



A Monthly Publication of BENGlassLaw

This newsletter is for informational purposes only and no legal advice is intended.



It's all smiles for the Gar-Field High School Boys' and Girls' teams!

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BenGlassLaw Awards \$5,000 to Sportsmanship Challenge Winners



This year, we completed our Second Annual BenGlassLaw Varsity Soccer Sportsmanship Challenge! In an effort to combat toxicity at high school athletic events, local teams can win \$500 for making it through the entire season with no yellow cards or red cards for dissent, profanity, fighting, or other unsportsmanlike conduct.

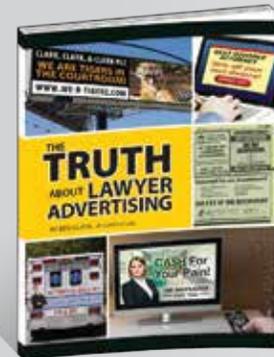
At the end of the challenge, we awarded 10 schools in the Cardinal District, Cedar Run District, and Gunston District, bringing this year's prize money up to \$5000:

- Forest Park HS Girls
- Gar-Field HS Boys
- Gar-Field HS Girls
- Potomac HS Girls
- Woodbridge HS Girls
- Annandale HS Boys
- Annandale HS Girls
- Mount Vernon HS Girls
- Hayfield HS Girls
- Charles J. Colgan HS Girls

Ben presented the checks at as many sports banquets and team practices as possible so that he could take the opportunity to speak to the teams on sportsmanship and thank them for making referees' lives a little easier.

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FREE INSTANT DOWNLOAD THE TRUTH ABOUT LAWYER ADVERTISING



Most lawyer advertising just stinks.

Think about it. You can't compare one lawyer to another by the ads, can you?

Most of them just brag about being "aggressive," as though that's something unique.

That's why Ben wrote *The Truth about Lawyer Advertising: The Complete Consumer Guide to Finding the Right Lawyer for Your Case—Every Time.*

Go to TheTruthAboutLawyerAds.com to get your free download now or call 703.544.7876 to have a copy mailed to you.

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BenGlassLaw Awards \$5,000 to Sportsmanship Challenge Winners



Ben presents the \$500 award to John Ellenberger, Director of Student Activities at Annandale High School. Head Coach and former Marine Tejas Patel (not pictured) has completely changed the culture of the program for the better.



The Potomac High School girls' team poses with their \$500 check for making it through the season with no cards for dissent, profanity, or unsportsmanlike conduct. Head Coach Vince Villanueva, "We really enjoyed having Ben come out to the field... This is a real issue, and I believe the sport is really being hurt by poor behavior by coaches and players."



Ben speaks to administrators, parents, and students in the Hayfield Secondary School Auditorium as part of their end-of-year Awards Ceremony.



Ben speaks to the boys' and girls' teams of Gar-Field High School about the impact of good sportsmanship. Thank you, coaches Tim Tryon and Bethany Kent, for welcoming us into your celebration!

"When I told my referee friends about the challenge, they thought I wouldn't need to spend a penny," says Ben. "This is proof that you can change the culture, and it starts with the coaches, the parents, and the administrators."

The high level of toxicity at high school soccer games has led to a local referee shortage in recent years. Parents need to set an example and show student athletes that you should respect authority and treat referees as you would a friend or family member. They take time out of their

lives to keep youth leagues running smoothly, without much thanks, all for the love of the game.

Head Coach of the Annandale Varsity Boys team, Tejas Patel, drew from his background as a Marine to change the culture of the team in just one year. Director of Student Activities, John Ellenberger, said that prior administrations would've never guessed that their boys' team would win a sportsmanship award, and it's all thanks to top-down change and the work ethic that Tejas brought to solving the issue. We're hoping to

have Tejas in soon on our LiveLifeBig Podcast (available on Apple, Spotify, or YouTube)!

The Sportsmanship Challenge is getting some local media coverage, with articles in the *Fairfax Connection* and the *Fairfax County Times*, with more to come. We plan to continue the challenge next year and continue our fight against toxicity at high school sporting events. Visit www.SportsmanshipChallenge.com to learn more. **Congratulations to this year's winners!** ■

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Ben Speaks at Broad Run High School

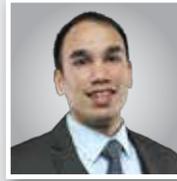
Be a Forever Learner

Our access to knowledge in 2019 is unprecedented, yet so many waste the opportunity. The dream of a free education is becoming a reality, but few have the determination to spend their time learning something new instead of using the internet to play video games or look at cat pictures. Employers like workers who are constantly learning and improving. Learning a skill like coding or welding can lead to a lifetime of income.

