

# GLASSGAZETTE

Volume 25  
Issue 4

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

## Take the Time Now: A Message About Work-Life Balance and Being Present



By:  
**Krista  
Glass,**  
Our Human  
Resources  
Director

***As parents, we often hear the phrase, "This time goes so fast," and it's easy to brush it off. But in 2022, I decided to really embrace those moments and not let them slip by. I started a position at BenGlassLaw to find the work-life balance I had been craving. This is my message to you: Take the time now.***



*Bingo Fundraiser -  
Concession Stand Duty*

Our kids will only be young for a short period, and they will only let us be involved in their school lives for so long. So, whether you're a parent or a grandparent, if you have the time, know that schools welcome your involvement!

If you have elementary school-aged children, you've probably received emails from the Parent Teacher Association/Organization (PTA/PTO). Some may quickly delete them, but I want to share how much being involved has positively impacted my life. By taking part, I've been able to connect with my kids and their friends, meet other parents and staff, and contribute to events that my children love.

I started attending PTO meetings regularly, which led to me volunteering as a room parent and joining various committees. If you ever hesitate when you receive a request for chaperones, help with the book fair, or a shift at the Spring Carnival, I encourage you to jump in and participate. It's an incredibly rewarding experience, and I promise you won't regret it.

**Let's make the most of these precious years while we can! ■**



*Book Fair*



*Field Day*



*Boosterthon Run  
Fundraiser*



*BGL sponsored the  
shirts for all the kids  
on their fun run!*



*National Hot  
Chocolate Day*



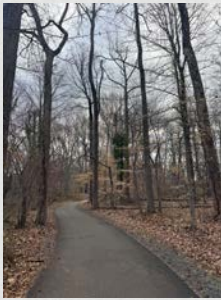


## Upcoming Holidays

- April 1: April Fools' Day
- April 10: National Siblings Day
- April 13: Palm Sunday
- April 20: Easter
- April 22: Earth Day
- April 23: Administrative Professionals Day

## Out in the Wild

Last month, Massi, our legal receptionist, started training for a 5k this upcoming May!



## Did You Know?

Your sense of smell improves in Spring! You may not be able to notice, but it has all to do with the higher moisture in the air!

## Book Club Pick

**Onyx Storm**, the third book in Rebecca Yarros's *Empyrean* series, was just recently released! This read continues the adventures of Violet Sorrengail

as she navigates political intrigue, battles dark magic wielders, and deepens her bond with dragons. Make sure to read the first two books in the series to enjoy the full story!



# FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED



A few weeks ago, we celebrated Ben's birthday with a staff lunch! Check out what the staff surprised him with at our reception—a slideshow of photos!

Last month, we successfully reinstated long-term disability benefits for an IT Project Manager whose chronic back pain and failed back syndrome made working impossible. After Lincoln Financial wrongfully denied her claim, we filed a detailed appeal proving her inability to meet even the basic demands of a sedentary role. Lincoln reversed its denial, giving her the financial stability to focus on her health.

Last month, we also celebrated a significant milestone at BenGlassLaw by receiving our 350th review!

We are incredibly proud of our 5-star quality service and grateful for the trust and support of our clients. We celebrate every achievement, big and small! A huge shoutout to Tammy and Lisa for helping us reach 350 reviews.



Speaking of reviews, check out what our personal injury client **Julia L.** had to say:

*"I found Ben Glass's team on Google. I wanted someone reliable and sincerely interested in working on my accident case. My injury through the accident wasn't only physical but mental and emotional. After the initial conversation with Melissa, I felt significant relief and was able to focus on my treatment. Her team, Autumn and Allie, were always available to answer questions and did a great job resolving any inquiries. I also lost a beloved pet recently. The BGL team sent me a condolence card with a small personalized gift name for my pet, which I appreciate for their support during difficult times. Working with the BGL team was beyond attorney service, but I felt team support throughout the healing process. I will recommend the BGL team for all your legal needs. They are experts who will help you advocate for yourself and guide you in the right way."*

