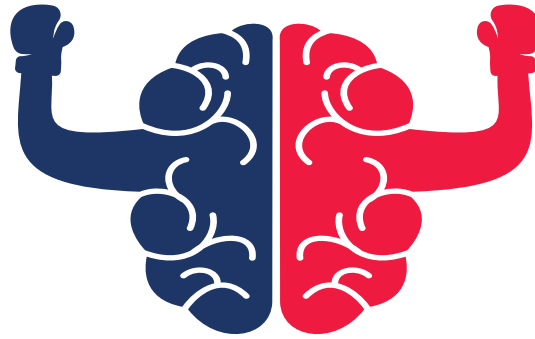


WISE WORDS FROM AN AMATEUR BOXER



By: Austun Cherry, BGL's Marketing Assistant

Wisdom is a key virtue of the human condition. It is a sign of growth and intelligence that surprisingly few people have. Most subjects have fundamentals that can be utilized into the real world. Surgeons must be patient and steady, a great leader or CEO tends to eat last, etc. Boxing is no different. Here are three tips I've learned that can be applied to kicking off your new year.

1. EXERCISE YOUR BODY...

Exercise is instrumental to good health, like how communication is key to developing a great relationship with your partner. Exercise is great because not only does it make you feel and look great, but it also makes performing regular tasks much easier and more efficient. As great as this is, the body is just that: a body. It has no feelings or emotions. That is where the mind comes in.

2. ...AS WELL AS YOUR MIND.

The mind is more important than your body. Without the mind, the body is simply a robot. A common boxing quote is that "Boxing is 10% physical, 90% mental." I cannot express how true this is. If you get into the ring and assume that you are going to lose, there is an exponentially good chance that you WILL lose. Nerves are a natural response to facing obstacles, but you have to use this fear to your advantage. A surgeon may use fear to perform better, realizing how important this operation is to save their patients life. A CEO with anxiety may understand that his team needs a leader and thus must overcome their fear. **Remember, you are not defeated until you have admitted defeat.**

3. HAVE HONOR AND RESPECT.

A common expression nowadays is that "Chivalry is dead." It is not, but it is less prevalent than it once was. I am currently 4-0 in my amateur boxing record. At the end of each fight, I've stood over the ref as they checked on my opponent to make sure they were alright. I then shook each opponent's hand and lifted it up high. Respect everyone, they are humans, just like you. ■



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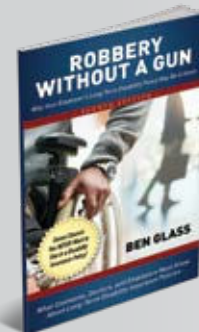
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Go to RobberyWithoutAGun.com to get your free download now or call (703) 544-7876 to have a copy sent to you.

How Do You Respond?

by Ben Glass

Near the end of 2022, I read a fantastic book, *Flourish*, by Martin Seligman. (Book #63 that I read or listened to during the year.) Seligman has devoted his professional career to the study of positive psychology, or happiness. Positive psychology, he says, is more interested in how we celebrate wins than how we resolve disputes with each other. His point is that how you respond to someone else's positive statement of accomplishment tells a lot about whether your relationship will grow stronger or not.

He offers the chart that I have reprinted here at page 49. Study the chart. I've pinned a copy to my refrigerator!

ACTIVE AND CONSTRUCTIVE RESPONDING
This table illustrates two examples of the four styles.

YOUR PARTNER SHARES POSITIVE EVENT	TYPE OF RESPONSE	YOUR RESPONSE
"I received a promotion and a raise at work!"	Active and Constructive	"That is great! I am so proud of you. I know how important that promotion was to you! Please relive the event with me now. Where were you when your boss told you? What did he say? How did you react? We should go out and celebrate." Nonverbal: maintaining eye contact, displays of positive emotions, such as genuine smiling, touching, laughing.
	Passive and Constructive	"That is good news. You deserve it." Nonverbal: little to no active emotional expression.
	Active and Destructive	"That sounds like a lot of responsibility to take on. Are you going to spend even fewer nights at home now?" Nonverbal: displays of negative emotions, such as furrowed brow, frowning.
	Passive and Destructive	"What's for dinner?" Nonverbal: little to no eye contact, turning away, leaving the room.
"I just won five hundred dollars in a charity raffle!"	Active and Constructive	"Wow, what luck. Are you going to buy yourself something nice? How did you buy that ticket? Doesn't it feel great to win something?" Nonverbal: maintaining eye contact, displays of positive emotions.
	Passive and Constructive	"That is nice." Nonverbal: little to no active emotional expression.
	Active and Destructive	"I bet you are going to have to pay taxes on that. I never win anything." Nonverbal: displays of negative emotions.
	Passive and Destructive	"I had a bad day at work today." Nonverbal: little eye contact, turning away.

