

GLASSGAZETTE

Volume 25
Issue 10

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

Lattes, Long Runs, and the Lone Star State



By:
**Autumn
Haag**
Personal
Injury
Paralegal

Brandon and I recently made the big move to Texas (courtesy of the Marine Corps) and we've been loving every minute of it! This is our newest adventure, and it already feels like such a special chapter in our journey. We're now just 15 minutes from the beach, which has quickly become one of our favorite

weekend spots (there are no parking lots here – you just drive and park on the beach!). We've also discovered an amazing running trail nearby, which is great because I had the grand idea start training for a half marathon – I'm not sure how people do this for fun!

On top of that, the local community has been incredibly welcoming, and there's always something new to explore or take part in. One of my personal goals while we're stationed here is to visit every single coffee shop in the area before we eventually get orders to move again. So far, I've already found a few favorites—and I'm having so much fun hunting for hidden gems (and any excuse to try a new latte!).

This move marks our third relocation in just about a year and a half. We started in Lynchburg, VA, then moved to Quantico, VA, followed by a stint in Florida, and now here in the Lone Star State. Throughout those moves we've been able to travel and explore many other places such as Sedona, The Grand Canyon, New Orleans, Orange Beach, Destin, and New York City to name a few!

The Marine Corps has definitely kept us on our toes, but we're incredibly grateful for the opportunity to see and experience so many different parts of the country. Each place has brought its own unique memories, challenges, and blessings.

Having grown up on a farm, Texas feels especially close to my heart. There are ranches and wide open spaces everywhere you look, reminding me so much of home. There's something comforting and familiar about it, and it's made the transition here feel even smoother.

We're soaking it all in, one day at a time, and feeling truly thankful for this season of life. Whether it's the beach, the coffee, the running, or just meeting new faces, there's something really exciting about being here, and we're so glad to share this update with you! ■



BENGLASSLAW
PERSONAL INJURY | DISABILITY

Upcoming Holidays

- Breast Cancer Awareness Month
- October 13: Columbus Day/
Indigenous Peoples Day
- October 26: National Pumpkin Day
- October 29: National Cat Day
- October 31: Halloween

Out in the Wild



Our receptionist, Angela, recently got engaged to her high school sweetheart! We wish them all the best in this exciting time!

Did You Know?

Americans spend over \$600 million on pumpkins each October, mostly for carving – not eating.

Attention Student Referees and Umpires:

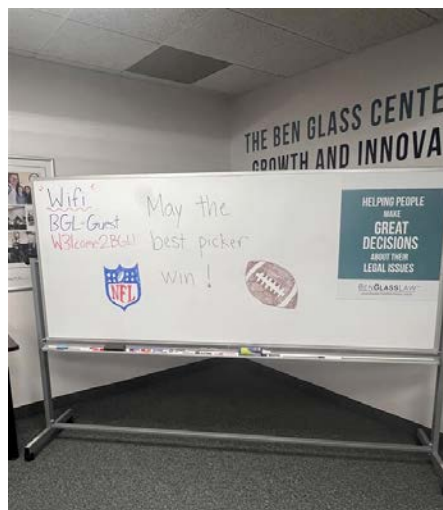
BenGlassLaw wants to reward those students who've taken the first step toward learning how to lead. The BenGlassLaw Referee and Umpire Leadership Scholarship promises \$2,500 to a student who can demonstrate leadership skills secured through referee and umpire experience. Students have until **December 15, 2025**, to apply. Scan the QR code for more information!



FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED

Our firm has recently been in football season mode. We kicked off the season with our annual Tailgate Potluck lunch which included debates over who's going to make the playoffs, and who is going to win our office football pool. Go Commanders!



Our LTD team recently secured a major win for a client—an aviation manager whose career was grounded by sudden, debilitating dizziness. After a successful appeal and tireless advocacy, he can now move forward with peace of mind, knowing his future is protected and his trust was well placed.

This is what one of our clients had to say about our awesome PI team:

"Ben Glass Law is amazing! Professional, patient, and always quick to respond. I always felt that they truly looked out for me every step of the way. Lisa and Brian truly care and fight for the best settlement, and special shoutout to Tammy! She kept me in the loop every step of the way and made the entire process seamless! Highly recommend!"

These are reminders of why we do what we do every day!

