

GLASSGAZETTE

Volume 24
Issue 5

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

A Letter to my New 2nd Lieutenant



By:
Autumn
Personal
Injury
Paralegal

Last month, Autumn's husband pinned on his first set of rank insignia after graduating from Marine Corps Officer Candidate School (OCS). He put his academic prowess, leadership capabilities, and physical fitness to the test for 10 grueling weeks at Quantico, Virginia. But he's no stranger to the Marine Corps experience – he came to the table after five years in the reserve force.

Brandon has a brief respite before moving on to The Basic School where he'll continue his journey on the way to being a pilot. This month, Autumn shared with us the card she wrote for Brandon on his graduation day:

To my new 2nd Lt,

Words can barely express how incredibly proud I am of you today. You've conquered the challenges of OCS and emerged a stronger, more determined leader. Seeing you graduate, knowing all the blood, sweat, and grit it took to get here, fills me with so much admiration and pride. I know these past months haven't been easy, you pushed yourself to the limit, and through it all, you never lost sight of your goals. Thank you for all the sacrifices you've made, for missing milestones together, and putting in the relentless effort to make our lives better. You're officially a Marine Corps Officer, and I could not be more proud of you. This is just the beginning of an incredible journey, and I'll be by your side every step of the way, being your biggest cheerleader.

Love,
Autumn



Autumn with her husband, Brandon



Upcoming Holidays

- May 12: Mother's Day
- May 15: International Day of Families
- May 18: Armed Forces Day
- May 20: National Rescue Dog Day
- May 27: Memorial Day

Out in the Wild



Welcome to the team:
Rigatoni, Spaghetti, Fettuccine,
Cavatappi, and Jumbo Shells!
Tammy just onboarded her next
litter of foster kittens.

Did You Know?

Kittens are considered neonatal when they are newborn to four weeks old. They cannot regulate their own temperature, see, or hear until around the second week of life. ALL kittens are born with blue eyes!

FREE Reusable Shopping Bag

Contact our office and we'll send you a free reusable Ben Glass Law shopping bag. Email newsletter@BenGlassLaw.com with the subject line **BGL Shopping Bag**.

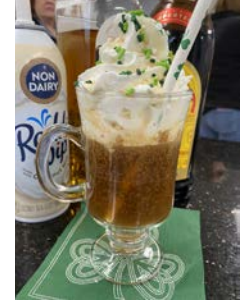
FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED

National General tried to tell one of our personal injury clients that their policy didn't extend to them. Some quick legal research by our attorneys said otherwise – and got our client another 100k worth of coverage!



We all took a break to view the solar eclipse.



We all enjoyed our 4th year in a row of Susie's Irish Coffees for St. Patrick's Day.

The Long-Term Disability team got us our 299th review!

"It has been just a few months since teaming up with Ben Glass Law in particular Mary B. And Damon M. These guys are so fantastic! We won my appeal - no problem. Thanks to Mary (who is superb) everything on my end went so smoothly. She has great communication and prompt responses. She kept me informed on everything!! She is a 5.0 winner. I recommend you give them a call if you are not sure what your next step is. I can finally breathe again. Damon and Mary...THANK YOU FOR EVERYTHING!

I was super apprehensive when I started the process of looking for counsel. Jennifer K. immediately made me feel a sense of ease during the intake process. Communication and customer service was beyond expectations. She handled my questions and had a calming effect. Thanks to her I got on the path I needed very quickly."

– Chris T.

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



The mountains make it easy to unplug and relax.

Spring Break: Gatlinburg/ Pigeon Forge Review

We took off to the mountains this year!

I was feeling really drained from the end of last year and the winter months of 2024. I wanted somewhere we could unplug and bring our aging dog, Benton because I worry about leaving

him these days. I told Drew I wanted a house with a great view. It was very last minute and I wasn't finding anything I loved after hours of searching. He woke up one morning and found the perfect house within minutes. To my credit, it was just added as a rental, but it was perfect. It was 20 minutes outside of Gatlinburg which I loved because we were not in the mix of the crowds. It was a really great trip, but the towns were not what we were expecting. They are very commercialized, but the kids loved all the shops and Drew and I loved the moonshine tasting.

