

GLASSGAZETTE

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Issue 10

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



Corporate Goth

Lately, there's been a cool new fashion trend that mixes the formal vibe of corporate wear with the edgy look of gothic style. This blend, called "Corporate Goth," is shaking up office fashion for people who want to show off their unique style while still keeping things professional.



By:
Allie McCray,
Personal Injury
Paralegal

Corporate Goth takes classic goth elements - like all-black outfits, dramatic accessories, and a bit of dark romantic flair - and mixes them with traditional work clothes. The result is a striking yet classy look that breaks away from the usual office dress code.

This style often includes dark-colored items such as tailored suits, pencil skirts, and dress shirts, but with gothic touches

like lace inserts, velvet textures, or interesting button designs. Accessories are key too, with silver cufflinks, dark ties, and simple chokers adding a gothic twist without going overboard.

Footwear also gets a gothic upgrade, with polished black boots or sleek heeled loafers replacing standard dress shoes. The idea is to keep the gothic elements subtle,

so the overall look remains professional.

Corporate Goth is all about blending personal style with professional standards, letting people show off their alternative tastes in a chic and acceptable way at work.

As office fashion evolves, Corporate Goth highlights how diverse fashion choices are becoming more accepted in professional environments. ■



Upcoming Holidays

- Oct 5: World Teachers' Appreciation Day
- Oct 10: World Mental Health Day
- Oct 16: National Boss's Day
- Oct 28: National Make a Difference Day
- Oct 29: National Cat Day

Out in the Wild



Late this summer, Mary, our Disability Appeals Case Manager, and her husband welcomed their first child, sweet little Elliot James!

Did You Know?

Happy Football Season to those who celebrate! Fun Football Fact: The Green Bay Packers are the oldest team that still holds their original name. The team was established in 1919 and has never been renamed or relocated.

Disability Pre-Claim Consult

Are you or someone you know thinking about applying for disability benefits? Our highly experienced disability team offers pre-claim planning sessions so that we can help guide you to set up a successful claim to the insurance company. Let our years of experience help you! Learn more here:



FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED



We welcomed our new legal receptionist, Massi, to the team! If you call the BenGlassLaw offices, you'll now be met with her helpful and kind personality.



Mary, who is currently on maternity leave, brought Baby Elliot to the BenGlassLaw office to meet the team. Believe it or not, Ben and Elliot did not plan their matching outfits ahead of time.

Our Personal Injury team received this touching review from a client, which reminds us why we do what we do:

My family and I were involved in a serious car accident in February 2024. We were innocent victims and overwhelmed by the situation, unsure of where to turn for help. After discovering BenGlass Law Firm through positive online reviews, we reached out the following day. This was undoubtedly the best decision we could have made.

From the start, the entire team at BenGlass Law Firm treated us like family. My wife and daughter were injured and required crutches, leaving me to juggle the roles of father, husband, and primary caregiver for our two young sons. Lisa and Tammy were incredible, providing constant support, guidance, and reassurance throughout this challenging ordeal. Their dedication allowed me to focus on my family's recovery without unnecessary stress.

I am immensely grateful for their expertise and compassion. I wholeheartedly recommend BenGlass Law Firm and would not hesitate to seek their services again. Thank you, BenGlass Law Firm!

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



Check Your Coverage

I usually write articles that are more personal, but this unfortunate scenario keeps popping up in our personal injury cases, so I thought it was time to write about insurance coverage. We have had several clients recently who were severely injured and there sadly was not enough insurance coverage to fully compensate them for their injuries.

It only takes a few minutes to review your Declarations Page to check your coverage.

Increasing your liability and underinsured motorist limits does not drastically increase your rates, but it provides you with the safety net you need to protect you and your family.

In Virginia, underinsured motorist coverage kicks in if the person who hit you has coverage that is not enough to compensate you. The current minimum policy in Virginia is \$30K, but that will increase to \$50K on January 1st. \$50K may seem like a lot, but when you consider your medical bills, lost wages and pain and suffering, it may not



be enough to fully compensate you if you have severe injuries requiring long-term treatment.

It is easy to get busy with life but take a few minutes to look over your policy and reach out to your carrier to get quotes for increasing your rates. Hopefully you will not need it, but if you do you will be thankful that you took the time to do it. ■



Q&A OF THE MONTH

What was the last Google search on your phone?

Will's soccer tournament bracket!



LISA LOVES...

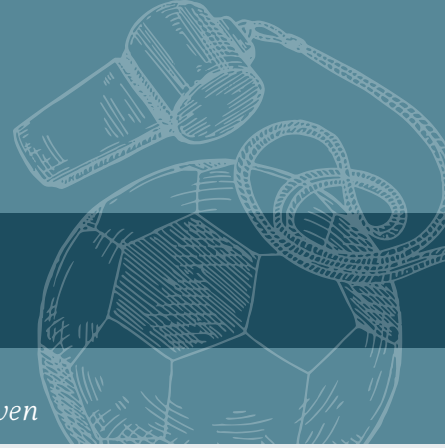
Now that both boys' soccer seasons are in high gear, dinners can be challenging. The Skinnytaste website and cookbooks are my go-to when I need inspiration for easy and healthy family meals. Scan the QR code for dinner recipes!





