



BIG Changes to Virginia's Alcohol Laws: What You Need to Know

As of July, these new laws are in effect across the state. Here are the fundamental changes you need to know as a Virginian. Some of these new laws are a bit surprising, so it's important to stay educated! Please drink responsibly and never operate a motor vehicle while drunk.

ABC Stores can Sell Stronger Alcohol

Previously, the highest proof liquor that could be sold in Virginia was 101 proof. That proof limit has been raised to 151, bringing in some stronger grain alcohols that could be purchased in a few states near Virginia. Interestingly, this raised limit is on a trial period - the law expires in 2022 and will be reexamined then.

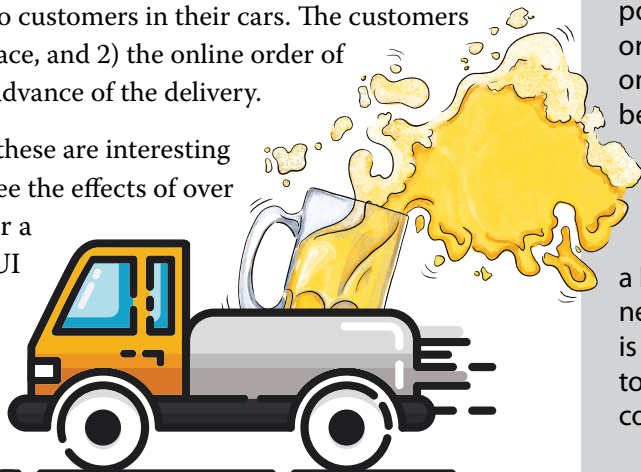
Possible Open Container Zones

In many places around the country (New Orleans, Charleston), it's legal and acceptable to walk around with an open alcoholic drink. One of the new Virginia laws allows for town centers or other "commercial lifestyle centers" to apply for special licenses to allow people to walk and drink between the stores and shops. To be eligible, the space must be on a minimum of 25 acres of land and have at least 100,000 square feet of retail space. It may take awhile for anyone to get the license, but Virginians can look forward to a more European approach to open containers in certain spaces in the coming years.

Beer Delivery?

We're a ways away from Amazon dropping a keg on our front doorstep via drone, but one of the new laws passed allows for roadside pickup of alcohol. Distributors can apply for "off premise" wine and beer licenses that allow them to deliver closed containers of alcohol to customers in their cars. The customers must be 1) parked in a designated space, and 2) the online order of that wine or beer must be placed in advance of the delivery.

Whether or not you prefer to drink, these are interesting changes to our laws that we should see the effects of over the next few years. Stay safe! If you or a friend have been charged with a DUI (rightfully or wrongfully), call our offices and ask to speak to James Abrenio. He can answer any and all of your questions. ■



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OUR MISSION STATEMENT

"We help people make great decisions about their legal issues."

It may sound simple, but the truth is that not everyone operates like we do. Even when we can't help someone directly, we consider it important to make sure that they are matched up with a potential answer to their question or problem. We never "send people on their way." We are committed to being a positive, useful resource for anyone who has a legal issue.



If you know of someone who might need an attorney or has a legal question, hand them this newsletter. Let them know that there is a law firm that wants to guide them to a great decision. We're just a call or contact form away.

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FUNERAL PROCESSION ACCIDENTS ARE ON THE RISE. BUT WHY?

laws, so it is important to understand what you should do in this situation.

In Virginia, a funeral procession only has the right of way when accompanied by a police escort. That means mourners have to obey all traffic rules while in a funeral procession, including stopping at traffic lights.

However, most people believe that funeral processions, escorted or not, always have the right of way. This leads to many awkward situations at stop lights, where drivers creep forward, unsure who is supposed to go first.

Funeral directors sometimes try to enforce their own rules on traffic. For example, having someone hold a “Stop” or “Go” sign at a traffic light. Unfortunately, it can be very hard to detect a person with a cardboard “Stop” sign at a busy intersection.

We have sued Covenant Funeral Home for compensatory and punitive damages in the Circuit Court of Fredericksburg when Covenant, according to the lawsuit, “took over” traffic control at a busy intersection on a major highway in order to make sure that a funeral procession that it lead was not delayed.

This lead to tragic results.

Traffic in Northern Virginia Isn't Accommodating for Funeral Processions

Northern Virginia has one of the longest average commute times for drivers. Some drivers will spend as

much as 10 hours a week sitting in traffic, and any extra delays cause stress for drivers. This shouldn't justify showing disrespect for funeral processions, but it is a human factor funeral directors should consider.

Drivers in Virginia are downright aggressive at times, necessitating the need for police escorts to promote safety and compliance. With a police escort, there is no ambiguity of traffic laws. Plus, police officers can offer a level of safety with their presence alone.

