

# GLASSGAZETTE

Volume 24  
Issue 2

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

## Living Your Life Net Poo-sitive



By:  
**Tammy Hinline**  
Personal  
Injury  
Paralegal

***Our family has a 100% poop-pickup-policy (PPP). We clean up after our dogs no matter the circumstance, location, or weather. Do unto others what you would have them do unto you – and I HATE stepping in dog poop! But we're all human and once in a rare while I find myself searching aimlessly among the autumn leaves at the far end of the dog park. But don't worry – I have a trick! To even out the universe and THEN some, I always pick up two other poops when I can't find our own.***

I will return triumphantly to the trash can as my husband rolls his eyes. “We live in a society,” I respond politely. That’s because I think of all my actions as putting out positive points or negative points into the world. Am I increasing the amount of available happiness, or decreasing it? It may sound utilitarian, but it helps me directly connect my actions to the effect they have on other people and the world around me. And there are so many ways in life to score some points.

Whenever my husband shows me something funny online, I always pretend I haven't seen it before to make him happy.

EASY POINT!

Last year I adopted out nine cats to six different families.  
POINT MULTIPLIER!

I never recline my seat on airplanes.  
I'M COUNTING IT.

For realsies, though. It's not just about increasing the happiness of other people. I find that when I'm the most unhappy with myself, those are the times I'm more likely to lash out at others and go on the attack. And so, the opposite is true – when I am spreading joy, I am feeling joyful. When I



am sharing happiness with others, that happiness is reflected back upon me.

So if you're looking to increase your own point score this year, try taking two poops for every poop you leave. ■



## Upcoming Holidays

- Feb: Black History Month
- Feb 9: National Pizza Day
- Feb 10: Chinese New Year
- Feb 13: Fat Tuesday
- Feb. 14: Valentine's Day
- Feb 19: President's Day

## Out in the Wild



Jenny lost a beloved earring in the parking lot and found it a whole month later – flattened by a car. She may not have matching earrings anymore but now she has a great story instead.

## Did You Know?

The theme for Black History Month this year is "African Americans and the Arts." Take a trip to the African American History and Culture Museum to see what they have on special display.

## Follow Brian on TikTok

Did you know Brian is on TikTok? For quips about life, work, and general lawyering – check out @thebrianglass.



# FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED

We were all busy around the office getting everything wrapped up before the holiday break. Even the Grinch (or Brian in a Grinch costume) decided to put in some work.



Thanks to 2 Silos Restaurant & Brewery (Manassas) for letting us have our annual holiday party in your beautiful igloo.

Our Long-Term Disability team just won an appeal for a schoolteacher with severe vision loss. The insurance company mismanaged her review and said they "didn't receive the documents" her doctor sent to them. She will now be eligible for benefits for the next twenty years!

## Our LTD team also received this Google review:

As I am working through issues regarding my company's 3rd party disability, I must say both Damon and Jenny have been very helpful and responsive to my questions and concerns. They truly seem to be invested in helping those who reach out to them.

- C.F.

## 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



## BGL Annual Retreat Update

**The BGL Leadership team went away last month for two nights to Lake Anna to discuss everything law firm. Last year was my first retreat and I was a bit nervous as I did not know what to expect.**

This year I found myself feeling excited, but still had those nerves! It is hard for me to have difficult conversations, but they need to happen for us to grow. We spent time discussing our one and ten-year goals for the firm and what actions we need to take to achieve those goals, while not affecting the unique and awesome culture we have. At the end of the two days, I felt exhausted, anxious, excited for the future, and privileged. Being a part of the leadership team has been one of my proudest professional accomplishments. I truly admire every person in the group, and we all bring something unique to the table that compliments the team.

I would recommend taking the time to do an

annual retreat to anyone running a business. There is something about getting away together outside of the office that really bonds the group. I also think it allows everyone to speak more openly and freely. We use the Entrepreneurial Operating System (EOS), which I also highly recommend, but either way, get your leadership team out of the office and brainstorm what you want for the future of your company - followed by some wine. I guarantee everyone will come back so much closer, and if not, they may not be the right person for your team. ■



### Q&A OF THE MONTH

#### Who inspires you and why?

*There are many people who inspire me, but those who do so daily are my working mom friends. I love seeing them thrive in their professions while also killing it as a mom.*



### LISA LOVES...

Full disclosure: I haven't tried this yet. I ordered "The Take Back Bag" recently. You pay \$20 for a bag that is sent to you to be filled with your old (washed) clothes, linens, etc that you no longer use. You send the bag back to them (the prepaid label comes with your purchase) and they give you \$50 to spend on their website. Seemed like a good deal to me!