Inside the Mind of BEN GLASS

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



A Deep Dive into Life, Business, and Philosophy: My Experience on the “Vibe” Podcast



I recently had the opportunity to appear on the “Vibe” podcast, hosted by Kelly Cardenas, a platform known for its energetic and thought-provoking discussions with leaders across various industries. This podcast has gained a reputation for exploring the deeper philosophies that drive successful individuals, and my conversation with Kelly was no exception. We covered a broad range of topics, from my professional journey to the philosophies that guide both my life and business.

Here are five big ideas I shared during the episode that I believe resonate deeply with the principles we uphold at **BenGlassLaw**:

1. LIVE LIFE FULLY, EVERY SINGLE DAY

One of the central themes of our conversation was the importance of living life to the fullest. Having faced a serious health challenge earlier this year, I shared how this experience reinforced my belief that we must cherish every day we have. Whether it's in our personal lives or in our business endeavors, it's essential to focus on what brings us happiness and fulfillment. This mindset is not just about success but about

ensuring that every moment counts and that we're aligned with our true passions.

2. THE POWER OF AUTHENTIC RELATIONSHIPS IN BUSINESS

Kelly and I discussed the critical role that authentic relationships play in the success of any business. At BenGlassLaw, we emphasize the importance of building trust with our clients and within our team. Authenticity isn't just a buzzword; it's a powerful tool that creates lasting connections. When your team believes in the mission and genuinely cares about the people they serve, the results are extraordinary.

This approach has been a cornerstone of our firm's success.

3. DELEGATE RUTHLESSLY, FOCUS ON YOUR ZONE OF GENIUS

A significant part of our discussion revolved around the concept of delegation. I explained how, as a business owner, one of the most liberating experiences is learning to delegate effectively. By focusing on what I call your "zone of genius"—the tasks that you are uniquely suited for—you can drive your business forward without getting bogged down in the details. This requires trust in

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your team and a willingness to let go of the ego-driven need to do everything yourself.

4. CONTINUOUS LEARNING IS NON-NEGOTIABLE

In our fast-paced world, the only way to stay ahead is through continuous learning. I shared with Kelly how my commitment to reading and self-education has been a game changer throughout my career. Whether through books, seminars, or engaging with mentors, keeping an open mind and constantly seeking new knowledge is crucial. This philosophy has not only helped me grow personally but has also allowed BenGlassLaw to remain at the forefront of our industry.

5. WORK-LIFE BALANCE IS A MYTH—IT'S ALL LIFE

Finally, we touched on the idea of work-life balance, a concept I've always found misleading. Rather than trying to balance work and life as separate

entities, I see it all as one integrated journey. Whether I'm coaching lawyers, running a law firm, or spending time with my family, it's all part of the same life experience. The key is to find joy and purpose in everything you do, blurring the lines between work and play so that you live a life that is fully aligned with your values and passions.

My appearance on the "Vibe" podcast was a refreshing opportunity to share these ideas with a broader audience. I hope that by bringing these insights to our newsletter, you too can find inspiration and practical wisdom to apply in your own life and work. The principles we discussed are not just abstract concepts—they are actionable strategies that can lead to a more fulfilling and successful life. ■

Listen to the episode now!



Another month, another bike ride for Sandi and me. This one was local, a Labor Day 18-miler from Mt Vernon to Old Town Alexandria and back.

Think your life is hard?

Go find the article **Living was easy. Dying is harder**, by former *Wall Street Journal* writer Jonathan Clements. Best piece I've ever read in the *Washington Post*. Ever. (Hint: he's dying and journaling that process.)



PODCAST EPISODE OF THE MONTH

Conrad Saam on Growth Mindset, SEO Insights, and Finding Your Law Firm's Unfair Advantage

In this episode of **The Renegade Lawyers Podcast**, join us as we dive into the world of digital marketing with Conrad Saam, the president of Mockingbird Marketing.



BEST THING I'VE READ THIS MONTH

I found this great quote in the book, **Buy Back Your Time**, by Dan Martell. I'm pretty sure he was writing about me!

"If you are an entrepreneur, you wouldn't last long sitting on a beach. You'd sit your butt in the sand for a whole few days before getting antsy. After that, it wouldn't be too long before you'd probably invent a better man, start a new company, and the pool boy is your first employee."



Q&A OF THE MONTH

What was the last Google search on your phone?

Ben Glass and Dan Kennedy's new book reviews.



Inside the Mind of BRIAN GLASS

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



Random Thoughts from My LinkedIn

Let me tell you something about imposter syndrome.