Now, be an observer of your own life and your own responses. How often, when a loved one tells you something positive about their life, do you engage in an **"active and constructive response"** (good) versus one of the other types of responses? I will tell you that this formula for responding will work magic on your life! ■

BGL's Best Bites:

TACO STUFFED ZUCCHINI BOATS

By: Yasemin Tanyu, a BGL intern

Here's a recipe for a healthier, low carb alternative to a widely favored meal you can enjoy all year long, the taco.

Ingredients:

- 1 pound ground beef
- 1 packet taco seasoning
- 2 large zucchinis
- ½ cup red onion, diced

Toppings:

- 1 avocado, cubed
- 1 bunch cilantro, chopped
- ½ cup cherry tomatoes, chopped
- ½ cup cheddar cheese, shredded
- 1 lime, to squeeze on top
- sour cream, for extra taste on top

Instructions:

1. Preheat the oven to 400 °
2. Cut the zucchini in half, lengthwise, and hollow out the center with a scooper. This way you will have enough room to fill the zucchini with meat.
3. Place the zucchini on an oven safe dish. Line the inside with olive oil and lightly season with kosher salt and ground pepper for taste.
4. Place the zucchini in the oven for 20 minutes, until soft.
5. While the zucchini is baking, heat a large skillet on medium heat and line with olive oil.
6. Add the onions and cook until soft.
7. Add in the ground beef and taco seasoning and mix until meat is cooked to your preference.
8. Once the zucchini is done baking and the meat is cooked, fill the zucchini with ground beef and sprinkle with shredded cheese. Bake for another 3 minutes.
9. Once the cheese is melted, remove the zucchini, and begin to decorate. Add avocado, tomatoes, cilantro, and sour cream or lime for extra taste. ■





More JOY in 2023

I can't believe we are in 2023! December absolutely flew by. Not only did the Dercos have multiple celebrations for Christmas, but I also had a big birthday (40!), and we celebrated my dad turning 80 on New Year's Eve. It was a lot of fun making memories – but exhausting! I am looking forward to a bright (and more relaxing) new year ahead.

I am not going to lie, I was a little bummed out about turning 40, but I am extremely grateful for the beautiful life I have. It is just going by so quickly!

I am not one to make New Year's resolutions because I honestly am not very good at keeping them. So lucky for you, you don't have to read all about them this month. However, I do like to set some goals for myself and to think about what I want the next year to look like.

Looking back at 2022, there were a few things that really stuck out that brought me a lot of joy. I know I will continue to do these even more in 2023:

- 1 **Special celebrations with friends and family** – Dercos like to celebrate each holiday big and I can't wait to do it all over again.
- 2 **Traveling with my family as much as possible** – Hoping we can add a few more trips to the calendar this year.
- 3 **Spending time with my college friends** – We finally took that girls trip we had been talking about for the last 15 years. My mom was included in part of it, which made it even more special.
- 4 **Eating right and exercising regularly** – I was much better with this the first half of the year but looking forward to getting back on track.
- 5 **Date nights with my husband and one-on-one outings with each son.** Quality time is good for my soul.
- 6 **Taking on more roles with BGL and bonding with our amazing team.**

Those are probably pretty typical goals for a great year for most of you. It is important to really think through what you need and want to make your year (life) better. When I reflect on my 2022 and think about what I want 2023 to look like, I was surprised that one thing that really fulfilled me is doing charity work. I always try to do what I can to help, but this year I was privileged to take on more.

BGL sponsored a hole at the Jackson Walsh Golf Tournament, my family adopted a boy from a local school for his Christmas wish list, and our family and neighbors adopted a family of six who had one of their children going through cancer treatment during the holidays. When I got their wish list I was really stressed because it was a big family who had real needs, but I am thrilled to say we bought every item from their list and then some. I cried when I opened my spreadsheet and saw that all of the items were accounted for and thought about the impact one can have on another in their most serious time of need. This was all in the matter of one week! Imagine what we can do during the year with more time and resources.

I know that my family, friends, and BGL family made a huge impact on some families this year, but I think the impact on me was even greater. **Being able to really think about how lucky we are and to teach my sons to serve and to be grateful was the highlight of my 2022.** I can't wait to see what 2023 will bring! ■

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.



