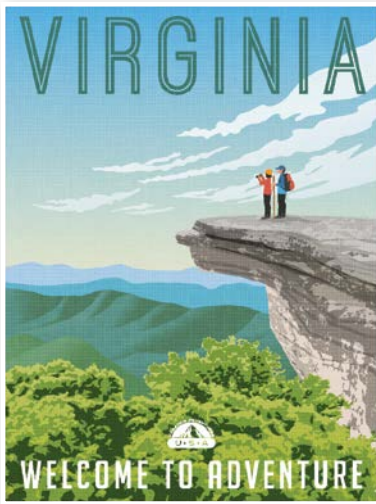


GLASSGAZETTE

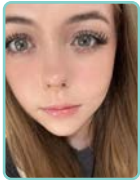
Volume 24
Issue 8

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



End Your Summer with Some NOVA Adventures

Northern Virginia, locally referred to as NOVA, is home to a dynamic mix of history, culture, shopping, and dining. Its cultural diversity offers plenty of activities for tourists and locals alike. While NOVA harbors iconic locations such as George Washington's Mount Vernon Estate and the Smithsonian Air and Space Museum, the following hidden gems provide charming architecture, delicious foods, and unique things to do at lesser-known destinations.



By:
Brielle Morgan,
the daughter of our
Client Onboarding
Specialist, **Krista**

Origin Coffee Lab and Kitchen, tucked away in the Pentagon Row shopping center, offers an enjoyable blend of coffee artistry and flavorful perfection. This coffee shop has a quaint, adorable interior with a variety of seating options—hightops, couches, and tables—creating the perfect environment to study or work. Its coffee, ranging from cinnamon-spiced lattes to lavender mochas, is made with

quality, aromatic ingredients. If you're looking for unique coffee in a brilliant setting, this is the place for you.

The Van Gogh Bridge, a hidden beauty at Lake Anne in Reston, bears a striking resemblance to Van Gogh's The Langlois Bridge at Arles, hence its name. In spring, sugary-sweet cherry blossoms frame the bridge, making it the perfect spot for engagements, portrait sessions, or your latest Instagram post. Van Gogh Bridge links the Washington Plaza with the Waterview Cluster at Lake Anne's Village Center, connecting Reston to various restaurants

and commercial buildings. This wooden footbridge is perfect for a relaxing and scenic cherry blossom stroll.

The Devil's Bathtub, an unquestionable beauty, is hidden deep within the woods of Scott County, Virginia's Devil's Fork Loop Trail. With water cold enough to "squelch the fires of hell," the Devil's Bathtub has attracted hikers from around the world. If you can survive the 1.6-mile hike to the tub, you'll be rewarded with a crystal-clear waterfall and a swim amidst the dreamy natural swimming hole. ■



Upcoming Holidays

- August is Family Fun Month
- Aug 4: National Friendship Day
- Aug 9: National Book Lovers Day
- Aug 19: World Humanitarian Day
- Aug 26: National Dog Day

Did You Know?

In August 1762, the first-ever sandwich was created, at least with such a name. It was named after the Earl of Sandwich when he requested a dish involving meat between two pieces of bread. As the story goes, he requested it as he was in the middle of a gambling game and didn't want to interrupt it.

Know a School Student Involved in the Virginia or DC Mock Trial Program?

You must tell them about our free Mock Trial Mastery program! The attorneys at BenGlassLaw recorded a curriculum that walks students through all the things they must know to be prepared for their mock trial competition. It's like a free buffet of knowledge that you can view whenever you wish – all that's needed to sign up is an email address and internet connection.



Who is this for? If you are a teacher who needs a reliable way to teach the basics of mock trial to your students, **OR you are a student** who wants to learn about mock trial for the first time or who is interested in improving your understanding of Virginia mock trial rules and procedures so you can have success in competition.

FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED



Check out how good looking we are! Just kidding, but we did round our entire team up for an updated and casual **team photo**. Shout out to the woman walking through the lobby that snapped it for us!

We hit up **Dave and Busters** as a team in July and had ourselves a grand ole' time playing games against and with each other.

Our leadership team had their **quarterly EOS meeting** in early July where they plan for all things Q3 at BenGlassLaw. It continues to be a great year at the firm.