Our activities included visiting the aquarium, SkyPark (with the longest cable bridge in North America), mountain coasters, hiking (National Park was absolutely beautiful), and enjoying the hot tub at the house! One of my favorite things we did was an ATV ride. It was in the middle of nowhere. The views were amazing and we all loved going up and down the mountains and through the mud. The boys also loved bass fishing. We have to fish everywhere we go! Gatlinburg has a few streams that are for kids only and are very well stocked. We could not pull Will away! They also loved forging their own knives from horseshoes.

It was a very different vacation than we normally do. We usually head to a beach or tropical destination, but it was a great way to recharge the batteries. It also made us realize that we should start exploring some new destinations for future trips! I would definitely recommend it to anyone with families or who loves hiking. For some reason, the mountains make it easy to unplug and relax. It was just what I needed! ■



Q&A OF THE MONTH

If you could only recommend one book to someone, which one would it be and why?

Honestly, I hate to say it, I am not much of a reader. One of the things I wanted to work on this year was to read more and I haven't so maybe this will be the kickstart I need!



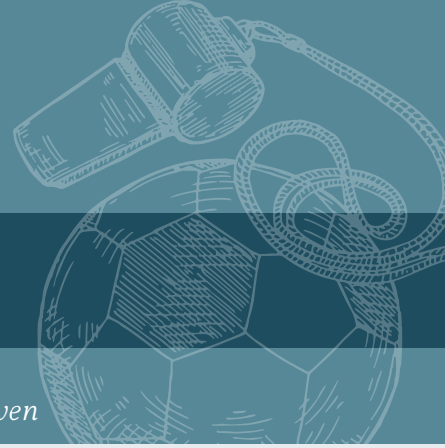
LISA LOVES...

One thing my family cannot live without these days (especially for travel or long sports days) is a portable charger. It hooks up to our phones, iPads, etc. and has come in handy more than I thought.



Inside the Mind of BEN GLASS

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



Well, that was Interesting.

On March 18 I underwent triple bypass surgery.

By way of background, I had ZERO symptoms and was doing CrossFit 4–5 days a week and preparing for the high school soccer referee season. The week before my surgery I worked a pre-season scrimmage and felt on top of the world.

In January, I started seeing a primary care provider here in Fairfax. “Let’s get a cardiac calcium score screen” based purely on age, cholesterol, and family history, he said.

The calcium screen was worrisome and led to further testing, including an exercise stress test.

When I got to cardiac catheterization to get a good view of whether there was blockage, that same doctor said, said “We are probably not going to find anything worth writing home about.” She told me later she was shocked by what she found. They would not let me leave the hospital and we went to surgery three days later.

By the time you read this I will have started a cardiac rehabilitation program at INOVA Fairfax Hospital. I’m looking forward to that. The promise is that I’ll be back

to soccer refereeing and CrossFit later this Fall. You can follow my journey on Facebook and LinkedIn – and thanks for all your well-wishes.

ARE GEN Z’ERS REALLY HAVING THAT HARD OF A TIME MAKING ENDS MEET?

There have been a slew of recent articles noting that Gen Z’ers (those born between the late 1990s and early 2010s) are having a hard time making ends meet.

Last month, a TikTok user posted [an angry rant](#) about the cost of living that’s since been viewed 5 million times on the platform, with tens of thousands of comments and shares.

“I make over three times the federal minimum wage and I cannot afford to live,” he shouts into the camera. “It is embarrassing to come out and say that it is a struggle to survive right now but I know so many people are struggling.”

Later, he concludes: “The American Dream is dead.”

I’ve got a few ideas for him and his friends:



Thanks for all your well-wishes as I recover from heart surgery.

