



THE BENGLASSLAW VARSITY SOCCER SPORTSMANSHIP CHALLENGE

Local High Schools Have a Chance to Win \$1,000 from Ben

Ben has been a youth soccer referee since 1974, and much to our dismay, the state of sportsmanship from players, parents, and coaches is hitting a really rough patch. Earlier this year, the *Washington Post* ran an article stating that verbal abuse is causing a referee shortage in local youth sports.

Ben aims to fight back against this trend by awarding local high schools with up to \$1,000 (\$500 each for the boys' and girls' varsity teams) if they can make it through the spring season with ZERO yellow or red cards for unsportsmanlike conduct.

Here are the schools that are eligible: Fairfax HS, Lake Braddock Secondary, Robinson Secondary, South County HS, West Springfield HS, WT Woodson HS, Centreville HS, Chantilly HS, James Madison HS, Oakton HS, and Westfield HS.

This month, we are mailing a custom package to the principals, head coaches, athletic directors, and athletic booster clubs of each of these schools encouraging them to participate (hey, it's free money if they avoid the cards). If your school is on the list, definitely reach out and encourage them to take part. Youth athletics should be about healthy competition, not dissent and name calling.



It's not just about setting a good example for our kids; it's showing them that good behavior is rewarded in the real world, and that treating each other with respect is a cornerstone of our society. It would be a real shame for the referee shortage in our community to continue for such a petty and childish reason.

The BenGlassLaw Varsity Soccer Sportsmanship Challenge is a positive way to fight for sportsmanship here in Virginia, and we're proud to put our money where our mouths are this season. ■



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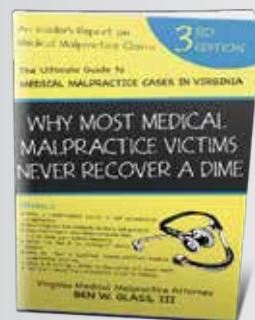
WHY MOST MEDICAL MALPRACTICE VICTIMS NEVER RECOVER A DIME

*The Ultimate Guide to
Medical Malpractice
Cases in Virginia*

In this free book, Ben Glass shares what he has learned about fighting insurance companies for over 30 years. Medical malpractice cases in Virginia can be expensive, lengthy, and risky.

Virginia is a very pro-doctor state, so winning your medical malpractice case requires a lot of strategic planning and an experienced attorney. This book reveals:

- **Why catastrophic injury is not necessarily malpractice**
- **How your insurance company may try to take your entire recovery**
- **How medical malpractice law works in Virginia, and much, much more...**



To receive your free copy, call
BenGlassLaw at 703-544-7876

STARSTRUCK ★★★★★

Avvo is one of the most popular sites on the internet for rating attorneys. We're very proud to have a 5-star rating after 97 reviews, making us one of the best reviewed law firms in Virginia. We know it ain't exactly humble to brag about our great reviews, but at the same time, we know there are a lot of law firms out there that don't give good customer service, and we want to flip that script:

Excellent, sound advice from an employee benefits expert

5.0 Stars ★★★★★

Posted by Kord

Ben and his team were an invaluable help working with my wife to provide advice regarding her FCPS long term disability claim. He was kind, professional, engaging and uniquely capable of synthesizing a tremendous amount of information quickly and provide sound, results-oriented advice.

Fair, Honest, Trustworthy, Hard to find guys like this in the Field

5.0 Stars ★★★★★

Posted by Lisa

Mr. Glass helped my son with a car accident case recently. He was incredible to work with. Mr. Glass is Honest and cares about his clients. I trusted him throughout! This per my

experience is hard to find. He was affordable and considerate of our situation.

VERY HARD TO FIND ATTORNEYS LIKE Mr. Glass at his price point.

Great strategist and communicator who gets results

5.0 Stars ★★★★★

Posted by Bill

Ben is a great listener who takes the time to understand the case, explains the proposed strategy, and then executes—keeping the client informed at every step along the way. He puts the screws to those who deserve it, and is fair as a negotiator—leading to just and quick results. He's the only lawyer in Northern Virginia that makes insurance companies sit up and pay attention. Thank goodness fate led me to Ben when I was disabled and needed insurers to make good on their promises. He's a model for others to emulate. ■

THE VIP PROGRAM IS A BIG HIT, AND YOU CAN JOIN FREE!

