

GLASSGAZETTE

Volume 25
Issue 5

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

Celebrating a Long-Awaited Milestone: My Journey to a Master's in Paralegal Studies



By:
Warda Iqbal
One of Our
Disability On-Claim
Coordinators

This month, I'll be walking the stage to celebrate completing my master's in Paralegal Studies at George Washington University! After two years of juggling this program while working full-time, I'm incredibly proud and grateful to mark this moment in front of my peers, professors, and family. It's been a journey full of growth, late nights, and persistence.

This is especially meaningful to me because I couldn't walk for my bachelor's degree due to the COVID-19 Pandemic. The last time I wore a graduation gown was back in 2016 for high school—so this moment is long overdue!

For anyone considering advancing their education in the legal field but unsure about law school, I highly recommend GWU's Paralegal Studies program. It's a well-rounded program that's a great fit for those interested in a paralegal

career. Through the program, I gained skills and knowledge in legal research, writing, and understanding the paralegal's vital role in legal practice. Many of my professors were practicing attorneys, so learning from their real-world experience was incredibly valuable.

This degree helped clarify the kind of legal work I enjoy most—it turns out I love legal writing and want to keep diving deeper into the law. I also credit this degree with helping me land my position at BGL. It gave me

a strong foundation and made me stand out during the hiring process.

A fun full-circle moment: my colleague Mary, who interviewed me, had also completed the same program at GWU!

I'm excited to keep growing in my role at BGL and continue being an asset to our clients.

Here's to what's next! ■



Upcoming Holidays

- May: Mental Health Awareness Month
- May 6: National Nurses Day
- May 11: Mother's Day
- May 17: Armed Forces Day
- May 26: Memorial Day
- May 31: World No Tobacco Day

Out in the Wild

A few weeks ago, Mary, our Disability Appeals Case Manager, went to see the cherry blossoms when they were in full bloom! Check out this adorable photo of her and her son, Elliot, taking them in!



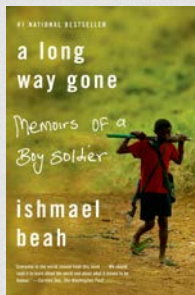
Did You Know?

May is National Bike Month. Established in 1956, it is a chance to showcase the many benefits of cycling and encourage more folks to try biking!

Book Club Pick

A Long Way Gone by Ishmael Beah is a memoir that recounts the harrowing experiences of a child soldier during the civil war in Sierra Leone.

The book highlights his journey from innocence to survival, and ultimately, his rescue and rehabilitation by UNICEF.



FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED

Last month, on behalf of both our Personal Injury and LTD teams, Susie attended the Brain Injury Association of Virginia's annual conference in Richmond.

This year's event was held at the Sheltering Arms Institute and included a tour of their facility. Sheltering Arms is a Traumatic Brain Injury (TBI) Model System Center. For more information about their work, visit <https://shelteringarmsinstitute.com/>.



A few weeks ago, we successfully reinstated benefits for a second-generation coal miner who faced many medical complications, including a serious ankle injury, chronic pain, a heart attack, and major depressive disorder. After years of litigation, the Court of Appeals reinstated his benefits and ordered his legal costs covered, highlighting the importance of standing up against large corporations.

Last month, our personal injury team received this awesome review from a personal injury client, Amanda. Read about her experience with us:

I'm so glad to have found BenGlassLaw. My teenage daughter was a passenger in a car accident that left her with a fractured vertebra. When the bills rolled in and the stress mounted, I called several personal injury lawyers. Brian Glass, one of the partners, addressed all my questions and concerns during the consultation. I chose his firm because he seemed to have the experience and knowledge to understand and explain our case to me. After signing on with the firm, Lisa Derco and Tammy Hineline took over the case and took great care of us. They sent requests for information, regular status updates, and provided their expertise. They took so much of the stress of the negotiations and research off of me so that I could focus on helping my daughter heal and move forward. They helped us reach a fair settlement with the insurance company that the insurance company probably wouldn't have negotiated with me. Not only were they exceptional in their legal skills, they were just very kind people too. I would recommend them to anyone in a heartbeat. Thank you, BenGlassLaw!

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 Power of 1%

In our last quarterly EOS meeting, our implementer introduced an idea I had never heard of but really intrigued me. The 1% Rule.

We often think that massive success requires massive action. But what if the secret to transformation is much simpler—and much smaller?