1 The single best thing you can do to increase the chances that you will do work that you like doing and get paid well for it:

Get really good at a hard and valuable skill. That’s Cal Newport’s advice in ***So Good They Can’t Ignore You***. Invest in yourself. Most of my highly successful friends have invested a ton on courses, events, books, and conferences.

The learning never ends. Success leaves clues.

It’s an absolute shame that kids can graduate from high school without being introduced to books like ***Think and Grow Rich***, ***Atlas Shrugged***, and ***Deep Work***. How about a mandatory course on ***Steven Covey’s 7 Habits of Highly Successful People***? The formulas for living the life you want to live are not hidden. They do involve **rational thought** followed by **deliberate action**.

– continued on next page

Life With Latte

Summer is almost here and when seasons pass, puppies grow up.

I've learned so much from my first family but it's time to move on to the next step in my journey.

I'm currently working hard in the Service Puppy Program with inmates at the Loudoun County Adult Detention Center. I get to break out of jail on the weekends, but on Monday it's back to work! I'm looking forward to helping inmates in the program thrive and develop new skills. Maybe I'll even learn a thing or two myself. And if you see me out in the real world – give me a wag!

Lots of love,

Latte 🐾



Scan to learn about Heelinghouse.org

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If doing work you really love and being well-compensated for it was easy, everyone would be doing it. **Seek opportunities to do work that will help you master difficult skills.** The growth comes in being brutally honest in the assessment of your current situation, then doing the hard work to stand out because you have unique strengths and skills.

I was introduced to and started reading the “success literature” in my 20’s, but I’ll admit that I did not understand it. What I realized later was that I needed to get people into my life who were also “into” that literature and who were farther along the success educational path than I was.

2 Who you choose to spend time with matters. If at least some of your conversations with friends are not leaving you in deep thought, then you need new friends or you need to carve out some quality time to talk about important things with good friends. Everyone needs a ‘board of directors’ or ‘advisory team’ to get better at life. It’s really hard to do this on your own. ■



PODCAST EPISODE OF THE MONTH

Building Legal Brands: Bobby Steinbach on Growth and Differentiation

In this episode of The Renegade Lawyers Podcast, dive into an engaging conversation with Bobby Steinbach of Mean Pug Digital and the Hot Docket Podcast. Explore the world of legal marketing, the entrepreneurial journey, and how to build a standout brand in the competitive landscape of law. Whether you're a seasoned attorney or new to the field, this discussion offers valuable insights into growing a law firm and staying ahead of the curve. Tune in for an episode packed with actionable advice!



BEST THING YOU'LL READ THIS MONTH

BenGlassLaw handles long-term disability and life insurance cases all over the country.

Recently we had a huge win in the Federal Third Circuit Court of Appeals, which sits in Philadelphia, where we represented a coal miner from Southwest Virginia.

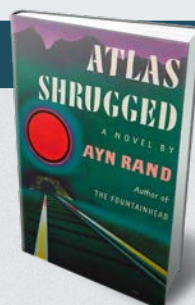
This win was really gratifying since, at every stage, the company that our client had devoted decades to, tried to screw him. Scan the QR code to read all about it. →



Q&A OF THE MONTH

If you could only recommend one book to someone, which one would it be and why?

Atlas Shrugged by Ayn Rand. I consider it essential reading, regardless of one's own philosophy.





Inside the Mind of BRIAN GLASS

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



When you can? Do. When you can't? Adapt.

We used to use our kids as an excuse for not travelling.

Or - when we travelled - we'd leave them behind.

“What if they don't like the food?”

“What if they get tired?”

“How will they do on the airplane?”

“What if they get bored?”

This year, our kids ate octopus ceviche on the beach, snorkeled off the coast of Belize, held sloths, swam with dolphins, had monkeys pick sunflower seeds out of their hair, and stayed up two hours too late just about every night.

None of this would have happened at home.