## 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



## Spring Cleaning for the Mind: A Guide to Mental Clarity

*April is here, bringing with it blooming flowers, warmer weather, and the urge to declutter. While many of us focus on spring cleaning our homes, it's just as important to clear out the mental clutter that accumulates in our busy lives. As both an attorney and a mom, I know firsthand how overwhelming it can be to juggle cases, clients, and kids. Clutter also adds to my stress. When things are put away and tidy, I am much calmer. You'd think that would help my family put stuff away without my nagging, but not so much! I'm using this season as a reminder to reset and refocus.*



### Organizing Priorities Like a Case File

Just as I categorize legal documents to keep my cases running smoothly, I've learned to apply the same method to my personal life. Prioritizing what truly matters—family, friends, health, and career—ensures that I'm investing my time wisely. This month, take a moment to reassess your commitments and let go of what no longer serves you.

### Setting Boundaries: Your Time Is Valuable

In the legal field, we set boundaries with clients and deadlines to maintain efficiency. Yet, as parents, we often struggle to do the same in our personal lives. It's okay to say no to

unnecessary obligations and carve out time for self-care. Protecting your time allows you to be present where it matters most. This is definitely something I have been trying to work on. Being able to focus on what really matters and not feeling like I have to do it all has allowed me to be more present and happy.

This April, let's commit to decluttering our minds, refocusing our priorities, and embracing the season of growth—both personally and professionally.

**Wishing you all a refreshed and recharged spring! ■**



### Q&A OF THE MONTH

**What word best describes this phase of your career?**

*Growth*



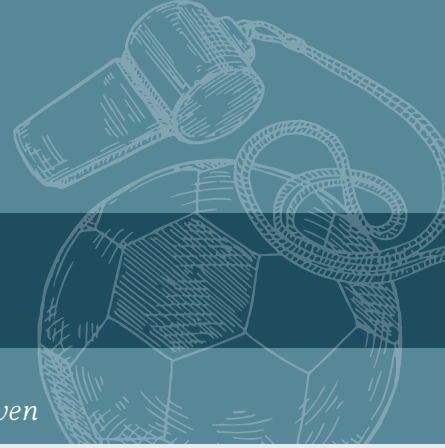
### LISA LOVES...

**I know Spring is here, but plan ahead and get an electric snow shovel.** We had a decent amount of snow this year, so I jumped on buying this when I saw it on sale, and it was awesome! The snow is behind us for now, but you will be happy you have this for next year.



# Inside the Mind of BEN GLASS

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



## Live Life Big: Advice for College Students and Young Professionals

***One of the great privileges of my work—both at BenGlassLaw and through Great Legal Marketing—is mentoring young people as they navigate the early stages of their careers and adult lives. Recently, I had a conversation with a 26-year-old college student who is working toward a business degree and planning a future in government contracting. Our discussion touched on many important themes relevant to any college student or young professional. Here are some key takeaways:***

### **1. Get Out of the Virtual World and Into Real-Life Experiences**

While online classes and virtual networking have their place, the real opportunities in life come from personal, face-to-face interactions. The people you meet in the real world will have a far greater impact on your career than any course material you study.

Northern Virginia, where this student is based, is filled with professionals in government, contracting, and business who have walked the path he hopes to take. My advice to him—and to any young person—is to put yourself in rooms where these people gather. Attend in-person networking events, join professional associations, and seek mentors. Success is often about who you know as much as what you know.

### **2. Learn the Art of Intelligent Conversation**

The best way to stand out at networking events and professional gatherings is not by talking about

yourself—it's by asking great questions. People love to talk about their work, their journey, and their challenges. The most successful people I know are curious, engaged listeners. Ask questions like:

- What's your superpower?
- How did you get into this field?
- What's one lesson you wish you had learned earlier in your career?

When you take a genuine interest in people, they take an interest in you.

### **3. Take On More Than You Think You Can Handle**

A common concern among college students is finding the balance between studying and networking. This student, like many young professionals, wants to excel in his studies but also knows that networking is crucial. My advice? Push yourself. You will never have as much free time as you do right now. Life only gets busier,

and those who figure out how to manage multiple responsibilities early on are better prepared for the future.

