

GLASSGAZETTE

Volume 25
Issue 9

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

How I Traveled (Without Losing my Mind)



By:
Krista Glass,
Our Human
Resources
Director

Traveling is one of my favorite things to do—but let's be honest, it takes effort to make a trip feel effortless. Over time, I've developed a system that helps me plan smarter, not harder, so we can enjoy the trip instead of stressing through it.

Start with the Basics: The Packing Template

Before any trip, I pull up my packing checklist—a template I created once and now tweak based on the destination. It saves time and helps ensure we don't forget essentials like chargers, sunscreen, or medicine.

The Running Bucket List

My husband and I keep a list of places we want to visit. So when it's time to plan our next trip, we already have a few ideas to pull from—no aimless Googling required.

Research Without Overplanning

I love digging into the best things to do, eat, and see at a destination. But I've learned that trying to do everything leads to burnout. Now I plan half the day with "must-do" activities and

leave the other half open with optional ideas. That way we stay organized but still flexible.

Kick It Off with a Tour

We like to book a walking food tour, bike tour, or even download a self-guided driving tour app (I use Action Tour Guide App) on the first day. It gives us a feel for the area, helps us decide what's worth returning to, and adds some early fun.

Prepurchase Tickets

If there's a museum or site we really don't want to miss, I buy tickets in advance. It eliminates the stress of long lines—or worse, sold-out signs.

Set Food Expectations

Before traveling, we talk through how often we want to eat out vs. cook at our rental. Sometimes we do lunch out and dinner in.



If we're flying domestically, I'll even Instacart groceries to arrive when we do. It's not cheap, but it's efficient.

This system helps our family travel with more ease and fewer "what now?" moments. And remember, no matter where you go, take pictures so that you can look back and reminisce about the trip. ■



BEN GLASS LAW
PERSONAL INJURY | DISABILITY

Upcoming Holidays

- September: Childhood Cancer Awareness Month
- September: National Suicide Prevention Month
- September 17: Constitution Day
- September 21: World Alzheimer's Day
- September 29: National Coffee Day

Out in the Wild



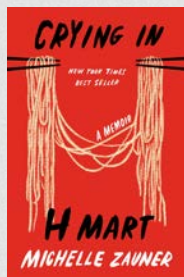
Our receptionist, Angela, raved about the **Big Time Rush** concert: high energy, spot-on vocals, and the perfect way to unwind!

Did You Know?

Monarch butterflies migrate up to 2,500 miles! Every fall, they travel from the U.S. and Canada to Mexico – the only insect known to make such a long journey.

Book Club Pick

Crying in H Mart is Michelle Zauner's moving reflection on grief and identity, showing how cultural traditions can offer comfort and continuity in the face of profound loss. Her story resonates with anyone seeking meaning and continuity through family traditions and identity.



FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED

Last month, we proudly sent off the brilliant Massi as she embarks on her next big adventure—law school!

Her passion and dedication have left an unforgettable mark, and while we'll miss her deeply, we know she's destined to shine. Go crush it, Massi—your future is as bold as you are!



Our relentless LTD Team has been pouring heart and hustle into helping clients secure the disability support they deserve. Their tireless efforts don't just make a difference—they transform lives. Take a moment to read this touching review from one of our on-claim clients... it's a beautiful reminder of why we do what we do:

"Exceptional and professional attorney, Ben Glass and followed by the friendliest staff. They always keep you up to date on your case especially Ms Warda Iqbal will call, email, or text you within 24 hours. Most importantly they will get results for you. I will give them 10 STARS if possible."

Our powerhouse PI Team just secured a \$150k settlement for a client who was originally denied liability. Against all odds, we turned the tables and delivered justice in full. This is what relentless advocacy looks like!



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



Fall in Love with Loudoun: Your Guide to Autumn Adventures

When we first started looking at houses in Loudoun, I knew it was something special. There's something magical about fall in Loudoun County. The air gets crisper, the leaves burst into vibrant reds and golds, and the countryside comes alive with seasonal charm. Here's your guide to making the most of autumn in Loudoun!