You Shouldn't Have to Worry about Your Safety While Mourning a Loved One

At all times, all drivers should be attentive on the road. This is true for any driving situation, even funeral processions. However, you can't control how other drivers react or behave. Many accidents at funeral processions occur because the drivers don't understand or aren't paying attention to the traffic laws.

Mourners aren't the only people affected, either. It is common to hear of a funeral procession car accident where one driver yields for the funeral procession, but is rear-ended by another driver. In this situation, the courts have to consider contributory negligence laws in addition to the funeral procession. In Virginia, if you are at fault for the accident, even 1% at fault, you are barred from recovery. Though you did the polite thing by giving the procession the right of way, you also yielded to a procession not escorted by police. Again, funeral processions not accompanied by the police have to obey all traffic laws like normal. The insurance company could determine you were at fault by stopping when it was unnecessary.

If you have any questions at all, please give us a call. ■

A Reminder to Unplug Before Summer Ends

As this hot and humid summer draws to a close, we want to encourage all of our readers to turn off their phones and computers for a moment if you haven't already done so this summer break. Soon, back-to-school shopping and traffic will rush into our lives uninvited, and it would be a shame to let the summer end without going outside with your friends and family and truly unplugging. From all of us at BenGlassLaw, we want to thank you for tuning in every month and being part of our tight-knit Virginia community. *Bring on the fall!* ■



*Your fearless leader and his family unplugged
and hanging on to life in Tennessee.*

BGL's Best Bites: SIMPLE SUMMER PASTA WITH SHRIMP



Ingredients:

- 4-5 garden-fresh tomatoes, diced (works with almost any tomato; for cherry tomatoes, use 4 pints, halved)
- ½ cup black olives
- ¼ cup capers
- 1 cup fresh, torn basil (about 1 bunch)
- ½ cup olive oil (give or take)
- 2 TBS minced garlic (about 6 cloves)
- ½ tsp crushed red pepper flakes
- ½ tsp black pepper
- ½ tsp salt
- 1 ½ cups freshly grated Parmesan cheese
- Chilled shrimp tray from the store, pre-peeled and deveined
- 1 pound long noodle pasta (angel hair, spaghetti, linguini, or fettuccine)



Directions:

- 1 Pick the ends off the shrimp
- 2 Combine the tomatoes, olives, capers, basil, olive oil, shrimp, garlic, red pepper flakes, salt and pepper (to taste) in a large bowl. Cover bowl with plastic wrap and set aside.
- 3 Cook 1 lb of pasta
- 4 Pour the pasta into the bowl and stir
- 5 Finish with shredded Parmesan cheese and serve!

Note: Salad can be served hot or cold. Colin likes to serve the veggies and shrimp cold over warm pasta. ■

Special Thanks to Steve Adams and Pet Supplies Plus

by Ben Glass

This summer, my daughter Leah was lucky enough to get a job at the local Pet Supplies Plus store in Fairfax. You know how much it means to me that today's kids get good work experience during their summer vacations. It teaches you how to work with others, how to take direction, and you can gain a lot of valuable experience in a field that matters to you.



The Fairfax Pet Supplies Plus is located on Lee Highway in Kamp Washington

I happen to be friends with the CEO and founder of Pet Supplies Plus, Steve Adams. We met in a Dan Kennedy Mastermind group a few years back, and I was blown away by his entrepreneurial journey and his ability to manage people. I highly recommend his book, *The Passionate Entrepreneur*, to anyone interested in becoming their own boss. From Leah, myself, and the rest of the Glass family, thank you to Steve and Pet Supplies Plus for what you've done for us this summer!

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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Funeral Procession Accidents Are on the Rise. *But Why?*

By Ben Glass

It is tragic to hear of a car accident death during a funeral home procession. This has happened to people involved with processions, including mourners, other drivers, even the police escorts. Why are funeral processions, a time-honored tradition, so risky on our roads?

Traffic Laws Regarding Funeral Processions Are Often Ambiguous

Virginia personal injury cases are complicated on a normal day, but funeral procession accidents add an extra layer of complexity. They are unique types of car accidents, where the victims could find themselves at fault when following the directions of funeral home directors. There is ambiguity surrounding funeral procession traffic

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Every Success Story Starts with a Decision

I am sometimes challenged by my friends on my fundamental belief that, for just about everyone, "Where you are today is largely a product of the decisions you have made in your life. Where you will be a year from now is largely a product of the decisions that you make between now and then."

Some say this is harsh. After all, they tell me, "some people are so poor or their circumstances are otherwise so destitute that they have few choices to make. It sounds like you are calling someone who is struggling too lazy to break the poverty cycle."

Here are your choices when confronted with this question:

You can tell someone who is struggling the OPPOSITE of my philosophy. You can tell them that their decisions do *not* matter, that they have *no power* over their own lives and that there is no way that they can change the trajectory of their lives.

That's a big lie. Decisions matter.

