



# BENGIE BEAR VACATION CONTEST



If you've ever received a client package from us or stopped by our booth at a local community event, you know how popular Bengie Bear is. Bengie is our stuffed teddy bear that we happily give out to anyone who interacts with us – or just plain wants one! But there's a problem: Bengie has never gone on vacation, and he's itching to travel this year.

We're giving away \$100 each this summer to 5 lucky winners who take pictures with Bengie out and about in the world (Don't have a Bengie bear? Just email [info@benglasslaw.com](mailto:info@benglasslaw.com) and we'll mail you one free!) All you have to do is take a picture with Bengie in an interesting location and tag Ben Glass or BenGlassLaw on Facebook. The five winners will each receive a \$100 Visa gift card to spend as they please as a reward for their good deed.



**Help Bengie fulfill his dream! The 5 prizes will be awarded in August for the following submission categories:**

**MOST RELAXING**

**MOST EXOTIC**

**MOST DANGEROUS (OH, NO!)**

**MOST UNEXPECTED**

And finally...

**FURTHEST FROM VIRGINIA**

Good luck and we hope to see Bengie having fun all over this wonderful planet of ours. If you'd like a free Bengie Bear, just email [info@benglasslaw.com](mailto:info@benglasslaw.com), and be sure to tag us on Facebook before August 1st to be eligible to win. Happy travels! ■

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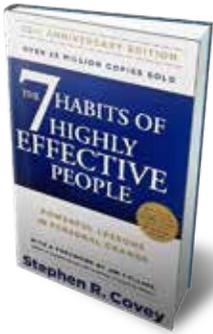
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**FREE**

## SUCCESS FOR TEENS BOOK GIVEAWAY

With nine kids in the Glass family, Ben knows a thing or two about helping children get a grip on success. There are skills that teens can be learning right now to set themselves up for academic and career success, but the hot summer months can sometimes put a damper on that kind of progress. To combat this, BenGlassLaw is having a giveaway of one of our most popular resources: **Success for Teens**. We will mail you this book free! Just contact [info@benglasslaw.com](mailto:info@benglasslaw.com) with the subject line "Success for Teens," or give our office a call, 703-544-7876.





# The 7 Habits of Highly Effective People

For the past few months, the BenGlassLaw team has been studying the 25th anniversary edition of the famous work by Stephen Covey, *The 7 Habits of Highly Effective People: Powerful Lessons in Personal Change*. We get a group lunch, discuss the most recent chapter, and talk about how we can incorporate the principles into how we run our law firm.

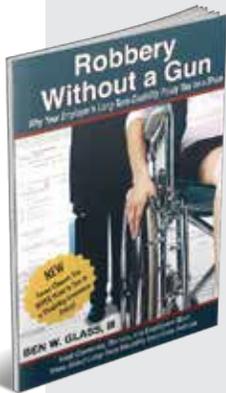


Reading Covey's *7 Habits* book together has had a tremendous impact on the BGL Team

In the world of “mindset” books and business management books, *7 Habits* is considered a seminal work that has spawned dozens of copycats and expansions on specific ideas. Imitation is the sincerest form of flattery, and many of the “fresh” ideas we’ve seen in this genre the past decade have their roots in Covey’s work. If you’ve heard of the *80/20 Principle*, *The ONE Thing*, or *The Slight Edge*, you’ve heard a modern spin on one of Covey’s core ideas.

Fundamentally, the book is about defining your core values as a person, setting and achieving goals, understanding others, and building a life of *interdependence* - not independence. Even though we still have a few habit study sessions to go, it has made a real impact on how we communicate, how we negotiate, and how we execute ideas.

If you’re a local business owner, consider the power of having a monthly book club that encourages the team to get on the same page about relationships and priorities. And if you haven’t read *7 Habits* before, give it a try! ■