Sip and Savor at Wineries & Breweries

Fall is the perfect time to explore Loudoun's wine and craft beverage scene. Enjoy crisp air and even crisper pours at:

- **Stone Tower Winery** in Leesburg, with sweeping views of fall foliage. My personal favorite!
- **Bluemont Vineyard**, perched 951 feet above sea level with panoramic mountain views.
- **Bear Chase Brewery** or **Vanish Farmwoods Brewery**, perfect for a fall beer flight around a fire pit. Pack a blanket and sip your way through the foliage.

Pumpkin Patches & Fall Festivals

No fall is complete without pumpkins and hayrides!

- **Great Country Farms** in Bluemont offers u-pick pumpkins, a corn maze, pig races, and apple cider donuts the kids (and adults) will love. Again, my family's favorite. We even had birthday parties here. Plus, the Bluemont Vineyard and Bear Chase are across the street!
- **Temple Hall Fall Festival** in Leesburg features a 20-acre corn maze, giant slides, and live entertainment.
- **Wegmeyer Farms** offers Instagram-worthy pumpkin picking and wheelbarrow rides in a classic Loudoun farm setting.

Apple Picking & Cider Tasting

Celebrate apple season at local orchards like:

- **Crooked Run Orchard** or **Mackintosh Fruit Farm**, where you can pick your own apples and stock up on cider, jams, and fresh-baked pies.
- For the adults, try **Wild Hare Cider** or **Mt. Defiance Cider Barn** for a hard cider experience in charming Middleburg.

Scenic Hikes & Drives

Take in fall's full color show with a hike or drive through Loudoun's most beautiful natural spots:

- **The Washington & Old Dominion (W&OD) Trail** for a peaceful walk or bike ride.
- **Red Rock Wilderness Overlook** and **Bears Den Overlook** offer short hikes with big views.
- Or hop in the car and drive **Snickersville Turnpike** or **Route 9** for rolling hills and historic towns full of autumn light.

Historic Small Towns & Cozy Shopping

Stroll through quaint towns like:

- **Middleburg**, full of historic charm, equestrian flair, and boutique shopping. We LOVE Middleburg. Great restaurants and shops. The Salamander is also a beautiful resort to visit.
- **Leesburg**, with its brick sidewalks, fall decor, and a lively downtown farmers market on Saturdays.

- **Waterford**, especially during the **Waterford Fair (October 3-5)** – a 75-year-old tradition with artisan demos, music, and colonial reenactments.

Cozy Up at Local Restaurants

Fall is comfort food season! Try:

- **Magnolias at the Mill** in Purcellville for rustic, seasonal dishes in a former grain mill.
- **The Red Fox Inn & Tavern** in Middleburg for historic ambiance and hearty fare.
- **King Street Oyster Bar** in Leesburg and Middleburg for oysters and cocktails under patio heaters.

Arts, Music & Events

Don't miss fall events like:

- **Loudoun Fall Farm Tour** – a self-guided October weekend tour of local farms.
- **Oktoberfests** in Lovettsville or at local breweries.
- **Live music** at Tarara Winery, One Loudoun, and village greens around the county.

Fall in Loudoun is more than just a season — it's a feeling. From pumpkin spice to vineyard views, there's no better time to explore all that this beautiful corner of Virginia has to offer. So grab your flannel, gather your crew, and fall into Loudoun ■



Q&A OF THE MONTH

What's your favorite beverage when the weather starts cooling down? *A nice glass of red wine!*



LISA LOVES...

We cannot wait to try the new restaurant in Leesburg – Shutters. It looks amazing!



Inside the Mind of BEN GLASS

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



Get Comfortable Being the Odd One Out

Live Life Big

From the moment we're old enough to hold a pencil, most of us are put through the same routine:

"Here's the right way to do it. Sit in your seat. Come to order."

