

GLASSGAZETTE

Volume 24
Issue 7

A monthly publication of lighthearted stories and information from your friends at BenGlassLaw, a leading personal injury and disability firm

Feel-Good Stories

1.5 BILLION FEWER PLASTIC BAGS

Did you know that the average use span on a plastic bag is 12 minutes? That same plastic bag takes hundreds of years to biodegrade and releases harmful chemicals into the environment when it does so. In early 2023, the state of Colorado implemented a 10-cent fee per bag at grocery stores. In its first year, the ban on single-use plastic bags has led to a reduction of 1.5 billion plastic and paper bags! The \$.10 fee also generated \$5 million in revenue used for distributing reusable bags and community education to further help change consumer habits.

STANFORD MASTER'S DEGREE AT 105

At 105-years-old, Virginia Hislop finally received her master's degree in education from Stanford University, 83 years after starting her coursework. Put on pause for a husband and family, World

War II and a long career in education, she resumed her studies when the master's thesis requirement was lifted. Her family celebrated as she graduated, with Stanford Dean Daniel Schwartz praising her lifelong dedication to learning. Her son-in-law highlighted her active lifestyle of volunteering, reading, and gardening, noting that "moss doesn't grow" under her feet.

DOG RUNS FOUR MILES TO GET HELP FOR OWNER WHO CRASHED CAR INTO OREGON RAVINE

After Brandon Garrett crashed his car into an Oregon ravine, one of his four dogs ran four miles through wilderness to get

help. The dog reached Garrett's family at a campsite they had been staying at, alerting them to the accident. Garrett managed to crawl a short distance from the vehicle and spent the night on dry ground. Rescuers from Baker County Search and Rescue, aided by Forest Services, found and airlifted him to a hospital. Garrett's other three dogs were unharmed. The rescue team credited the dog with saving Garrett's life. ■



Upcoming Holidays

- July 16 & 17: Amazon Prime Day
- July 21: National Ice Cream Day
- July 24: International Self Care Day
- July 25: National Wine and Cheese Day
- July 30: International Day of Friendship

Out in the Wild



Janet, our disability team's on-claim coordinator, celebrated her 20th wedding anniversary in Quebec City, Canada!

Did You Know?

On Fourth of July: around 150 million hot dogs are consumed & over \$1 billion spent on fireworks.

Find Helpful Info on Our New YouTube Channels

We've been working hard at populating our new YouTube Channels with helpful content for those looking for resources after being injured in an accident or whose disability has been denied. Check them out:



FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED

We welcomed a new member to our crew! **Allie** joined BGL as a *personal injury paralegal* in early June.



We bought lunch for our extended team in the Philippines to celebrate **Nikki's** (our *Medical Records Clerk*) birthday!

Our disability team recently won an appeal with an insurance company for a client who was former in-house counsel for a Virginia company. She developed long-term complications from covid, including fatigue and brain fog from long haul covid syndrome, which made it impossible for her to continue practicing as an attorney. Her insurance company initially denied her claim, asserting that she was not disabled. But we filed an internal appeal with the insurance company, proving that she met the policy's definition of disabled and that she was entitled to benefits. Glad for another great win for our clients!

Our personal injury team received this very touching review:

Our son was in a life-changing accident in August 2023 where he broke his femur and has still not fully recovered a year later. Realizing we needed to find a personal injury attorney, we contacted Ben Glass Law after much research. We chose Ben Glass Law based on the myriad of positive reviews and could not be more thankful. Despite all the stress of dealing with the recovery process for our son, Brian Glass and Autumn Haag made the entire settlement process the least stressful aspect of our situation. We honestly felt as if they took our problem away so we could solely focus on our son. And, for that, we are extremely grateful. Not only did Brian and Autumn continuously update us on the status of our settlement, but we also settled the case with the best possible outcome.

If you are looking for a personal injury firm, Ben Glass Law is the only firm to use. We cannot recommend them highly enough. Thank you so much Brian and Autumn for making such a difficult experience a bit easier to manage.

AS A REMINDER

Our business is built on referrals. If you or someone you know can relate to the stories above or need help after being injured in an accident or whose long-term disability or life insurance claim has been denied, we'd love the opportunity to use our years of experience & compassion to help them.

Inside the Mind of LISA DERCO

Personal Injury Attorney, Wife, Boy Mom
& Lover of Travel, Food, & Wine



Summer Family Meeting

I hate to be a downer, but summer usually stresses me out. Trying to find the balance between being a working mom and capturing the summer fun was difficult for me to manage. We are always so busy during the summer too that it feels overwhelming even if the schedule is packed with fun trips and activities. This year

to help beat out that feeling of anxiety about our busy schedule, we sat down and had a family meeting to plan for the summer. We all got on the same page about schedules, screen time and talked about our family bucket list of things we wanted to do over the summer. Little things like going to the neighborhood lake to fish were added so that we don't forget to have fun doing the little things as well. It definitely helped me feel like we had a good plan and that we can juggle all the things (just like we do every other year)!



