

# GLASSGAZETTE

Volume 25  
Issue 3

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

## Celebrating Irish Wisdom: Embracing Blessings for St. Patrick's Day



By:  
**Mary  
Bruniany**  
Disability  
Appeals  
Case Manager

***Every March, I am reminded of all the ways I love to celebrate my Irish heritage. Irish dancing was a cherished part of my childhood and adolescence.***

***My bookshelf is crammed with Irish cookbooks, and not a year goes by that I don't make my famous soda bread. My husband and I even chose Ireland for our honeymoon destination.***



This year, as we approach St. Patrick's Day, I find myself reflecting on the Irish blessings that hold a special place in my heart. The Irish are known for their wisdom and wit – there are Irish sayings that can make you laugh, cry, and everything in between.

Take this witty gem, for instance: *"May those who love us, love us; and those who don't love us, may God turn their hearts. And if he can't turn their hearts, may*

*he turn their ankles so we will know them by their limping!"* It's a playful reminder that love and goodwill should always prevail.

In times of trouble, another blessing captures the enduring spirit of the Irish: *"For the test of the heart is trouble, and it always comes with years. And the smile that is worth the praises of earth is the smile that shines through the tears."* This speaks volumes about resilience and finding strength in adversity.

And who can forget the ever-popular uplifting wish: *"May your troubles be less, and your blessings be more, and nothing but happiness come through your door."* It encapsulates the essence of Irish blessings – wishing others well with sincerity and warmth.

As we celebrate St. Patrick's Day, let's carry these sentiments with us, spreading joy and embracing the spirit of these cherished blessings. **Sláinte!** ■



## Upcoming Holidays

- March 1: Ramadan starts
- March 4: Mardi Gras
- March 5: Ash Wednesday
- March 9: Daylight Saving Time begins
- March 17: St. Patrick's Day
- March 20: Spring Equinox

## Out in the Wild

Anderson, our Digital Marketing Assistant, recently completed his weeks-long Digital Marketing Certification. Anderson is based in the Philippines and is a great asset to our team!

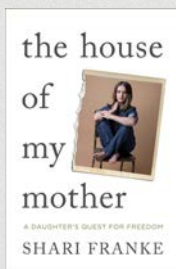


## Did You Know?

The first ever phone call was made in March 1876. Almost 150 years later, we are surely grateful for this invention!

## Book Club Pick

"The House of My Mother: A Daughter's Quest for Freedom" by Shari Franke is a memoir revealing the hidden abuse she endured from her mother, Ruby Franke, behind the facade of their popular family vlog and her journey towards healing and freedom.



# FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED

Recently, our LTD team helped a client with early-onset dementia who had to move back in with her 80-year-old mother. After a comprehensive appeal, her benefits were reinstated, providing her and her elderly mother with the support they desperately needed.



Last month, the ladies of BGL enjoyed a **Galentine's Day!** And don't worry, the guys joined in for lunch too. From fun crafts to delicious chocolate tasting, we all had an amazing time celebrating Valentine's Day together!

We showered Lauren, our Marketing Director, with lots of love as she prepares to welcome her baby girl!

We wish her and her husband all the best in this wonderful new chapter of their lives!



If you have ever spoken to our Intake Specialist, Krista Morgan, you know how welcoming and resourceful she is! Even if you don't end up becoming our client, we always ensure you will receive the best quality of service. Check out what caller Tasha W. had to say:

"Although they weren't able to help me directly with my LTD Insurance Appeal case, Krista from the firm was able to refer me to an Appeal Consulting company that they refer clients to. That referral made all the difference for me to get the needed help and direction in order to get my appeal ready and then approved. I'm so thankful for the referral Krista gave me. I highly recommend discussing the resources that Krista and the firm can supply."

## 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



## Balancing It All: A Working Mom's Guide to the Start of Sports Season

**Spring is in the air, and for many families, that means the start of a busy sports season. As working moms juggling careers, school responsibilities, and kids' activities, we can often feel overwhelmed. But with a little planning and the right mindset, you can navigate the chaos while making the most of these exciting moments.**

### 1. Get Organized Early

Create a shared family calendar to keep track of practices, games, and team events. Color-code each child's schedule to easily spot conflicts and plan ahead. We use our iCalendar on our phones so that we can easily add things and always have access. This year I also bought a few clear magnetic calendars on Amazon for the fridge. This has been a game changer because it is always in front of us and the boys can easily view what is going on during the week.

