neighborhood, if anyone's lawn equipment was broken, they'd bring it to Kenny's house to be repaired.

—continued on page 7



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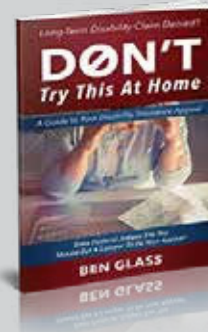
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## BGL's Best Bites: GOLDEN GRAHAMS S'MORES



*One of our wonderful personal injury paralegals, Tisha, described this as a perfect “less labor, Labor Day dessert menu item” and we couldn’t agree more. Enjoy!*

### Ingredients:

- 8 cups Golden Grahams™ cereal
- 1 bag (10 oz) miniature marshmallows (5 ½ cups)
- 1 ½ cups milk chocolate chips (9 oz)
- 5 tablespoons butter or margarine
- ¼ cup sugar
- 1 tablespoon water
- 1 teaspoon vanilla

### Instructions:

- 1 Grease 13 x 9-inch pan with butter.
- 2 Measure cereal into large bowl.
- 3 Reserve 1 cup of the marshmallows. In 3-quart saucepan, heat remaining 4 ½ cups marshmallows, the chocolate chips, butter, sugar, and water over low heat, stirring occasionally, until completely melted. Remove from heat; stir in vanilla. Pour marshmallow mixture over cereal in bowl; stir until evenly coated. Stir in remaining 1 cup marshmallows.
- 4 Press firmly in pan. Cool at least 1 hour until firm. For bars, cut into 6 rows by 4 rows. Store loosely covered at room temperature. ■

# What Exactly is Labor Day?

*By Yasemin Tanyu (a rockstar BGL intern)*

*In the 1800's, around the time that Labor Day was created, labor unions were crucial to many blue-collar workers struggling with low wages, long hours, unsafe working conditions and more. These unions and the growing Labor movement are what sparked the creation of the now nationally recognized holiday. This political movement consisted of strikes organized by labor unions, such as the first labor organization, the Knights of Labor, and became increasingly frequent around the mid to late 1800's.*

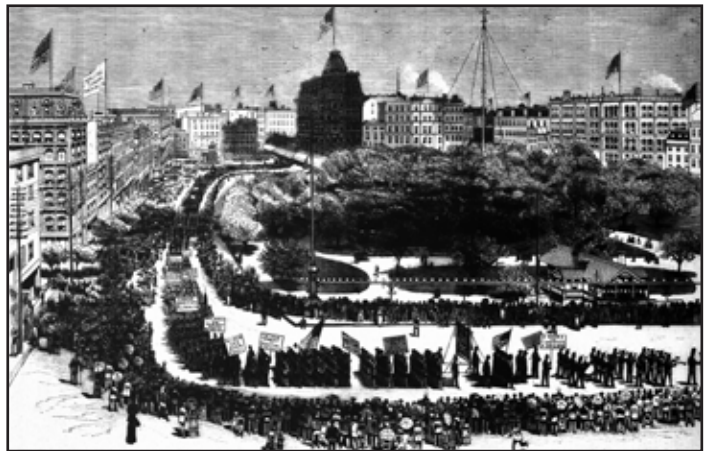


Illustration of the first American Labor parade held in New York City on September 5, 1882 as it appeared in Frank Leslie's Weekly Illustrated Newspaper's September 16, 1882 issue. Public domain.

But, in contrast to these strikes, laborers would sometimes give up a day's pay and instead attend labor parades. The first of these parades occurred in New York in 1882 where over 20,000 union members gathered to walk the streets of NYC to express their support for other unions. This soon became a public event and inspired more parades in other states, officially starting the concept of Labor Day; a day to take off work and “celebrate workers and their achievements, originating during one of American labor history's most dismal chapters.”<sup>1</sup>

Today, Labor Day and Labor Day weekend are celebrated with an array of activities such as outdoor concerts, grilling, and more. For many areas, it marks the last day that pools are open and perhaps even the end of Summer. Though the way we celebrate Labor Day now in comparison to the past might've changed, labor unions are still a very important part of today's society. Organizations like the Education Association of the United States or the Service Employees International Union make this holiday a key part of who the United States were and still are today. ■

<sup>1</sup> Source: History.com

# How Being More Productive Made Me Happier

By: Nadia Iacoletti, BGL intern



When I was younger, I cherished my downtime. My ideal activity was spending hours on the couch watching either Friends or The Office - my forever favorite TV shows. I was content with this lifestyle... then COVID struck. I suddenly had absolutely no responsibilities, no work, and nothing to make me appreciate the ample free time I had. I quickly started to feel like I had no sense of purpose. I spent the first three-month stretch of quarantine doing absolutely nothing to better myself. I remember this period of my life as one that I spent unhappy and feeling bad about myself. Looking back now, I'm glad that I experienced these emotions because it taught me a lesson about myself; I am happiest when I am using my time to improve myself.