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



How to Throw the Ultimate At-Home Tailgate

As a proud Penn State alum, fall weekends in our household are all about one thing: football (when we aren't on the soccer field). Whether we're making the trek to Happy Valley or setting up on our own patio to stream the game, tailgating has become a family tradition — and let's just say, I've learned a thing or two about how to do it right.

So, if you're looking to level up your tailgate this season here are my tried-and-true tips for throwing a game day gathering that rivals Beaver Stadium itself.

1. Prep, Prep, Prep!

Tailgating success starts with a solid game plan. I keep a "Tailgate Tote" in our storage room, always ready with:

Disposable plates, napkins, and utensils

Team decorations including Penn State serving bowls I got from one of my favorite shops in State College.

Having all my items together makes it so much easier to set up.

2. Keep the Menu Easy & Crowd-Pleasing

We love hosting fellow Penn Staters, friends, and neighbors, so I keep the food simple but satisfying:

Pulled pork sliders (Drew is in charge of the smoker!)

Buffalo chicken dip (always a win)

Cookies, brownies, or even blue & white themed cupcakes (I have been known to order ice cream from the Penn State creamery and have it shipped for a big game, anything special like that makes such a difference).

Delegate – I always ask guests to bring their favorite beverage and a side, snack or dessert to share so we never go hungry.

A cooler stocked with water, juice boxes, and a few adult beverages.

3. Make It Kid-Friendly

As a mom, I've learned that happy kids = happy tailgate. We always have a few games to keep the little ones entertained:

Mini footballs for tossing around

Cornhole or ring toss

Coloring books with crayons in team colors

A cooler stocked with snacks just for them

4. Add a Touch of Team Spirit (and Style)

Tailgates don't have to be fancy, but a little flair goes a long way. We throw on our blue and white and set up a quick "photo booth" spot with a Nittany Lion cutout for fun pics.

It's all about making memories and let's be honest, posting the perfect shot to Instagram never hurts.

Final Thoughts from Your Favorite Tailgating Attorney

For me, tailgating is about more than football, it's about community, connection, and creating moments with people you care about.

Whether we're outside Beaver Stadium or watching from home, the goal is always the same: good food, great friends, and even better memories.

So, throw on your blue and white, crank up the fight song, and bring the Penn State energy to your next tailgate.

We Are! ■



Q&A OF THE MONTH

What fall movie do you rewatch every year?

Honestly, between football and running to various soccer fields we don't have much time for movies in the fall.



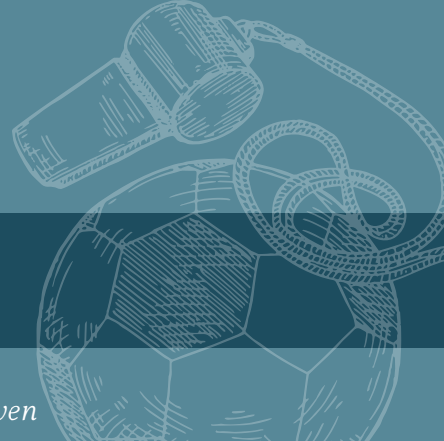
LISA LOVES...

I recently bought a small weekly calendar for my son to use for middle school, and it has been a huge help in helping him become organized. I started to use it for myself just to keep focused on the week.



Inside the Mind of BEN GLASS

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



Scary Times? Not If You Understand the World

October is the month of haunted houses, ghost stories, and skeletons on the lawn. But let's be honest, today's headlines can feel scarier than anything on Halloween night.

The government is "taking on" successful companies like Google. The media is breathlessly warning us about artificial intelligence. Pundits say the world is changing too fast for any of us to keep up.

Scary times? Not if you understand the world.

This month, I've written two short reflections: one on the absurdity of punishing Google for being successful, and another on how we should be preparing the next generation for the opportunities AI will bring.

If you can see through the fear, you'll realize: there has never been a better time to be alive in America than there is today.

Don't Let Them Scare You From AI

The media says, "be afraid of AI." From the Washington Post: "AI is coming for a lot of jobs. Is yours one of them?"

And from New York: "NYC bans access to ChatGPT on school computers, networks."

But AI isn't a threat. It's an opportunity. The people who learn to use it will win. The ones who don't will fall behind. Just like when cars replaced horses as our primary means of transportation.

