



In this issue...

- **Page 2** BGL's Best Bites
- **Page 3** BGL Insider: What We're Working On
- **Page 3** Do You Have Nagging Questions about Your Disability Benefits?
- **Page 4** What's Happening at BenGlassLAW



Popular Brands Flushed Their SUPER BOWL COMMERCIALS Down The Toilet This Year

No matter how big of a football fan you are, when we hear "Super Bowl", most of us think "commercials"—first. Super Bowl advertisements, appearing in millions of living rooms across the country, are arguably almost as big as the actual game we all gather around the tv to watch.

Seen as entertainment for the majority of us, these commercials are a huge marketing opportunity for companies—thirty-second spots priced in the millions.

Sadly, we probably won't see as many clever commercials this year from the usual big brands we have come to love. With a near-empty stadium, the same energy we have come to know and love on Super Bowl Sunday will no longer be at the forefront of the game. This has led many companies that made a big splash last year, like Sabra Hummus, SodaStream, and Avocados from Mexico, to opt-out of this year's Super Bowl commercial slots.

It will be interesting to see the viewership numbers and quality of commercials for this year's Super Bowl in a time where stadium capacity will be 20-25% full.

The question is, which company will take advantage of the absence of bigger brands? ■

FREE INSTANT DOWNLOAD

FIVE DEADLY SINS THAT CAN WRECK YOUR INJURY CLAIM

Discover
the secrets
insurance
companies
don't want
you to know.

Get Ben's
book *The
Ultimate
Guide to
Accident Cases in Virginia: Five
Deadly Sins That Can Wreck
Your Injury Claim.*

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



BGL's Best Bites

SUPER BOWL SUNDAY EDITION

By the Ben Glass Law Team

Whether your team is playing, you just love football, or even if you don't care about sports—most of us find ourselves sitting in front of the tv watching the Super Bowl. The reasoning is simple—finger food and entertainment! There is no better feeling than snacking on munchies while watching the Super Bowl—more importantly, the Super Bowl commercials. Here are some classic finger food ideas for this year's (socially distant) Super Bowl party.

BUFFALO WINGS

Ingredients:

2 lbs. chicken wings	2 tbsp. vegetable oil
2 tbsp. honey	4 tbsp. butter
1 tsp. garlic powder	Kosher salt
Freshly ground black pepper	
1/4 c. hot sauce (such as Frank's)	

Directions:

- 1 Preheat the oven to 400° and place a wire rack over a baking sheet. In a large bowl, toss chicken wings with oil and season with garlic powder, salt, and pepper. Transfer to the prepared baking sheet.
- 2 Bake until the wings are golden, and the skin is crispy, about 50 to 60 minutes; flip the wings halfway through.
- 3 In a small saucepan, whisk together hot sauce and honey. Bring to simmer, then stir in butter. Cook until butter is melted and slightly reduced, about 2 minutes.
- 4 Turn the broiler to low. Transfer baked wings to a bowl and toss with buffalo sauce until completely coated. Return wings to rack and broil—watching carefully! —until sauce caramelizes, 3 minutes.
- 5 Serve with ranch dressing and fresh vegetables. ■



PIGS IN A BLANKET

Servings: 48

Ingredients:

2 cans (8 oz each) Pillsbury™ Refrigerated Crescent Rolls
48 cocktail-size smoked link sausages or hot dogs (from two 14-oz packages)

Directions:

- 1 Preheat the oven to 375°F. Unroll both cans of dough and separate them into 16 triangles. Cut each triangle lengthwise into 3 narrow triangles.
- 2 Place sausage on the shortest side of each triangle. Roll up each sausage link, starting at the “base” of the triangle; place the roll-ups with the pointed edge side down onto 2 ungreased cookie sheets.
- 3 Bake 12 to 15 minutes or until golden brown, rotating the cookie sheets halfway through for even baking.
- 4 Immediately remove from cookie sheet. Serve warm. ■



BGL INSIDER: WHAT WE ARE WORKING ON



DISABILITY

- A warehouse selector was approved for long-term disability (LTD) benefits. He has a lower back injury due to a 2019 car accident.
- An Amazon Picker was also approved for LTD benefits. She has been out of work due to a workers' comp related injury to her left wrist.