Since this realization, I have joined the gym and now work out 3-4 times per week. I've set goals to expand my vocabulary, read more books, learn more about the world through the countless free mediums for knowledge on the internet (my current favorite being educational YouTube videos). I work towards my career through building my resume and network, save money for law school, and improve my mental health through yoga, walking, and other physical activities. Needless to say, I am a much busier person these days.

As I started to increase my

productivity, I saw an increase in my overall happiness. At first, I figured this was because I was just too busy and distracted to

Find a balance of rest and productivity that optimizes your happiness.

feel negative emotions. But there is a scientific explanation for this occurrence - our brains release dopamine (the "happy hormone") when we successfully complete tasks. No wonder checking off my TO-DO list brings me so much joy! I also noticed how adopting

a productive lifestyle brought me much more self-confidence because I was becoming the best version of myself that I could possibly be. In my experience, using my free time to invest in myself has been the gift that keeps on giving.

Let's be honest, I'm not suggesting that the best way to live is to never have downtime. Adequate rest is crucial in accomplishing anything. But finding a balance of rest and productivity that optimizes my happiness is the best thing I've ever done for myself, and I urge you to invest some thought into doing the same. ■

## 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



## *Lately at* BEN GLASS LAW™

We had college-age interns from the Abiding Presence Lutheran Church in Burke, Virginia, visit the BGL office in July. First, what a cool program the church is running – these young folks are doing real jobs and getting paid real money in a very positive work environment. Then, they are going on "field trips" to places where various church members work or run businesses. They were here for over two hours, and we ended with a Chick-fil-A buffet. With a variety of speakers, some of the topics we shared were:



- 1 You don't have to know everything. You need to learn to ask really good questions.
  - 2 How one of our employees, upon realizing that the employee's life was just not going in the right direction, made a bold decision to make a big change (and all the cool places that one decision took the employee).
  - 3 A place of business is supposed to be a place free of discrimination, abusive conduct/language – when you find your way to the working world, know that there are many great places to work – DON'T SETTLE FOR LESS.
  - 4 What HR is really supposed to do for you. What "benefits" in the workplace means and what you might want to look for.
  - 5 How to "show up" for interviews, internships and first jobs.
  - 6 Why you shouldn't feel "bad" or "behind" if you don't know what you want to do at the age of 18-25 because most people don't (even if they seem like they do).
  - 7 Three disciplines/habits/skills to develop:
    - » communicating in writing and orally;
    - » putting aside money for your future;
    - » lighting up others' worlds by asking curious questions of them and LISTENING to the answers.
  - 8 How to know when God is really trying to get you to do something.
  - 9 How you can live out your Christian faith in any workplace.
- Want to bring a group of young people by? Reach out to us.*
- Want to have a one-on-one lunch with Ben? Go to [LunchWithBen.com](http://LunchWithBen.com). ■*

# 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](mailto:ben@benglasslaw.com). If you are a lawyer, check out [GreatLegalMarketing.com](http://GreatLegalMarketing.com)*

## Good News!



Ben and Sandi welcomed grandchild number seven into the world, Hadley Grace Hunt, the daughter of Calvin and Kelsey Hunt. Hadley has a way to go before she matches "Henry" in size! This means we will have two one-year olds walking around at next summer's "All Family" beach vacation!



Sandi and Ben got away alone for a couple of days to celebrate our 41st wedding anniversary. They enjoyed a couple of long bike rides at Henlopen State Park in Delaware.

Ben participated in a Northern Virginia Legends Sports Podcast panel discussion of high school and youth refereeing. During the discussion we revealed why we continue to referee, who that "bad people" are in the sport and what we'd really like players, coaches, and parents to know about us.

Scan me



## SMALL BUSINESS TIP OF THE MONTH

### A USEFUL EXERCISE (FREE CONSULT) THAT WE STUMBLED UPON

*Here's a marketing strategy that you can use to get valuable information on how to improve your website.*

Go out into the web development marketing world and say, "we are considering a change of our main website, are you interested in a discussion?" (You should always be considering a change, so this statement is not a fib.)

You can find web vendors on the Internet, running (ironically) TV and radio ads, or if you are like us, in your email inbox. Reach out to 4-5 of them and ask: *what can you show us?*

Most will offer free reviews and analysis of your site. Go to your current vendor and pitch them on this too.

We did this at Ben Glass Law and we are launching a new website later this year. In each conversation we learned at least *two* important things: (1) what tools they used to do the audits (they freely told us) and (2) at least one good way in which we could fix something that was keeping our site from ranking with our competitors in search results.

