



## Reject the Status Quo



Autumn Haag,  
Personal Injury Paralegal

***I'm pretty sure that everyone knows by now that athletics is a huge part of my identity. My entire life, I have been "the athlete." At ages 5-13, I was the gymnast. Ages 14-15, I was the volleyball player. Ages 15-23, I was the sprinter and pole vaulter.***

That identity for me came screeching to a halt in May 2023, when I graduated from George Mason University and completed my collegiate track career. I was no longer affiliated with a team, no longer had a coach to report to everyday, no longer had athletes looking up to me, no longer had NIL deals, and the biggest hurt of them all, I was no longer a pole vaulter. I was in a full-blown identity crisis.

Throughout college, I had this idea in my head that I wanted to be a coach when I was done with collegiate athletics so that I could give back and stay within the track world. I began coaching for the high school that I graduated from, Jefferson Forest High School, and for the university that heavily recruited me to run for them (and my husband's alma mater), the University of Lynchburg. Through coaching, I quickly realized that I was far from being done with being a pole vaulter.

I had high school athletes that did not have the stats in order to run in college or be recruited by college coaches. I also had college athletes lacking the stats needed to enter championship meets. The high school athletes would begin accepting the fact that after high school, since they weren't "good enough" to compete in college, their track career was over. The college athletes would begin to accept that since they couldn't enter championship meets, they didn't belong on the team or that their accomplishments weren't that great. And the college athletes who weren't at a professional level by the time they graduated would begin to accept that their track career was over.

—continued on page 2



**I've been a pole vaulter since I was 15 years old.**



A Monthly Publication of BENGASSLAW

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

### In this issue...

- Page 1 **Reject the Status Quo**
- Page 2 **BGL's Best Bites: Piña Colada Dip**
- 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 **You're Reading a 'Best of Virginia' Law Firm's Newsletter**



BENGASSLAW  
is a Proud Sponsor  
of Halo Fitness

**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.

—continued from page 1

## Reject the Status Quo

Society has built this stigma that all athletes face, and it is daunting when you reach it. **If you aren't good enough for the next level, you're done.** Over the past year of no longer being "the athlete," I have had to face that and digest it.

After dealing with this for the past year, I have discovered that this does not have to be the case. Just because you "aren't good enough" for the next level, does not mean that you can't continue. If a sport makes you happy, keep going. There are plenty of sports clubs and recreational teams that would be more than willing to coach you, help you get stronger, and allow you to keep going. Yes, people are going to judge, it is inevitable. I mentioned continuing pole vaulting to some of the coaches that watched me in high school, and they looked at me like I was crazy. They pestered me with questions like "why would you do that?", and "was your personal best that good to continue?". But



**I encourage everyone to, as Ben says, reject the status quo.**

who cares, do what makes you happy!

Something that made me stop worrying about what other people think is (and yes, it is harsh): People care a lot less about you than you think they do. They are not going to sleep at night thinking about what you are doing, and if they are, that is their problem. I encourage everyone to, as Ben says, **reject the status quo.** Do what makes you happy. I want to create an environment with my athletes where they feel encouraged to follow their dreams and go for their goals, no matter how big or small, or what society thinks or feels. You have a right to do what makes you happy in life, and when it comes to your happiness, other people's negative opinions should be at the bottom of your list of influences.

Any comments and questions? Your feedback is always welcome. Email me at [ahaag@benglasslaw.com](mailto:ahaag@benglasslaw.com). ■

## BGL's Best Bites:

### PIÑA COLADA DIP

*If you like piña coladas..... you've got to try this fluffy fruit dip. Scooped up with a slice of fresh pineapple or vanilla wafers, it tastes just like the beloved beachside drink.*

#### Ingredients:

- 1-1/4 cups cold 2% milk
- 3/4 cup pineapple yogurt
- 1 package (3.4 ounces) instant coconut cream pudding mix
- 1 carton (8 ounces) frozen whipped topping, thawed
- Fresh pineapple wedges
- Vanilla wafers
- Optional: Toasted unsweetened coconut flakes and maraschino cherries