Enter the 1% Rule.

The idea is simple: focus on getting just 1% better each day. Not 50%. Not even 10%. Just one small, meaningful improvement—each and every day. It could be a slightly better morning routine, a small upgrade to your workflow, or even a moment of clarity in how you communicate. These small wins compound over time, leading to powerful, lasting growth.

Why 1% Works

Here's the magic: improving 1% each day doesn't feel overwhelming. It's doable. Achievable. And it creates momentum. Over time, those tiny tweaks snowball into major progress.

Think of it like compound interest—not just in finance but in habits, health, mindset, and leadership.



- 1% more clarity in your goals
- 1% more patience with your team or family
- 1% more courage to speak up
- 1% more time invested in your dreams

Over a year, those small changes add up to nearly 38 times improvement. This number really made me pause and think. That's a significant amount for such a small daily change.

How to Start Your 1% Journey

- Choose one area of your life or work to focus on. Just one.
- Ask yourself: What does 1% better look like today?
- Take action, no matter how small.
- Reflect and repeat. Progress over perfection.

Remember: It's not about being the best overnight—it's about being better than yesterday. If you decide to join me on this journey, let me know what you are focusing on. I would love to hear! ■



Q&A OF THE MONTH

What's the best way to kick off the upcoming summer season?

With a trip to a new destination!



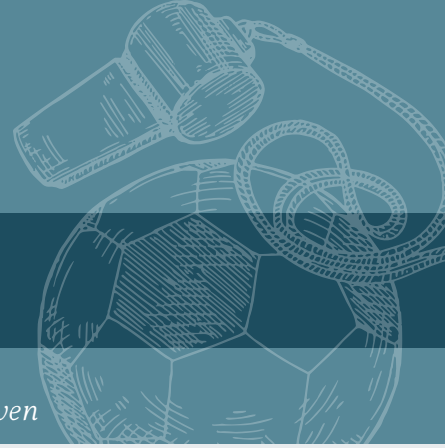
LISA LOVES...

We love to travel, and I could not keep us organized without packing cubes. Each family member has their own color. I swear I can pack so much more using them as well!



Inside the Mind of BEN GLASS

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



Top Five Pieces of Professional Advice from William & Mary Soccer Alumni Who Are Now Lawyers

What happens when a group of former William & Mary soccer players, now accomplished lawyers, get on a Zoom call with current student-athletes? You get an insightful conversation filled with lessons that apply far beyond the legal field. These alumni, who have built careers in everything from small-town law to managing major international firms, shared their experiences and offered invaluable professional advice. Here are five of the biggest takeaways.

1. Be Open to Unexpected Career Paths

Few of the panelists set out with a lifelong plan to become a lawyer. Some had backgrounds in history, English, or philosophy; one originally wanted to be an English professor, and another planned on a career in finance. Yet, each found their way into the law because they followed their interests and remained open to new opportunities. Their advice? Don't get locked into a rigid plan—stay adaptable, explore different paths, and be willing to pivot when the right opportunity arises.

2. Build Relationships Before You Need Them

One of the biggest lessons from the conversation wasn't about legal theory but about networking. The alumni emphasized the importance of building relationships long before you need a job, an internship, or business connections. Whether in law, business, or any other profession, relationships are built over time. Reach out, stay in touch, and provide value to others without immediately expecting something in return.

3. Learn How to Sell (Even If You're Not in Sales)

One panelist made a particularly strong case for learning how to sell. Whether you're pitching a legal argument, trying to land a job, or growing a business, the ability to communicate effectively, persuade others, and present solutions to problems is a skill that will set you apart. Sales, in this context, isn't about pushing a product—it's about understanding what people need and helping them see how you can solve their problem.

4. Failure and Setbacks Are Part of the Process

Losing a case, struggling with a class, or facing a setback in your career is inevitable. The panelists drew a clear parallel between the resilience needed in soccer and in the professional world. Just as an athlete analyzes a loss and makes adjustments, a professional must learn from mistakes, improve, and move forward. The most successful professionals aren't those who never fail—it's those who know how to take a loss, adjust their approach, and keep going.

5. Take Advantage of Every Learning Opportunity

The legal profession, much like any other, is one of constant learning. The panelists emphasized that even after decades in the field, they are still learning new things every day. Whether it's through internships, hands-on experiences, or simply observing and asking good questions, the best professionals stay curious. Seek out opportunities where you can gain real-world experience, whether through internships, summer jobs, or working closely with mentors.

