

GLASSGAZETTE

Volume 25
Issue 6

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

The Best Decision I Made in College: Living on a Floating Campus!

Around this time three years ago, I packed two oversized duffle bags and set off on the adventure of a lifetime: three continents, eleven countries, in 105 days. I chose to do college a little differently—on a ship, with 400 students from around the world, and only a vague idea of what lay ahead.



By:
Massiel Cobblah Gutierrez
Our Legal Receptionist

That opportunity, and ultimately a life-changing experience, was called **Semester at Sea (SAS)**.

Though three years have passed, I still talk about it often—not just because it took me to unimaginable places, but because it gave me the ability to really slow down and take in life. In a world overwhelmed by notifications and digital noise, SAS gave me the rare opportunity to unplug. At sea, I had about seven minutes of Wi-Fi a day—just enough to check in with loved ones. No endless notifications. No doomscrolling.

That disconnection made room for something deeper: real connection. Free from distractions, I found myself fully present with the people around me. The ship

was home to more than just students—it welcomed lifelong learners (retirees, professionals on sabbatical), ship kids (children of faculty), gap year students, and recent grads. We shared meals with professors and traveled alongside their families, building bonds rarely found in traditional classrooms. Though I've now spent more time apart from those people than we ever spent together, those relationships remain some of the strongest in my life.

In addition, SAS is special because each voyage is unique, with each one having new faculty, ports of call, and travel experiences. During my voyage, I had the incredible opportunity of floating in the Dead Sea, sleeping under the stars in the Sahara Desert, and standing before the Taj Mahal. We attended classes while out at sea and applied what we learned in real time—like transiting the Suez Canal while discussing it in our Global Studies class.



Today, I'm writing this for anyone seeking something different.

Whether you're a college-age student, a working professional ready for a bold new chapter, or retired and craving adventure, I urge you to look into **Semester at Sea**. It's more than a program—it's a community, a voyage, and a powerful way to see the world (and yourself)—differently.

And who knows? It might just become one of the best things you ever do. ■

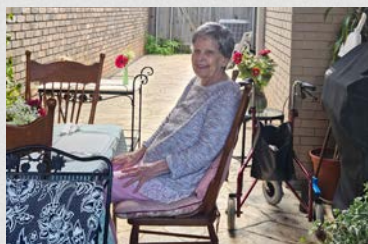


BEN GLASS LAW
PERSONAL INJURY | DISABILITY

Upcoming Holidays

- June 14: Flag Day (USA)
- June 15: Father's Day (USA)
- June 19: Juneteenth (USA)
- June 21: International Yoga Day
- June 22: World Rainforest Day

Out in the Wild



Janet Lawson, one of our Disability On-Claim Coordinators, took some time off to visit family in Shreveport, Louisiana! She enjoyed a long weekend looking after her mom.

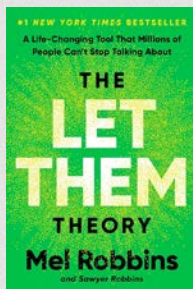
Did You Know?

Father's Day is the fourth-largest card-sending holiday in the United States, with around 72 million cards exchanged each year.

Book Club Pick

"The Let Them Theory" by Mel Robbins introduces a transformative approach to personal empowerment by encouraging individuals to stop controlling

others and instead focus on their own responses and actions. This is a great book on how to change your mindset to live a life where you are in control!



FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED

We recently won a long-term disability appeal for a nurse in her 30s suffering from chronic fatigue syndrome, migraines, and mental health conditions. Standard Insurance had cut off her benefits after a flawed medical review process. Our appeal forced them to reverse course, reinstate her benefits, and acknowledge the full scope of her disability.

Last month, our firm proudly hosted the Paralegal Association of Northern Virginia (PANV) for a half-day of CLEs! The Saturday morning event was packed with valuable insights, featuring speakers who covered topics ranging from managing occupational risks to updates on Virginia legislation, including discussions on new laws passed this year.



In May, we welcomed Monika, our newest member, to our growing disability team! Monika will be serving as our Disability Appeals Assistant! We are so excited to have her on the team!

Ben is known for his "Lunch with Ben" sessions, where he coaches and provides his knowledge to people in the community. Check out what Hannah Z. had to say:

I had a great 'Lunch with Ben' this morning and received amazing advice and guidance. He is passionate about mentoring young professionals and has really valuable insight about the legal field. It was refreshing to hear how Ben Glass Law values their clients' well-being beyond just legal services. Highly recommend scheduling a Lunch with Ben if you are looking to enter the legal field or looking for a mentor in this space!

