

THE SCIENCE OF HAPPINESS



By Tammy Hineline

I won't be the first to say it, but brains are weird, man. They help us achieve amazing scientific accomplishments and then, in the same breath, tell us it's definitely okay to text our exes or invest in Bitcoin. I'm as guilty as anyone else for letting my brain run away with the show sometimes. March 20th is the United Nation's International Day of Happiness, so let's look at some ideas to help condition your quirky cognition towards joy.



What to read: The Happiness Advantage

Shawn Achor spent years at Harvard studying happiness in students and the effects of positivity on the most important bit of our brains: the complicated part. He discusses his academic work and research in offices and boardrooms around the world on rewiring the human mind to automatically seek happiness. In the end he concludes that the egg does come before the chicken. Grateful people are happy and not the other way around.

What to do: crawl on the ground like a baby

Quadrupedal movement isn't just for babies anymore. The hot new trend in neuroplasticity is revisiting your younger years and crawling around on the floor to exercise your corpus callosum and strengthen the neural connections. Experts (and TikTok influencers) say it has effects on the brain similar to dancing, changes our point of view, and mimics the developmental progress we experienced as children. I didn't feel much of a difference after trying this for a week. I can only assume that means I peaked at toddlerhood.

What to eat: you know....

Come on, fruits and vegetables? That's always the answer! But it's not just about calories, gut health, or the natural chemical rewards we get from sugar, salt, and fat. At the core of any desire to change and live for the better is the identity we hold. What we eat reinforces the core beliefs we have about ourselves and that feeling bleeds into healthier habits like getting more exercise and enjoying nature. Hitting up the salad bar at lunch more often isn't going to have immediate effects on your waistline, but if it helps solidify your core identity and resolve to live a healthier life, you'll feel that right away.

As March enters our lives like a lion and out like a lamb, spend some time thinking about your happiness levels and if there's any way you can harness the power of science to bend your own brain to your will. And if you need me, I'll be crawling my way into spring. ■



A Monthly Publication of BENGGLASSLAW

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

In this issue...

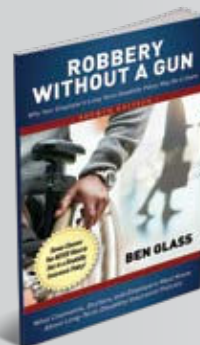
- Page 1 The Science of Happiness
- Page 2 BGL's Best Bites
- Page 2 A Disability Advocate
- Page 3 Inside the Mind of Lisa Derco
- Page 4 Inside the Mind of Ben Glass
- Page 6 Inside the Mind of Brian Glass
- Page 8 Don't Ducking Do It!



BENGGLASSLAW
is a Proud Sponsor
of Halo Fitness

FREE BOOK REVEALS

THE TRUTH ABOUT YOUR LONG-TERM DISABILITY INSURANCE CLAIM



Employer-provided disability insurance typically falls under the Employee Retirement Income Security Act of 1974 (also known as ERISA).

ERISA disability insurance

companies are notorious for denying claims hoping the claimant won't hire an attorney to help with their denial. Claimants who try to appeal their claim find themselves against a wall, trying to prove that they are disabled while the insurance company waits for them to "give up" and accept the claim denial.

Go to **RobberyWithoutAGun.com** to get your free download now or call (703) 544-7876 to have a copy mailed to you.

BGL's Best Bites:

CELEBRATE CHIP & DIP DAY WITH REUBEN DIP

Did you know March 23 is National Chip & Dip Day? Probably not. But here's a tasty dip treat to celebrate.



Ingredients:

- 1 package cream cheese (8 ounces), softened
- ½ cup Thousand Island dressing
- ½ pound corned beef chopped (meat from deli is fine)
- 1 cup sauerkraut (drained)
- 2 cups shredded Swiss cheese

Instructions:

1. Preheat oven to 400 degrees
2. Grease or spray an oven safe dish, pie plate or cast-iron skillet with cooking spray
3. Mix cream cheese and dressing in a medium bowl
4. Stir in corned beef, drained sauerkraut and Swiss cheese
5. Spread mixture in your chosen oven safe dish
6. Bake for 15-20 minutes or until hot and bubbly
7. Serve with your favorite crackers, hard pretzels or toasted rye bread

Can also be heated in a slow cooker for 2 hours. ■

A DISABILITY Advocate



By Jennifer Koprowski, Director of Client Onboarding for BGL's Disability Team

March is National Disabilities Awareness Month. The goal is to provide understanding, encouragement, and opportunities to help persons with disabilities to lead productive and fulfilling lives. Our team member, Jenny, lives this year-round but we'd especially like to highlight her efforts this month.