### 2. Coordinate with Other Parents

Carpools are not only fun for the kids, but a tremendous help for parents! Connect with other team parents to arrange ride sharing for practices and games.

### 3. Meal Prep and Snack Hacks

With evening practices and weekend tournaments, meal planning is essential. Prepare grab-and-go dinners like wraps, sandwiches, or slow-cooker

meals to keep everyone fueled. I always keep a basket of snacks in my car to keep anyone from becoming hangry.

### 4. Make Time for Yourself

With all the running around, don't forget to carve out time for self-care. Whether it's a quiet cup of coffee, a workout, or a quick walk, recharging will help you manage stress and stay present for your family.

### 5. Embrace the Moments

Amid the chaos, remember why you're doing it. Watching your child learn, grow, and have fun is worth the effort. Capture the little moments—cheering from the sidelines, post-game hugs, and team celebrations—and cherish this fleeting season of life.

Being a working mom during sports season is a challenge, but with the right approach, it can also be an incredibly rewarding time. So, lace up those cleats, grab your sideline chair, and enjoy the ride! ■



### Q&A OF THE MONTH

**What's your favorite outdoor spot during spring?**

*Anywhere we plan for Spring Break!*



### LISA LOVES...

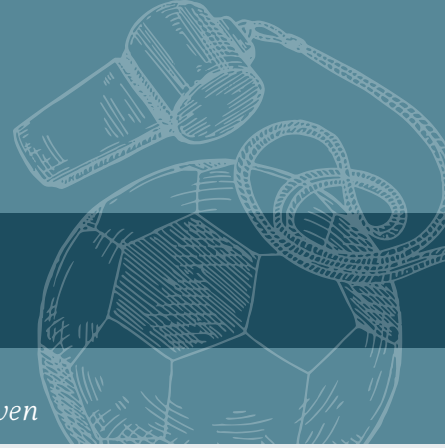
**I used ChatGPT for the first time to help plan our upcoming Spring Break trip, which made it so easy to decide what we wanted to do.**

I always have a spreadsheet for our trips (my friends tease me about it but also love it) so that we know what we want to do while on vacation. When you are traveling with multiple families you need to be organized. I will let you know next month how it turned out.



# Inside the Mind of BEN GLASS

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



## Fighting for Families, Winning Against Giants

***At BenGlassLaw, we don't shy away from a fight—especially when it means standing up for families against insurance giants. Recently, we took on Anthem Blue Cross and Blue Shield, one of the largest insurance companies in the country, in federal court. Anthem sought to dismiss a claim brought by a family fighting for healthcare benefits under their policy.***

In the oral argument, I explained to the judge how Anthem's interpretation of the law conflicted with critical federal protections, including the Mental Health Parity and Addiction Equity Act. The judge agreed, denying Anthem's attempt to dismiss the case and allowing our clients to continue their fight for the benefits they deserve.

This case is a prime example of what we do at BenGlassLaw: take on major corporate players, clarify complex legal issues, and relentlessly advocate for our clients. Insurance companies count on policyholders giving up when faced with legal roadblocks—and we make sure that doesn't happen.



*Sandi and I at the National Trial Lawyers Annual Summit, held in Miami the last week of January. We reconnected with old friends, learned a lot of great ideas about serving our clients better, and took a break from the unusually cold Northern Virginia January weather.*

Winning this argument against a powerhouse law firm that represented Anthem wasn't just about one case—it was about holding insurers accountable and ensuring families get the coverage they've paid for. When you're up against a legal giant, having the right team in your corner makes all the difference. ■

# Physician Disability Policy: A Cautionary Tale

A recent case involving a surgeon from a major university hospital in our region highlights the critical need for physicians to carefully review their long-term disability insurance policies. The group policy provided by the university, despite being marketed as an "own occupation" policy, contained a definition of "own occupation" that was detrimental to its physician employees. Instead

of considering a physician's specific job duties, the policy defined "occupation" by licensure. Therefore, a surgeon unable to perform surgery due to a hand injury might be deemed ineligible for benefits if they could still perform administrative tasks or see patients.