If you want to learn more about this program and how to schedule a lunch, scan this QR:



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 Break Review: Family Fun in the Florida Keys

Twelve adventurers, three families, and one unforgettable week—our recent trip to the Florida Keys was everything we hoped for and more. Based in beautiful Marathon, we enjoyed a perfect blend of relaxation, adventure, and sunshine that kept both kids and adults grinning from ear to ear.



With six energetic kids in tow, we dove right into the best the Keys had to offer. One of our first stops was the **Turtle Hospital**, where we met real-life sea turtle heroes and learned about rescue and rehab efforts for these amazing creatures. We also spent a day exploring **Bahia Honda State Park**, soaking up the sun on its iconic beaches and enjoying postcard-worthy views.

The snorkeling at **Looe Key** was a true highlight. Crystal-clear waters teemed with colorful fish and coral—and for Will, our fearless 11-year-old, an unforgettable sighting of a *great hammerhead shark* stole the show! Meanwhile, the **Adventure Shark Tour** was a thrilling, hands-on way to learn about local marine life and get up close with the ocean's wild side.

No Keys trip would be complete without a fishing adventure, and ours didn't disappoint. Between

the families, we reeled in an exciting variety—barracuda, parrotfish, and plenty of tales to tell.

We also ventured down to **Key West** for a day, soaking up its vibrant, quirky charm. A visit to the iconic **Southernmost Point Bar** provided a perfect pit stop, and dinner at **Moondog** capped off the night with delicious island flavors and good company.

Every evening delivered another breathtaking **sunset**, and with the **perfect weather** all week, we made the most of every minute. The laid-back vibe, amazing food, and shared experiences made this a trip we'll treasure forever.

If you're dreaming of a family getaway that mixes adventure, nature, and plenty of memories, the Florida Keys—especially Marathon—should be at the top of your list. ■



Q&A OF THE MONTH

What's a memorable piece of advice from your dad that has stayed with you?

My dad always told me in college to "work hard, play hard." Work hard to enjoy life!



LISA LOVES...

Goodr sunglasses are my family's summer go-to. They are only \$25 and all 4 of us can share them. I have a slight obsession with them and recently purchased storage boxes so I can easily see my collection!



Inside the Mind of BEN GLASS

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



Business Success Isn't a Secret—It's a System

Every time someone asks me about the “secret” to business success, I give them the same answer: There is no secret. Just systems.

That might not sound sexy, but it's the truth. The most successful entrepreneurs I know didn't get there by luck, connections, or viral moments. They got there by designing lives and businesses with intention—and then running them with discipline.

Later this year, I'm bringing one of the most influential thinkers in my entrepreneurial journey to speak at a business-building event I'm hosting near Dulles Airport. You can check it out at **GLMSummit.com**.

Our celebrity keynote speaker is **Dan Kennedy**, author of the legendary **No B.S. book series** and my co-author of *No B.S. Time Management for Entrepreneurs*.

Dan has been my friend and mentor for over 20 years. His ideas about marketing, positioning, personal productivity, and wealth-

building have shaped how I run my business—and my life. You'll hear echoes of his principles in nearly everything we teach here at BenGlassLaw and Great Legal Marketing.

At our conference this fall, **Dan is going to be talking about how small businesses can stay relevant, profitable, and independent** in an age when big money is trying to buy and roll up every niche market in America.

He'll share what he's learned from working inside hundreds of industries, from chiropractors to car dealers to consultants. He'll explain how true entrepreneurs separate themselves from the pack—not by working more hours or chasing trends—but by being crystal clear on their value, refusing to be a commodity, and building real trust in their market.



Our celebrity keynote speaker for this year's GLM Summit is the legendary Dan Kennedy. Dan has been my friend and mentor for over 20 years.

Dan's not speaking anywhere else this year. In fact, he rarely speaks publicly anymore. But he's making the trip to Northern Virginia this fall because he believes in the mission of empowering real entrepreneurs to build *freedom-first* businesses.

Whether you've read all his books or you're brand new to the No B.S. philosophy, I promise this will be a game-changing experience.

I'd encourage you to mark your calendar, check out **GLMSummit.com**, and join us. Because business success isn't a mystery. It's a set of learnable, repeatable strategies—and Dan Kennedy has been teaching them for decades. ■

Coming Later This Year: **The BenGlassLaw Referee Scholarship**

We're excited to announce a brand-new scholarship launching later this year from BenGlassLaw—exclusively for high school seniors who serve as youth sports referees or umpires. Whether it's soccer, baseball, basketball, or volleyball, officiating builds real-world leadership skills: confidence, decision-making, and grace under pressure. Inspired by Ben Glass's own journey from teen referee to attorney, this scholarship will recognize young officials who step up, take charge, and lead with integrity. Full details and application information will be released soon—stay tuned! Know a student who might qualify? **Start spreading the word now!** ■



Why We Don't Just Practice Law—We Run a Law Business Built for YOU

At BenGlassLaw, we're proud to be known as the go-to firm for long-term disability and personal injury cases in Virginia. But what truly sets us apart isn't just our courtroom wins or our deep expertise—it's the business we've built behind the scenes to serve you better.

