

LIVELIFEBIG™

NEWSLETTER

July 2022 • Volume 22 • Number 7



A Monthly Publication of BENGlassLAW

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



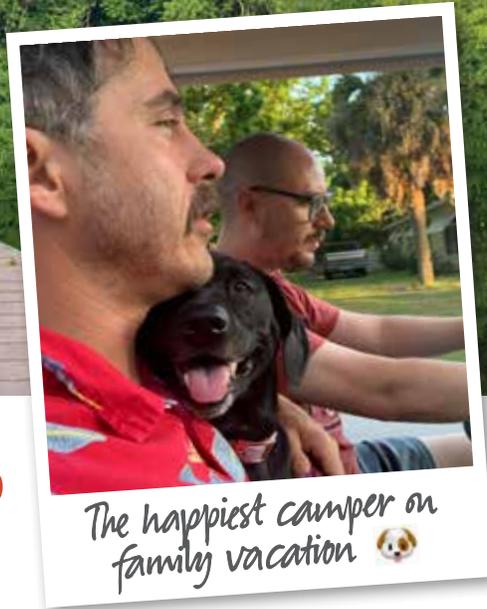
In this issue...

- Page 1 P P P P P
- Page 2 BGL's Best Bites: Horchata
- Page 3 Five Fun Adventures to Take in Virginia This Summer
- Page 4 Inside the Mind of Ben Glass
- Page 6 Inside the Mind of Brian Glass
- Page 8 An Amazing Offer for College Grads



P P P P P

By Tammy HineLine



Proper planning prevents poor performance. As a Type-A personality, those are words very near and dear to my heart. I spent most of my formative adult years in a world where fifteen minutes early was on time and on time was late. If I didn't plan appropriately, the helicopter would leave without me, the tank would drive off majestically into the sunset, and I was going to be in a whole lot of trouble. That habit has stuck with me long after leaving the military life and I'm quite proud of my time management skills.

But plans never survive contact with the enemy. And last week I faced my greatest foe: my in-laws. My husband and his family are the exact opposite of me. Their family motto is, "Don't ask, just do." My constant requests for information on where we were staying, what we were doing, and where we were going were met with indifferent shrugs and a cheery "We'll figure it out!" In the meantime, I was in the corner having a vacation aneurysm.

And here's the thing: I WAS RIGHT! I was so right! This laissez-faire attitude resulted in missing pool passes, last-minute stops for sunscreen, and a breakfast mishap where each half of the family was at totally different restaurants. (Why, in a town of only 60,000 people, are there TWO Country Kitchens?!)

But mid trip, my brother-in-law humbled me. We had stopped for Sonic (my favorite fast-food place, ONLY for the slushies) and they were

—continued on page 2



BENGlassLAW is a Proud Sponsor of Halo Fitness

FREE INSTANT DOWNLOAD

THE TRUTH ABOUT LAWYER ADVERTISING



Most lawyer advertising just stinks.

Think about it. You can't compare one lawyer to another by the ads, can you? Most of them

just brag about being "aggressive," as though that's something unique.

That's why Ben wrote *The Truth about Lawyer Advertising: The Complete Consumer Guide to Finding the Right Lawyer for Your Case—Every Time.*

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

—continued from page 1

PPPPP

having a bad day. Their speakers were down, their slushie machine was broken, and their power went out just as I was about to pay. Thankfully, a lovely stranger offered to pay for our food when their system came back up since she wasn't pressed for time. I grumped my way back to the car where I complained that I didn't get the ONLY thing I really wanted: a slushie. But he saw it a different way. How was this trip a total failure when I ended up with a free lunch?

It was his turn to be right. I was being a certified Grumpy Gus and only focusing on my slushie plans being foiled. So, I decided to let go a little and embrace the family attitude. And you know what? Everything was fine. They didn't even check our pool passes, I didn't get a single sunburn, and eventually we all ended up at the right Country Kitchen for an excellent family breakfast. In my need for information and a consistent schedule, I was missing appreciating what WAS happening.

So, this summer, while you're planning your Fourth of July BBQs and family vacations, always remember that PPPPP. But here's another acronym for you: PISBDFETLST. Planning Is Nice, But Don't Forget To Enjoy The Little Surprises Too. ■

BGL's Best Bites: HORCHATA

A cold sweetened beverage you're sure to love this summer.