We're taught there's **one** correct answer. **One** acceptable method. **One** path to success.

And the unspoken message? Color inside the lines, follow the rules, don't make waves.

That might keep the classroom quiet, but it can also keep your life small.

A Road Trip, An Audiobook, and a Big Idea

Sandi and I love finding great podcasts and audiobooks for long drives. It's our thing — we listen, pause, talk about what we just heard, then listen some more. It makes the trip fly by.

On one vacation trip, we discovered Mel Robbins' *The Let Them Theory*. We started listening and quickly realized we'd struck gold.

The audio version was so good we actually bought the book when we got home — not because we'd forgotten what she said, but because we wanted to study it (one of the over 70 "real" books I will read before the year is over.)

Why Being the First Feels So Uncomfortable

Mel calls it out plainly: stepping away from the crowd — especially if you're the first to do it — feels uncomfortable in your bones.

But that's because that's the way life is supposed to feel.

We are wired for belonging. Your brain often interprets "different" as "danger."

That's why your heart races when you go against the grain. It's why you second-guess yourself when everyone else is nodding along and you're not.

But this is how you ding the world, by being different and taking your unique set of gifts, talents and interests and saying, "here I am world, deal with me!"

(There's another great book I read this summer. Yes, it uses the "F" word a lot, so you might not like it, but it told the truth. Check out "The Life-Changing Magic of Not Giving a F*ck.")

Let Them Think Whatever They Think

Here's the magic part of Mel's advice: **Let them.**

- Let them think you're making a mistake.
- Let them think you're arrogant.
- Let them think you've lost your mind.
- Let them talk.

Your job isn't to convince the crowd; it's to keep walking your own road.

One Precious, Irreplaceable Life

You have this one beautiful and precious life. You had no say in what century you were born into, or the family you arrived in, or the circumstances that shaped your early years.

You do have some influence over how long you live — your choices matter — but the truth is, none of us knows when our last day will come.

Your life is meant to be lived for **your happiness**. Every moment is precious.

Don't squander it chasing someone else's approval.

Remember: you can't be good for the rest of the world unless you are good first.

The Real Cost of Fitting In

When you choose "normal," you're really choosing average. And average is... well... average.

If you've ever sat in a room and thought, 'These people are nuts, I see the world differently than everyone here', that's a signal — not a problem. (Truth is, when I am in a room of most "normal" lawyers, that's exactly where my brain goes. That's why I created my organization, Great Legal Marketing — to attract the entrepreneurs and renegades. They are much more fun to be around.)

Ignore the signal for too long, and you'll bury the very thing that could make your life remarkable.

The Hidden Rewards of Standing Apart

When you're willing to be different:

- You attract people who really align with you — not just those who tolerate you.
- You discover opportunities the "blend-in" crowd never sees.
- You live without constantly editing yourself to fit in.

How to Practice Being the Odd One Out

1. **Challenge the "only one way" story** when you hear it. Ask, "What if there's another way?"
2. **Say what you actually think** — even if the room goes quiet.

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3. **Make one decision this week based purely on your values**, not convenience or approval.
4. **When someone judges you, don't fight it — let them.**

Final Thought

Every life worth living — every business, every movement, every art form — was built by someone who was willing to be misunderstood at first.

So, this month, don't just tolerate being the odd one out.

Own it.

Live it for your happiness. Guard your moments like treasure.

And when the whispers start?

Let them.

Struggle with any of this? Then let's have lunch. LunchWithBen.com ■



Minimum Wage Laws: *The Same Bad Movie, Every Time*

The government's only legitimate role is to protect your individual liberty.

It is not to play dictator over prices — not wages, not rents, not gas.

When D.C. voters passed Initiative 82 to raise restaurant wages, it took just six months to lose 900 jobs and close 50+ restaurants. Missouri tried the same trick, then rolled it back when the job losses became impossible to ignore.