Work Ethic Beats Talent

It's easy to think "I'm not good at that" or "I'm not talented enough," but when you look at high performers, their work ethic is more evident than any latent "talent." Hours of focused practice will trump almost any advantage. Challenge yourself and push yourself to be a strong, consistent worker. Employers will jump at the chance to hire you. There's a lot of luck in life, but nearly all who are lucky are also hard working. It's the half of the equation that you can control.

Special thanks to Martha Somers for allowing Ben to speak to her personal finance classes, and we hope the students walked away with some valuable life lessons! ■



CLEAN SLATE Free Expungement Seminar on July 11

Live at the Ben Glass Training Center!
Attorney James Abrenio will teach:

- 1** *The basic Expungement laws in Virginia (which cases qualify for expungement and which cases don't).*
- 2** *Expungement court procedure (when, where, and how to file for an expungement).*
- 3** *How to prepare an expungement Petition (what documents you need, and what the Court looking for in your petition).*
- 4** *How to not mess it up in Court (basic court etiquette, as well as basic arguments to make).*
- 5** *Which cases you NEED an attorney for and why.*

The seminar is absolutely free!
RSVP at www.ExpungementVA.com.

This is a community training - not intended as direct legal advice.



PICTURE DAY AT BENGLASSLAW

Since moving into our new office space last August (we can't believe it hasn't even been a year!), we've experienced a lot of growth and we've brought in several new team members. Whenever we grow, that means it's time to give Dan Glass a call (www.DanGlassPhoto.com).

Thank you, Dan, for making everyone feel confident and beautiful! We plan to keep on growing so that we need your services again soon. ■

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? Visit
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Ben Speaks at Broad Run High School

In May, Ben had the honor of speaking in front of three Personal Finance classes at Broad Run High School. The audience was mostly 11th graders, and Ben spoke on topics ranging from happiness to success to providing value in the job market.

Students love free stuff, of course, so Ben brought goody bags of BenGlassLaw books, phone wallets, chap stick, pens... you name it. When Ben's on stage, though, you don't need many attention bribes. Here's some of the philosophy Ben had to share with the high schoolers:

Know Your Values

If you don't operate around a set of Core Values, you will be blown by the wind your whole life. Know what you stand for and what you value. How do you want to treat other people? What kind of son or daughter do you want to be? Do you want to be known as a hard worker? How do you deal with conflict? Once your Core Values are set, it's harder for other people to control your actions and thoughts by peer pressure.

Master Your Emotions

You cannot control many things that happen to you in life, but you can control how you react to them. If you act out of fear, anger, or desperation, you will inadvertently harm yourself and those around you. Before you act, ask yourself if you're making a calm decision, or if you're letting your emotions control you. This is a watershed moment in maturity. Unfortunately, many adults still struggle with it!



THE LEGAL SYSTEM STINKS

(And what we are doing about it)

The legal services industry is like no other. Created by lawyers. Rules about who can give legal advice made by lawyers and enforced by judges (who are all lawyers). Fees set by lawyers with no competition from outside market forces. Virtually no consumer input on “how things ought to be” or “how we would like to buy legal services.”

It's really a guild. (Look it up. The definition of “guild” is “a medieval association of merchants or craftsmen.”) Not much has changed in the last 150 years, trust me. This results in a system where you either go it alone or hire a lawyer. You aren't allowed, for example, to bring your non-lawyer brother-in-law to help you in small claims court, even if the matter being litigated in court is a very simple contract dispute. Nor are you allowed to hire a very well-trained paralegal to give you legal advice, even if that paralegal knows more than 99% of licensed attorneys about a particular legal issue.

Last year, the Supreme Court of Virginia (which governs all lawyers) said “no way” to a business model that would have allowed consumers to go online and pay a non-lawyer company in order to have direct and easy access to licensed lawyers who had agreed to help consumers with certain legal matters for very small fees. The Supreme Court was, in my view, bowing to pressure from lawyer groups who were protecting their own turf. (Lawyers watch what happened to cab drivers (Uber/ Lyft) and what is happening to real estate agents (Zillow) and they will

fight hard to protect their turf by making up nonsensical, anti-consumer rules.) Of course, the ruling from the court was put in terms of “consumer-protection,” but it didn't have anything to do with protecting consumers. It hurt them. (Prior to the ruling, consumers were using this type of service in many states. There were ZERO consumer complaints!)

Lawyers protecting lawyers. Ugly.

What are we doing to fight this trend? At BenGlassLaw, we are trying to make access to legal advice easy and free. You ought to be able to pick up the phone and make an appointment to talk to a lawyer or a well-trained paralegal to get practical advice about your questions at no cost.

We do this every day for our BenGlassLaw VIP members. We help people make great decisions about their legal issues. Oftentimes, the only thing you need is a short phone call with someone who knows how the system works.