This case underscores the importance of physicians obtaining

**individual private disability insurance** that provides genuine "own occupation" coverage, so that if a physician can no longer do the specific work they were trained to do, they will receive financial security.

*In fact, if you're thinking about buying disability insurance, just call us before you sign on the dotted line. ■*

## It's Never Been Easier to Hire the Wrong Law Firm for Your Case

***It didn't take long after the tragic collision between a military helicopter and a small American Airlines plane approaching Reagan National Airport for the lawyer ads to start popping up. In today's digital world, lawyer advertising follows a predictable pattern—and not all of it benefits consumers.***

There are three main types of legal advertising:

**1. The Real Lawyers** – These are firms that have actually developed expertise in a niche area and want to ensure clients don't end up with the wrong representation. These firms know the law, have handled similar cases, and genuinely want to help.

**2. The Case Bundlers** – These lawyers don't necessarily handle cases themselves. Instead, they spend millions of dollars attracting potential clients, only to bundle up those cases and sell them to real lawyers. Often, the clients don't even know who will end up representing them.

**3. The Lead Generators** – These aren't law firms at all.

These companies flood the internet with ads, promising huge payouts and easy money. They capture leads and sell them—sometimes to multiple firms—without any real concern for quality representation.

And it's not just aircraft disasters. If you've been in a car accident, you've probably seen the "Fill out this form and see if you qualify for six figures" ads. Most of these aren't from real law firms with actual car accident expertise.

For over 30 years, **BenGlassLaw** has served Northern Virginia, helping clients find the right lawyers for their cases. Even if it's not a case we handle, we'll point you in the right direction—so you don't end up in the wrong law firm. ■



### PODCAST EPISODE OF THE MONTH

#### PR Power Moves: How Lawyers Can Win Media Attention and Stand Out!

Want to be the lawyer the media can't ignore? Too many attorneys sit back and wait for PR opportunities to fall into their lap—but not after this episode!

Join Ben Glass and PR powerhouse Melanie Rembrandt as they break down the exact steps to get featured in major media, build authority, and attract high-value clients—without spending a dime on ads.



### Q&A OF THE MONTH

**What's your favorite outdoor spot during spring?**

*In the middle of a soccer field, refereeing!*



# Inside the Mind of BRIAN GLASS

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



## Learn That Learning Can Be Fun

**Helped my eldest pick his middle school classes for next year. It made me feel old.**

In the run-up to class selection, he got a lot of advice:

“That class is hard...”

“That one is a waste of time...”

“If you don’t start honors in 7th grade, you won’t...”

Here’s the advice I gave him: Pick the classes you think would make you excited to go to school on a



random Tuesday. We picked Design & Modeling Engineering and Family & Consumer Science. If you went to school 30 years ago, you know these as “shop” and “home ec”.

He has the rest of his life to learn stuff. Right now, it’s more important that he learns that learning can be fun. ■

## Has your New Years Goal Already Fizzled Out?

**The hardest part of getting going is getting going.**

A Marcus Aurelius quote: “At dawn, when you have trouble getting out of bed, tell yourself: ‘I have to go to work — as a human being. What do I have to complain of, if I’m going to do what I was born for — the things I was brought into the world to do? Or is this what I was created for? To huddle under the blankets and stay warm?’”

Most people will have abandoned their New Year, New Me by now. Here’s your reminder that you were created to do great things... and you can’t do them from under the blankets. ■



### GLASS BROS BANTER

**Our 1st grader recently said, “I want to be a lawyer when I grow up.”** After a moment of pause he followed it by saying “So that I can eat lunch with mommy every day.” (My wife, Krista, is our law firm’s HR Director).



### PODCAST EPISODE OF THE MONTH

## "Your Law Firm’s Best Marketing Strategy? Throw a Damn Party" | Jason Epstein

**Think your next client is coming from a Google ad? Maybe. But what if they came from your backyard barbecue instead?**

In this episode of *Life Beyond the Briefs*, I’m talking with Jason Epstein, a Seattle personal injury lawyer who’s built a thriving practice by doing something most lawyers would never even consider—throwing parties. Jason isn’t chasing cases. He’s attracting them by building real connections, hosting community events, and giving people a reason to remember him before they ever need a lawyer. This episode is packed with game-changing strategies for lawyers who want to stop grinding and start *attracting*.