**To clarify, neither one of these claims were appeals. We submitted LTD applications for both clients.*

PERSONAL INJURY

- A client was involved in a severe head-on accident. As a result, she suffered severe injuries that required surgery. The surgery left her with a plate and seven screws in her hand. Her medical bills were just over \$52K. State Farm offered \$66K on her case, and we filed suit as a result. We sent Requests for Admissions to defense counsel to admit that the bills were reasonable. A few weeks later, we received the offer to settle for \$95K. The client was in tears when she heard the news! She said it was going to change her life to have this behind her finally.
- Another client was involved in a rear-end collision. Unfortunately, he was also battling brain cancer. He developed neck pain, wrist pain, and back pain following the crash. He had to endure a series of injections, but those did not alleviate his pain. His medical bills were just over \$30K. After receiving our demand packet, Nationwide quickly tendered their \$50K limits. Our client also had underinsured motorist coverage (UIM) through USAA—we negotiated an additional \$31K. Our client's wife was very grateful we were able to secure this settlement so quickly. ■

Do You Have Nagging Questions about Your Disability Benefits?



**Follow Our New
Twitter Account!**

Have a question about disability benefits?

Our Disability Team is now on Twitter! Follow us @LTD_Gurus for answers to frequently asked Long Term Disability (LTD) and Social Security Disability Insurance (SSDI) questions, information on appeals and lawsuits, and updates on all things regarding the Employee Retirement Income Security Act (ERISA)!

We're also giving away BGL goodies to raffle winners at the end of each month. Follow us on Twitter to enter for a chance to win cool prizes!

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, ERISA disability, 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.

3998 Fair Ridge Drive Suite 250
Fairfax, VA 22033
tel 703.991.2870 fax 703.783.0686
www.BenGlassLaw.com

To be removed from our mailing list, email
info@benglasslaw.com or call 800.224.1482

Inside This Issue...

- » Popular Brands Flushed Their Super Bowl Commercials Down The Toilet This Year
- » BGL's Best Bites: Super Bowl Sunday Edition Pigs in a Blanket and Buffalo Wings
- » BGL Insider: What We're Working On
- » And more...



What are the benefits of our VIP Program? Visit BenGlassLawVIP.com to find out!



WHAT'S HAPPENING AT BENGLASSLAW



Congratulations to Our First Seven BGL Fitness Contest Winners

Anna Wojcik, Kiptyn Trieu, Beth Cecka, Sara Dyson, Megan Roth, Alex Chazan, Michael Abdeljabbar, and Nora Chazan. They each received a FREE three-month membership to Halo Fitness Experience! We only have three FREE memberships left so hurry over to www.BGLFitnessContest.com to find out if you qualify for the contest!

Our New Logo

During our two-day offsite leadership retreat, we made a decision to rebrand BenGlassLaw to make it clear in our logo that we are personal injury and disability attorneys. *Be on the watch for more contests this year in order to grab BenGlassLaw swag!*



College Is Largely Wasted On The Young

History, economics and philosophy classes take on a whole new meaning

when you have a few decades of life experience. One of the classes that I am attending once a week for eight weeks is, The History and Philosophy of Liberty an America – provided by The Objective Standard Institute (ObjectiveStandard.org). This is my third class with this group in the last few months and they have been excellent so far.



WHAT WOULD BEN SAY

Oh my, so much is going on in the world today, and most of what you hear coming out of people's mouths is the result of unfocused, uncritical thinking. My rants for the month:

- **THE POSITION OF THE CONSERVATIVES on the regulation of the internet and social media platforms like Twitter and Facebook is crazy.**

Here's their message whining:

"We really liked using the platform you created through your hard work, innovation, and creativity. We used it for free. Wow, that was cool. We used it so much, thinking that if we had a billion followers, that they were all listening to us and agreeing with what we said, even if what we said wasn't really intelligent speech at all. In fact, we liked it so much that we gave up using other ways to get our messages across and we quit thinking deeper than 280 characters. We thought we were really smart. Now you took that platform from us, you "censored" us, and we want our free stuff that you created back. We are going to regulate you."

- **THE POSITION OF THE LIBERALS is, "We are going to make community college free for everyone who wants to go."**

Now, I think that is just as crazy as regulating the internet.

"In fact, we are going to take the money from working people to give to you to go to college, (but) we aren't asking anything from you in

return. In fact, even though there is more free education available now (via the internet, libraries with free books, and free classes that already exist) and even though virtually none of you who want free college are attending any of the currently free courses now, we just know this will work (to keep getting us elected, if for nothing else.)"