#### Instructions:

1. In a large bowl, whisk milk, yogurt and pudding mix for 2 minutes (mixture will be thick). Fold in whipped topping. Refrigerate, covered, for at least 2 hours.
2. If desired, top with coconut and cherries before serving. Serve with pineapple and wafers for dipping. ■

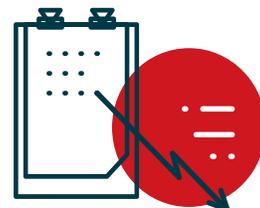


INSIDE THE MIND OF

LISA DERCO



## Accident Victim Was Furious at How Much Her Insurance Company Undervalued Her Case



*I can't believe we are already more than halfway through the year. When looking back at what we have accomplished in the Personal Injury Section this year, I am so proud to be a part of this team. We've hit some big milestones and settled some large cases, but one of the ones I am most proud of is a relatively small case that Tammy (personal injury paralegal) and I were able to settle.*

Our client's case was very straightforward. It was a bad crash where another driver ran her off the road and into a tree. Her medical care was modest and certainly related to the crash. She was well spoken and extremely friendly. She would make a great witness if the case had to go to trial.

She wanted to handle the case herself and wanted some advice about how best to submit her demand to the insurance company. I was happy to help her, and she did a great job putting together a demand packet. However, the insurance company's "final" offer was considerably less than her total medical bills and out of pocket expenses. She was furious and ended up obtaining us to represent her. She didn't even care if this meant less money in her pocket. She could not believe the insurance company would undervalue her case so badly. Tammy and I took over and quickly

got her a policy limits offer from the liability carrier and then moved onto presenting an underinsured motorist claim to her own carrier which we were able to settle as well. She ended up with more in her pocket even after paying us.

I don't share this to brag, but you always seem to hear from injury firms about their large settlements. But ones where you are helping someone obtain what they so clearly deserve really makes being on this side of the aisle so much more rewarding. I spent years helping a large insurance company save money when I was on the defense side. I have to say, clients and cases like this make me so happy to be where I am today.

**Any comments and questions?**

**Your feedback is always welcome.**

**Email me at [Lisa@benglasslaw.com](mailto:Lisa@benglasslaw.com)** ■

### 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.

INSIDE THE MIND OF

# BEN GLASS



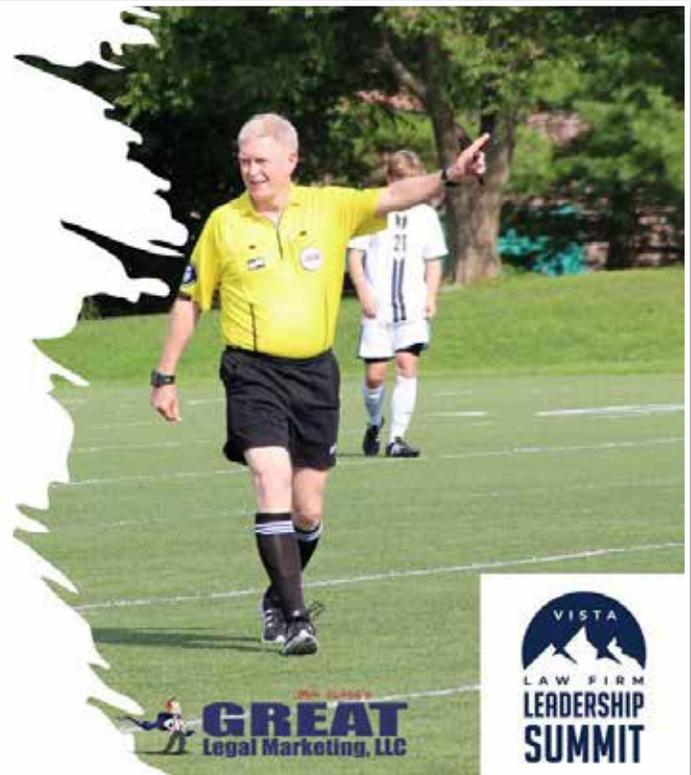
## Lately in Business...