I see this in the legal world, and my doctor told me the same thing is happening in the medical field. Many are running away from AI. The smart ones are investing time and energy into it.

Your kids need the freedom to experiment, to think, and to create with the best tools available. That's the mindset that built this country. And it's the only mindset that will prepare the next generation for what's coming.

Try as they might, the future won't be defined by politicians or regulators. (OK, that would be really scary!) Your life is NOT the headlines. You get to own your own life.

These are the most exciting times to be alive — if you understand the world.

Questions about this? Let's have lunch. LunchWithBen.com

Now this IS Scary: The Government's Relentless Attack on Success

The media cheers while the government drags Google or Amazon or Apple into court. Why? Because the media, mostly a dying and fragmented industry, wants everyone and every business to be equal and they absolutely hate winners.

Think about it for a moment: Why do these companies dominate? Why do other companies struggle to compete with them?

It's not because Amazon, Google and Apple hold a gun to people's heads and say, "buy my product." It's because they actually build products that consumers want and will pay for.

This Is The Way It Is Supposed To Be

Consider: nobody is forced to use Google. You can switch to Bing, DuckDuckGo, or Yahoo in

— continued on next page



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seconds. You are allowed to buy something other than an iPhone or drive to the store yourself rather than ordering on Amazon. But almost no one does — not because of coercion, but because consumers feel they are better served. Consumers vote with their clicks billions of times a day, and businesses follow the money.

That's a success formula to be modeled, not punished.

Regulators punish the companies that actually gave us something better.

What lesson does that send? That in America, building something the whole world wants is grounds for suspicion.

That's scary.

Oh, and AI is about to change everything anyway. Which proves, once again, that free enterprise — the system this country was founded on — is all we ever need.

So, when the headlines scream about “scary monopolies” and “crackdowns,” don't be fooled. The real story is simple: innovation wins, consumers win, and the sky isn't falling. Scary times? Only if you believe the headlines.

Got a business idea you'd like to run with? Listen to The Renegade Lawyer Podcast — lots of good ideas there and if lawyers can implement these ideas, anyone can do it. Trust me. ■

Exciting News!

Ben has been invited to speak at the White Coat Investor's WCICON 26 — the Physician Wellness & Financial Literacy Conference — happening March 25-28, 2026 in Las Vegas!

He'll be sharing his years of expertise helping hardworking doctors and medical professionals get the disability benefits they deserve.

A promotional graphic for WCICON26. The top half has a green background with the text "WCICON26 SPEAKERS" in white, "Announced!" in a white script font, and the "WCI CON" logo (with a blue chevron) and "PHYSICIAN WELLNESS & FINANCIAL LITERACY CONFERENCE" in white. Below this, it says "MARCH 25-28, 2026" and "Las Vegas" in white script. The bottom half has a dark blue background with a portrait of Ben Glass, a man with short grey hair wearing a suit and tie, smiling. Below the portrait is a green banner with the text "BEN GLASS" in white.

PODCAST EPISODE OF THE MONTH

What if your most meaningful life lesson came from the bedside of the dying?

In this powerful episode of the *Renegade Lawyer Podcast*, Ben Glass is joined by Dr. Jordan Grumet—hospice physician, author of *The Purpose Code*, and one of the most thoughtful voices at the intersection of medicine, meaning, and money.



Q&A OF THE MONTH

What fall movie do you rewatch every year?

The fall movie is Remember the Titans, because I was in high school when the team, T.C. Williams, that is featured in that movie was going through what is depicted in the movie... I remember those days clearly.



Inside the Mind of BRIAN GLASS

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



I Recently Turned 42

Here are ten things I'd tell 32 year old Brian.

1. Chalk it up to ignorance; not malice.

Most wrongs are unintended. Just assume that they all are.

2. Open a guilt-free spending account.

In my 30s, I got very good at saving and investing. Not so good at spending and enjoying.

3. It's ok for it to feel easy.

Sometimes lawyers wear "hard" as a badge of honor. The thing that feels easy to you and hard to everyone else is where the \$\$\$ is.

4. Read less; ship more.

The failure rate will be higher, but so will your number of wins.

5. Load up on Bitcoin.

Like Biff and the Sports Almanac, 2015 Brian would love this tip.

6. No one knows what they're doing.

Don't expect that one day you will.