- **THE ATTACK ON THE CAPITOL.**

Like most viewers, our family watched the events of January 6, 2021, unfold in horror—and what we watched that day didn't reveal the extent of the destruction. Yes, you have a right to express your opinions, but no, you don't have a right to invade property that does not belong to you, threaten people's lives, and steal/damage another's property. But, hey, thanks to all the protestors who took the time to post pictures and videos of their criminal activity for all of law enforcement to see. Law enforcement likes to use their cool technology to identify bad guys (and gals.) May our prisons be filled with all of you who participated in that day's criminal activity.

- **CRAZY STUFF SCHOOLS DO.**

There is a school district in California that pays \$27 per student to rent an electronic copy



of *The Diary of Anne Frank*. They rent it for the school year, and when the year is over, "poof," there goes the book, only to be rented again the following year. I checked, you can get the paperback edition on Amazon for less than \$7, and the Kindle version is \$3.00. The paperback version, I have on good authority, can be passed down to a sibling. According to the Jan/Feb 2021 issue of the New Republic, a 2019 study of school librarians found that some schools were spending as much as 42% of their annual budget renting e-books. The "COVID" stats are probably worse. But yeah, leaving education in the hands of the government is a good idea.

- **THIS IS OK TOO.**

If a private business doesn't want to publish a politician's book or doesn't want to hire any of their former staffers, that's OK too. The free market will sort out whether or not this is a good idea, but it is funny to see the "talking heads" whine about this, too. ■

We Get QUESTIONS



During a recent interview for *WorldClassPerformer.com*, I was asked the following three questions:

Q: What is one thing that you do that you feel has been the biggest contributor to your success so far?

A: A mindset change. I permitted myself to reject the status quo of the legal profession, to shun the 'ladder of success' theory of career development, and to permit myself to build a business that would support the life I wanted to lead.

Q: What is your morning routine? Please include the time you wake up.

A: That depends on whether or not it's a CrossFit day. I do CrossFit workouts 4-5 times a week. On those days, I'm up at 4:40 and at the gym by 5:15 for a 5:30 class. I leave the gym around 6:45. Then, I head home to read two "print" newspapers that arrive in my driveway (Wall Street Journal and Washington Post) and drink coffee. Then I write in my journal, check my calendar for the day, and work from home until I go into the office around 10:00. If it's not a CrossFit day, I'm up by 5:00; then it's pretty much the same schedule.

Q: What habit or behavior that you have pursued for a few years has most improved your life?

A: I'll turn 63 soon. I'm stronger now than I've ever been. So CrossFit is the #1 habit I've pursued in the last few years. I've also invested more time/money into coaching, not only for myself but also for my entire leadership team. ■

SMALL BUSINESS TIP

CONSUMERS ARE MAKING THE DECISION TO BUY FROM YOU/HIRE YOU BEFORE THEY EVER CONTACT YOU

Consumer decisions are being made at the "internet" level, based on both how well you are presenting an obvious solution to their problem/need and on what other users of your product/service are saying about you (i.e., reviews). All you have to do is not mess it up when you pick up the phone or respond to an internet inquiry. Are you monitoring that process in your business? Many are not, and the money is pouring out of the hole in your bucket. ■

Books I'm Reading



I read lots of books each month. Most involve focused reading, with notetaking. A question I get asked often is, "How do you find the time?" There are two answers: first, I am an early riser and have engineered my time to give me some space for reading, after the gym. The second is that I have been a life-long reader and took a cool speed-reading course when I was in the fifth grade. There is a little "hack" that I use: not all books deserve to get read to the very end. Just because you start a book doesn't mean that you have to tough it out all the way through. If that book is not adding to your life, ditch it.

Here's what I'm getting through this month:

- 1 *Ride of a Lifetime*, Robert Iger (Former CEO of Disney)
- 2 *Ready, Aim, Fire - Zero to \$100 Million in No Time Flat*, Michael Masterson
- 3 *Living with the Monks, What Turning Off my Cell Phone Taught Me About Happiness, Gratitude and Focus*, Jesses Itzler (gift from my son, Brian)
- 4 *Moral Rights and Political Freedom*, Tara Smith. (What can I say, I love philosophy)
- 5 *Ending Big Government, the Essential Case for Capitalism and Freedom*, Michael Dahler.
- 6 *Hillbilly Elegy*, J.D. Vance. This awesome book proposes a great solution for poverty. ■

This publication is intended to educate the general public about personal injury, ERISA disability, 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.