Many of the best professionals I've hired were full-time students who worked part-time jobs, participated in extracurricular activities, and still excelled academically. They learned time management and prioritization, skills that set them apart in the job market.

### **4. Seek Real-World Business Experience**

While this student expressed interest in government contracting, my advice to him—and to anyone—is to seek hands-on business experience in any field. The earlier you understand how businesses operate, how they acquire clients, and how they provide services, the better. Even if an opportunity doesn't seem like a perfect fit for your future goals, the lessons you learn will be invaluable.

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One of the best ways to gain this experience is through internships, even unpaid ones. I started my legal career by offering to work for free, just so I could learn from experienced professionals. That decision set me on the path to where I am today.

### 5. Show Up Differently

Most young professionals follow the same predictable path—applying for jobs online, sending generic LinkedIn messages, and waiting for responses. If you want to stand out, do what others won't:

- Handwrite thank-you notes to people who take the time to speak with you.
- Research key professionals in your field and find ways to meet them in person.
- Offer value before asking for something in return.

Successful people notice effort, and those who go the extra mile get the best opportunities.

### 6. Your Career Will Evolve—Stay Open-Minded

We discussed how the traditional view of careers—choosing one job and sticking with it forever—is

outdated. Most professionals today navigate multiple industries, roles, and even career shifts. The key is to stay adaptable, continuously learn, and remain open to unexpected opportunities.

The world is changing rapidly, especially with advancements in AI and technology. The job you will have in ten years may not even exist today. Those who embrace change, remain lifelong learners, and build strong networks will always have opportunities.

### Final Thoughts

This student is in a great position—he has financial stability from the GI Bill, a clear educational path, and a willingness to learn. My advice to him, and any young person, is simple: get into real-world situations, meet people, be genuinely curious, and take on more than you think you can handle. The best jobs and opportunities will not come from simply having a degree—they will come from the relationships you build and the skills you develop outside the classroom.

**Live life big. Push yourself. The world is full of mentors who want to help—you just have to put yourself in a position to find them. ■**

## Spring Sports is Here



*This year, I start my 51st year of soccer refereeing and my 8th year of refereeing high school games. Over the years, I've been involved in thousands of games as a player, coach, and referee.*

**Yes, I've seen "it all."**



As we send our children off to various sporting events, let's keep a few things in mind:

**1. A big thank you** to all the volunteer coaches, administrators, and team parents. Your dedication is invaluable. This is important work.



**2. Cheer positively** for your team, but leave the in-game coaching to the coaches. Kids find it confusing when parents yell instructions that conflict with their coach's guidance. If you have a different coaching strategy in mind, consider volunteering to coach next season! (I once coached 3 youth soccer teams during the same season – and that was before email was in common use!)



**3. Respect the referees and umpires.** They may not be professionally trained but neither are the kids. Some parents often become the worst "actors" in youth sports. Most coaches and players appreciate it when you show up, cheer positively, and find something encouraging to say on the drive home, win or lose.



### PODCAST EPISODE OF THE MONTH

## From Zero to Seven Figures: How Jonathan Breeden Built a Thriving Family Law Practice

In this episode of The Renegade Lawyer Podcast, I sit down with Jonathan Breeden, the founder of Breeden Law Firm, to talk about his incredible journey from a solo practice in 2000 to a multi-seven-figure law firm with nine attorneys and 24 employees in the suburbs of Raleigh, North Carolina.



Jonathan shares how he overcame massive challenges—including losing his entire staff at once—to rebuild and scale his firm using smart marketing strategies, data-driven hiring, and a relentless focus on client experience.



### Q&A OF THE MONTH

**What word best describes this phase of your career?**

*Visionary*



# Inside the Mind of BRIAN GLASS

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



## The Reality of Work-Life Balance for Lawyers: Embracing Life

***There is no such thing as work-life balance for lawyers. There is only life. You get one. And your work either adds to it or takes away from it.***

You either spend your non-work hours proud of the impact you've made in the world while enjoying the freedom, experiences, and opportunities that your work buys you, or you spend them dreading Monday. Your choice.

My boys had a half day off of school recently. We decided to make it a full day off.

