

Fairfax County's Upcoming **BAN ON PANHANDLING** is Inhumane

by Colin Lynch, BenGlassLaw Video Studio Manager

A new ordinance is being considered which would ban panhandling (begging for money) in Fairfax County on medians and at intersections. As a lifelong NoVa resident, this feels like the last step in our community's descent into NIMBY (Not in My Back Yard) territory, and I want to offer a defense for those who don't have a voice in the matter and are reaching out to us for a helping hand at their lowest point in life.

First, a defense of the ordinance. In 2017, Fairfax County received over 2,100 calls related to panhandling. This drains city resources when there are lots of strong charity options in the area that can help. Panhandling at intersections is also dangerous. It stops traffic and can be unsafe. Even though homelessness has declined by 44% in the county since 2008, people still like to take advantage of the generosity of Fairfax residents, which creates a system ripe for scammers and liars.

While I acknowledge the safety concerns, **to take away someone's ability to beg for money is to strip away what little humanity they have left and deprives them of a legitimate way to get back on their feet.** Yes, there are scammers, and, yes, there are programs in place to help these folks, but that doesn't mean we need to eliminate any sight of the poor in our county.

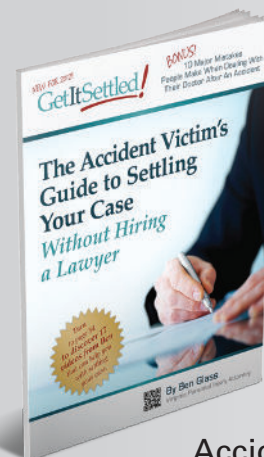
At the root of this is that people simply feel uncomfortable seeing panhandlers at intersections, and they're tired of feeling like bad people for rolling up the window and avoiding eye contact. In reality, this doesn't make you a bad person at all. Charity should be given with joy and an open heart, and if you don't feel led

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LUNCH AND LEARN FOR CHIROPRACTORS

Tuesday, September 17

At BenGlassLaw, we host regular trainings for people outside the legal world to learn more about the injury claims process. On Tuesday, September 17, at 12 noon, Brian Glass is doing a free teaching for chiropractors. Lunch is on us.

The event is free, but we need a headcount for sandwiches. RSVP at www.BGLEvent.com

Brian will reveal:

- 1 Why many people who have been in a crash can settle their own personal injury cases (and when hiring a lawyer will actually COST them money).
- 2 The administrative "favor" that some chiropractors do for their clients that can cause catastrophic damage to the case.
- 3 How Plaintiffs' law firms evaluate cases vs. how insurance companies evaluate cases.
- 4 The one document a chiropractor should always ask for when considering whether or not to reduce his bills at the end of a personal injury case.

If you're in the local chiropractic business, don't miss out on this free lunch!

Register now at www.BGLEvent.com ■



THE REVIEWS ARE IN!

Here's what folks on Avvo.com have said about Ben and the BenGlassLaw team recently:

Great Resource for Disability Issues

5.0 Stars ★★★★★

Posted by Anonymous Physician

Very experienced and well-known expert with disability issues. I am a disabled physician and Ben was available for a videoconference call to answer my questions specific to my situation. His free books are a great way to prepare for your initial consultation.

Appreciated how he Listened and Cared

5.0 Stars ★★★★★

Posted by Bernadette

I contacted Ben, his staff set up a consultation. Ben listened to my issue, treated me with respect, answered my numerous questions. Ben asked specific questions, ensuring he had all the details. He shared his expertise in a way I could understand. Thanks, Ben!

Hire BenGlassLaw!

5.0 Stars ★★★★★

Posted by Amanda

I wish I would have found BenGlassLaw sooner! Applying for long-term disability and attempting to understand their many guidelines is exhausting and difficult, especially when you are trying to manage an illness or injury on top of it. Insurance companies are there to help, but they often make the process even more difficult. When my disability was suddenly cut off (after my physical and mental health got worse – not better!), I could no longer handle the process on my own, and I desperately needed help.

I am so grateful to have found Ben Glass and his team. They are kind, understanding, non-judgmental and want nothing but the best for their clients. They took the time to navigate through my very extensive and complicated medical history and documentation because they wanted to understand exactly what was going on with my health, partly to support my case and partly because they wanted to make sure I was well supported and taken care of. They truly care about your health and well-being more than they care about their fees! Because of this, they are able to advocate for their clients in a personal yet professional way.

Thanks to them, I no longer have to fight with insurance companies or worry about money, I can take the time to focus on my health and simply heal. Having all of that excess stress lifted is a crucial part of the healing process! Thank you all so much for your help, I could not recommend BenGlassLaw more.