Final Thoughts

The biggest takeaway from this discussion wasn't just about the legal profession—it was about building a career with purpose, resilience, and adaptability. Whether you're a student-athlete considering law school or simply looking to grow professionally, these lessons apply universally. Success isn't just about talent—it's about relationships, persistence, and the willingness to keep learning and evolving. ■

One Year After Triple Bypass: A Heartfelt Thank You

Just over a year ago, I lay in a hospital bed at INOVA Fairfax Hospital, three days before undergoing triple bypass surgery. I had no fear, but I had something to do: plan my recovery and, truthfully, how my recovery could impact the world.

I told everyone I knew what my recovery would look like before the first incision was even made. Today, I celebrate one year post-surgery, stronger and more grateful than ever.

Less than three months after surgery, I was back in the CrossFit gym, modifying workouts but moving, nonetheless. Four months post-surgery, I stepped onto the soccer field again as a referee, starting with low-level games. Recovery wasn't about luck; it was about mindset, preparation, and the incredible support system I had around me.

Here's what made the difference:

1. A Vision for Recovery – Those three pre-surgery days gave me time to set my expectations. I wasn't going to let recovery happen to me—I was going to drive it.
2. A Lifetime of Movement and Positivity – I wasn't new to exercise, and I wasn't new to a positive mindset. This surgery wasn't an end; it was a new beginning, and I treated it as such.
3. A World-Class Medical Team – The skill and care of my surgeon and the entire team at INOVA Fairfax Hospital made the procedure and immediate recovery as smooth as possible. I owe them more than words can express.
4. The Best Home Care in the World – My wife, Sandi, was my rock. She made sure I had everything I needed, kept me accountable, and never let me settle for less than my full potential. I could not have done this without her. And yes, this storytelling has changed the world, at least in some small part. I tell this story every chance I get. I've "sold" more coronary artery calcium screening tests than most doctors. At least three people have told me that upon hearing my story and undergoing the testing, they have discovered heart vessel blockages that require surgery.

Please keep telling YOUR stories. You never know who is listening. ■



*Whenever I travel,
I always look
for a bike tour.
When I can't find
one, I rent a bike.
It was pretty
cold in Boston in
early April, but I
designed my own
tour of the city
after being there
for a speaking
engagement.*



PODCAST EPISODE OF THE MONTH

Lost in the Mail: How Reliance Standard Fumbled a Six-Year-Old Disability Claim

Step into the courtroom as attorney Ben Glass argues a pivotal ERISA disability case before the Fourth Circuit Court of Appeals in this special edition episode. When Reliance Standard Life Insurance Company terminated benefits for a woman who had been on claim for six years, then lost her appeal documents, the stage was set for a legal battle over each side's respective rights.



Q&A OF THE MONTH

What's the best way to kick off the upcoming summer season?

Cleaning off the patio and deck for longer days outside!



Inside the Mind of BRIAN GLASS

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



Boredom: The Unseen Key to Achieving Greatness

I'm on a mission to run a faster marathon at 42 than I did at 32. That means tempo runs. On a track. At sunrise. Not flashy or Instagram-worthy (though the clouds made this shot kind of cool). Just reps. Over and over.

Most people quit, not because it's too hard but because they get bored.

Here's the thing: The privilege of doing exciting stuff is earned.

The price is your willingness to do the boring stuff exceptionally well. That's true in running. It's true in law. And it's true in life.

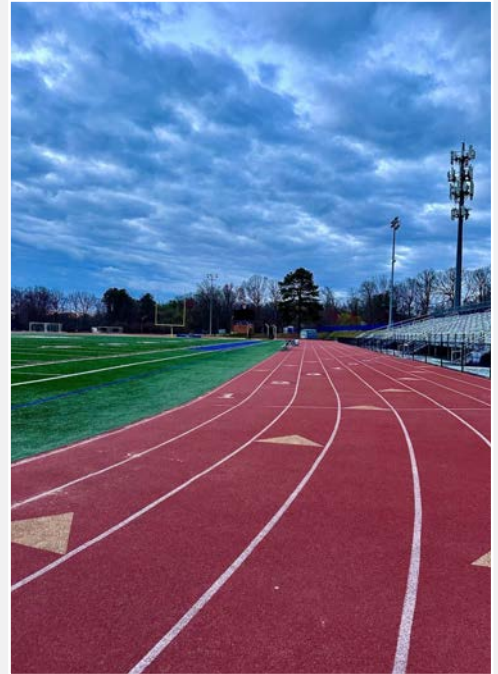
You don't get the big cross-examinations without grinding through the small depositions.