Sometimes the humility that makes you feel like you don't belong is the exact reason you should be in the room. As a young professional, there are things that you know and insights you have that the older, "wiser," and seemingly more successful professionals have long since forgotten.

So as conference season kicks off, my advice to young professionals is this: **You belong in the rooms where you show up. Don't let the voice in your head tell you otherwise.** ■

I turned 41 last month



Here are 41 things I learned last year:

Just kidding.

But here's one thing I'm reminding myself on this next trip around the sun: the chapters of your life are short... so I'm taking full advantage of the small window where my kids think this shirt is funny, not embarrassing.

While we're on the subject of me getting a year older, here's a question you should ask yourself before it's too late:

What do I want out of my life?

With my recent birthday, I'm working on the next version of my Vivid Vision. (Wrote my last at 38-years-old).

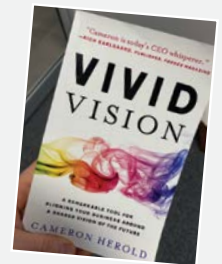
Many of the things I wrote have come true. Some of the things haven't. Yet. And a few of the things I wrote at 38 simply aren't important to me anymore.

Here's what I know: We all tend to get so caught in the "doing"

that we neglect whether all of the activity is actually getting us any closer to where we want to go.

Maybe you've figured out what you want. If so, amazing. I think you're the exception. If you haven't, you aren't alone. And this book can help.

My advice: Pause and recalibrate every once in a while.



GLASS BROS BANTER

At the end of every summer about 10-16 parents play a game of Sharks and Minnows while our kids cheer us on. This year our 6-year-old filmed the games. Krista was the first one out in both rounds, but the whole time you can hear him cheering "go mom go" as if she was in the lead. It's amazing how kids can see the positive in almost anything. Yet another life lesson taught to us by an elementary school child.



Q&A OF THE MONTH

What was the last Google search on your phone?

Casual dinner spots in Salt Lake City.



PODCAST EPISODE OF THE MONTH

Episode: Closing the Grit Gap with Clay Speakman.

Feeling like you're constantly choosing between crushing it in the courtroom/office and being there for bedtime stories? Strap in, because this episode of Life Beyond the Briefs is about to flip the script on what it means to be a successful professional.



Inside the Mind of DAMON MILLER

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



Adventures in Williamsburg

Recently, Emily and I had the pleasure of taking a trip to Williamsburg, and it turned out to be a wonderfully relaxing experience. This journey wasn't just a vacation; it was a walk down memory lane, particularly when we visited William & Mary, the place where I began my journey in law.



Williamsburg provided the perfect backdrop to pause and reflect.

Returning to William & Mary Law School brought back a flood of memories. As I strolled through the familiar halls, I couldn't help but reflect on the journey that started there. The challenges faced, the late-night study sessions, and the friendships that were formed during those pivotal years all came rushing back. It felt like reconnecting with an old friend—one that had a profound impact on shaping my career and life. Seeing the law school again was a powerful reminder of how far I've come since those formative days.

In addition to revisiting my academic roots, we spent time exploring Colonial Williamsburg, which was an absolute delight. The historic charm and meticulously preserved colonial-era buildings

transported us back in time. Walking the streets of this living museum was a perfect blend of relaxation and enrichment, offering us a chance to unwind while soaking in the rich history of the area.

Trips like these are not just about the destinations; they are about the experiences and reflections they bring. They remind us of our roots, our journey, and the importance of taking time to relax and reconnect with our past. In the hustle and bustle of daily life, it's easy to forget where we started and how much we've grown. Williamsburg provided the perfect backdrop to pause, reflect, and appreciate that journey.

If you ever get a chance to visit Williamsburg, I highly recommend it. Whether you're revisiting old memories or creating new ones, it's a place that offers something special for everyone. It's more than just a destination; it's an opportunity to reconnect with your roots and find inspiration in the history that surrounds you. ■



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 the last Google search on your phone?

"temperature overnight" – We're getting some painting done and the fumes were giving me a headache, so I considered opening the windows overnight, but it was going to be too hot.

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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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BEN GLASS LAW

Voted #1 Northern Virginia Law Firm

We are thrilled to announce that BenGlassLaw has been recognized as the #1 Northern Virginia Law Firm by Virginia Living Magazine in their 2024 "Best of Virginia" annual awards.

This prestigious award is part of the magazine's yearly survey, where thousands of readers vote for the top businesses and services across the Commonwealth. For the second year in a row, we are honored to be named among the best in the 'Best Northern Virginia Law Firm' category.

This recognition reflects the dedication and excellence of our Personal Injury and Long-Term Disability law firm in serving clients throughout the Commonwealth & beyond. We take great pride in helping individuals navigate the legal system, whether they've been injured in an accident or need assistance with denied long-term disability claims.

We couldn't do this without our amazing clients, friends of the law firm, and our team. Thank YOU!