Each of the vendors wanted to point out something big, and they did. We learned a ton and were able to attack/fix most everything they pointed out.

This strategy is not new, of course. There is little that is new. This is all about observing marketing ideas from other industries. The big idea is that large publicly held corporations routinely put their marketing *up for review*. They get all the top advertising agencies to come in and pitch their best ideas in hopes of signing up a new client. Many times, they take these ideas (again, freely pitched by vendors who are engaged in a competitive market) and stay with their own agency, but with new ideas to implement.

Lawyers are not the only ones using free consultation in their marketing. Consider adding this to your business building toolbox. ■

INSIDE THE MIND OF

BRIAN GLASS



## It's a Glass Bros Summer

My article is short this month because I have been having too much fun with my kids. I often joke with Krista that we'll be kicking them out the day after the youngest turns 18 so that we can start "living our best lives." But that's a joke (most days) and we've focused now on maximizing the number of memories that we have from our 18 summers with the boys.

We spent most of July off on adventures - jet skiing, riding water slides and roller coasters, and staying up too late.

- Brian







**After 41 years of marriage,  
here are my three tips for a  
happy marriage.**

-Ben Scan to watch a  
short video →



—continued from page 1  
**Our Neighbor Kenny**

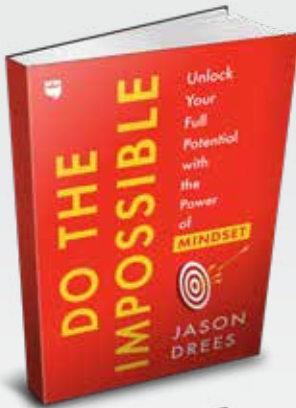
Many Sundays I could find Robert in the driveway working on one of his vehicles with Kenny in a chair close by, asking questions about every tool or part in sight while adding his own input on how things could be fixed. Kenny taught me that you don't have to fit in a box, even when the world tells you to.

**3 Being of service to others will change your life.** I truly believe that we were neighbors with Kenny for a purpose. Over the past few years, we happily stepped in to help him in any way that we could - we mowed his lawn, grocery shopped, and Robert would drive him to every single appointment he had. All these things took our time but what we gained in return was priceless.

Kenny spent the last years of his life knowing that he had a family next door that truly loved and cared about him. When you realize your selfless acts of kindness are so powerful that they can change a person's life, you change your own life in the process.

We have missed our neighbor Kenny every single day since his passing, but the lessons he taught us will last a lifetime. ■

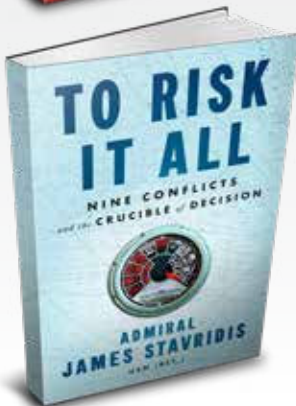
## HEADLINES FROM BOOKS I READ AT THE BEACH



### ***Do the Impossible***

Jason Drees

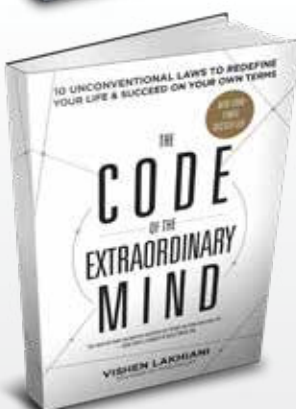
Most people set goals that are incremental: they set goals that are 10% above what they've achieved in the past. Some people set their goals on "what is possible" – trying to accomplish what they've seen other people achieve in the past. The best goals come from a set based on asking "what is impossible, but would be fun to shoot for anyway?"



### ***To Risk it All: Nine Conflicts and the Crucible of Decision***

Admiral James Stavridis

Outside of my usual reading interests, this book catalogues nine naval battles through the lenses of the decision maker. Good read for anyone charged with making decisions with incomplete information. What I appreciated most was the methodical practice of taking time during the heat of battle to consider what "facts" are actually facts and which might only be assumptions.



### ***The Code of the Extraordinary Mind***

Vishen Lakhiani

Most of us go through life abiding by "Brules" (Bullsh\*t Rules someone else made up) without questioning *why* we do things that way. This book gives you a framework for questioning those Brules.

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



# PICKLE BALL

**Our latest team outing was to our local Pickleball center, Pickleballerz, located in Fairfax.**

It was a celebration of quarterly wins, new goals, a wedding, a birthday, and a new team member all in the same day. After an hour of learning the sport, followed by an hour of games, we're pleased to announce that we're all still friends, but now know exactly who the competitive natured people are within our BGL team. ■