## Six Things You can do to Win Your ERISA Insurance Disability Appeal (Employee Retirement Income Security Act of 1974)

- 1 Read reviews for attorneys who are experienced in ERISA, which will tell you a lot about the lawyer. You can find ours by searching for “Ben Glass Law” under the Lawyer Directory on [avvo.com](http://avvo.com).
- 2 Wait to submit your initial claim until you have all the tests and results that your physician recommends. If you have been denied, check again with your physician and make your case as strong as possible medically before submitting your appeal. With your appeal, however, you should additionally submit evidence that the insurance company was unreasonable in denying your claim the first time. This is where an ERISA disability insurance lawyer can make your case significantly stronger.
- 3 Hire a lawyer who is experienced in ERISA disability cases. Your lawyer will often be “teaching the judge” how to rule on these kinds of cases by pointing to known precedents, so if your attorney is new to this area of disability law, you may want to jump ship.
- 4 Make sure you get ALL of your medical evidence in during the appeal stage! This is your doctor’s last chance to go to bat for you.
- 5 Understand exactly what your policy covers before filing a claim. Have all your ducks in a row before filing your initial claim to minimize the chance that they deny your claim. Go to an experienced ERISA attorney before filing your appeal to give your claim the best chance of being approved that second time instead of having to wait even longer to go through a lawsuit.
- 6 Make sure you hire an experienced ERISA disability attorney EARLY in the process. Starting with your appeal, they will build a case showing not only that you are disabled, but also that the insurance company has acted unreasonably—the argument the court will use to decide if you win.

Questions? Just give us a call at (703) 584-7277, or visit [www.BenGlassLaw.com](http://www.BenGlassLaw.com) to request our free ERISA disability book, *Robbery without a Gun*. ■



## BGL's Best Bites

# FAMILY-STYLE CHICKEN TORTILLA SOUP

This has been a family favorite in the Lynch household for a long time, but give credit where credit is due: local mom Cynthia Brosnan is the chef behind the original recipe. Thanks, Cynthia!

Serves 6.

### Ingredients

- 6 TBS vegetable oil
- 10 small corn tortillas, chopped
- 6 cloves Garlic, Minced
- 1/2 cup chopped fresh cilantro
- 1 small onion, diced
- 1 can (28 oz) diced tomatoes
- 2 TBS ground cumin
- 1 TBS chili powder
- 3 bay leaves
- 6-8 cups chicken stock
- 1 tsp salt
- 1/2 tsp cayenne pepper
- 4-6 cooked boneless chicken breasts, shredded

### Garnish

- Monterey Jack Cheese
- Avocado
- Sour Cream
- Tortilla Chips



### Directions:

- 1 Place the 4-6 Boneless Chicken Breasts in a crockpot with a cup of chicken stock. Set crockpot to LOW for 8 hours (or overnight). This is a simple, reliable way to get cooked chicken that will easily shred.
- 2 Heat oil in a large soup pot over medium heat. Add tortillas, garlic, cilantro, onion, cumin, and chili powder. Sauté 2-3 minutes until chopped onion turns translucent.
- 3 Stir in tomatoes and chicken broth (you can use the chicken broth from the crockpot, as well).
- 4 Add bay leaves and bring to a boil.
- 5 Once boil is reached, reduce heat to simmer and add salt and cayenne pepper. Simmer 30 minutes.
- 6 After 30-minute simmer, remove bay leaves, add shredded chicken, and bring back to medium heat for serving.
- 7 Garnish with Monterey Jack cheese, avocado, and sour cream. Serve with tortilla chips! ■

*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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## Sportsmanship Program Receiving National Recognition

This year, BenGlassLaw is giving away \$500 to local boys' and girls' varsity soccer teams that can make it through the entire season without yellow cards for dissent or unsportsmanlike conduct. Our goal is to change the culture of local youth sports and fight back against the tide of referee abuse and parents/coaches setting bad examples for our kids.

Full details on the program, as well as the list of participating schools, can be found at [www.SportsmanshipChallenge.com](http://www.SportsmanshipChallenge.com)

The *Fairfax Connection* caught wind of the program, which is super exciting, but now larger national organizations are looking at Ben's work as a nifty solution to a growing problem. This summer, Ben will be speaking at the annual Summit of the National Association of Sports Officials, which is a 26,000 member non-profit organization dedicated to referee advocacy.

We're sad to say that two teams have already been eliminated (one was due to a coach being sent off!), but we're still highly optimistic that the program will statistically improve the number of unsportsmanlike cards accrued by these youth teams over the course of the year. Anything we can do to solve the problem is a step in the right direction.

If you'd like to nominate your school for next year, sign up at [www.SportsmanshipChallenge.com](http://www.SportsmanshipChallenge.com), and don't forget to sign up for our free VIP program at [www.BenGlassLawVIP.com](http://www.BenGlassLawVIP.com) to reward yourself with some gifts we can't wait to mail to you. ■



## SMALL BUSINESS TIP

# “THEY LAUGHED WHEN I HEADED OUT THE DOOR TO TALK TO PASTORS ABOUT MARKETING”

Recently, as I headed out the doors of the office, I told my team that I would be coming in late the next morning.

“Where will you be,” they asked.

“Talking to a group of local pastors,” I said, “about marketing.” ... They laughed.