*In June, I traveled to Chicago to speak to leaders of some of the largest personal injury law firms in the country, on the topic of managing conflict in a law firm. Though I was speaking to law firms, the subject is applicable to all types of businesses.*

What 42 Years of Marriage, Raising 9 Children and 49 Years of Soccer Refereeing Have Taught Me About Dealing with Conflict in a Law Firm

VISTA Law Firm Leadership Summit,  
June 2023 - Chicago, IL

Ben Glass • author • "Dad to 9" • CEO and Founder  
Ben Glass Law • Great Legal Marketing



### Some of the major takeaways:

- If you are running a business, you are a hero to your community. You take the risks and offer your product or services to the community. Good for you!
- Your competitive advantage is neither your product nor your service, it is your team, and your role is to acquire great talent and get out of their way.
- The clearer you are about what you want for your own life and what you want for the business, the easier decision-making will be.
- A fact of reality is that when a business grows, the people who got you to your current level are often not the ones who can get you to the next level.

Watch a recording of the presentation here: 



# 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](mailto:ben@benglasslaw.com). If you are a lawyer, check out [GreatLegalMarketing.com](http://GreatLegalMarketing.com)

## WHAT WOULD BEN SAY

- I talked to a lot of high school and college students this summer. Here's what I wish more of them knew:
  - **Where you go to college doesn't matter.** Pretty much the same thing for graduate school, too.
  - **If you are an athlete looking to play in college,** go to the school that you will still like going to if, on the first day of practice, your playing career ends in injury.
  - **If you show up to talk to someone who can mentor you,** show up with questions you want to ask and a notebook to write the answers in.
  - **You may hear things you disagree with totally.** When that happens, don't just reject the statement, ask more questions in order to understand. You might still disagree, (I can't change your mind, but I can plant a seed) but you will be better able to defend your position in the future.
  - **The world needs you to be uncommon.** Do whatever you can to learn a difficult skill. While your parents are paying for your weeks in Europe this summer, someone learned a skill that will enable them to get the post-graduate job you think you deserve.
  - **If you have an opportunity to work more than one job or gig over the summer, take it.** You will rarely have as much time on your hands as you do now.
  - **If you think that "applying for jobs" just means hitting the "send" button** on Monster.com or Indeed, whoever taught you that didn't have your best interests in mind.
- **The happier you are, the healthier you will be.** It is almost impossible to be healthy if you are not happy.
- **On July 9, Michelle Singletary wrote an article in the Washington Post suggesting that the answer to the "wealth gap" was "simply" to tax the richest people.** I feel sorry for anyone getting life advice from her column, because it puts all the power over your life in the hands of other people. You have the power, and there are plenty of people out there who will help you get there if you make one thing your priority: it is your job to put value into the world first. ■ 



While in Chicago, Sandi and I celebrated 42 years of marriage. We added a few extra days to our trip to explore the city. Who knew that Chicago has great beaches?

## A PSA FOR SPORTS PARENTS: DON'T BE THIS LADY

Warning, she does use a big bad word before she realized she was about to become a YouTube sensation. 

INSIDE THE MIND OF

# BRIAN GLASS



*Brian drops knowledge through posts on his LinkedIn - the newsletter team compiles our favorites from the month here. And you can follow him for more by scanning the code here:*



## You are the average of the five people you spend the most time with.

### Want to level up?

Decide what traits you want the people in your life to have and start running your circle of friends through that filter.

**Last week, my accountability pod challenged each other to create our own personal set of core values** and start running our friends, family, and co-workers through the framework to see who we need to be spending more time with... and who we need to get a little bit less time.

I'm still honing my list of values. But thought I'd share what I've got so far:

- 1. Head down, does the work.** I only want to hang with people who can put up, shut up, get the work done, and then not complain about it afterwards.
- 2. Rolls with it.** You need to be unflappable when little things go wrong (and they're all little things).
- 3. Up for Something New.** Get out of your comfort zone occasionally.
- 4. Gives a S#!+. Be passionate.** I literally don't care what you care about... but it deeply matters to me that you care about something.
- 5. Hungry.** This one speaks for itself.
- 6. The World is Wide.** Abundance mentality - just because someone else has something doesn't mean they took it from you.