You don't get to lead others until you've mastered leading yourself.

You don't get seven-figure trust without first being a good steward of the five-figure cases.

So the question is:

Can you tolerate boredom long enough to be worthy of excitement? ■



GLASS BROS BANTER

We recently picked up our 2-year-old niece to spend the afternoon with us.

When she comes over, our boys dote on her. This time, I overheard them arguing over who got to pour her a cup of water. If they only did those things for each other, we'd be living an easy life.



PODCAST EPISODE OF THE MONTH

Your Small Law Firm by 2030: Offshore, Optimized, or Obsolete? | Gabriel Stirtz

The legal industry is facing a quiet revolution. AI tools are writing demand letters. Offshore teams are handling case management. Some of the largest personal injury firms in the country are earning \$25,000 per case—while still struggling to turn a profit. In this episode, Brian Glass sits down with Gabriel Stirtz, founder of Lexamica and one of the sharpest minds in legal tech and strategy, to answer the question that's on every small firm owner's mind: What will your law firm look like in 2030—and will it even exist?



Q&A OF THE MONTH

What's the best way to kick off the upcoming summer season?

Fire up the grill and host a BBQ.

Inside the Mind of DAMON MILLER

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



Earning the View, Climbing Through Time

There's something deeply satisfying about earning your view—about feeling your legs burn as you climb and then standing at the top with the world stretched out below. On a recent hike in Harpers Ferry, I got to earn that view—twice.



Fifteen miles. Over 3,000 feet of elevation gain. Two separate mountains—Maryland Heights and Loudoun Heights—in one unforgettable day.

What makes Harpers Ferry such a special place isn't just the natural beauty (though there's plenty of that) or the history (which runs deep). It's the way those two things meet. As I made my way up rocky switchbacks, crossed rivers, and paused at overlooks, I was constantly reminded that I was walking through stories—Civil War battles and the footsteps of Appalachian Trail hikers past and present.

It's a place where history feels alive but where the present commands your full attention—with every step, every climb, and every breathtaking view.

For me, hikes like this are more than just exercise—they're a reset. A way to get outside, push myself, and reconnect with something bigger. If you're looking for a day hike that challenges both body and mind, Harpers Ferry delivers. Just don't forget the water—and maybe an extra granola bar. ■



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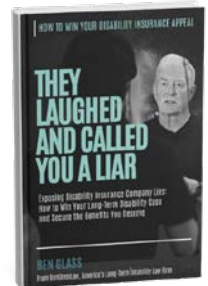
Q&A OF THE MONTH

What's the best way to kick off the upcoming summer season?

A barbecue with friends and family!

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!



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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.

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Honoring the Fallen: Meaningful Ways to Observe Memorial Day



Memorial Day, observed on the last Monday of May, is a day dedicated to honoring and remembering the men and women who have died while serving in the U.S. military. While many see Memorial Day as the unofficial start of summer, it's important to remember its true significance. This year, instead of just enjoying a long weekend, consider participating in activities that honor the fallen.

- 1. Attend a Memorial Day Ceremony:** Many communities hold ceremonies to honor fallen soldiers. Participating in these events is a respectful way to pay tribute.
- 2. Visit a Veterans' Cemetery:** Place flowers or flags on graves to honor those who have served.
- 3. Donate:** Contribute to organizations such as America's Gold Star Families that support families who have lost a loved one while serving active duty.
- 4. Support Current Military Families and Active-Duty Members:** Offer assistance to families of deployed soldiers, whether through babysitting, running errands, or providing meals. You can also send letters of appreciation

to active-duty service members or veterans. A heartfelt message can mean a lot. Check out Operation Gratitude!

- 5. Participate in a Moment of Silence:** At 3 PM local time, observe the National Moment of Remembrance to honor those who have died in service.
- 6. Fly the Flag:** Display the American flag at your home to show respect and remembrance.
- 7. Organize a Community Event:** Host a barbecue, picnic, or gathering where people can come together to honor and remember those who have served.

As we honor the fallen, we extend support to the families who have lost loved ones in military service. Their sacrifice and resilience are deeply appreciated. ■