I’ll tell you what I told the pastors and I told my team. All small business owners have the same problems and a local church is no different.

Here’s my outline, with some commentary. Your job, even if you are not a pastor, is to ask yourself how this applies to your business.

- 1. You all think that if you do a good job, people fill just come to your church.** “After all,” I told the pastors, “you have the greatest message ever and it was delivered by God. You think you shouldn’t have to ‘market’ that.” They nodded in agreement. “Trouble is,” I told them, “you have the same message that every local church has and, in fact, every major religion has some version of your message. You need to differentiate yourself.”
- 2. You don’t need to be for everyone.** Churches that tend to grow have really defined “who” they are for. At Abiding Presence, the Lutheran Church that I’ve been a member of for 30 years, we really are about “young families with wiggly kids who make noise.” We are perfect for some, but not for others. I told the pastors that they need to “trust God” to help develop lots of local churches who are “for” different kinds of people. You don’t need to be for everyone.
- 3. Build and equip evangelists.** My church is a member of the “ELCA,” the Evangelical Lutheran Church of America. “Evangelical” is a scary and

sometimes politicized word. Do you know what it means to us? When we know someone in our community who would be a good fit, we say, “We go to a pretty cool church here in Burke that is just bursting at the seams with young families. I think you’d like it.” Question: Do your customers or patients know what to say about your business or practice?

- 4. Before you go out to invite new members into your “tribe” (yes, I used that word, “tribe”) do you have a clear vision of what your church will look like in 5-10-30 years?** Take some time. Close your eyes and imagine: “If I had no limits, what will my church/business/practice look like in the future?” Knowing this puts even more definition on who you want to try to attract.
- 5. Make that first visit something special.** Too many churches and just about every business does a poor job of making that first time visitor/customer/patient feel like they “made a great decision to visit” that day. We all need to be examining, from our prospects’ eyes, what their experience looks like when they take a risk and visit us.

*(Note from Ben: I love speaking to churches, families of young children, and business groups about the habits and disciplines that will make you successful. My schedule is full, so if you are interested, reach out to us early!).* ■



# It's Graduation Time

## A Note for Kids Heading off to College

Here's some advice from a dad (me) who has sent six children off to six different Virginia public colleges:

- 1. Never in your life will you have as much time on your hands to make friends, learn new things, enjoy yourself and just ponder your future.**

There are virtually no limits on any of this and there is no one looking over your shoulder as you go about exploring this stage of your life. Every action, however, will produce a result (has consequences) and only YOU are responsible for the product of your actions.



Hard to believe that Matt is headed off to college (Virginia Tech) in the fall. Here he is (with brother Brian, sister Kelsey, and mom and dad before his last regular season high school soccer game).

- 2. You probably think that you know "how to learn," but I'll bet you don't.** Many of you worked very hard in high school, others maybe didn't have to work that hard. College is different. More to learn. More distractions. If your school offers a course or program on being "organized to study" or "developing good study habits," take it. When I went off to college, it took me a full two years to "get it."
- 3. For every class, you will be given a syllabus, or schedule, at the beginning of every semester.** This document lays out exactly what you will be reading/doing and when stuff is due. You will NEVER again have such an organized, "done for you" plan for the next three months in any job. When you get them for your classes, take out a calendar and map out ("plan for") the next three months. This will make daily decision making easier.
- 4. Buy a set of gratitude/thank you cards and put them on your desk at school.** There's lots of people in your life that helped you get to where you are. Write one card every week to someone in your life and tell them how they played a role in your development and thank them. (Teachers. Coaches. Friends. Other Adults) Real notes. Real stamps. NOT email. NOT Instagram. Write it out and mail it. You will feel so good when you do and they will be stunned into happiness when they open the mail!
- 5. Go to class.** There is no substitute. Be prepared and engage! ■



My daughter Caitlin and our latest grandchild, Madelyn Michelle. Sandi and I are overjoyed! Our schedules are so tight that we both drove up to Pennsylvania to visit mom (Caitlin) and dad (Seth) in different cars, at different times, on the same day! Madelyn arrived into the world a couple of weeks early and she is doing just great.



Nothing like "Friday night lights" here in Northern Virginia. (And by "Northern Virginia," we mean anywhere from Loudoun County to Warrenton to Manassas to Prince William County. Note to my very patient wife, Sandi, who I know rips this newsletter open the minute it arrives at the house: Thanks. You are a very patient and loving wife!)

*"Gratitude and attitude  
are not challenges;  
they are choices."*

– Robert Braathe  
(as found in The Five Minute Journal.)

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