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# Inside the Mind of BEN GLASS

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



## Milestones

***In October I celebrated my 40th year practicing law and my 28th year of running Ben Glass Law. This spring I will start my 50th (not a typo!) year of refereeing youth and high school soccer and my 20th year of running Great Legal Marketing - an organization that shows lawyers how to build happier lives using the vehicle of a law firm to do it.***

***As my mentors often ask, what have you learned from it all?***

***A couple of things, really:***

- Some things are totally out of my control, but there is one thing I have total control over: my response to what has happened.
- Life is meant to be lived in joy. The more choices I create for myself, the higher the likelihood that each day will be lived in joy.
- For my family, my job is to



model a joyful life. There's a lot to pack into that one, for sure!

- As a business owner, I have two main jobs: attracting people who will add to my life while I add to theirs and to get them to trust me enough to take the next step to either become a client or

a teammate. Nothing else in business matters if I cannot attract and create trust.

- By definition, I won't be good at something when I first start. No one is, so I'm not going to beat myself up over not being really good

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## Where Else Can You Hear from Ben?

*Did you know that Ben has a podcast for lawyers? Well, he says it's "for lawyers" but it's really about life. It's the Renegade Lawyer Podcast and there are new episodes out weekly.*

*You can also follow Ben on his personal Facebook page at <https://www.facebook.com/LiveLifeVeryBig> and on TikTok at [@benglass\\_renegadelawyer](https://www.tiktok.com/@benglass_renegadelawyer).*

# Life With Latte

Well, we made it through the holidays without that tree falling down, even though there were lots and lots of people in our house. I think they all liked me! One of the big people wanted to take me home with him and one of the little people likes me so much she FaceTimes my Dad everyday and asks to talk to “Woof” – that’s me! She’s cute but I can’t understand a word she says!



We had a little break from classes, but they will start back up soon. We’re perfecting the skills we’ve learned earlier. Apparently as we get older, we forget much of what we’ve learned before. They expect a LOT from 6-month-old puppies but I’m eager to please.

Ring in the New Year,  
Latte 🐾



Scan to learn about [Heelinghouse.org](https://www.heelinghouse.org)

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at something that I’m just starting to do.

- Most people in the world are good.
- There are no principled politicians.
- All broadcast and internet news is nothing but clickbait, as nothing in the “news” section will make my life either better or worse. Nothing.
- AI is going to make my life better; thus it is an object of my study now.

## What I Wrote on Page 1 of My 2024 Journal

- Do what you love,
- With people you like.
- Be paid appropriately.
- Have time for other things you like doing outside of work.
- You deserve this kind of life. ■



## PODCAST EPISODE OF THE MONTH

### Unlocking The Power of Digital Marketing with Mindy Weinstein

I first met Mindy over a decade ago when she was working with my friend, Tom Foster at Foster Web Marketing here in Fairfax. And now I'm catching up to her and in the interim she's become famous in her space, particularly in digital marketing. Get a glimpse into Mindy's world and understand how she has seamlessly melded past methods with contemporary advancements to create an impact in the digital era.



## BEST THING I READ THIS MONTH

- *The Immortality Key, The Secret History of the Religion with No Name*
- *The Almanac of Naval Ravikant, A Guide to Wealth and Happiness*
- *The EOS Life, How to Live Your Ideal Entrepreneurial Life*
- *Effective Egoism*
- *Against the New Politics of Identity*



## Q&A OF THE MONTH

### Who inspires you and why?

*I am inspired by my clients who have hard, physical jobs. From the coal miner to the UPS drivers, and the Amazon stock pickers. They are the true heroes.*



# Inside the Mind of BRIAN GLASS

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



## Lawyer, Know Thyself

**The highest compliment I received last weekend was that I knew who I was, who I'm not, had a clear vision, and said "no" to ideas (even good ideas) that didn't get me any closer to the goal. I will be the first to tell you that this did not happen without a lot of trial and error. Many people who reach out to me are young lawyers receiving advice from every direction.**

Which law school they should go to, which niche you should pursue, how (and whether) to market yourself, when to change jobs, and what a "real" lawyer is.

