

# LIVELIFEBIG™

## NEWSLETTER

October 2022 • Volume 22 • Number 10

# Good News Stories



By Lauren Hill



*Some recent feel-good stories of the world.*

### Fun Flight to Hawaii

Passengers on a recent Southwest flight from California to Honolulu were all surprised when they were all gifted free Ukuleles and lessons on board. The whole thing was setup by *Guitar Center*, who had put ukulele teachers on the flight to Hawaii to give the passengers lesson on how to play a classic Hawaiian song on their newly gifted musical instruments. Talk about a fun way to start a vacation.

### Missing Ring Found 50 Years Later

Over 50 years ago, a man named Dave Radley was picking strawberries to sell when he lost a ring that his late mother had recently gifted him for his 21st birthday. He searched his friend's land that he had been picking fruit on for hours but was never able to find it. Recently, a man using a metal detector was walking the field and discovered the ring 7 inches under the ground. As his friend's family still owns the land today, he was able to surprise Dave with the ring after 50 years, which you can imagine was a priceless gift.

### Tiger Population in Nepal Increases

Tigers were on the brink of extinction in Nepal in 2010, when a treaty was signed by the country that committed them to doubling their tiger population by 2022. According to WWF Nepal, the country had an estimated 121 tigers in 2010, and on World Tiger Day of this year, they announced that their current tiger population is 355, more than doubling their endangered tiger numbers. It's proof that humans can work together to save endangered species.

### From Janitor to Principal

After Mike Huss graduated high school, he started working as a janitor at the elementary school that he once attended. After seeing his character and the way he interacted with students, he was encouraged by the faculty to pursue teaching. Wanting to provide for his family and show his son that he can obtain his dreams, Mike attended school for teaching while still working as janitor. Now, after two decades of teaching the fifth grade, this year he is leading the school as principal.

### Study Proves That Dogs Cry "Happy Tears"

A scientist in Japan observed that his dog's eyes watered when she was nursing her puppies and when her dad, the scientist, would come home after being away. This inspired him to do a study to test if dogs cry when they're happy, as he knew that both dogs and their owners release oxytocin (the "love hormone") when they interact. I'll save you all the scientific findings but what the professor did find was that the dog's tear volume indeed went up by 10% when the animals got back together with their favorite human. It did not increase when it was a person they didn't know well. ■



A Monthly Publication of BENGGLASSLAW

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

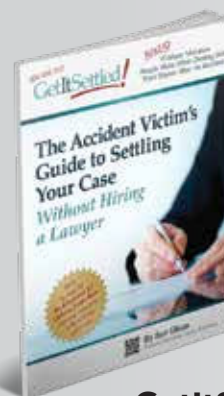
### In this issue...

- Page 1 Good News Stories
- Page 2 Pumpkin Cookies with Browned Butter Frosting
- Page 2 New Mastermind Group
- Page 3 Inside the Mind of Lisa Derco
- Page 4 Inside the Mind of Ben Glass
- Page 6 Inside the Mind of Brian Glass
- Page 8 Shopping Small this Holiday Season



BENGGLASSLAW  
is a Proud Sponsor  
of Halo Fitness

FREE INSTANT DOWNLOAD  
**GET IT SETTLED**



**You  
can settle  
your  
own case.**

**GetItSettled:** 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.

Go to **GetItSettled.com** to get your free download now or call 703.544.7876 to have a copy mailed to you.

## BGL's Best Bites:

# PUMPKIN COOKIES WITH BROWNED BUTTER FROSTING

*We couldn't have our October newsletter without a pumpkin recipe inside. On top of being absolutely delicious and cute, these cookies taste like Fall.* Prep: 25 min. Bake: 10 min./batch + cooling

### Cookie Ingredients:

- 1-½ cups butter, softened
- 2 cups packed brown sugar
- 1 cup canned pumpkin
- 2 large eggs, room temperature
- ½ cup crystallized ginger, finely chopped
- 5 cups all-purpose flour
- 2 teaspoons baking soda
- 2 teaspoons ground cinnamon
- 2 teaspoons ground ginger
- ½ teaspoon salt

### Cookie Ingredients:

- ¾ cup butter, cubed
- 4 cups confectioners' sugar
- 1 teaspoon vanilla extract
- 4 to 5 tablespoons 2% milk