FROM BEN'S DESK

Over thirty years ago, when I had four children and two dogs, I was looking for the next stage of life. We were “done” growing as a family, I was 34 years old and starting to look around for things I would do to occupy myself in my “later life.”

*Pause here for a moment. You might, after all, be new to the Ben Glass Law family. The plan changed. About eight years after my then youngest was born, our fifth biological child came into our world. Then we saw Steven Curtis Chapman at a concert on a night where we had “nothing else to do,” answered what I believe was a direct call from God to enter the world of international adoption (my wife, Sandi, had already answered that call in her own head but for years I said “you are crazy, we have four kids and two dogs, we are all filled up here”) and almost before you knew it, we had nine children and, over time, have fostered over 60 homeless dogs. I recount the entire story in my book, *Play Left Fullback* and I'll send you a copy for free – just call the office.*

As I was pondering “next stage of life” with my “big” family of four kids, one of the things I wanted to learn was how to play golf. Many of my friends played but, until we were “finished” having kids, I didn't feel I had the time to get good at it. All I wanted to be able to do was to play socially.

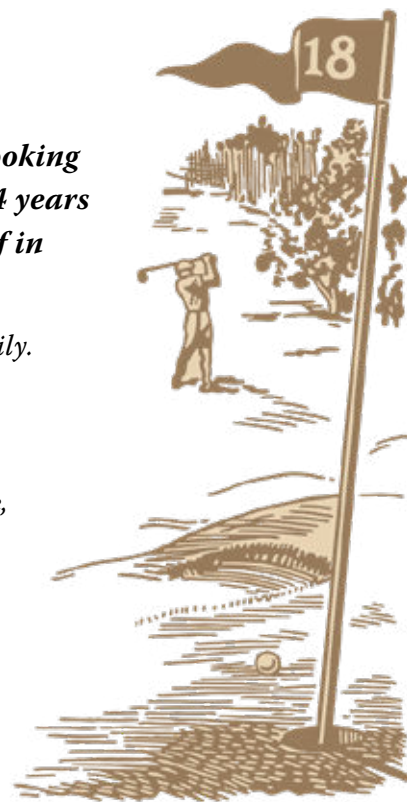
So, I went to the used golf club store, bought some clubs (not knowing anything about golf clubs at all) and headed to a local range to teach myself. That led to lessons, my own first set of clubs, about ten books, and a full set of DVD's. I became an addict. Never very good but addicted to the point of sitting down and watching golf tournaments on TV – something I could not imagine doing today!

Things I didn't like about golf:

- To go from tee to hole, you have to be good at a wide range of skills. I never got good enough at all of them to EVER score a respectable score.

Yes, I could play socially, and I had fun when playing with the right people (see next bullet point), but I had the most fun playing all by myself, early in the morning. (My introvert self!)

- Unless I was going out to play with a group that I had curated, I didn't like most of the people I played with! Here we were, walking and carting around some of the most beautiful land on earth (almost anyplace I played) and the other golfers would be moaning and groaning the entire time. Here I was, happy to get the ball off the ground and down the fairway, and they were complaining about not hitting the ball within 15 yards of their intended target. To be sure, all were much better golfers than I was but none were great and yet they played every hole like THEY were the ones I was watching play a tournament on TV. That made golf miserable.



—continued on next page

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

—continued from previous page

From Ben's Desk

Things I did like about golf:

- Playing alone was my favorite. Going as fast as I wanted. (Another thing I never could figure out is why it took so long for someone to hit the damn ball! The way I played: find ball (often in the tall grass), pick club, smack ball. The way they played: find ball in middle of fairway, debate with others just how far we were from the hole, debate which club would be best to hit ball with, take 4-5 practice swings and whack ball.)

But the best thing I like about golf was no matter how many strokes it had taken me on the last hole, or even cumulatively, **every hole started at zero**. It was a fresh start every time! Most of the people I played with seemed to never figure that out, still preferring to bitch and moan about how “badly” they were playing since we began.

January is much like golf. The year starts at zero. Yes, we all probably “miss hit” the ball a few times in 2022. Not everything turned out exactly as planned. I’m betting, though, that by and large you played 2022 pretty well.

This is a time for a reset. No matter where you are on your life journey, you have the gift of another chance, a new hole, a fresh start. If you ever want to chat about that with me, check out **LunchWithBen.com**.