This isn't new. Nixon's 1970s price controls created gas lines and empty shelves. Rent control in New York keeps tens of thousands of units empty while housing shortages worsen. Ancient Rome, modern Venezuela — same story: shortages, black markets, human misery.

The logic is simple:

- **Force prices below the market** → shortages.
- **Force prices above the market** → surpluses and unemployment.

Politicians sell minimum wage hikes as a gift to workers. In reality, they “help” workers by eliminating their jobs. Rent control “protects” tenants by making housing vanish.

Liberty means voluntary exchange at mutually agreed prices. The free market — millions of individual choices — always beats a bureaucrat's guess. Every time the government ignores this, it hurts the very people it claims to help.

And history's been shouting this truth for 4,000 years. When will we finally listen? ■

Lunch With Ben: The “Almost” Free Lunch that May Be Worth Millions

Every month, I set aside time—despite a full calendar—to meet with students, professionals, retirees, and entrepreneurs. We sit down for a simple meal. No script. No sales pitch. Just a real, honest conversation.

How do I create a thriving, happy life?

It's called LunchWithBen.com, and as far as I know, there isn't another lawyer in America doing this.

You don't need to hire me. You don't need to know anyone. All it takes is the price of a salad or sandwich, and we'll sit together and dig into whatever life is throwing at you.

Recent conversations have included:

- A high school senior asking, “Is college really worth it—or is there a better way?”
- A retired physician wondering, “I still have energy and gifts—where can I best serve next?”
- A recently laid-off mom who's hearing a persistent voice whisper, “It's time to finally start your own business.”

Each conversation is different, but they often circle the same truths: Most people aren't stuck because they lack talent. They're stuck because they've been lied to. They've been told:

- **Be humble.** So they made themselves invisible.
- **Serve others.** So they abandoned their own dreams.
- **Who do you think you are to offer something big to the world?** So they stopped growing.

And I tell them what I'll tell you now:

Your playing small does not serve the world.

You have more to give. You know it. Let's talk about how.

LunchWithBen.com

A sandwich. An hour. A conversation that might just change everything. ■



PODCAST EPISODE OF THE MONTH

Inside the Mastermind: Playbook for Referrals, Direct Mail, and Author Authority

In this special behind-the-scenes episode of the Renegade Lawyer Podcast, Ben Glass shares highlights from a private Hero Mastermind meeting at Ben Glass Law HQ. Get a front-row seat as Ben walks through real marketing experiments, referral strategies, direct mail systems, book-building using AI, and how he's making an impact (and leads) with referee scholarships and ProVisors.



Q&A OF THE MONTH

What's your favorite beverage when the weather starts cooling down?
Just plain black coffee



Inside the Mind of BRIAN GLASS

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



Fun Fact About Me: I Love Everything About Hiking

Except selfies from the top.

I don't know exactly when it happened...

Or why...

But I developed this wholly irrational fear that I'm going to slip and plummet to my death.

It's not even about me really.

It's more worrying that Krista or

a kid would fall and I wouldn't be able to save them.

Anyway, all of that to say I love it when the park service puts up a good solid fence around the overlook.

Hello from the Massanutten Mountains. ■

Glass House Shenanigans

Our family loves escape rooms—whether we're traveling or staying local.

On a recent Budapest train mystery, our oldest put on a prop suit and became a full-on character. The others quickly joined in, turning the room into their own theatrical production. We had to pause the performance and remind them we were there to solve a mystery—not star in one. ■



PODCAST EPISODE OF THE MONTH

CMO = Chief Mental Officer?: Marketing as Teaching, Not Tactics | Cassidy Lewis

What does a real CMO do, and why do most law firms get it wrong?

In this episode, Cassidy Lewis, Chief Marketing Officer at Cooper Hurley and founder of the CMO Academy, breaks down why marketing isn't about tactics or title inflation; it's about teaching, strategy, and trust.

We talk about building in-house marketing teams that actually scale, how community marketing drives referrals, and why omnipresence is the name of the game in 2025.