Kids adapt. They figure it out – but so do we. Not long

into a flight, we hit some turbulence and one of ours puked all over himself.

Do you know what they don't sell at LaGuardia?

Kids pants.

Adapt and figure it out.

At least now we have a souvenir that'll fit him in five years or so. But until then, I'm looking forward to our next adventure. ■



GLASS BROS BANTER

This spring break we took the boys on a cruise. This trip had a lot of “firsts”: airplane, ship, snorkeling, swimming with dolphins, holding wildlife. The kids were nervous to do half of those things, but brother peer pressure ensured that nobody said “no”. Even Krista leaned into things she would normally shy away from...like having monkeys jump on her head. **This trip taught us the power of saying yes and we are grateful for the opportunity to explore with the boys.**



Q&A OF THE MONTH

If you could only recommend one book to someone, which one would it be and why?

I will always recommend, “10x Is Easier Than 2x: How World-Class Entrepreneurs Achieve More by Doing Less.” I already love everything by Dan Sullivan, but 10x is a mindset that applies to any goal – not just entrepreneurial ones.



PODCAST EPISODE OF THE MONTH

The Making of a Whole Life Millionaire: Matt Aitchison on Wealth, Happiness, and Hospitality

Meet Matt Aitchison, a maverick in the spirits and hospitality industry who's turned his passion into prosperity, and he's spilling his secrets on how you, too, can cultivate wealth that resonates with every aspect of your life.



Inside the Mind of DAMON MILLER

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



A Sweet Surprise

Have you ever found yourself in the middle of nowhere, facing a crowded candy store? Well, I have, and it was one of the most unexpectedly delightful experiences I've encountered on my weekend hikes.

My story begins on a normal day driving to a hiking spot along the scenic Appalachian Trail in Pennsylvania. Driving through the backroads, I passed a curious sign that caught my attention: “Mister Ed’s Elephant Museum and Candy Emporium.” Intrigued, and wondering what an “Elephant Museum” was, I knew I had to come back.

After a hike, my curiosity led me to the doors of Mr. Ed’s, a place that defies ordinary categorization.

Inside, I discovered a world brimming with over 12,000 elephant figurines, toys, knickknacks, and artifacts. This extensive collection, amassed by the late Mr. Ed Gotwalt, captures the imagination with its diversity and the evident passion behind its curation.

From minuscule charms to towering statues, each piece in the museum weaves a narrative of history, culture, and art, epitomizing the timeless allure of elephants. The highlight for me was a surreal, oddly captivating,



Mister Ed's Elephant Museum and Candy Emporium

and slightly creepy mannequin head, adorned with protruding elephants.

Of course, no visit to a candy emporium could end without indulging in some sugary treats. Among the myriad choices, I opted for circus peanuts, a classic that seemed fitting for a visit to an elephant museum.

Nestled in the serene landscapes of Pennsylvania, Mr. Ed’s Elephant Museum and Candy Emporium stands as a beacon of eccentricity and wonder. So, if you ever find yourself wandering through Pennsylvania, craving a unique adventure or simply a handful of candy, remember that Mr. Ed’s awaits your discovery. ■



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

If you could only recommend one book to someone, which one would it be and why?

*I wouldn't be able to just recommend one book. I have too many favorites. But if I had to choose, I'd probably say **The Hobbit**, because it's what got me hooked on fantasy novels.*

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Damon's Pro Tip on LIFE INSURANCE



By:
Damon
Long-Term
Disability
Attorney

If you get an advertisement for life insurance that claims to guarantee coverage without a medical exam, steer clear.

They're probably selling Accidental Death Insurance, which only covers you if you die as the result of an accident. There's a reason these policies are cheaper than normal life insurance – they don't cover much.

And often, even if your death results from an accident but is "contributed to" by underlying health conditions, the insurer can wiggle its way out of paying the insurance proceeds.

Do yourself and your family a favor and make sure you understand what coverage you have. And, if you can help it, buy term life insurance, not accidental death insurance. ■