Last November, my husband and I attended The Arc of Northern Virginia's 60th Anniversary Gala Celebration. For six decades The Arc has supported thousands of people with developmental and intellectual disabilities and their families. This event was particularly important to us because Securis, our son David's employer, received an award for their commitment to hiring people with disabilities.

In 2019, I worked with The Arc, another parent and Securis' founder, Jeremy Farber, to advocate for HB1078, a bill meant to create a procurement preference for companies that employ disabled workers. The bill became law in April 2020. In his acceptance remarks, Jeremy Farber emphasized that while the award was gratifying, he wished more employers would recognize not just the need for meaningful employment among with intellectual and developmental disabilities, but also the business case for hiring them. To paraphrase Jeremy: This population is reliable, hard-working, and trustworthy. They come to work on time, they don't complain, they're not on their phones, etc. From a business perspective, they're a great investment. Jeremy Farber, Securis and The Arc are great examples of how one person, one company and one non-profit organization can make meaningful differences in the lives of people with disabilities and promote their inclusion in our community.



Jenny and her husband Dan at the Arc Gala



David, Jenny's son, pictured top right.

At BenGlassLaw I often receive calls from people seeking assistance for a family member with an intellectual or developmental disability, and I'm grateful that I can offer The Arc as a resource. ■

INSIDE THE MIND OF

LISA DERCO



My Go-To WATERING HOLES

Now that Dry January is far behind us (for those daring enough to give it a try) and March is here (St. Patty's Day) I thought it was an appropriate time to write about some of my favorite watering holes out in Loudoun County where I live. My husband, Drew, and I moved from Penn State to downtown D.C. and as we got older and our family grew, we progressively moved further away from the District until we landed in Loudoun. I have to say it was the best decision we ever made. We have the best neighbors who have become family and I cannot imagine raising our boys anywhere else.

Loudoun has a ton of breweries (not my thing), great restaurants and amazing vineyards (totally my thing). The first must see is **Stone Tower Winery**. I was able to convince the whole office to make the trek to Loudoun for our Holiday Party so that we could have it at Stone Tower. We had a party bus so that may have helped. The firm's focus is always on celebrating the wins and having some fun outside of the office and I think Stone Tower was the perfect fit. Stone Tower really has it all – amazing views, great wine and delicious food. The Barn side of Stone Tower is family friendly. They have a huge hill that the kids love playing on. You must try the pizza and truffle fries when you go. Also, be sure to do a wine tasting!

The second place we love is **Wine Kitchen** in downtown Leesburg. We are about 25-minutes from

Wine Kitchen, but it is our go to spot for a date night

or lunch. Chef Tim is beyond talented, and Sommelier Sam makes you feel like you are doing a tasting with old friends. They make the pasta fresh in house and it is so delicious! Chef Tim's wife, Katie, owns another of our favorite local companies, **Wined and Dined**. She brings the restaurant to the comfort of your own home. We have celebrated a lot of milestones with Chef Katie in the kitchen and it is always such a memorable night.

I hope that if you are in the area, you check out these favorite spots of mine! ■



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.



An AirBnb Retreat Can CHANGE YOUR BUSINESS

I run two businesses. BenGlassLaw that does business in Virginia (injury cases) and across the country (long-term disability claims), and Great Legal Marketing, where we coach and train lawyers across the country to make more money, get more cases and *still get home in time for dinner*.

These retreats are held in a nice rental house - one with plenty of room to work around a table, hang up large posters that we can write on and yes, a place to retreat to when the discussions are done.

year. We bring in a coach to lead us through the two days of team health, visioning, identification of threats and opportunities, and issue solving.

These retreats are held in a nice rental house - one with plenty of room to work around a table, hang up large posters that we can write on and yes, a place to retreat to when the discussions are done.

What is different from a regular planning meeting is that the discussions amongst us start early in the morning (actually a group dinner the night before we start) and end late at night (yes, wine is often involved).

In addition to working on the nuts and bolts of running a business typical topics include:

- Tell me your back story, "who are you?"
- What did it feel like when you (Ben) started this business?
- What were you feeling when you (team member) came to work in this business?
- What do you fear?
- What gives you energy in your life/work world?
- What is our message to our market?