If you're receiving this newsletter because you have worked with our team and you haven't left a review online for us, do you mind taking five minutes to do that?



A lot of people find our law firm online from our Google Business Listing and the reviews help those in similar situations find us! (Our marketing director says that Google favors those reviews that mention what we helped you with i.e. personal injury, long-term disability, etc.) Our team will be forever grateful!

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



Back to School

How is it August already?! This summer has absolutely flown by. This year Ben will be in Kindergarten and Will will be in 5th grade. Finally, no more daycare costs! I am excited to have them both in elementary school (even if they are in separate buildings). I already started my to-do list to get ready for the next year. We always head to our favorite beach to kick off the end of summer, so I have to get things done early, but it definitely helps feel more prepared. Some tips to get off on the right foot this year:

- **Supply Savvy:** Check out school supply lists early and avoid the last-minute rush. Our school participates with Sprout, so I ordered all the supplies before last year even ended. Totally worth it to cross this off the list!
- **Wardrobe Refresh:** My boys are growing like weeds, so they needed restocking of all the wardrobe essentials – hoodies, soccer kits and lots and lots of high athletic socks.
- **Tech Check:** Ensure tablets are working and charged for the first day!
- **Summer Reading:** We will continue to make weekly trips to the library to keep up those reading skills. They love going!



- **Brain Boosters:** Will's school also had a math challenge all summer long which was a great way to keep up on multiplication and division. Ben even liked to get involved with helping quiz Will.
- **Routine Reboot:** As summer winds down, I would love to say that we start to get back on a normal sleep schedule, but we just don't. We are at the beach, and I want to soak up the last moments of summer. It makes for a more difficult first week, but luckily the first week is only 2 days.

By taking some proactive steps now, you can help feel confident and prepared for a fantastic school year! ■



Q&A OF THE MONTH

What was your favorite memory of Summer 2024?

All the adventures we had as a family, especially our trips to the beach, lake and having our PSU family over for a long weekend. It was filled with trips to the pool, vineyard, special sleeping tents for the kids and a private hibachi dinner on our patio.



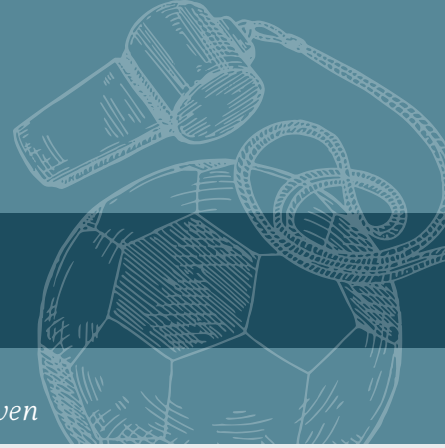
LISA LOVES...

Hibachi2U is who we used for a recent dinner with guests at our home, and we cannot recommend them enough. They bring the entire hibachi experience to you and it was such a fun time! They serve most locations nationwide.



Inside the Mind of BEN GLASS

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



Some of you will be sending children off to college shortly

Here's some advice from a guy who has sent seven children to six different Virginia Universities (William and Mary, University of Virginia, James Madison, George Mason, Christopher Newport and Virginia Tech)

THE CHOICE OF COLLEGE DOESN'T MATTER IN THE LONG RUN:

Don't stress over where your kids go to college or even if they go to college. Encourage them to make their own decisions, and remember that in the long run, the specific choice of college isn't as important as other factors in their development.

CONVERSATIONS AT THE DINNER TABLE DO MATTER:

The conversations you have with your children at the breakfast and dinner tables are crucial. These moments provide an opportunity for important discussions and bonding. Make it a priority to have family dinners together as often as possible, even if it's just takeout while watching a game or practice.

BUMPS AND STRUGGLES ARE PART OF LIFE, EMBRACE RESILIENCE:

Tell your kids there will be bumps and struggles along the way, but most of them won't matter much in the long run. Focus on maintaining good relationships and getting through tough times with your relationships intact. Good relationships are what truly matter in life and the people they surround themselves with are the biggest predictor of their future success.

Good relationships are what truly matter in life and the people they surround themselves with are the biggest predictor of their future success.