**And if you look around LinkedIn, you'll see the opinion that:**

1. Big law firms are awful (but can be not-so-bad).
2. Lawyers should aspire to be the CEO of their firms and not actually practice law (but only "real"

lawyers try cases).

3. You should take hard cases (but you make all of your money in case selection and should eschew them).
4. You must be a great writer (but writing doesn't matter).

**My point is this:** Until you know yourself, none of the advice will do you any good. If you don't know where you're going, any road will get you there. Which is why we get distracted by shiny objects. Work



hard at developing a healthy prism for evaluating whether something is a "good idea, but not for me."

This filter has served me well and it will do the same for you. ■



### GLASS BROS BANTER

We don't make our boys dress "nice" too often. It's typically saved for the once-every-two-years professional family photos and select holidays. On Christmas Eve, we asked the boys to find something red or green to wear Christmas day so we could take a nice photo. Unfortunately, after Christmas presents were opened, the boys all wanted to wear their new soccer jerseys. As much as I wanted to push back and stick to the plan, I quickly realized that they would have a better memory if they got to wear the new jerseys that they were so excited about. We may not have had the family photo I wanted, but we are now one step closer to our parent of the year awards.



### Q&A OF THE MONTH

**Who inspires you and why?**

*As far as people go, I'm motivated by entrepreneurs like Alex Hormozi. He's a first-generation entrepreneur, investor, philanthropist, and author. He's really done it all as far as businesses go and now spends his time giving back to other business owners.*



### PODCAST EPISODE OF THE MONTH

#### New Year, New Title

Embarking on a new chapter, I bid farewell to "Time Freedom for Lawyers" and embrace the dawn of "Life Beyond the Briefs." This transformation reflects a profound shift in my vision for a legal career intertwined with the essence of life itself. No longer confined by the trappings of status and wealth, I delve into the heart of personal satisfaction and the pursuit of a fulfilling existence that transcends professional accolades. As we peel back the layers of what truly constitutes success, I unpack the recognition by Above the Law, celebrating our journey into harmonizing work and life.



# Inside the Mind of DAMON MILLER

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



## Reasons to Celebrate

***It's February. That means chocolates, flowers, and hallmark cards. But for me, I'm reminded of all the reasons I'm blessed to be married to the kindest, warmest, and most amazing wife.***

Lawyers and other professionals frequently fall victim to placing their careers ahead of their family. But this year, I hope you'll join me in being intentional about putting family first.

When I was in my first year of law school, I had a choice: either join one of the school's journals and spend weekends and late nights working and editing a publication or use that time to date a girl I had recently started seeing.

I chose to forget about joining a journal and focus instead on my



girlfriend. Working on a journal in law school can certainly be a good thing for your career as a future lawyer, but it's also a massive time commitment.

I've never regretted my decision to not work on a journal in law school. In its place, I got the love of my life. We've been married going on four years now and I'm looking forward to spending the rest of my life with her.

You only have one life to live. There's always going to be more you could do to advance your career, but if you're not careful, you're going to miss out on time with your family that you'll never get back. Prioritize your marriage and your family. The rest will fall into place. ■



### 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

#### Who inspires you and why?

*My dad. He has always put our family first and taught me how to be a family man.*

3998 Fair Ridge Drive Suite 250  
Fairfax, VA 22033  
tel 703.544.7876 fax 703.783.0686  
[www.BenGlassLaw.com](http://www.BenGlassLaw.com)

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For feedback, comments, or to request to receive via email only, email [newsletter@benglasslaw.com](mailto:newsletter@benglasslaw.com) or call 703.544.7876

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## Peachy Keen

***Pantone's color of the year for 2024 is Peach Fuzz. Pantone originally started the Color of the Year educational program in 1999 to bring together color enthusiasts and design communities. And the selection panel takes its obligations seriously. They analyze films, art collections, fashion, and socio-economic influence to help make their decision. Pantone says:***

*“The emotional aspect of color is also a large aspect of our decision making. We want to ensure that the colors we select reflect what is taking place in our global culture at a specific moment in time. With color and context so intertwined, there really are reasons why a color family or individual color comes into prominence when it does.”*

***How are you incorporating Peach Fuzz into your own life this year? Send us your inspiration!***

***P.S.: The colors for the past five years were Viva Magenta (2023), Veri Peri (2022), Illuminating & Ultimate Grey (2021), Classic Blue (2020), and Living Coral (2019).***