### Instructions:

- 1 Preheat oven to 375°. In a large bowl, cream butter and brown sugar until light and fluffy, 5-7 minutes. Beat in pumpkin, eggs, and crystallized ginger. In another bowl, whisk flour, baking soda, cinnamon, ginger, and salt; gradually beat into creamed mixture.
- 2 Drop dough by tablespoonfuls 2 in. apart onto ungreased baking sheets. Bake 6-8 minutes or until golden brown. Remove to wire racks to cool completely.
- 3 For frosting, in a small heavy saucepan, melt butter over medium heat. Heat 5-7 minutes or until golden brown, stirring constantly. Transfer to a large bowl. Gradually beat in confectioners' sugar, vanilla, and enough milk to reach desired spreading consistency. Spread over cookies. ■



*These cookies taste like Fall.*

## ATTENTION SMALL BUSINESS OWNERS IN NORTHERN VIRGINIA NEW MASTERMIND GROUP



*I have had several local business owners approach me about restarting our local business mastermind group.*

It faded away in COVID but, truth be told, it had become sort of a drag – people were not bringing energy into the room. Perhaps they thought it more of a **networking event** (which I hate). If I get enough

serious interest from enough interesting people, I will consider restarting it. Six meetings a year – in my office starting at noon – 90-minutes per meeting. If you think you meet the criteria, send me an email at [ben@benglasslaw.com](mailto:ben@benglasslaw.com). I've

been practicing law for 39 years, running my law practice for 27 years, and running a coaching business for 18 years. I know a few things that are fun to share and find it very impactful to be in a room with like-minded individuals. ■

INSIDE THE MIND OF

LISA DERCO



## Hello From Lisa Derco

*Well, I figured after being at BenGlassLaw for almost two years, (time is flying!) it was about time I started to write more regularly in our Newsletter. For those of you I have not met yet, I came to BenGlassLaw after working for GEICO for nine years having cases against Brian. I live in Loudoun County with my husband, two boys (ages 3 and 8) and our 11-year-old labradoodle.*

This summer was a very special one. We decided we would live by the motto of “just take the trip.” We love to travel and our boys (and dog!) love being along for the ride. We made some amazing memories this summer and I am beyond grateful for the time we shared. It isn’t lost on me that time is going by quickly and the boys may not always think Dad is so cool for catching a huge tarpon off the beach or that a highlight of our trip is the traditional shopping trip for stuffed animals with Mom. So, I will soak in every second of them still thinking my husband, Drew and I are pretty cool to be around.

I love that we can take these adventures together, but what makes it even more satisfying is that I can continue to do my work, even while I am away. Every August we take a trip to our favorite beach, Bald Head Island. It is an absolutely magical place to just go and unwind with little to do other

than enjoying the beautiful beaches all while getting around on a golf cart. We also love to fish so you will find us with a few poles in the water at all times.

One of my favorite vacation work stories occurred last summer. I was working on a very difficult case where my client, a young boy, was badly bitten by a dog and had permanent scarring on his face. He was around my oldest son’s age, so this case really hit home to me. The insurance company was giving me a really hard time with it (shocking, I know). After a lot of back and forth while we were on our trip, I finally got them to put up the policy limits. It was a great victory and great way to end our vacation.

And this year while we were at the beach, I negotiated the largest settlement of my career as a plaintiff’s attorney. I am starting to think I should convince Ben and Brian to let me move to the beach! ■

### 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.





# Take Responsibility For Your Own Life

Lots going on in the world, much of it not very good if all you rely on for your news is the general media. TV/Radio/Newspapers are tricking you with clickbait (e.g., *New Breed of Teachers Hate Children*) or simply screaming at *the other*. I choose to live a world of positivity. From the book *The Dynamic Laws of Prosperity*:

**This is a friendly universe, filled with charming people – and this is what I choose to see.**

Here are some of my thoughts on current events. As always, feel free to reach out if you agree or disagree.

**The college loan bailout.** If you're married and make up to \$250,000/year and still have college debt, that debt just got reduced by at least \$10,000. If you went to college and actually paid off the debt you promised to pay, you get nothing. If you didn't go to college but you started working in a trade and had to purchase tools and training, you get nothing. If you borrowed money to start a business, you get nothing. **All bailout programs are ridiculous.** By the way, I could solve the entire student loan problem in a heartbeat. Make colleges be the lender. No federal money backing. The cost of education would drop in a heartbeat.

**Is Bruce Springsteen ripping off his fans by charging up to \$5,500 for a ticket?** Entertainers have finally figured out dynamic pricing. As demand goes up, so do prices (all smart businesses do this — it is Econ 101 stuff). Turns out, some Springsteen tickets went for as high as \$5,500 recently. *Variety* called Springsteen fans *victimized* by the high prices. The Financial Times said the practice deserves more scrutiny. Here's all you need to know; this is supply and demand at work. Even if you are a huge fan, you have no *right* to a ticket at any particular price. You are free to purchase one or not. No one is putting a gun to your head. Those who willingly paid \$5,500 were not *victimized*, they were happy to be getting a ticket and probably sitting in the front row. Good for them. A *victim* is someone from whom property is taken by force or fraud. **Think taxes**

– both force and fraud! When they voluntarily click the **buy** button at Ticketmaster or pay \$8.00 for coffee that includes 29 cents of product, they may be an idiot, but they are not a victim.