"We met with Ben through his VIP program. We needed help interpreting an Oil, Gas & Mineral Lease. This was not within Ben's area of expertise, but with all his contacts, he was able to give us the names of several lawyers to call in our area.

He also sent along a very informative Internet oil site which is very helpful. Thanks, Ben!" (Edited for Privacy Reasons)

Become a free VIP member by visiting www.BenGlassLawVIP.com or by calling our office. Benefits include:

- Free Simple Wills, Contracts, and Small Business Documents
- Free Family and Small Business Contract Review
- Free Notary Service
- Free Insurance Policy Review
- Free Inclusion in the Return Keys Program
- Free 15-Minute Legal Consultation
- Free Entry into BenGlassLaw Contests

It is our mission to equip Virginians with everything they need to navigate their legal situations and make great decisions. Join the BenGlassLaw VIP Program today and let us impress you. ■





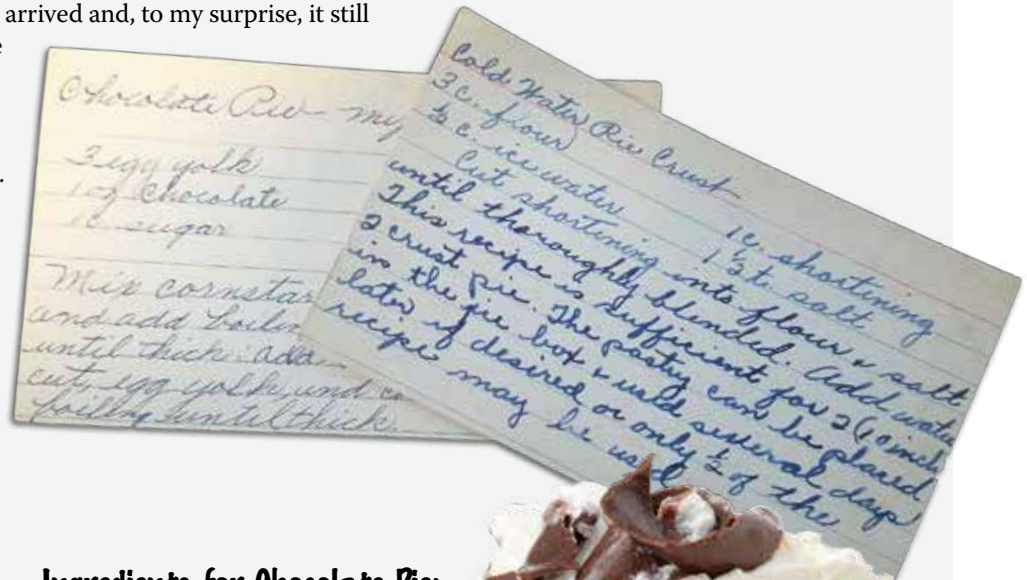
BGL's Best Bites

GRANNY MARY'S CHOCOLATE PIE

From Tifiny Swedensky: In September 2017, my great-grandmother passed away. We were all sad to see her go, but happy that we got to spend so much time with her. In her will, she donated all her money to charity and left her grandchildren some of her heirlooms. I was fortunate to get her antique china cabinet.

Just before Christmas, the china cabinet arrived and, to my surprise, it still contained many of her possessions. One item in the china cabinet was a small, green aluminum box of notecards. On these notecards were her handwritten recipes that she collected during her life.

In this month's newsletter, I want to share with you her recipe for Chocolate Pie and her Cold Water Pie Crust. The instructions and ingredients are exactly as she wrote them, which is why she calls it an "ice box" instead of a refrigerator. I couldn't find her meringue recipe, so you'll have to look that one up on the internet.



Ingredients for Pie Crust:

- 3 cups flour
- ½ cup ice water
- 1 cup shortening
- 1 ½ tsp salt

Directions:

- 1 Cut shortening into flour and salt until thoroughly blended.
- 2 Add water. This recipe is sufficient for 2 (10 inch) pie crusts. The pastry can be placed into the ice box and used several days later if desired, or only ½ of the recipe may be used.

Ingredients for Chocolate Pie:

- 3 egg yolks
- 1 tablespoon cornstarch
- 1 oz chocolate
- 1 cup boiling water
- 1 cup sugar
- 1 teaspoon vanilla

Directions:

- 1 Mix cornstarch and sugar and add boiling water. Cook until thick.
- 2 Add chocolate, finely cut, egg yolk, and cook in double boiler until thick.
- 3 Add vanilla then pour into baked crust.
- 4 Cover with meringue and brown. ■

Enjoy!