Our VIP program is one of a kind here in Virginia. It is free and the advice we give is free. No, we can't be successful all the time, but we will always TRY to help you. We fight the guild every day. We believe that consumers should not have to make the choice between “do it all myself” and hire an expensive lawyer in order to solve everyday problems.

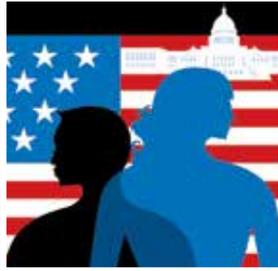


Our program is free to Virginia residents. It comes with a bunch of bonuses, too. Find out more at BenGlassLawVIP.com ■

THE 4TH of JULY—What Should We Really Be Celebrating?

The 4th of July should be a bigger deal than we make it out to be. Hot dogs and fireworks. For what? Ask most people and they'll tell you that we are "celebrating the nation's birthday."

True, but can most people tell you the "why" behind the United States? What were we creating that was different? Why should we *celebrate* that fact that we live here?



Here it is in a nutshell. For the first time in human history, a government was designed where the individual would be primary. People would be free to make decisions about their own lives, as long as they did not interfere with the right of others to make decisions about their own lives. The federal government was formed because there were common issues amongst the separate states (i.e., to provide for the common defense; to make sure that commerce between states was as open as it could be; to provide for the election of representatives and a president in a way that tended to protect the interests of all states, no matter how large or small, etc.). Our Constitution (the "rules" by which power to govern was to be entrusted from the people to our representatives) was also carefully crafted in a way that protected the individual against the tyranny of the majority. It's true: the right to pursue your life, your liberty and your happiness was designed to be paramount.

What did this lead to? Only the greatest country ever created. Do we have "issues?" Sure, we do. Is there creeping tyranny and the trampling of individual rights? There is, but this will always ebb and flow because humans are not perfect. The point is that there is not a better design of a type of government that protects individual liberty than the United States Constitution, and everyone knows this. None. Nada. Nowhere. Want proof? No other country has as long a line of people waiting to get in as we do.

This is what we celebrate on July 4th. This is what we should be working to protect. Every day. ■

WHAT WOULD BEN SAY

- **My sports hero of the month:** The entire University of Maryland men's lacrosse team and their coaches. In their NCAA playoff game against the University of Virginia, the referees made a colossal error in awarding a goal to Virginia when the ball did not actually go in the goal. Everyone saw it. The referees got it wrong. Maryland lost. Did they whine about it like most do? Go on social media to show the error and say, "woe is me?" Buy full-page ads saying, "We were robbed" like the New Orleans Saints (NFL) crybabies? Nope. Every quote I read had some version of this statement: The referees must be good or they wouldn't have been working the game. Referees make mistakes. It was our responsibility to go out and score more goals and we fully expected that we would. Not the ref's fault we lost. These players had good parents and good coaches. Remember this: how well your child performs in sports is not a reflection on you. How they respond to adversity is!



- **My new favorite author/speaker: Brene Brown.** Go watch her one-hour presentation on Netflix. Why do I like her? She is just great at getting her followers to ignore the noise of the critics. My experience is that the higher up the ladder of success you go, the more you reject the status quo in order to actually move the world, the more you will hear from critics. I hear from them almost every day, lawyers who don't like my views on BS class-action "coupons for clients, millions for lawyers" lawsuit schemes. Lawyers definitely don't like our *Truth about Lawyer Advertising* book (or my new book that sheds light on *TV advertising personal injury settlement mills*) and I hear about it. The traditional bar association groups don't like it that while they struggle to fill seats at seminars they sell for \$125 (because they are boring and unimaginative), I can sell out seminars where lawyers pay (as they recently did) \$8,000 to learn from me and my long-term disability team for a day and a half. Brown says, "If you are not getting your ass kicked on occasion, I'm not interested in your feedback." There will always be negative people in the world. My advice is to shed your life of them. I have.

- **You don't really want the government running health care:** A recent Wall Street Journal editorial nicely summarized the adverse effects of us allowing the government to mandate that all medical records become "electronic medical records." Ready for this? (1) the vast majority of doctors now find their work to be harder and slower because the electronic records interface makes little sense; (2) confusing displays have led to patients getting incorrect dosages and medications intended for other patients; (3) gag clauses in vendor contracts prevent doctors from having "open and honest discussions about errors." We've seen it over and over in the office: electronic medical records rife with repeated errors and irrelevant and confusing information make it very difficult to figure out what in the records is new and serious and what is not. The government should stick in its lane: protecting individual liberty, providing a defense against the bad guys, and providing a court system to settle disputes. It's really not all that good at running businesses and industries. ■

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