Servings: 4
Prep Time: 10 Minutes
Chill: 8 hours

Ingredients:

- 1 ¼ cups long grain white rice (dry uncooked)
- ½ cup sliced almonds
- 2 cinnamon sticks (approx 2 ½ inches each)
- 4 cups cold water
- ½ cup granulated sugar, or more to taste
- 1 tsp vanilla extract
- 2 cups whole milk

Instructions:

- 1 Add rice, almonds, and cinnamon sticks to a high-speed blender. Blend about 30–60 seconds on high speed or until finely pulverized, stopping occasionally and shaking blender if mixture sticks to the bottom.
- 2 Pour in 2 cups water, sugar, and vanilla. Blend an additional 30 seconds. If your blender can fit the additional liquid pour in remaining 2 cups water, and milk, otherwise pour into a large enough container to fit along with water and milk.
- 3 Cover and chill 8–12 hours.
- 4 Strain mixture through a fine mesh sieve into a pitcher. Serve with ice if desired, garnishing each serving with ground cinnamon or cinnamon sticks. ■



We hope you enjoy this summer favorite!

Five Fun Adventures to Take in Virginia This Summer

By Yasemin Tanyu (a rockstar BGL intern)



1 Hiking and camping along the Appalachian Trail

Trail: Many people know the Appalachian trail for its intense 2,000-mile hike which usually takes those willing to take on the challenge, about 5 to 7 months to complete. But, if you'd like to take on a less challenging exhibition, try hiking only a part of the Triple Crown in Virginia, consisting of a 32-mile loop along the Blue Ridge.

2 Harpers Ferry tubing: This is a great option to take on as the summer heat begins to kick in. You can either take a more relaxed approach and try flat water tubing, which consists of 2-3 hours of floating along the Shenandoah River, where you can bring snacks and drinks along for the ride. Or, for a more adventurous appeal, try the

popular white-water tubing along the Potomac.

3 Camping at Chincoteague Island: Picture this; you're camping along the beach and suddenly you see a herd of wild ponies running in the water. This is only part of what you could experience if you camped on Chincoteague Island. Chincoteague Island offers a variety of adventures including boat and bike tours, trying their hand made ice cream, and of course seeing the infamous wild ponies.

4 Meadowlark Botanical Garden: A very affordable option, visiting the Meadowlark gardens in Vienna, Virginia is a

highly desirable adventure for those looking for a more relaxed "adventure". Their beautiful display of nature and ongoing Bonsai exhibitions will not have you disappointed.

5 Swim in the Devil's Bathtub: Located in Scott County, Virginia, the cold waters of this waterfall and natural pool could be a more intriguing adventure for those who don't mind a further drive to their destination. This is a great, full-day adventure as it consists of a 4 mile hike out and back as well. Be aware of the cold temperature of the water, but regardless, many say the hike, refreshing streams along the way, and amusing rope swings make it worth it. ■

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.



WHAT WOULD BEN SAY

CRYPTO CURRENCY MAY WELL TURN OUT TO THE BIGGEST FRAUD EVER and it's certainly risky as heck, but Congress should not be limiting the amount of crypto that individuals put into their retirement accounts. In America, people are free to do stupid things. With that being said, it should not be allowed to force me (and other taxpayers) to bail those people out later.

BAILING OUT ANYONE WHO TOOK OUT A STUDENT LOAN, but isn't repaying it, by taking money from taxpayers, is what the Biden administration is proposing. See, the problem is, why bail out just students who took out loans? What about those that already worked hard to repay them? What about folks who borrowed to start a business? And yes, it was wrong to for the government to pick and choose what businesses to bail out in the last financial meltdown and during COVID.

CONGRESS INVESTIGATES THE REDSKINS, UH, COMMANDERS. This looks to be a very poorly run business with a horrible culture. Congress is that part of government that makes, not enforces laws.

Holding hearings on sports teams, when there is so much real work that could be done, is nothing but grandstanding.

THE LEGAL PROFESSION NEEDS TO CHANGE, AND I THINK IT WILL. You should not need to go to law school for three years to help someone who is (1) seeking a simple divorce; (2) in a dispute with a landlord; or (3) challenging a credit card company. And, if you are a small business that happens to be a corporation, this should not require you to have to go out and hire a lawyer just because "a corporation can't represent itself."