LISTEN TO PEOPLE WHO MAKE SENSE TO YOU:

Throughout life, many people will come and go, and most won't have a lasting impact. However, when someone truly resonates with you or strikes deeply at your heart, take the time to listen to them. Be curious, ask them to tell you more, and learn from their experiences. Seek out others who have gone down similar paths and learn from them as well.

EMBRACE CHANGE AND TAKE RISKS:

It's important to be open to change and to take risks, even if they push you out of your comfort zone. Significant growth often comes from stepping into the unknown and challenging yourself. Be willing to make bold moves and embrace new opportunities as they arise.

BUILD STRONG RELATIONSHIPS:

The conversations you have with people, especially during meals, are crucial. Make it a habit to have meaningful discussions and build strong connections. These relationships will be a foundation for your support system. Be the one who is NOT a master of trivial things. Listen to people who resonate with you or strike deeply at your heart. Be curious and brave enough to ask them to share more about their experiences. Learning from others who have walked similar paths can provide valuable insights and guidance. ■

New Book Dropping August 13!

Our newest edition of *No B.S. Time Management for Entrepreneurs: The Ultimate No Holds Barred Kick Butt Take No Prisoners Guide to Time Productivity and Sanity*

Time Is Money And You Are Running Out Of It!

Dan S. Kennedy, joined by co-author Ben Glass, delivers a fresh take on preserving your most underappreciated and valuable asset, time! With new material addressing social media addiction and time consumption, you'll learn to redefine the saying, "time is money".

Learn How To:

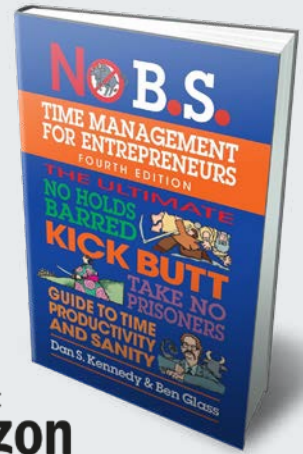
- **Calculate The Value Of Your Time**—and put a meter on those consuming it
- **Slay Time Vampires**—like Mr. Have-You-Got-A-Minute, Mr. Meeting, and all the other bloodsuckers
- **Kick Your Social Media Addiction**—and combat time consumption
- **Stop 'Productivus Interruptus'**—master the 5 time-defense tactics
- **Achieve Maximum Productivity with Psycho-Cybernetics**
- **The 8 No B.S. Time Truths** never to violate despite the conspiracy against them
- Become successful beyond your wildest dreams—**Apply The #1 Most Powerful Personal Discipline**
- **The 10 Time Management Techniques** worth using. Only 10!
- **Fire Yourself!** Replace yourself. Make MORE money from LESS time, and have MORE freedom to do BIG things!

WARNING: This book is not for the faint of heart, fawningly polite, or desperate to be liked. This book is expressly for entrepreneurs and business owners who wear many

hats—those who can't resist piling more responsibility onto his own shoulders, who have more great ideas than time and resources to take advantage of them, who run (not walk) through each day. Your time is incredibly valuable to you, and you are constantly "running out of it." ■



Available at
amazon



BEST THING I'VE READ THIS MONTH

My very own feature in Referee magazine!

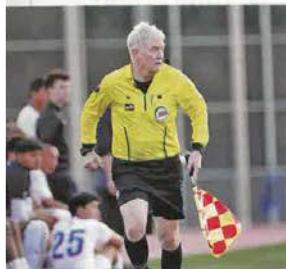
PROFILES PERSONALITIES PLUS

Unbreakable Glass

By Brad Star

When he took the field for a match this past spring, Ben Glass officially hit the half-century mark in his career as a soccer referee.

Unfortunately, the rest of his 50th season in officiating has since been on hold after some routine screenings led to the discovery of several heart blockages. Glass has been recovering from successful open-heart surgery and will return to the field in August.



Ben Glass is in his 50th season as a soccer referee. He's worked at the youth, high school and adult amateur levels during his career.

Glass, 66, plans to continue officiating soccer for as long as he can. He got his start as a referee in the 1970s when he was still playing high school soccer.

"I just liked (officiating) from the beginning," Glass said. "I was a reader, so I always felt that I was a student of the Laws of the Game."