Each of the companies has a leadership team and, in each company, in addition to weekly meetings, the leadership team rents an AirBNB and gets away for two full days each

- Can our members and clients tell our message for us?
- I see something you don't see about yourself and now I'm going to let you know what it is, will you do the same for me?
- What's the stupid stuff we really need to stop doing?
- How do we change the world? (yes, we always think BIG)
- Dreaming now of our three-year picture, what will we be seeing and feeling when we get there.
- What are the biggest threats to our business?
- What have we seen other businesses do to scale and what prevents us from modelling these businesses?
- What do you need to know about the vision in order to decide whether you want to be a part of it going forward?
- Why do our clients and members choose us over all of the competitors?
- Why are we playing in the world of "what's possible?" when we can dream something bigger than that while we are sitting here, uninterrupted by the noise of the world.

Now, here's what I want you to imagine, and then I have an ASK.

Think about how your leadership team, tucked away at a mountain or lake retreat house for two days, doing the dishes and setting the table for each other, totally uninterrupted by the day-to-day noise of the world, how would they respond to the questions we asked above. ■

Inside The Mind of Ben Glass

In addition to running his own practice AND a separate business that teaches lawyers how to grow great businesses, Ben also coaches other small biz owners on how to start and grow a business that leads to your perfect life. Ben has a limited number of slots available for coaching non-lawyers in 2023. If interested, reach out to Ben at ben@benglasslaw.com. If you are a lawyer, check out GreatLegalMarketing.com

WHAT WOULD BEN SAY

As I sit here, penning this edition of the BenGlassLaw newsletter in early February, I want to report on what has been, for me, the single best new habit I've developed in my life. (Big statement.)

I'm on day 83 of "no newspaper, no dotcom news website, and no talk show programs. I gave up watching TV news a long time ago. What led to this discovery?

My seatmate on a flight from DC to Arizona in November was internationally recognized pain psychologist and Stanford University professor Beth Darnall (BethDarnall.com). Beth told me that for decades, she had ignored the noise of TV, newspapers, and books (outside of her work). Her habits are more *ruthless than mine*. Contrary to what you might think, she was an interesting conversationalist. We just didn't talk about any current events trivia.

By the way, my opening line to start the conversation was *so, what is your superpower?*

Since I was going to be away for a few days anyway and didn't have access to the two newspapers that get delivered to my house, I wasn't going to have a ton of time to troll around on the Internet, I said *well, that conversation was interesting, let's see what this is all about.*

Eighty-three days later, with a daily note in my daily journal that begins with "today I am on day #____ of where peace resides," I'm 100% cured of the urge to check up on the noise that has zero effect on my life. Seriously...I did hear we shot down a spy balloon off of the coast of South Carolina. One of my kiddos told me, "Dad, *there are Chinese spy balloons everywhere, it's just that the media found out about this one, so we had to take it out*". Truth is, whether we shot it down or not has zero effect on my life.

Zero.

We still get one of the newspapers because Sandi does like to do the crossword puzzles. I do glance at the headlines as I bring the paper up the driveway and each day I do I think to myself *best decision ever*.

I am now applying that process for developing a habit to my eating. I'm on day 10 of no cookies, candy, crackers, cake, or ice cream. Those are my weaknesses. Know what? The craving is gone. Each morning I wake up, not wanting to read the newspaper or troll the Internet news sites but wanting to *brag* to my journal about my newfound success.

Here's another good thing going on: By the time you are reading this, the high school soccer season will have started. This marks 49 YEARS since I was first licensed to referee. I did *retire* twice, because for those years of raising kids, coaching teams, and starting businesses, it just wasn't a good fit, but I've been back for six or seven years now.

This is not easy work. It's hard to come out of the winter and BAM, run with 16–18-year-olds. That part gets harder every year.

So, you know what I did? As the end of the fall season, I made a commitment (and yes, wrote it in my journal) to work very hard to keep my fitness level up over the winter. This meant that if I was in town, I was in the gym or on a field at least five days a week and on most weeks, that number was six. Now the cool part. I turned 65 last month. I am hitting lifetime highs in some lifts and gymnastics moves. Lifetime. I'm actually stronger now in some areas than I was when I was playing division one college soccer. (I played just before the era of the total athlete who was, in fact, in the weight room all year long.)

I share the above because, if I can change, so can you. Goal setting and habit formation is real. For me, the written journal and a nice fountain pen is key. For you, perhaps, something different.

You've heard my story; I'd love to hear yours. ben@benglasslaw.com, subject "My Story." If you send me a story, tell me whether I can use your name or not. *Let's inspire the world.* ■

INSIDE THE MIND OF

BRIAN GLASS



Taking the *PLUNGE*

I did my first cold plunge while in Tahoe last month. Three minutes in a cold-water bath while the outside temperature hovered at 12 degrees. My wife won't let me buy a cold plunge tub for our house (yet) so I've started taking cold showers – cranking the water temperature all the way down for the last three minutes of my shower. My own protocol also involves cranking up some hype music, a minute or so of quick deep breathing (helps with acclimating to the cold), and shadow boxing.