Law firm entrepreneurship is the freedom to swap working 40 hours

for someone else for working 40 hours for yourself plus 20-30 hours of thinking about your firm.

It is also the freedom to take a random Monday off without asking permission, scheduling it with a manager, or logging PTO. Not a bad trade.

Even if we are shredding man-made east coast snow on a day it's supposed to hit the low 50s. ■



### GLASS BROS BANTER

**Our youngest discovered the AM radio on his karaoke machine.** He told us, "Don't worry, if the power goes out, we can listen to the news on this."



### PODCAST EPISODE OF THE MONTH

#### ANOTHER Lawyer Gets Sanctioned for AI Hallucinated Cases

**Yet another law firm gets caught misusing AI.** Inside this episode is the story of how Morgan & Morgan got sanctioned for filing a brief with eight made-up cases. We critique the appropriate and inappropriate uses of AI in legal research and drafting. If you'd like to learn more about using AI correctly in your legal practice, tune in for expert insights and lessons.



### Q&A OF THE MONTH

**What word best describes this phase of your career?**

*Expansion*



# Inside the Mind of DAMON MILLER

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



## Spring Gems in Northern Virginia!



*Now that spring has finally arrived, it's the perfect time to share some hidden (and not-so-hidden) gems in Northern Virginia. This season here has a charm all its own—nature awakens with vibrant colors and the promise of adventure, making every hike a highlight. For instance, Great Falls Park tops my list; it's a rugged sanctuary where trails*

*wind along the mighty Potomac, and dramatic waterfalls come alive, especially after a refreshing spring rain. There's something mesmerizing about watching the cascades intensify with each raindrop as the cool mist mingles with the earthy scent of the forest.*

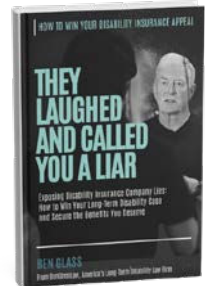
I also cherish my visits to **Huntley Meadows Park** in McLean, where the marshland trails and abundant birdlife take on a calming quality. In addition to these favorites, I love exploring the expansive beauty of **Shenandoah National Park** and the trails within the **George Washington National Forest**. For those seeking a lesser-known adventure, the hidden treasures of the **Monongahela National Forest** are well worth the trip.

Closer to home, **Meadowlark Botanical Gardens** in Vienna offers its own special allure. Its blend of open-air beauty and sheltered conservatories creates a perfect haven for experiencing nature. Wandering among vibrant blooms and serene water features under a covered pavilion reinforces that every element of spring—sunshine or rain—adds its own kind of wonder.

Wherever your adventures wind up taking you this spring, you can't go wrong here in Northern Virginia! ■

**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 word best describes this phase of your career?**

*Growing.*

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

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## Earth Day: Eco-Friendly Changes

In honor of **Earth Day on April 22nd**, here are some practical tips and products to help reduce your environmental impact:

- 1. Bring your own cup** – Most coffee shops will allow you to use your own mug or travel cup when purchasing a drink. And most offer 10% off when you use it!
- 2. Reusable paper towels** – These are both a cost saver, and they reduce paper waste. We got our roll off of Amazon for about \$10, and they have paid for themselves. AND they are machine washable!
- 3. Reusable Keurig Cup Pods** – Instead of buying disposable coffee pods for your Keurig or other brand of coffee machine, get a reusable cup. You spoon the coffee grounds into the cup, and it works just like a normal pod!
- 4. Bring your own utensils** – Invest in a pack of On-the-Go Utensils. They come in a case, so there is no mess after they are used, and they are dishwasher safe. Instead of using plastic utensils when you are out and



By:  
**Autumn Haag**  
Personal Injury Paralegal



about, use these! You can also create your own pack with a napkin, rubber band, and everyday silverware!

- 5. Cut down on microplastics** – Try to buy beauty products (body wash, toothpaste, lotions, etc.) that don't have glitter or microbeads in them. These microplastics wash down the drain and into our waterways. We have also invested in bamboo dish scrubbers instead of plastic brushes (in my opinion, they also work better)!

**By incorporating these eco-friendly habits into your daily life, you'll not only save money but also contribute to a healthier environment! ■**