A native of Annandale, Va., Glass was a standout player in high school. His U-19 team won the national championship, the McGuire Cup, in 1976. He went on to play Division I soccer at William & Mary College before attending George Mason University to study law.

Glass noted there have been

times when he's had to scale back his workload as an official, such as when he was developing his law practice, BenGlassLaw, and while raising his nine children, three of whom he coached in soccer. Even during those times, though, Glass stayed involved in officiating youth soccer. In recent years, he's gotten more into working high school games.

While Glass isn't an official U.S. Soccer referee mentor, he's done his part to help young officials and address the officiating shortage. Glass wrote *You, A Teenage Soccer Referee*, a guide to helping young and new soccer referees navigate the mental side of officiating, such as dealing with rowdy fans.

"My space really is giving them the mindset of it, which is when you start something new, like refereeing, you're going to be bad at it," Glass said. "Because you won't be good at something new until you do it a bunch of times. It's how do you get through that first season and second season when you don't have the reps, you don't have the number of games, and you probably need the confidence level up."

Glass makes a point of working games alongside young officials. He often has the newer official take the lead as referee while Glass works as assistant referee. This allows the younger referee to get experience as the lead official while also being able to receive immediate feedback from a seasoned official in Glass.

"Sometimes I'll post on social media, 'Hey, I'm doing a U-15 game. If there are any young referees who want to come work with me, reach out to the assigners and come work and we'll do a master class in refereeing during that game,'" Glass said.

"My space now is helping that young referee develop some habits and a mindset that gets them through that really hard part where you're just starting to referee." Brad Star is an assistant editor for Referee. □



'Miss Ma'am Referee' Kristin Sortino Dormont, Pa.



Kristin Sortino made history Feb. 29, becoming the first woman to call a boys' Class 4A basketball championship in the Western Pennsylvania Interscholastic Athletic League (WPIAL). The matchup between Lincoln Park and Hampton came two weeks after Sortino became the first woman to work a WPIAL boys' playoff game.

"I didn't think anything of it," Sortino told the *Pittsburgh Post-Gazette*. "I just was excited because I looked at it as a challenge and I was glad to have the opportunity."

Sortino, a longtime women's basketball referee at the high school and college levels, noted there has been some awkwardness since she started working boys' games.

"A player came up to me and nicely called me, 'Miss ma'am referee,'" Sortino said of a game earlier in the season. "He just didn't know what to call me."

SOURCE: PITTSBURGH POST-GAZETTE

Tomah Tribute



Scott Brookman
Tomah, Wis.

Scott Brookman hit 50 years of service as a Wisconsin Interscholastic Athletic Association wrestling official last December and was surprised with a celebration in his honor. While officiating a tournament at his alma mater, Tomah (Wis.) High School, Brookman was presented with a plaque and a banner.

Brookman wrestled at Tomah and the University of Wisconsin-La Crosse prior to becoming an official. He's worked matches at the local level, including the Bi-State Classic in La Crosse, all the way to the state tournament, his first of which was in 1996.

SOURCE: TOMAH AREA SCHOOL DISTRICT

Do you know a person or group who should be profiled?
Send info to us at
profiles@referee.com



Inside the Mind of BRIAN GLASS

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



Lessons from the Journey

In the past five years, our law firm has grown from a team of seven to sixteen plus five virtual.

Seven lessons from the journey:

1. You will have incremental and exponential years. You need small growth pauses to build the framework for the large jump.
2. You must be clear about your vision for the firm and move on quickly from those who aren't aligned.
3. Doing good work is necessary. But in a world where most lawyers do good work, it isn't sufficient.
4. Leaders who take credit and distribute blame aren't leaders. And high-performing managers like this are office cancers.
5. The team must be more important to you than the client. There are

plenty of good clients out there. There are fewer good team members. Fire bad clients quickly.

6. Infrastructure matters. Commit to a case management software and dedicate someone to learning all of its bells and whistles. (By the way, there is no "best" CRM. The "best" one is the one your team understands and uses).
7. Hire ahead of schedule. If you come across a superstar but you don't need them (yet) do it anyway.

Bonus lesson: Every time you think you've got it all figured out, something is going to break. Treat this like the announcement that you'd mastered your current level, and that the universe wanted you to move on.

Here's to solving new problems on new levels. ■



Every summer my in-laws take the kids for two weeks.