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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*What are the benefits of our
VIP Program? Find out on page 2!*

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- » Granny Mary's Chocolate Pie
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Puerto Rico Update

Dear BenGlassLaw Family,

I just wanted to take a minute to thank the team here at BenGlassLaw for showing such kindness over this holiday season. Like many of you, we typically have an annual "White Elephant" gift exchange at the office. Instead, this year the BGL team forewent this fun occasion to help out a good friend of mine, Diego Alcala.

Diego and I have known each other for years, beginning while he was a public defender here in Fairfax County. Several years ago, Diego moved back to his home in Puerto Rico with his family and founded a thriving law firm. Sadly, recently, Hurricane Maria left many of his neighbors in such dire straits that Diego chose to take a leave of absence from his business to lend a direct hand in the recovery efforts.

Upon learning of his hard work, the BGL team stepped up and offered to gift their yearly gifts to Diego's cause. In kind, BenGlassLaw and Great Legal Marketing matched those efforts. And thanks to them, we just sent our first batches of mosquito repellant and solar emergency lamps to Puerto Rico, where Diego will ensure that they are hand delivered to individuals devastated by the storm.

To learn more about Diego's efforts, reach out to me at jabrenio@benglasslaw.com. You can also reach out to Diego directly at lic.deigoalcala@gmail.com. If you do talk to Diego, make sure to let him know that BenGlassLaw sent you!



I wish you all an awesome 2018. Keep doing your best to serve those around you and it will be a successful year!

Sincerely,

James S. Abrenio ■





Launch of **BENGLASSLAW** Sportsmanship Challenge

I thought I'd celebrate my 60th birthday by launching the most outrageous campaign ever designed to change the culture of youth sports here in Northern Virginia. I'm putting my money where my big mouth is. It's the Varsity Soccer Sportsmanship Challenge and you can flip the page for details.

Here's the most idiotic question posed so far. (Some people wake up each morning looking for something or someone to criticize.) On Facebook, some looney tune went after me for "not asking permission."

My response? "The question is not, 'Who is going to let me;'
It's, 'Who is going to stop me?'"

Life Principle to Live By: *Don't wait to get invited to make a difference.* ■



BOOK LIST

After last month's article about finding time to read, people reached out and asked, "what are you reading now?"

Here's the list of books I have either already finished in 2018 or am currently actively reading:

Atlas Shrugged
(third re-read in last six years)
Tribe of Mentors
The Apple Experience
Expert Secrets
The Leading Brain
Practicing the Power of Now
Just Sell the Damn Thing
Chasing Excellence (about CrossFit)
Change Your Thoughts, Change Your Life
The Great Legal Reformation

A(NOTHER) SURE SIGN OF ARMAGEDDON

ESports. You know. A group of people sitting around playing video games and another group of really stupid people paying to watch them!



Apparently, this is "big business," (but, then again, so are opioids) with Activision's Bobby Kotick having raised \$240 million selling 12 franchises for the first city-based professional esports league. The "league" actually has a name: "Overwatch."

I'd print my name for it here, but then you wouldn't be able to pass this newsletter along to your kids to read! ■

BENGLASSLAW
Varsity Soccer
SPORTSMANSHIP CHALLENGE

A Challenge to the
Boys and Girls
High School Varsity
Soccer Teams at



The Goal

**WIN UP TO \$1,000
FOR YOUR SCHOOL!**

PLUS

Ben Glass will be available
to speak to your team

You will receive this
BenGlassLaw Sportsmanship
Banner to hang at your sports field



The Rules

- Accept the Challenge
- Self-report (we trust you) whether your team has received any cards for taunting, fighting, or dissent
- Adopt the culture of discipline through the entire season (regular season and regional playoffs) without any player or coach receiving one of the "cards"

ATTENTION COACHES AND PARENTS

When adults yell at referees, they are saying:

**"In our family, we don't
respect authority!"**

Let's set a good example for our kids.

BenGlassLaw.com



SportsmanshipChallenge.com

Tips for Success

- The Coach should set the example
- Coaches should talk seriously to parents about this challenge and about changing the culture at school soccer matches
- Decide how your school will use the money