What traits are you trying to get more of in your life? ■

### Whatever else you build during your career, build yourself some options.

You may not always want to occupy your current role (or climb the current ladder).

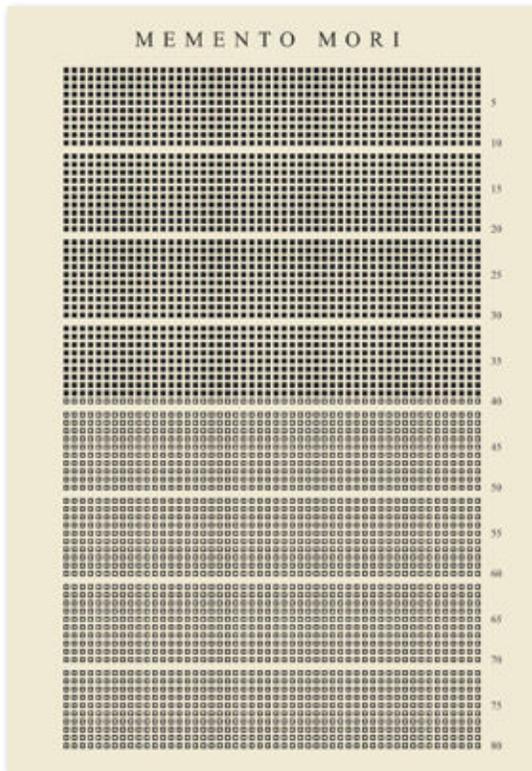
You may not always want to be in your niche.

You may not always want to live where you live.

Build the skills, relationships, and financial security that afford you options.

There is nothing worse than feeling trapped without an exit route. ■

## Dreading Monday Morning?



Do you know about the Memento Mori calendar?

It's a tool that helps you visualize the length of your life and how far you've gone – as well as how much you have left to go—and it only takes a few seconds to do each week.

Here's your Sunday reminder that life is too short to work in a job that doesn't excite you.

### Three tips to get rid of the Sunday Scaries:

- Develop a skill that feels like play to you, but work to everyone else. Then find (or create) a job in that space.
- Surround yourself with coworkers who energize you and cheer for your success.
- Learn to say "no" to customers who drain you.

As Red says in *The Shawshank Redemption*, "Get busy living or get busy dying." ■

### Three things most people get wrong about goalsetting and how to fix the problem:

1. They set goals for the next month or quarter without thinking about the long-term first.
2. The goals they set lack specificity and no one could objectively tell them when they hit the goal.
3. They set aims, not goals.

#### How to fix:

1. You must start with a long-term vision. And the key to the vision is to NOT be handicapped by all the things it will take you to achieve the vision.
2. Most people's goals have to do with "more" or "less" and don't have any time restriction. "I want to make more" or "I want to weigh less." Fine ideas... but how does someone know when you hit the goal? Set highly specific targets and give yourself a deadline.
3. The "goal" is usually an "aim" over which you have less control. And most people don't break down the aim into action items. Think - if I want to hit the aim, what action could I take that would make it unreasonable for me to miss? The action items now BECOME your goal. ■

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...

- » Reject the Status Quo
- » BGL's Best Bites: Piña Colada Dip
- » 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](http://BenGlassLawVIP.com) to find out!

## You're Reading a **BEST of VIRGINIA** Law Firm's Newsletter



**For 12 years, Virginia Living Magazine's 'Best of Virginia' has been a guide to the finest places to eat, shop, work, and play in the Commonwealth. In January of this year, Virginia Living asked the public for their 'bests' in 103 different categories across the five regions of Virginia—Central, Eastern, Northern, Shenandoah Valley, and the Southwest.**

And drumroll please... Ben Glass Law was voted one of the best law firms in the 2023 'Best of Virginia' poll! Thank you to our clients, referral partners, and other friends of the firm who helped get us here. And yes, we will be bragging about this for the next 365 days.

If you enjoy this newsletter and your experience with Ben Glass Law, tell others about it by sharing this publication and encouraging them to subscribe for free. To subscribe, email [newsletter@benglasslaw.com](mailto:newsletter@benglasslaw.com)