7. 32 is so young.

Hopefully, so is 42.

8. Stop talking when you have nothing else to say.

32 year old Brian is only getting 8 tips.

Cheers. ■

Glass House Shenanigans

I recently noticed my 7-year-old's hair had a lot more "texture" than usual.

After a few days of wondering, I finally asked, "Are you using shampoo?"

Without missing a beat, he replied, "No." Consider this your friendly reminder: if you've got boys, don't assume shower time equals clean time—it might just mean a private concert. ■



PODCAST EPISODE OF THE MONTH

Sick of pouring budget into ads that attract the wrong cases?

In this episode, Delisi Friday breaks down a referral-first growth plan built on two pillars: better intake and the CORE method—Create Once, Recycle Everywhere. We get into the exact intake language that protects trust ("Who can we thank for the referral?"), the follow-up rhythm that keeps you top-of-mind, and how to turn one recording into weeks of credibility-building content without burning out your team.



Q&A OF THE MONTH

What fall movie do you rewatch every year?

*Shawshank Redemption
(this is an all season movie)*

Inside the Mind of DAMON MILLER

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



Justice for a Young Family: Holding a Landlord Accountable for Acting Outrageously and Illegally



Recently, I had the opportunity to step outside my usual long-term disability practice and volunteer with Legal Services of Northern Virginia. The case was a landlord-tenant dispute where a landlord acted outrageously and illegally.

My client is a single father, caring for two young children after the death of his wife a few years ago. His ordeal began when his landlord suddenly demanded an extra \$500 a month in rent beyond what they agreed to, threatening to kick him out if he didn't pay.

When he refused, the retaliation began. The landlord left him a voicemail saying he had changed the locks and making it clear he wasn't welcome back. That evening, when my client came home, he discovered that the landlord had not only changed the locks, but also nailed shut the door, leaving him and his children stranded outside. They couldn't get back inside their own home until 2:30 in the morning, after eight to nine long hours of waiting. The kids were cold, hungry, and exhausted.

When they finally got inside, my client discovered that the landlord had stuffed all his belongings into garbage bags and stolen an iPad and some cameras. One of the cameras contained pictures of his late wife. Pictures that he'll never see again.

The harassment didn't end there.

The landlord escalated things further by shutting off the power to the home, in the hopes that it would force my client out. Then he rented the basement to the property to someone else while the lease was still in effect.

This is exactly what Virginia law forbids. Landlords cannot "self-help" evict tenants. They cannot nail a door shut, change locks, cut power, or toss out possessions. The only legal way to remove a tenant is by going through the courts.

At trial, we told our client's story, and the judge ruled in his favor. She ordered the landlord to pay damages and held him accountable.

For me, it was a reminder of why we practice law in the first place: to stand up for people who need a voice when the odds are stacked against them. While my day-to-day practice focuses on long-term disability insurance, this case was a powerful example of how the law is supposed to protect the vulnerable. ■



Q&A OF THE MONTH

**What fall movie do you
rewatch every year?**

*The Charlie Brown
Halloween Special!*

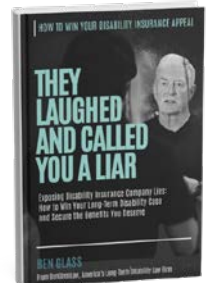
Our NEW Long-Term Disability Book is Available Now for FREE

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.

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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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Ben There, Won That — 30 Years of BenGlassLaw!

Next month, we're celebrating 30 years of BenGlassLaw — and what a journey it's been! From day one, Ben's mission has been clear: serve our clients with integrity, fight for what's right, and build a team that's passionate about making a difference. Over the years, the firm has grown, adapted, and tackled challenges head-on — always with a sense of purpose (and lots of office celebrations, big wins and according to AI, approximately 20,000 cups of coffee).

This milestone is more than just a number. It's a celebration of the people who've made it all happen — our loyal clients, our supportive community and our leader and visionary, Ben, who has guided us every step of the way.

What else was new in 1995?

Amazon — they were just getting started and only sold books!

Windows 95 — The Empire State Building was lit up with the Windows logo and buyers were camping out at Best Buy.

The Fresh Prince of Bel-Air — made its tv debut.

Toy Story by Pixar was playing in the movie theaters.

By: **BGL STAFF**