### Q&A OF THE MONTH

**What's your favorite outdoor spot during spring?**

*The Bull-Run Occoquan Trail.*

# Inside the Mind of DAMON MILLER

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



## Advocating for Clients at the American Board of Vocational Experts Conference



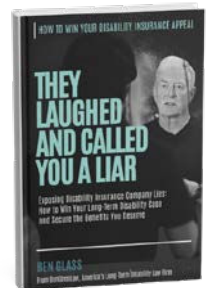
*This month, I'm thrilled to be heading to beautiful Asheville, North Carolina, to speak at the prestigious American Board of Vocational Experts conference. I'll be diving into one of the most critical topics in long-term disability claims: the pivotal role vocational experts play in securing justice for claimants.*

If you've worked with me before, you already know how invaluable these experts are. They analyze a person's ability to work by considering their education, experience, and the impact of their medical condition. With the help of an attorney, their findings can be the key to proving that a client is truly unable to perform their job—or any job—when an insurance company unfairly challenges their claim.

**At the conference, I'll be sharing insider strategies on how we leverage vocational reports to build ironclad cases, as well as how we tackle the common tactics insurers use to undermine these critical assessments.** It's exciting to contribute to this important discussion and collaborate with professionals who share the goal of protecting claimants' rights.

And speaking of protecting rights, 2025 is already shaping up to be an incredible year for our team! We've celebrated some major victories, including multiple long-term disability appeals. Wins like these remind us why we do what we do—to fight for those who need a voice when the odds feel stacked against them. ■

**Our NEW Long-Term Disability Book is Available Now for FREE**



Ben recently published a new book, **They Laughed and Called You a Liar**, which exposes disability

insurance company lies and breaks down how people can win their long-term disability case and secure the benefits they deserve. If your long-term disability benefits have been denied, this book is more than just a guide—it's your roadmap to justice. Ben Glass shares proven strategies that have helped countless clients stand up against insurance companies and win their cases. Don't let them control

your future—take charge today. Download now by scanning the QR code!



### Q&A OF THE MONTH

**What's your favorite outdoor spot during spring?**

*I'll be happy anywhere outdoors. You can usually find me on a hike somewhere beautiful.*

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

## GLASSGAZETTE

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

Design & Layout by Zine ([www.zinemarketing.com](http://www.zinemarketing.com))  
Copyright 2025 by Ben Glass Law

## Inside This Issue...

- *Celebrating Irish Wisdom: Embracing Blessings for St. Patrick's Day*
- *Balancing It All: A Working Mom's Guide to the Start of Sports Season*
- *Fighting for Families, Winning Against Giants*
- *Learn That Learning Can Be Fun*
- *Advocating for Clients at the American Board of Vocational Experts Conference*

# Celebrating Women-Owned Businesses This Women's History Month!

By: BGL Staff



*This Women's History Month let's celebrate the incredible contributions of women entrepreneurs! Here are some businesses our staff loves:*

- **Wined & Dined** – Owned by a talented female chef, this Northern-Virginia based business offers custom weekly meal services as well as private event catering. Whether you need a plated sit-down dinner party or full-service catering for a special occasion like a birthday, they've got you covered. Definitely a staff favorite at BGL!
- **The Picket Fence** – This charming store in Burke, owned by a mother-daughter duo, is a treasure trove of delightful gifts.
- **Oh Happy Dani** – Check out the whimsical artwork of Dani, a talented illustrator whose stationery and home decor inspire people to live a more just and hopeful life by doing good daily—right where they are planted.
- **The BFF Sticker Club** – If you love stickers, this business founded by childhood best friends is for you! The club is free and open to everyone—though it's mostly geared toward adults.
- **Get Coco Floss** – Founded by two sisters—a dentist and an artist—Cocofloss elevates your oral hygiene routine with stylish and effective floss. This is a personal favorite of our paralegal, Tammy!
- **Wacky Mail Pop** – Owned by Martina, a stationery enthusiast, this shop specializes in authentic and adorable Korean stationery and stickers, all sourced directly from South Korea.
- **Deni Danzco Studio** – If you're looking to pick up a new hobby and based in Northern Virginia, why not try dancing? Lara Deni offers private lessons, wedding dance instruction, and more to get you moving with confidence!

**We hope this list inspires you to support women-led businesses during this special month!**

*Happy Women's History month from all of us at BenGlassLaw.*