To leave us a review, search for Ben Glass on Avvo or leave a review on our Google business page. Slowly, but surely, we're changing people's expectations of customer service at law firms! ■

BGL's Best Bites:



SUSIE'S BACK-TO-SCHOOL SNICKERDOODLE COOKIES

Makes 2-3 dozen.

Ingredients:

- 1 cup butter, room temperature
- 3/4 cup granulated sugar
- 1/2 cup light brown sugar
- 1 egg + 1 yolk
- 1 Tbs vanilla
- 1 tsp baking soda
- 1 tsp cream of tartar
- 1 tsp cinnamon
- 1/2 tsp salt
- 2 3/4 cup of sugar
- Cinnamon sugar mixture
- Cinnamon sugar:
- 1/4 cup granulated sugar
- 1 Tbs cinnamon

Directions:

- 1 Preheat oven to 350.
- 2 Line a baking sheet with silpat, silicone mat or parchment paper.
- 3 Mix the sugar and cinnamon in a small bowl and set aside.
- 4 In a large bowl, beat butter and sugars until light and fluffy – about 3 minutes. Scrape sides of bowl.
- 5 Reduce speed to medium and add egg, additional yolk, and vanilla and mix.
- 6 Turn to medium-low and mix in 1 tsp each baking soda, cream of tartar and cinnamon. Add in 1/2 tsp salt and mix.
- 7 At low speed, add in flour; do not overmix.
- 8 Using a cookie scoop or tablespoon, measure out your dough (about a heaping tablespoon), and then roll each dough ball in the sugar/cinnamon mixture.
- 9 Place on prepared baking sheet about 2 inches apart
- 10 Bake for 9-11 minutes.
- 11 Cool on pan or wire rack.

Enjoy! It's a tried and true winner for back-to-school season. ■



—continued from page 1

Ban on Panhandling

during your morning and afternoon commutes to give, then don't. Apparently, residents and lawmakers can't even stand the sight of it, so they're attempting to ban it - choosing to sustain a bubble that shields us from thinking about the pain and suffering of our neighbors.

This next part may come across as virtue signaling (hey, look at me!) and I don't prefer to talk about it, but this issue is too important and hits too close to home:

Giving directly to panhandlers is my preferred way to give to charity. No tax write-offs, no administrative fees, just cold, hard, cash and a chance to look someone in the eyes and tell them they're loved and to keep believing in themselves. People cry sometimes and in response I start crying, too. Many of these people just wanted to be treated as a human for a couple seconds. These moments can be powerful, and I ask Fairfax County to reconsider taking those moments away.

If we turn a blind eye to these members of our community, if we hide them away and sanitize every aspect of our lives, a part of ourselves is lost in the process. We may start to think "that could never be me" or "there aren't any poor people in Fairfax," when these people are our neighbors and they need our help. If they didn't, they wouldn't go through the shame and humiliation involved in asking for money at intersections. It takes guts to look a stranger in the eye and admit that you've hit rock bottom and need money to eat. Please don't deprive them of that opportunity. They are us. ■

Source: "Proposal would ban panhandling at medians, intersections in Fairfax County" by Kristi King, WTOP News

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, medical malpractice, 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.

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BENGLASSLAW™ HOSTS MASTERMIND MEETING for Local Business Owners

"If you're the smartest person in the room, you're in the wrong room."

One of our core values at BGL is that we're Forever Learners. We're always looking at other industries to find new ideas for our firm, and we love bringing in our friends to talk about what's working and what's not.

At Ben's direction, local entrepreneurs got together and each shared:

- 1) A resource that has been helpful
- 2) A problem to be solved
- 3) An idea that is working

The first meeting was a huge success and we plan to meet monthly! Thanks to everyone who took part and we look forward to seeing you again. ■



Our First Small Business Mastermind Group

INSIDE THE MIND OF BEN GLASS

Attorney,
Entrepreneur,
Father of Nine,
and Five-Time
Marathon Runner



WHAT WOULD BEN SAY

It's all about the choices YOU make: The August 2nd edition of the Wall Street Journal summarized the current situation with student loan and auto debt. Those numbers are staggering (\$1.5 trillion student loan debt, \$1.3 trillion in auto loan debt) but those numbers are ultimately *irrelevant* to you and me. Individually, we should not care what someone else's debt picture looks like or even what the national debt for these categories is. These are headlines that sell clicks. It's what you do with your choices that matters. The article told about one couple who, with a combined family income of \$70,000, had \$48,000 in auto loan debt. That's lunacy! There are plenty of cars out there that will get you, reliably, from point A to point B without large loans.