Having this meeting helped me to say yes to going to see Messi last minute when he was playing for Argentina here in D.C. We were sick all week and I first felt that we shouldn't add anything else to our plates, but I remembered the meeting and the importance of creating memories together. I am so glad we went because he played the entire game, and it was magical to be able to see him do his thing in person. We may even start adding quarterly family meetings to the list! ■



Q&A OF THE MONTH

You have a completely free Saturday by yourself, what would you choose to do?

All the things I sometimes miss out on doing for myself – workout, take a walk, watch some trash reality TV with a good glass of wine.



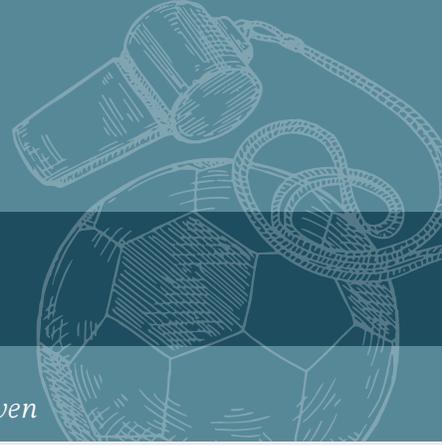
LISA LOVES...

I love making lists. It just organizes my crazy mind. I used to have them all over the place – my planner, phone, computer, kitchen. I know have a simple magnetic pad that hangs on the fridge. I still add ones on my phone so that I can easily jot something down when I am thinking of it, but they get transferred to the fridge list. Best part – Drew sees them and tries to help!



Inside the Mind of BEN GLASS

*Disability Attorney, Entrepreneur, Business Coach, Author,
Soccer Referee, Husband, Father to Nine, Grandfather to Seven*



The True Essence of July 4th: Celebrating Liberty and Individualism



As we gather with family and friends to enjoy barbecues, parades, and fireworks this July 4th, it's essential to reflect on the deeper significance of this day. While many recognize it as the nation's birthday, the true essence of what we celebrate often gets lost amid the festivities.

THE BIRTH OF A REVOLUTIONARY IDEA

On July 4, 1776, our Founding Fathers declared a new vision for governance, one that placed the individual at the forefront. This revolutionary idea was unprecedented: a government designed not to rule over its people, but to serve them, protecting their inherent rights to life, liberty, and the pursuit of happiness.

For the first time in human history, a nation was founded on the principle that each person is free to make their own decisions, as long as they do not infringe upon the rights of others. This radical shift from the age-old norm of rulers and subjects to a system of self-governance marked the birth of the greatest country ever created.

THE CONSTITUTION: OUR GUARDIAN OF FREEDOM

Our Constitution, the bedrock of American democracy, was carefully crafted to safeguard these principles. It established a framework to protect individual liberties against the tyranny of the

majority and to ensure a balance of power among the states. The federal government was formed to address common issues, such as providing for the common defense, ensuring free commerce between states, and protecting the rights of all citizens, regardless of their state of residence.

This document, revered and emulated worldwide, remains a beacon of hope and freedom. Its principles have allowed America to thrive, creating a society where individuals are free to pursue their dreams and contribute to the common good.

CONTEMPORARY CHALLENGES AND THE NEED FOR VIGILANCE

While we celebrate our achievements, we must also acknowledge the ongoing challenges to our liberties. There is a constant need to guard against creeping tyranny and the erosion of individual rights. These threats ebb and flow, but the foundational principles of our nation remain robust and resilient, providing a guidepost for us to navigate these issues.

EDUCATING THE NEXT GENERATION

It's alarming that many young Americans graduate without a firm understanding of what makes our country exceptional. Some are even taught that America is not exceptional, which is far from the truth. Our schools should emphasize the unique values and principles that underpin our nation, ensuring that future generations appreciate and uphold the liberties we cherish.

CELEBRATING AND PROTECTING OUR VALUES

On this Independence Day, let's remember what we truly celebrate: the revolutionary ideas that our nation was built upon. Let's recommit to protecting these values every day.

If you have thoughts on how we can better preserve our freedoms or want to discuss the unique aspects of our Constitution, I would love to hear from you. Feel free to reach out at ben@benglasslaw.com or join me for a conversation at LunchWithBen.com.