Most law firms run on outdated models—reactive, chaotic, and personality-driven. We've done something different. We've spent years designing and refining the internal systems that drive our work, so every client feels seen, heard, and cared for from day one.

We hold **quarterly leadership meetings**, not to check boxes, but to ask tough questions like: *Are we keeping our promises? Are we innovating fast enough? How can we make the client experience even better?* These aren't just slogans—they're backed by structure. Every quarter, we review our data, set new priorities (called "Rocks"), track what matters, and challenge ourselves to do the hard things—like turning down the wrong cases so we can give more to the right ones.

We've built a **Proven Process** that maps out exactly how we'll fight for you. Whether it's preparing a complex appeal or handling your case from start to finish, we've made the journey clear and predictable. And if you're one of our referral partners, we go even further: showing you exactly what happens when you send someone our way—and making sure you look great for doing so.

The result? **Over 500 glowing reviews across Google and Avvo** from real clients whose lives we've impacted. That's not an accident. That's business, done right.

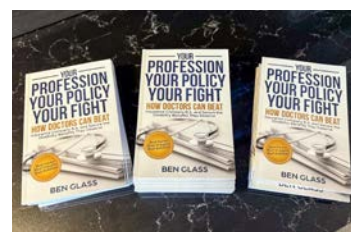
So, when you refer someone to us, or trust us with your own case, know this: You're not just hiring a lawyer. You're hiring a law firm that's been deliberately built to deliver the **best customer experience in Virginia.** ■

Ben Glass Takes the Stage—Again—This Time for the Nation's Top Docs

Last month, Ben—founder of BenGlassLaw and the go-to national authority on long-term disability insurance for white coat professionals—was invited to speak at the national conference of the American Society of Endodontists (yes, the elite specialists who fix what your general dentist can't).



The event, held in Boston, became the official launchpad for Ben's 23rd



book, ***Your Profession, Your Policy, and Your Fight: How Doctors Can Beat Insurance Company B.S. and Secure the Disability Benefits They Deserve.***

Why Ben? Because when it comes to standing up to big insurance companies on behalf of physicians and healthcare pros, there's no one better. BenGlassLaw, isn't just a player—it's the undisputed leader in the Mid-Atlantic for long-term disability claims. And right now, the smartest doctors in America are tuning in. ■



PODCAST EPISODE OF THE MONTH

From Sign-Up to Client: Building Lasting Relationships

Most law firms chase leads. Smart ones build loyalty. Ben Glass sits down with membership growth strategist Scott Whitaker to explore how law firms can transform new clients into lifelong advocates. With roots in coaching, ministry, and now podiatry marketing (yes, really), Scott shares a simple framework that applies to any law firm serious about referrals, retention, and reputation. If you're ready to stop "handling cases" and start building community, this episode is your blueprint.



Q&A OF THE MONTH

What's a memorable piece of advice from your dad that has stayed with you?

"Play Left Fullback." A story which I tell in my book titled "Play Left Fullback."

If you'd like a **FREE** copy of the book, give us a call at **703-591-9829**, and we will send you one.



Inside the Mind of BRIAN GLASS

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



The Golden Decade: Thriving in Your 30s

If you're in your 30s and wondering, "Is this it?" — let me tell you what nobody told me a decade ago.

Everyone says your 20s are the best years of your life — but let's be honest, they kind of sucked. Especially if you're trying to make it as a lawyer.

Sure, you had energy and ambition for days, but also:

- You were broke.
- You didn't know what kind of lawyer you wanted to be (or if you wanted to be one at all).
- You were working insane hours for barely any recognition.

- Your personal life was chaos — dating, stress, zero balance.
- You were drinking more than you should, because... coping.

Here's the good news: That's normal. Everyone goes through it. And better news? Your 30s are where it gets good.

- You can make some real money now.
- You have a better sense of what kind of career (and life) you want.

- You aren't constantly putting out emotional fires — yours or others.'
- You get to say no to toxic people, bad cases, and 80-hour weeks.
- You start building a life that feels like yours, not someone else's definition of success.

If it still **feels hard** sometimes — guess what? That's **part of it too**.

Just know: this decade it gets better — and then it gets awesome. ■



GLASS BROS BANTER

We recently moved, and throughout the entire packing process, our kids were confused as to what came with the new house. At one point, our youngest asked, "Do we get to keep all the toys from the new house?"