I have many friends who "by all rights" should "never" have become successful. At some point in their lives, they *utterly rejected* the notion that they are powerless to change the trajectory of their lives. None of them was handed anything.

How did they start the change? For some, it was a book; for others, a mentor or a chance to be introduced to someone further along the learning curve than they were. Some had no more than an idea and the willingness to begin a search for the way out. Some made huge sacrifices to get to that next level, often shedding acquaintances who continued to feed the "powerless" message. (By the way, you are the average of the five people you hang out with most. If your friends are telling you that you can't get out, then, first, get rid of those "friends.")

As I write that, I'm just coming out of a meeting of the Love Without Boundaries (LWB) leadership. This charity supports poor and impoverished children in China, Cambodia,

Uganda and India. Yes, we support them with food, medical care, clothing and the like, but, more importantly, *we show them how to make great decisions about their own lives.*

At that meeting, we were introduced to two individuals who are living in unimaginably poor regions of Uganda and Cambodia. The poorest of the poor in America have a standard of living that is *far above* those LWB is working with.

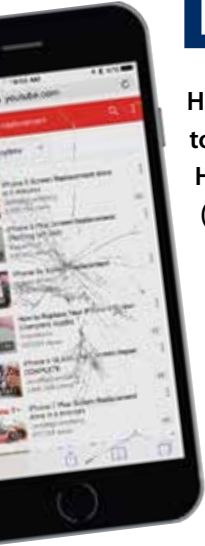
What impressed me most about these individuals is that they have made decisions to work hard to change not only their own lives, but the lives of every person in their villages. With nothing but desire as a starting point, they have begun to lift themselves and their communities out of the utter helplessness that "should" be their plight. They have made and will make decisions which will profoundly affect their lives, but it starts with a decision.

No amount of charity will have as much of an impact on their future as will their own decision to reject the thought that they are helpless.

You are likely not reading this newsletter by the light of a candle at the top of a mountain of a rural village in Uganda, knowing that in order to drink water tomorrow, you have to walk a mile down the mountain to get it. You have no excuse. If you aren't where you want to be, and you refuse to *even go looking for answers*, then, yes, you will find no support here. ■



Want to Make More Than Minimum Wage? Learn a Skill that few Others Have



Hats off to 16-year-old Grayson Shaw who was profiled recently in the *Wall Street Journal*. At 12, Grayson learned how to fix iPhones. He didn't go to an expensive class or get sent away by wealthy parents to "tech camp" to learn his skill. He taught himself by watching YouTube videos! After making almost \$24,000 last summer, he had to hire an assistant (15 years old) just to handle the load this summer.

A company called 84 Lumber is spending lots of ad dollars on recruiting high school seniors to forgo a four-year college and, instead, come train with them for a job in the lumber industry. Manager trainees earn \$40,000 a year and those in charge of top-grossing stores can earn more than \$1,000,000 a year. With over one-half of all students entering college never getting a degree (but incurring mountains of debt), learning

a trade may be the way to, as 84 Lumber's owner, Maggie Magerko, told *Bloomberg Businessweek*, to "retire in your 50s and own your own boat, debt free."

Please, if someone tells you that the free market system in America isn't the best economic system ever devised by man, just smack them (figuratively, of course.) There will always be naysayers whenever you come up with a good idea (and put that idea into action) to improve yourself. Become immune to their criticism. Get them out of your life. They are toxic. It's OK. Just do it. ■

A BIG CHEER TO THE WASHINGTON POST



Hats off to the post and local sports reporter Nick Eilerson (nick.eilerson@washpost.com) for the terrific article on the problem of referee abuse in local youth and high school sports. As the article points out, at least one local high school coach lost his job because of his antics. I suspect that you will begin seeing more of a "zero-tolerance" attitude amongst referees, umpires and league administrators starting this fall.

SMALL BUSINESS WORLD FOR WHEN THINGS GO WRONG

Ever have a problem with a customer, patient or client? We all do. Sometimes, as business owners, we screw up. Sometimes it's not our fault, but our customer is irritated at something they think we have done.

One of the most powerful questions that you can ask is, "what do you want to see happen?"

There was once a carpet company that installed new carpet throughout the house, but in moving the furniture back in, they damaged a part of the carpet in a place that really could not be repaired. The entire carpet in this one room would have to be replaced and that was going to be expensive.

The company fretted over their situation because replacing the carpet was going to wipe out most of the profit from the sale. They hired a "negotiator" and gave her a lot of authority to pay the customer a good sum of money (but less than what it would cost to replace the carpet).

The negotiator visited the couple, apologized for the mistake,

and asked, "what do you want to see happen?"

The couple replied that they were getting on in age and "could the company send some of the installers back over so that they could help move the sofa over the damaged part of the carpet so that no one could see it."

Problem solved. Virtually no cost. The solution began with a better question. ■



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