If you're tired of wasting marketing dollars and ready to lead with intention, this one's for you.



Q&A OF THE MONTH

What's your favorite beverage when the weather starts cooling down?

Morning coffee on the porch.

Inside the Mind of DAMON MILLER

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



Best Summer Reads: What I Picked Up This Summer

Now that summer's winding down, I've been reflecting not just on hikes and weekend adventures, but on what I've been reading. Books are a big part of how I reset, refocus, and recharge. Whether it's fiction that pulls me into another world or nonfiction that sharpens my thinking, I always try to keep a book nearby (and sometimes a few going at once).

Here are a few of my favorite reads from this summer:

The Things We Make by Bill Hammack

An accessible, fascinating look at how engineers quite literally built the world around us. From cathedrals to lightbulbs, Hammack makes you appreciate the design behind the everyday.

Ender's Game by Orson Scott Card

I finally read this classic, and I get the hype. Card is a master storyteller. If you haven't read the sequel, *Speaker for the Dead*, add it to your list. It's just as thoughtful, but in a completely different way.

Exhalation by Ted Chiang

A brilliant collection of sci-fi short stories. Each one explores big questions, about time, memory, free will, and the nature of consciousness. Fun fact: I got to meet Ted Chiang at a writing conference back in undergrad. He's every bit as thoughtful and kind as his stories suggest.

Hiroshima: The Last Witnesses by M.G. Sheftall

Powerful and sobering. This history captures the personal, human side of an event we usually read about in abstract terms. It stuck with me long after I put it down.

The Company We Keep by Robert Baer

Written by a former CIA case officer, this memoir reads like a spy novel, but with the weight of real experience behind it. If you're into intelligence work or international affairs, this one's for you.

The 7½ Deaths of Evelyn Hardcastle by Stuart Turton

A mind-bending murder mystery meets Groundhog Day. Each chapter feels like solving a puzzle inside of a puzzle. Highly recommend if you're in the mood for something creative and clever. ■



Q&A OF THE MONTH

What's your favorite beverage when the weather starts cooling down?

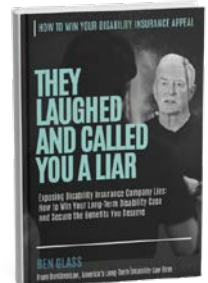
Coffee. All year long.

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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Inside This Issue...

- *How I Traveled (Without Losing my Mind)*
- *Fall in Love with Loudoun: Your Guide to Autumn Adventures*
- *Get Comfortable Being the Odd One Out*
- *Fun Fact About Me: I Love Everything About Hiking*
- *Best Summer Reads: What I Picked Up This Summer*

National Good Neighbor Day – *Won't You Be My Neighbor?*

By: **BGL STAFF**

Did you know every year on September 28, we celebrate National Good Neighbor Day? In a world that often feels fast-paced, this day invites us to slow down and appreciate the people who live right next door.

Few figures captured the essence of neighborliness better than Fred Rogers, the beloved host of Mister Rogers' Neighborhood. With his kind voice and signature cardigan sweater, he sweetly sang the show's theme song which he also wrote and composed. The lyrics included the iconic question "Won't you be my neighbor?" which was an invitation to build a more compassionate world, one relationship at a time.

Being a good neighbor doesn't require grand gestures. It can be as simple as checking in on someone, offering a hand, or sharing a smile and friendly greeting. **Here are a few simple ideas to help you celebrate in your neighborhood:**

- **Share a treat:** Cookies (don't have to be homemade), or extra veggies from your garden
- **Offer a helping hand:** Help with groceries or a large package
- **Say hello:** A quick greeting or conversation can brighten someone's day
- **Organize a small get together:** Invite a few neighbors over for coffee and muffins
- **Write a note:** Leave a note or write a thank-you card for a neighbor who has made a difference
- **Be mindful:** Keep noise down late at night, respect boundaries, watch out for each other ■