Switch guardianship of your child in order to get better college financing? I guess if bribing the sports coach doesn't get your kiddo into an "elite" college, then maybe giving up guardianship of your loved one will work, right? Apparently there was a college aid "consultant" who was making this recommendation and parents were FOLLOWING it. Now, many

are flocking back to court to "undo" these fraudulent guardianships. This was a bad idea all around because it must necessarily start with the idea that it is OK to lie to a judge. It's not OK. Now these families are being asked to repay the grants they got by lying, and some of these kids will be asked to leave school. Good job mom and dad! What role models!

Every Job is A Chance for a Better Opportunity:

In a tight labor market driven by the great economy we have, employers are always on the lookout for the next great employee. There's a cool story out of California of a Starbucks barista that so impressed one of her regular customers, that that customer, the CEO of MyCorporation.com, made her a job offer to lure her away from Starbucks. Bring your everything to whatever job you are currently in – someone is watching you! ■



FUN FACT

Stump your kids at the dinner table with this one: *Which company sold the most new cars in America last year.* Answer? *Costco.*

Source: BusinessInsider.com

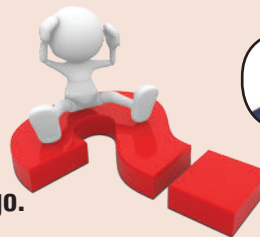
Join Us

What is the toughest thing about running a small business?
It's that you need *three different types of brains* to make it go.

The "Good at What We Do" Brain: this brain means you how to make cookies (if you are baker), fix teeth, or sell cars. Most people go into business for themselves because the Good at What We Do Brain is working.

The "Marketing" Brain: it doesn't matter if you are good at making cookies, if you can't get enough people interested in buying them, it just doesn't matter.

The "Leadership" Brain: if you make good cookies and sell lots of them now you need people and systems who can help you satisfy the desires of your customers. Most small businesses that fail do so because they never develop the leadership brain, and so they are always trying to "catch up" with the popularity of their product or service. ■



Ben leads a workshop/
lunch every month
every month in
our offices here at
BenGlassLaw on the
subject of improving
your small business. I'll
even buy the lunch. For
more information email
clynch@benglasslaw.com



Fall Sports is Starting Up

Wow. It's a little different not having kids to chase around at their athletic events this Fall.

For over 30 years Sandi and I had our own children's games to go to. Our kids played, at one time or another, soccer, baseball, basketball, football, field hockey, cross-country and track. We had Boy Scouts and Girl Scouts, too. While I am still out there refereeing youth and high school soccer games, you may be at a lot more games than I am the next few months.

Do me a favor. Stand up for good sportsmanship. Accept the fact that the folks refereeing or umpiring games are human and they will do things you don't like. Live with it. In fact, do more than live with it: when you see some knucklehead coach or parent out there abusing sports officials, SAY SOMETHING. Don't be a weenie. And when you do, tell me about it so I can share the story. The culture of youth sports won't change until we make it socially unacceptable for adults to yell at referees in youth sports. ■

Please Call Us With Any Legal Question

I want to tell you a quick tale of two doctors.

One is an OB-GYN. In 2012 he had a stroke and could no longer deliver babies or operate. He still made a good income but it had been cut in half. He thought his disability insurance policy would pay a claim but he never made the claim because "friends" told him he would not qualify. Those friends probably cost him a million dollars in benefits by now. When he called us this year, we could not help him because too much time had passed since he had received the well-meaning but bad advice.

A second doctor consulted with us because he had a question about the payments he thought should be available to him in the future. When talking to him, we found that the insurance company had been underpaying him in the past (a question he really wasn't asking us to figure out.) We wrote the insurance company a letter and it turns out that we were right. The insurance company had underpaid this doctor by over \$450,000. Within two months of talking to us, he had his money.

Bottom line: Talk to us before a little problem grows into a big, unsolvable problem.

BOOK RECOMMENDATION

I buy and read between 50-70 books every year. No, I don't get through all of them because if they bore me, I move on. I love wandering through Barnes and Noble and my family always stops (and buys) from independent bookstores that we find when we are out of town.

On a recent stroll through B&N, I came across a good book that is well worth the read: *On The Clock, What Low-Wage Work Did to Me and How it Drives America Insane*. Written by journalist Emily Guendelsberger, it explores three low wage jobs: working as an Amazon picker, working in a McDonald's, and working in a call center as a customer service rep.

The book will change the way you approach the folks working behind the fast food counter or picking up the phone when your cable doesn't work and it may even alter your Amazon buying habits. For example, did you know that an Amazon picker will walk 15 miles a day? The job is so hard that Amazon has vending machines that dispense free over the counter pain medications! The person on the other end of the customer service call-in may have just gotten off the phone with a real jerk and is now facing an array of "warning lights" telling him that they are spending too much time with you! Take one moment and try to lift that person's life up.

Read it and let me know what you think!



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