PEOPLE ASK: DO YOU GET NERVOUS WHEN YOU REFEREE HIGH SCHOOL SOCCER? The answer is "yes". Every game I'm thinking, "will I be good enough?" With that being said, another successful season has come to an end. The high school athlete is a joy to deal with.

I'VE BEEN EXPERIMENTING WITH INTERMITTENT FASTING. I'm down 11 pounds. The books I read to motivate me said "hunger will pass, and energy levels will rise when you fast." The books were right! ■

Exciting News!



Our son, Matt, just graduated from Virginia Tech with degrees in Management and Business Information Technology!



We've now graduated six of our children from Virginia public colleges. If anyone wants my opinion on which we think has been the best, email me at ben@benglasslaw.com



Lunch With Ben

I continue to host "let's pick Ben's brain" lunches in my office. Almost every week, I get to talk to a student, an entrepreneur, a business leader, or someone else that just wants to get a little real-life advice and guidance about the next step in their future. The lunch is free to students. All others buy me lunch. I'm a cheap date. We do these in person or via Zoom. Reach out to me at ben@benglasslaw.com to schedule lunch.

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

What Schools Should Be Teaching About July 4



It's shocking that teens can graduate high school without a firm understanding of what makes America exceptional. Sadder, still, that some teach the opposite: that America is not exceptional. This is B.S.

Ideas matter. America's founders conceived and implemented a new idea vis-a-vis the relationship between government and the individual. Prior to the American experiment, rulers ruled and the rest of us obeyed. Our founders put the individual first. They protected man's liberty as a primary. They then devised a system so that the various states could pool resources to defend against invaders from the outside, and secondarily, to provide free and open commerce for goods being bought/sold/traded across state lines.

The founders also recognized that we also needed a government that would protect us from the tyranny of the majority. We rejected the concept of the king as ruler and just as certainly we also rejected the concept that just because you can round up 51% of the people to agree to a law that affects the other 49%, it doesn't mean the 51% get to keep that law! Not when the law violates another individual's liberty.

Students in American schools should graduate high school with a firm understanding of the following about what America stands for:

- 1 We don't get "rights" from the government.** Our rights come because we are human and we get to direct how we will best live our lives, not them.
- 2 To have a right** means that you are free to act and, if you are not acting in a way that violates someone else's right to act, you are good to go.
- 3 No one owes you anything,** thus you do not have a right to demand anyone else's property, money, or time. This includes a demand that someone pay you a minimum wage, provide a "basic" income, give you

"free" health care, eliminate debt you have voluntarily agreed to incur, or bake you a cake.

- 4 A government that recognizes that its role** is limited to (1) protecting individual liberty and property rights; (2) providing a common defense against those who choose to use force against us, either on a national or a local level and (3) providing a court system to resolve disputes, is a simple, small, efficient government. *As an aside, if you want to reduce the influence that money has on government, all you must do is reduce the influence that government has on us.*
- 5 Creating law or policy based on a perception of what serves the "common good" is an impossible task.** You can never get there. Who gets to decide what "common" is? Or "good"? What will be the standard?
- 6 Creating laws that favor any group of individuals** based on their race, color, religious beliefs, etc. is wrong.

The principles of liberty and the philosophy of the United States are very simple: to survive, you must produce value for the world or rely on charity. You are free to act as you see fit, as long as you do not violate the right of another to act as they see fit. No force, no fraud.

Do the young folks coming out of high school or college get this? Do their parents? It would be good if they did because most politicians, left and right, don't understand it.

By the way, happy to discuss this with anyone reading. Send your comments, questions, etc. to ben@benglasslaw.com. Want to have lunch with me? Visit LunchWithBen.com ■



What If The Way We've Always Done It Is Stupid, But No One Ever Noticed?

I was in Court this month in Fairfax to set a case for trial. It took most of the morning. We used to do it this way routinely before COVID.

Pre-COVID, Fairfax was one of the good jurisdictions. They held scheduling conferences in small batches at 8:30 in the morning. If both sides were on time, you could be in and out by 9. But neighboring jurisdictions like Prince William and Arlington would hold large docket calls where every case that needed to be set for a trial would be called – one at a time – to try to find a date that worked for all the lawyers and for the Court.