**California is set to create a governmental panel to set wages for an estimated half-million fast food workers in the state.** Their goal is to set hourly wages of up to \$22 for fast food workers and then increase wages annually. This is crazy for so many reasons, most of which my smart readers will understand (i.e., employers will hire fewer people, automate what they can automate, raise food prices which will hurt the poor, etc.) Here's what *nobody thinks about*: when the hourly wage increases, whether by mandate or rational decision of the employer, more potential employees will be attracted to the position. If you are legitimately worth \$15 an hour but the employer is forced to pay \$22 an hour, the employer is going to look for a \$22 an hour employee, and there will be more of them waiting in line for that job. The least skilled will find even more competition for fewer jobs. How's that help the poor? Only the free market should be setting wages. And **big point here**, we should stop referring to these jobs as *minimum-wage jobs* and call them what they are – *entry-level jobs*.

**Why are dog groomers mad at PetSmart? They Shouldn't Be!** A class-action lawsuit has been filed against PetSmart by workers who enrolled in PetSmart's "grooming Academy" after seeing promotions advertising the four-week program as *free*. Had these

# 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)*

claimants *actually read the contract* before they signed it, they would also have seen that if they left PetSmart within the first two years after completing their training, they would owe \$5,000 back for the training. Now they are mad at PetSmart because they didn't read what they signed. This is not victimization of employees – PetSmart offered a win-win opportunity for a person to increase their skills. These claimants did not have to take the offer. *Absent force or fraud there is no claim here.*

**Fall Sports have started – Let the Referees Referee!** Don't be that parent! You know, the one who embarrasses your kid because you are yelling at the referees and umpires. If you are that parent, you just might end up on a video like this one of West Springfield High School Parents.  *Scan me*

What's the theme of these *Inside the Mind* articles this month? Take responsibility for your own life. Stop blaming others for decisions you make. Figure out a way that people find your work so valuable that they would pay \$5,500 for a ticket to watch you play the guitar and sing. We should hold up entertainers and athletes who make a ton of money as heroic – they worked for it.

**By the way, do you have a contract you'd like Ben to go over and help explain? Send it over to [Ben@benglasslaw.com](mailto:Ben@benglasslaw.com). This is a free service (for real)! ■**



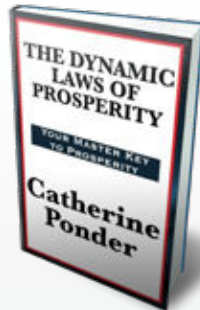
## What I'm Reading This Month

The end of summer brought a lot of nice days out by the pool, especially on the weekends. I read about 70 or so books a year. Most of them physical books, some on Audible. Many are business related subject matters, but I also like to read inspiring stories of people overcoming adversity. Here are a few of the books I got through as summer closed out:



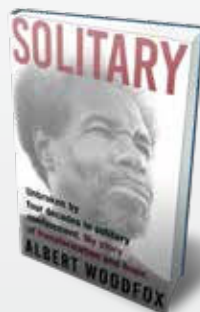
***Running Remote, Master the Lessons from the World's Most Successful Remote Work Pioneers***, by Liam Martin and Rob Rawson.

This is the best business book I've read in 2022. Whether or not you work remote or run a company with remote workers, this book has great chapters on culture and metrics. I immediately ordered copies for the leadership teams of both of my businesses.



***The Dynamic Laws of Prosperity, Your Master Key to Prosperity***, by Catherine Ponder.

This was a recommendation from Kia Arian ([ZineGraphics.com](http://ZineGraphics.com)). I continue in my quest to read and reread some of the classics from 75 to 125 years ago.



***Solitary, Unbroken by Four Decades in Solitary Confinement. My Story of Transformation and Hope***. By Albert Woodfox.

This book was a national book award finalist. The author spent over forty years in solitary confinement for a crime he did not commit. The book unveils the horrors of the Louisiana State penitentiary system. You think your life is hard? Unfair? Read this book.



# 39 LESSONS from My 39 Years

When I turned 39 in August, I sat down to write out a list of 39 things that I'd learned, relearned, or thought deeply about in the last year. Birthdays and New Years are great times for reflection.