Happy Fourth of July! ■



Rock Your First Interviews by Asking Curious Questions

I'm going to shock a few people here.

For your first set of jobs after college (or while you are in high school) most employers in America don't care where you went to school or, in many cases, whether or not you went to college), Your GPA doesn't matter all that much, either. All those "extracurriculars" you spent hours on padding your resume even though they weren't adding energy to your life? Pretty worthless, especially after you've had some employment under your belt.

Want to know why this is true?

It's because small businesses create the most new jobs in America every year. Small businesses (less than 500 employees) make up 99.9% of all U.S. businesses and employ approximately 61.6 million people. These businesses create around 1.5 million jobs annually, accounting for 64% of all new jobs created in the U.S. each year.

You know what two things small businesses are looking for in an entry level employee?

1. Someone who will show up and get the job done and
2. Who is an interesting person to work with.

Your future employer won't really be able to tell in an interview whether you are going to show up, but they are making a judgment about whether you are an interesting person.

Do you want to know the secret of being an interesting person in an interview?

Here it is: be the most interesting person being interviewed by asking curious questions.

You will stand out in an interview if you come prepared with 3-4 question that demonstrate that you have done a little research either about the company

or, if you know it, the person who is interviewing you.

Here are some examples:

1. I am curious, who is the company's ideal customer
2. For the people who have done really well here, what do you think is different about them from the employees who don't do well?
3. What got you interested in this line of work? Or, if the interview is with the owner, ask them what got them interested in starting their own business.
4. What got you interested in coming to work here (if you are talking to a non-owner.)
5. What do you like best about your workday?

I guarantee that by thinking of curious questions in advance that you will stand out in your interview. ■



PODCAST EPISODE OF THE MONTH

Maximizing Business Growth: The Power of Owning Your Space with Paul Neal



Dive into the world of commercial real estate with Paul Neal on this episode of The Renegade Lawyers Podcast. Explore the benefits of owning your business space, learn about financing options, and get expert insights to make informed decisions. Whether you're a seasoned entrepreneur or just starting, this episode is a must-listen for anyone considering investing in their business's future. Tune in to unlock the potential of commercial property ownership.



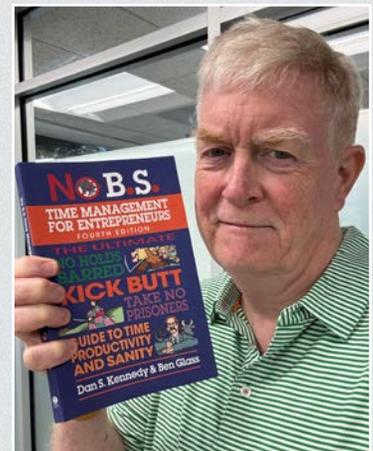
Q&A OF THE MONTH

You have a completely free Saturday by yourself, what would you choose to do?

First, a long bike ride. Then enjoy a pile of books, music, and my journal by the pool the rest of the day.



BEST THING I'VE READ THIS MONTH



Coming in August! The new, fourth edition of 'NO B.S. Time Management for Entrepreneurs' that I co-wrote with marketing expert Dan Kennedy. Available at Amazon or wherever books are sold!



Inside the Mind of BRIAN GLASS

*Personal Injury Attorney, Entrepreneur, Business Coach,
Husband, Father to Three Boys, & Avid Traveler*



A Reminder

If your job is to provide a service, you should keep a file of reviews like the one we recently received from the father of a young client (read on page 2, under ‘fresh from the firm’). Keep reviews like this in front of you not for future clients; but for yourself.

Throughout your career, you will most likely have difficult and ungrateful clients. You will solve problems for these people, get them a result, and unfortunately, they’ll never understand all the work done to get them to that outcome. Most of the time, you will remember those clients much more vividly than the ones who thank you at every turn.

So, when someone goes out of their way to leave a review that describes your practice exactly how you want to be known in the world, you should print two copies:

1. To put on the office bulletin board to remind the team why we do what we do.
2. To put in your desk drawer so that the next time you get a difficult client, you can remind yourself that you don’t actually suck at this.

Proud of what we've built here at BenGlassLaw and grateful to have Autumn Haag helping to carry the water on cases like these. ■



I sat down with Ben for our ‘same page’ business meeting (two productive hours aligning the vision for our two businesses and planning the activity needed to get us there) and he immediately sent me a not-so-subtle message by drinking from this mug.



Williamsburg-based attorney Stu Spirn and I recently co-counseled a case together. We settled it for a high six-figure number for our well-deserving

client who had been injured in an accident. Afterwards, Stu, who should put ‘great tour guide’ on his resume, showed me all around the new construction at William & Mary (my alma mater).