During COVID, every Court in Virginia (at least everyone that we dealt with) started letting you set cases by phone. How easy is that? Just call the other lawyer, get some available dates, and call the Clerk to set the trial.

The case that I was in Court for this month was referred to us by a lawyer who felt that the case had grown too large for their solo practice. So, we entered an appearance after it had already been filed and we were against deadlines that led to the case no longer being able to be set by phone, we had to go to Court.

So, I showed up at 12PM (our appointed time) to learn that the Court was still finishing up the 10 AM docket, hadn't gotten to the 11AM docket, and would probably get to us some time after the 1-2 lunch break. Meanwhile, there were about 60 lawyers in the courtroom.

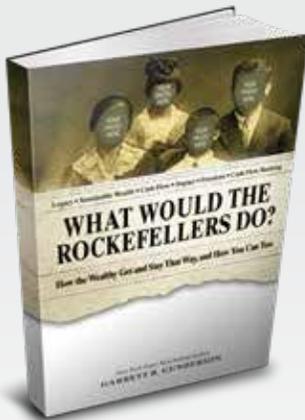
It occurred to me that as a personal injury lawyer who operates on a contingency fee, I wasn't billing the client for the time that I spent waiting to be called (actually – what occurred to me was that this inefficiency was **costing** me money). I did quick math on the 55 or so lawyers who were Plaintiff-side personal injury attorneys at a conservative \$400/hour, which equated to the Courtroom burning about \$22,000 of client money per hour. Pretty expensive.

The thing is, before COVID, it never even crossed my mind that this way of doing things – making lawyers physically travel to a courtroom to pick out a date – was completely stupid and wasteful. It was **just the way we did** things.

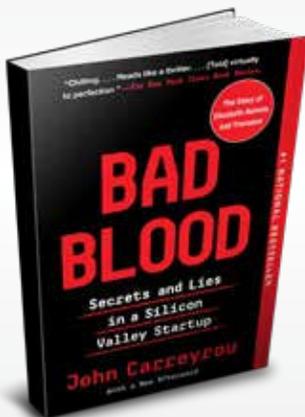
I challenge you to think this month about what wasteful things you're doing in your life that you just haven't realized are stupid yet. ■

The Courtroom was burning about \$22,000 of client money per hour... Pretty expensive!

WHAT I'M READING



What Would the Rockefellers Do
Garrett Gunderson



Bad Blood: Secrets and Lies in a Silicon Valley Startup
John Carreyrou



Did you know the new version of the boardgame, Life, has eight squares where you can sue another player for \$100,000? Just land on the square, point at someone, and take \$100k. My clients know it isn't that easy!

Is There a Recession Coming?

Who knows? Looks like there might be. But it's hard to believe that all the people who have been complaining for a year that stocks, crypto, and real estate were all "too expensive" and that there is "nowhere to invest" are now complaining about how asset values have fallen. I'm spending the summer buying more of all three. If you're a long-term investor, the 20% drop that we're having this year (65% for bitcoin!) won't mean much when we look back in 20 years. ■

BENGLASSLAW™

PERSONAL INJURY | DISABILITY

JustReadTheReviews.com

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...

- » P P P P P
- » BGL's Best Bites: Horchata
- » Five Fun Adventures to Take in Virginia This Summer
- » Inside the Mind of Ben Glass
- » Inside the Mind of Brian Glass
- » An Amazing Offer for College Grads
- » And more...



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



An Amazing Offer for **COLLEGE GRADS**

For the first time in your life, you may be thinking about having to buy car, life, and/or disability insurance on your own.

Obviously, we don't sell insurance, but handling claims against insurance companies is what we do at BenGlassLaw. Do you know what's really tough? When people come to us with claims, most of the time we quickly notice that they have not bought the *right* insurance, or they have not bought *enough* insurance. So, here's my offer to the grads: if you are buying your own insurance, let's get on a call or zoom to discuss. I'll show you the questions that you should be asking and help lead you in the right direction to make decisions.

IMPORTANT: even if your employer is providing life or disability insurance, you should probably be looking at getting your own separate coverage. Call us at 703-584-7277 and we can set up a time to chat! ■

- Ben