Which brings me to this last point about starting the new year: unlike the many golf outings I had where I ended up playing with moaners and groaners, that’s not OUR TRIBE here at Ben Glass Law.

No whiners here. We only hire and work with people we believe are striving forward with their lives and we are uniquely positioned to do that with our team and with our clients. No other law firm offers the combination of quality lawyering and quality “life coaching” that we do. Most lawyers would be shocked that the conversations we are able to have with our clients and team.

We firmly reject the status quo.

Happy New Year. I appreciate you. ■



LATELY

WORLD CUP WATCH

I’m writing this before the semi-finals have been played, so I don’t know who won yet, but just about every game has been full of drama and intrigue. I didn’t see every game but the ones I did were just fantastic to watch. We hosted a couple of watch parties at the office and invited every visitor to the building to join us for snacks and soft drinks.



My favorite World Cup watch party guest, my granddaughter, Hadley Hunt.



Holiday Tradition

My all-time favorite holiday tradition is The Robinson Secondary School Bands Tiny Tots concert in Fairfax. Now in its 27th year, using basically the same script, music, and many of the same jokes we used when I played in 1999 and 2000.

So much fun to watch the high school performers having as much fun playing this concert as we did more than two decades ago and watching as my own kids develop an interest in music.

Advice to Your 18-Year-Old Self?

In Mid-December, I had the last race of the season with my GoBundance tribe, who I have talked about here before. One of our group members brought his high school senior son to our post-race mastermind.

Our group - all high achieving entrepreneurs - poured into him with advice we would have given our 18-year-old selves.

Among that advice:

- Take a gap year and travel.
- You will become the average of the five people you spend the most time with.
- Buy a duplex or fourplex to live in while you're in school and rent the other rooms.
- Don't major in pre-law (my advice) but business or a hard science that will complement your law degree.
- Whatever you study, make sure you learn how money works and how to make it work for you.
- Ask lots of questions.

What advice would you have given your 18-year-old self? And would 18-year-old you have listened?



Goal Setting

Writing down your own goals is great. But do you know where the real magic happens?

Listening to other people's goals.

Harder to find someone to share with, because the fear is that it sounds like you're bragging. Finding the right people to share with requires humility, authenticity, and confidentiality.

But there's almost always a goal that you can get the other person closer to achieving.

And I've stolen more bucket list items, goals, and methods than I'd care to admit from these sharing sessions.

Speaking of Goals...



I'm so proud of this little team. In 2022, Lisa and I took a little more than \$10,000,000 in verdicts and settlements from insurance companies on behalf of our auto accident clients in. (Not counting the \$1.24M in settlements we informally agreed to in the last week of 2022).

And we did it while parenting, traveling, coaching our kids' sports teams, and generally having great lives outside of the office.

We did it (mostly) in hoodies, quarter zips, and branded polos.

Most importantly, we did it while building a great team that loves working together.

I could not be more proud of what our team accomplished this year or of what we're building for 2023 and beyond.

Want to Grow as a Leader in 2023?

Three quick (but not easy) steps:

- 1. Ask five people to let you know where your blind spot is.** What do your employees say about you that didn't know or don't recognize as a problem? What is the one thing that, if you changed, would make you a more effective leader?
- 2. Pick one of the five things.** By the way, there probably won't be five things... there's probably only one, maaaybe two. Most of us will find that our staff has one nagging issue with us. But if you are that 'special' leader with five problems, pick only one. Craft the one thing into a sentence you'd be excited to work on: "In 2023, in order to grow as a leader, I will"
- 3. Tell the team what you've committed to working on (they will appreciate it!).** Once a month check in with them. "Here's what I said I was going to focus on in 2023. Am I doing better? Worse? Or the same?" ■

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



A WELL SPENT \$7,021.27

Halo Fitness is a local Fairfax gym that we proudly sponsor, have memberships to, and great relationships with their team. This past holiday season, Halo had a giving goal of \$20,000 for Convoy of Hope, a charity that provides personal hygiene kits to those in need around the world. More specifically, Halo was raising the money for kits that would be supporting families in Ukraine.



BenGlassLaw agreed to match up to \$5,000 in donations. Last month when we learned that they were going to fall short of the \$20k goal, we increased our match to close the gap. On December 17, Ben and Brian presented a check for \$7,021.27 towards Halo Fitness' holiday drive for Convoy of Hope, which had exceeded \$20,000 thanks to the generosity and support of the community. A team assembled at Halo Fitness and put together 1,300 kits to reach families in need.

As our firm celebrates its third straight best year ever, decisions like this become easier and easier.