They are very brave.

And we are fortunate to have them as a relief valve.

I don't know about you, but I can't believe how quickly 2024 is moving.

Two days in the Blue Ridge mountains to pause, breathe, reflect, and plan.

One thing I've learned: If you don't put this space on the calendar, work and life will swallow it whole. ■



GLASS BROS BANTER

Our family vacation this year was to Arizona where we packed in lots of sightseeing and fun activities. We like to ask them to rate activities or days from 1 to 10. Our six-year-old has an amazing outlook on life and loves almost everything. Every time we asked him to rate something on this trip, he gave it a 10. If only we could all see the world through the eyes of a six-year-old.



Q&A OF THE MONTH

What was your favorite memory of Summer 2024?

We were hiking Cathedral Rock in Sedona and my six-year-old turned around to me and said "Dad, I'm going to take the hard way up."



PODCAST EPISODE OF THE MONTH

The MOST Important Question You AREN'T Asking Your Clients

Do you know the single most important piece of information to gather from potential clients? Uncover the key to unlocking higher conversion rates and happier clients in our latest episode of Life Beyond the Briefs. Through a compelling real-life example, I reveal how understanding the client's true problem is often overlooked by lawyers, leading to misaligned expectations and unsatisfactory outcomes. Whether you're a seasoned attorney or just starting out, this episode offers invaluable insights into transforming client consultations for better alignment and success.



Inside the Mind of DAMON MILLER

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



Recharging

There's something magical about waking up at 3:30 AM and setting off on an adventure. Recently, I did just that and drove to Bombay Hook National Wildlife Refuge, arriving just in time to catch the sunrise.

Walking through the park in the early morning light and cool morning breeze was an incredible experience. The stillness of dawn and the soft light breaking over the horizon created the perfect setting to enjoy nature and find some peace over the weekend. As I made my way through the refuge, I was fortunate to encounter a variety of wildlife. Herons and egrets glided gracefully over the water, their reflections shimmering in the early light. I even spotted a fox darting through the underbrush—a brief but exhilarating glimpse of nature's wild beauty.

Experiences like this remind me of the importance of taking time for ourselves, stepping away from our daily routines, and immersing ourselves in the natural world. It's a chance to reflect, rejuvenate, and return to our work and lives with a fresh perspective.

With some extra time on my hands,

I decided to extend my adventure and visit the ocean, which I hadn't seen in years. While I'm not typically a beach enthusiast and found it quite crowded, the experience was enjoyable and truly worth it.

For anyone feeling the weight of their responsibilities, I highly recommend an early morning adventure. Find a place that inspires you, wake up before the world does, and give yourself the gift of solitude and nature. You'll be amazed at how it can transform your mindset and energy.

Take the time to embark on your own early morning adventure and see what magic awaits you. Whether it's a local park, a hiking trail, or a wildlife refuge like Bombay Hook, the tranquility and beauty of nature in the early hours can provide



For anyone feeling the weight of their responsibilities, I highly recommend an early morning adventure.

the perfect escape and reset. And if you have a bit more time, consider visiting a place you haven't been to in years. The experience can be refreshing, offering a renewed sense of appreciation for the simple, yet profound, beauty of our world. Give it a try—you won't regret it. ■



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

What was your favorite memory of Summer 2024?

Celebrating my 4-year anniversary with Emily in Williamsburg.

GLASSGAZETTE

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

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.

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Inside This Issue...

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- *Back to School*
- *Some of you will be sending children off to college shortly*
- *Recharging*

What is it? Meet the 2024 Paris Olympic Mascots

The Paris 2024 Olympic mascots have elicited mixed reactions from around the world. At first glance, most viewers ask, "What is it?"

The answer: Each mascot depicts a Phryge (pronounced "freej"), which is a type of French cap worn by revolutionaries as a symbol of liberty during the French Revolution. The President of the Paris 2024 Organizing Committee stated, "For French people, it's a very well-known object that symbolizes freedom."

Social media is abuzz with witty comments comparing the mascots to blue Smurf hats, birds, triangles, and even symbols of female sexuality. Some lament, "Why not choose a beret or a baguette?"

Ironically, there have been almost 30 Olympic mascots since the idea started in 1968. Do you remember any of them?