Q&A OF THE MONTH

You have a completely free Saturday by yourself, what would you choose to do?

I would go for a long trail run, stop at a bagel shop on the way home, take a nap, and either go out to watch sports or find some live music for dinner and drinks.



PODCAST EPISODE OF THE MONTH

**Navigating Your Legal Career:
What To Do When You Don’t Know What To Do**

What if you could unlock the secrets to a fulfilling legal career by embracing unconventional paths? This Life Beyond the Briefs episode, I share invaluable advice and personal anecdotes aimed at guiding young lawyers and law students through the formative years of their careers. From conversations with budding legal minds, I highlight the importance of keeping multiple career doors open and staying flexible until you discover your true passion.



Inside the Mind of DAMON MILLER

*Long-Term Disability Attorney,
Husband, Storyteller, & Dragon Slayer*



Recharging

Sometimes, the best way to recharge is to unplug completely, and that's exactly what I did two weeks this summer. My journey began at Lake Anna for our annual lake trip with my wife and her siblings. We stayed at a charming lake house VRBO, where we enjoyed the perfect blend of relaxation and family bonding (and some very competitive games of Scattergories). The week was filled with laughter, shared meals, and the tranquil beauty of the lake—a good time was truly had by all.

Following our lake retreat, my parents came into town for a visit. While Washington, DC, is always a great destination, we decided instead to explore the many treasures Northern Virginia has to offer. One of our first stops was Old Town Winchester, a quaint area brimming with unique shops and historic charm. We spent hours wandering the streets, discovering hidden gems, and appreciating the local culture.

A highlight of our Northern Virginia adventure was our visit to the Steven F. Udvar-Hazy Center, part of the Smithsonian National Air and Space Museum. The collection

there is always impressive, but it was exciting to see a new addition: an X-Wing from Star Wars.

Despite our efforts to stay away from the hustle and bustle of DC, we did venture into the city for one day. Our first stop was the International Spy Museum, where we immersed ourselves in the world of espionage and intrigue. The museum's interactive exhibits and fascinating artifacts kept us engaged for hours.

Afterward, we took to the water for a boat ride tour of the monuments. We've seen DC's monuments many times but viewing these iconic



landmarks from the Potomac River offered a unique perspective and a peaceful end to our city excursion.

These two weeks off the grid were a perfect blend of relaxation, adventure, and quality family time. It's a reminder that sometimes the best experiences are found not by traveling far, but by exploring the treasures in our own backyard. ■



FREE DENIAL LETTER REVIEW

Did you know that if you or a loved one have been denied disability or life insurance benefits by the insurance company, our team will review the denial letter for free? We provide feedback and inform you whether hiring an attorney could strengthen your claim. Visit the QR code to simply upload your letter straight to our team for review.



Q&A OF THE MONTH

You have a completely free Saturday by yourself, what would you choose to do?

Go on a 10+ mile hike somewhere beautiful.

GLASSGAZETTE

For feedback, comments, or to request to receive via email only, email newsletter@benglasslaw.com or call 703.544.7876

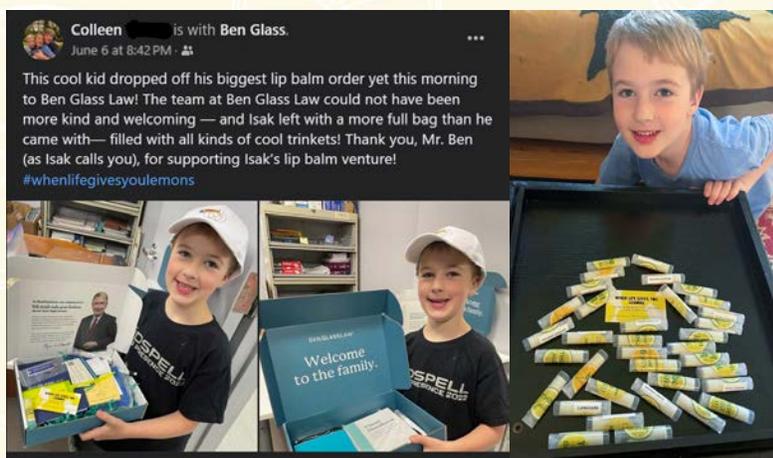
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When Life Gives You Lemons



Meet Isak, a remarkable young entrepreneur who makes awesome and all natural chap sticks and donates 50% of the proceeds to charity. We recently bought an order to fill the welcome boxes we send to our new clients – and he dropped them off at our office. If you'd like us to send you one of Isak's lip balms, send us a message at newsletter@benglasslaw.com!