- 1 What most people consider "impossible," isn't.
- 2 We eat too often. It's not hard to go 24-hours without food. Your ancestors regularly went longer. You can do it once a week.
- 3 You are responsible for your own happiness. No one else is looking out for that.
- 4 If you had the opportunity to help with something and chose not to, shut up. None of the people actually working on the project value your opinion.
- 5 Knowing the rules of the game is more important than your skill level.
- 6 Business owners who say "I'm the only one who knows how to do \_\_\_\_\_" are lying to themselves. There's probably someone in your organization who does it better than you and enjoys it more.
- 7 "Bad" debt will crush you. "Good" debt will launch you.
- 8 "Busy" is a terrible answer to "How are you doing?"
- 9 The trait that I value most in people is humility. I can't stand to be around someone who is never in doubt.
- 10 No one is paying as much attention to your negative results as you are.
- 11 No one pays as much attention to the fancy things you own, either.
- 12 Asking your spouse "do you want solutions, or do you want to vent?" works 50% of the time. The other 50%, I had my tone wrong.
- 13 I can no longer name more than three football players on any NFL team.
- 14 Most people are more concerned with winning an argument than with being right.
- 15 Almost no one is crazy. They're usually just motivated by something that you either don't know about or understand.
- 16 We spend a lot of time talking about being in a room with "smarter" people. Almost no one is any smarter than anyone else.
- 17 That said, who you spend time with matters. A lot.
- 18 I can't tell the difference between \$12 wine and \$80 wine.
- 19 I can tell the difference between \$12 bourbon and \$80 bourbon.
- 20 People who insist on telling you how valuable [smart, great, whatever] they are, aren't.

—continued on next page

—continued from previous page

## 39 Lessons from My 39 Years

- 21 Net worth is vanity. How much money comes into your account that you no longer trade an hour of your time for is what matters.
- 22 Time freedom is the highest goal.
- 23 If you have time freedom, you have a moral obligation to teach someone else how to achieve it.
- 24 All cruelty springs from weakness.
- 25 I can't remember what I had for dinner two nights ago, but I know all the words to most 2000s era pop punk songs.
- 26 Most TV shows should have been mini-series. Season two is usually meh. Season three almost always sucks.
- 27 There are always one or two kids on a youth sports roster who drives the coach nuts starting about a third of the way through the season. I can't imagine how teachers get through 10 months.
- 28 The single greatest factor in whether or not I can deliver justice in a large case is "how much insurance coverage exists?"
- 29 I used to think that 39 was old. If you asked me today what age is "old," I wouldn't have an answer.
- 30 I'd rather pay more up front for a vacation than pay less and swipe my credit card twenty times over the course of a week.
- 31 My life isn't that hard.
- 32 Profiles of how successful people got there never account for survivor bias.
- 33 There is nothing like making a tweak to a 9-year old's batting stance and having him hit the next pitch (whether because of your advice or not).
- 34 It's pretty easy to tell who at your dinner table never waited tables.
- 35 It makes no sense that college makes you to take calculus but doesn't require you to learn how to budget or invest.
- 36 Since we're all upset about what happens when the other party is in power, what if we just made government less powerful?
- 37 I'm not good at coming up with original ideas. But I am amazing at crafting a good idea into a great one.
- 38 I don't care what your job title is. You're in sales.
- 39 A beer on the beach solves all your problems. ■

## BOOKS I READ THIS MONTH

### ***The Storyteller***

Dave Grohl

### ***Fast This Way: Burn Fat, Heal Inflammation, and Eat Like the High-Performing Human You Were Meant to Be***

Dave Asprey





3998 Fair Ridge Drive Suite 250  
Fairfax, VA 22033  
tel 703.544.7876 fax 703.783.0686  
www.BenGlassLaw.com

To be removed from our mailing list, email  
info@benglasslaw.com or call 703.544.7876

## Inside This Issue...

- » Good News Stories
- » BGL's Best Bites: Pumpkin Cookies with Browned Butter Frosting
- » New Mastermind Group
- » Inside the Mind of Lisa Derco
- » 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](http://BenGlassLawVIP.com) to find out!



## SHOPPING SMALL This Holiday Season

By Lauren Hill

*The pandemic taught us many things but one important take away for me was the importance of supporting small and local businesses.* I have recently been very self-aware of ordering from the “big guys” and realizing that as nice as it can be, I don’t actually need that product on my doorstep in one to two business days. Supporting small and local this holiday season will support your own community and also let you give unique gifts that can’t be found anywhere else.

In the upcoming newsletters, we’ll be featuring small businesses to inspire gift ideas and to shop from this holiday season. If you own or would like to support a local or small business, please send them my way at [Lhill@benglasslaw.com](mailto:Lhill@benglasslaw.com). ■