PODCAST EPISODE OF THE MONTH

Would You Turn Down \$200K to Take a \$35K Job?

Most lawyers chase prestige. Patrick Hagen chased freedom—and found it in a \$35K clerkship, a debt-free JD, and a few well-timed LinkedIn posts. Patrick is a business litigator, a father of four, and the kind of lawyer who built his brand not through networking dinners or late-night emails—but by hitting publish on LinkedIn at 5 AM.



Q&A OF THE MONTH

What's a memorable piece of advice from your dad that has stayed with you?

"If everyone else is doing it, it's probably wrong."

Ben taught me to question conventional wisdom—even in law. That one idea led us to build a firm (and a life) that doesn't look like anyone else's.

Inside the Mind of DAMON MILLER

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



Stepping Outside Your Genre

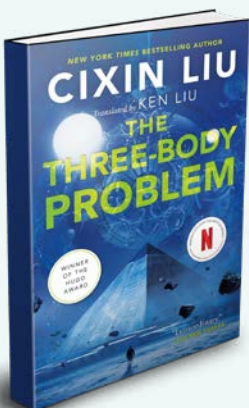
If you know me, you know I love fantasy and science fiction. I grew up devouring *The Chronicles of Narnia*, the *Redwall* series, *Percy Jackson & the Olympians*, and *The Hobbit*. On the sci-fi side, I've probably seen *Star Wars* more times than I can count, and I spent many nights with my grandfather watching classic *Star Trek* episodes and delightfully cheesy old sci-fi films.

In the world of science fiction, there's an important distinction between soft and hard sci-fi. Soft sci-fi leans more toward fantasy, often with minimal scientific grounding. *Star Wars* is a great example—The Force is basically space magic, not something you'll find in a physics textbook.

Hard science fiction, on the other hand, is rooted in real science. The technology might be futuristic, but it's still tethered to scientific possibility. Think of *The Martian* – the book that was adapted into a film starring Matt Damon, where his character gets stranded on Mars. Yes, we haven't sent anyone to Mars (yet), but everything in the story, from orbital mechanics to chemistry, is based on actual science. That's what makes it "hard" sci-fi.

Now, I'll admit: I've never considered myself particularly science-minded. So, I've usually stuck with the softer, more fantastical side of the genre. But recently, I picked up *The Three-Body Problem* by Liu Cixin—a hard sci-fi novel—and it completely surprised me.

The book centers on first contact with an alien civilization and the global consequences that follow. It dives deep into quantum physics, astrophysics, and computer simulations—territory that normally would have had me falling asleep. But what kept me turning the pages was the compelling characters, rich philosophical questions, and unexpected twists and turns. The storytelling is wildly imaginative yet intellectually grounded, and it's easy to see why the book won the prestigious Hugo Award.



Even if you don't usually read science-heavy fiction, I'd encourage you to give *The Three-Body Problem* a try. Sometimes, stepping outside your usual genre can lead you to something unforgettable. ■



Q&A OF THE MONTH

What's a memorable piece of advice from your dad that has stayed with you?

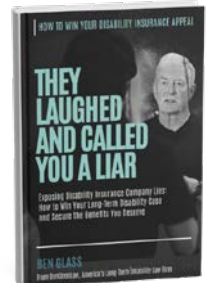
My dad taught me to admit when I'm wrong—it's simple, but powerful.

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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GLASSGAZETTE

For feedback, comments, or to request to receive via email only, email 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.

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Voted BEST LAW FIRM in Northern Virginia: Celebrating Three Years!

We are excited to share that BenGlassLaw has been honored as the #1 top law firm in Northern Virginia by Virginia Living Magazine in their 2025 “Best of Virginia” awards.

This recognition comes from the magazine's popular annual survey, where thousands of readers cast their votes for the best businesses and services across the Commonwealth. For the **third consecutive year**, we are named in the **'Best Northern Virginia Law Firm'** category, again clinching first place!

We're proud to be recognized for our unwavering commitment to excellence in **Personal Injury** and **Long-Term Disability** law. This accolade is more than a symbol of our hard work—it's a reflection of the trust our clients place in us during some of the most difficult moments of their lives.

Whether we're helping someone recover after a serious accident or standing up for those facing denied long-term disability claims, our mission remains the same: to guide, support, and advocate with integrity and compassion.

As we look to the future, we remain dedicated to delivering the highest standard of legal service. We are excited about the opportunities ahead and deeply grateful for the chance to continue making a meaningful difference in the lives of those we serve. We are grateful to have the recognition of the community and thank all who voted for us.

Here's to many more years of excellence and success together! **Thank you for your trust and support! ■**