While it may not sound appealing to step into a freezing shower, the benefits of doing so can be substantial. Here are some of the key advantages of taking cold showers:

BOOSTS CIRCULATION

Cold showers can improve blood flow and circulation throughout the body. When you are exposed to cold water, your blood vessels constrict, causing blood to rush towards your vital organs in an attempt to keep them warm. As a result, your blood flow increases, which can improve the delivery of nutrients and oxygen to your cells.

REDUCES MUSCLE SORENESS

If you have ever experienced muscle soreness after a workout, you may want to consider taking a cold shower. Cold water can help to reduce inflammation and muscle soreness by reducing the amount of blood flow to the affected area. This can also be helpful for those with chronic pain conditions.

ENHANCES IMMUNE FUNCTION

Cold showers have been shown to boost immune function by increasing the production of white blood cells. These cells are responsible for fighting off infections and diseases, so having more of them can be beneficial for overall health and well-being.

IMPROVES MENTAL HEALTH

Cold showers can have a positive impact on your mental health as well. They can help to reduce stress, anxiety, and depression by triggering the release of endorphins, the body's natural feel-good chemicals. Cold water can also help to improve your focus and concentration, which can be helpful for those who struggle with ADHD or other cognitive issues.

—continued on next page

Inside The Mind of Ben Glass



I was invited by Russel Brunson and Dan Kennedy to tell the story of how I discovered marketing and became a nationally recognized expert in the subject for lawyers. The talk was to an international audience of entrepreneurs and marketing experts.



Sandi and I escaped Northern Virginia and headed to Miami for four days in January. Yes, there was a legal conference going on, but there was plenty of bright sun, bicycle paths and beach!

Inside The Mind of Brian Glass

—continued from previous page

Taking the Plunge

INCREASES ENERGY AND ALERTNESS

If you are looking for a natural way to boost your energy and alertness, a cold shower may be just what you need. Cold water can help to wake you up and increase your mental clarity, making it a great way to start your day. It can also be helpful for those who need a quick pick-me-up in the afternoon.

PROMOTES WEIGHT LOSS

Cold showers have been linked to weight loss as well. When you are exposed to cold water, your body burns more calories in an effort to stay warm. This can help to boost your metabolism and promote weight loss over time.

Overall, there are many benefits to taking cold showers. While it may take some getting used to, incorporating this practice into your daily routine can have a positive impact on your health and well-being. Whether you are looking to improve your physical health, mental clarity, or overall energy levels, a cold shower may be just what you need. Give it a try! ■

WHAT AM I READING?

Dopamine Nation

Dr. Anna Lembke

Loveable

Kelly Flanagan

Multipliers: How the Best Leaders Make Everyone Smarter

Liz Wiseman



3998 Fair Ridge Drive Suite 250
Fairfax, VA 22033
tel 703.544.7876 fax 703.783.0686
www.BenGlassLaw.com

To be removed from our mailing list, email
info@benglasslaw.com or call 703.544.7876

Inside This Issue...

- » The Science of Happiness
- » BGL's Best Bites
- » A Disability Advocate
- » Inside the Mind of Lisa Derco
- » Inside the Mind of Ben Glass
- » Inside the Mind of Brian Glass
- » And more...



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



DON'T *Ducking* DO IT!



By Lauren Hill

With Easter just around the corner, I wanted to give a public service announcement that is near and dear to my heart. Last May, less than two weeks after Easter, my husband spotted a stranger in our neighbor's backyard dumping two ducklings into the river that we live on. Because we see waterfowl on a daily basis, he didn't think much of it. An hour later, he yelled me over because the ducklings hadn't moved.

I saw two tiny ducklings, shivering, in shock, and looking like they were on the brink of death. I got a wildlife rescue on the phone and texted her a photo of the ducks because she had a feeling of what was going on due to the time of year. She confirmed that they were domestic ducks and most likely purchased for an Easter basket and dumped since they were no longer needed – which happens A LOT. They would have been dead by that evening. Our story has a happy ending as we raised the ducks in our garage until they were big enough to free range in our backyard and live their best duck lives (and even added a third Easter basket duck from Craigslist to our flock).

If you have done this in the past, I won't judge you (shoutout to my Nana), but I hope this message inspires all of us to do better. ■



When I found the shocked and shivering ducklings



Now, living their best duck lives