

GLASSGAZETTE

Volume 25
Issue 11

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

My Pleasure: From Fast Food to First Impressions



By:
**Angela
Avalos-Garcia**
Our Legal Receptionist

Before joining the amazing BenGlassLaw team, I worked at Chick-fil-A. I started there when I was about 17 years old and enjoyed every minute of it! I gained so many skills that have become very useful to this day. Starting as a team member was challenging due to the fast-paced environment we faced every single day. My directors and shift leads were a great source of encouragement and inspiration, motivating me to keep going and improving.

Over time, I found my rhythm and was able to grow into my role. I learned how to connect with guests and offer the best service possible. After two years, I was promoted to shift lead. It took some time to get there because of COVID and everyone being stuck at home, but I eventually achieved my goal. As a shift lead, I wasn't just given the chance to help run the business—I got to help the team become the best version of themselves. That was my favorite part: supporting my younger coworkers as they found their rhythm and believe that they could one day be shift leaders too.

After graduating from high school, I attended NOVA and earned my paralegal degree. I've always been interested in law and how the justice

system works, and I knew I was not going to stay at CFA forever. As much as I enjoyed working there, the time came for a new adventure. I began looking for a new position and came across BGL, and decided to take a chance. I'm incredibly grateful for the opportunity to be their receptionist here. Now I'm learning firsthand what working in the legal field looks like and using the social skills I've been building along the way.

Thank you, Chick-fil-A, for the lessons—and thank you, BenGlassLaw, for taking a chance on me!

P.S., and yes—if you catch me saying “my pleasure” around the office, just know some habits are too polite to break! ■

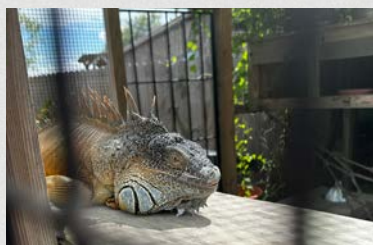


BENGLASSLAW
PERSONAL INJURY | DISABILITY

Upcoming Holidays

- November 11: Veterans Day
- November 13: World Kindness Day
- November 18: National Entrepreneurs' Day
- November 27: Thanksgiving Day
- November 28: Black Friday

Out in the Wild



Autumn, one of our personal injury paralegals, recently visited the South Texas Botanical Gardens, and one of the coolest surprises she saw was the number of animals they're rehabilitating there. She shared how it was more than just a garden; it's a mix of nature trails, conservation work, and fun, hands-on exhibits.

Did You Know?

Americans eat more than 46 million turkeys on Thanksgiving Day each year! That's about 1 turkey for every 7 Americans!

Book Recommendation

The Silent Patient

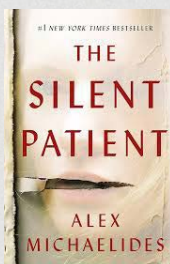
By: Alex Michaelides

Alicia Berenson, a famous painter, shoots her husband and then never speaks another word.

Psychotherapist

Theo Faber

becomes obsessed with uncovering why—and as he digs deeper, he discovers shocking truths that lead to a jaw-dropping twist.



FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED

Derrick Brown of MoveDocs joined us to share how their sleek platform is streamlining personal injury case management—and we loved the insights! It was a great chance to see how tech is transforming the way legal and medical teams collaborate.



Our LTD team is on the brink of an exciting achievement—almost 100 individuals are now on-claim! Every new claim represents someone receiving the support they need, and it's been incredibly rewarding to watch this momentum build. Huge thanks to everyone contributing to this effort—let's keep pushing toward that 100 mark and beyond!

A few of our team members attended the Filevine Conference in Salt Lake City — gathering insights, building connections, and bringing back fresh ideas to fuel our firm!



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*



Team Bonding and Big Ideas: Our Trip to the Filevine LEX Summit in Salt Lake City

Last month, four members of our team Brian, Tammy, Mary and I—traveled to Salt Lake City to attend the Filevine LEX Summit, a premier conference focused on legal operations, innovation, and client service.



While the Summit offered an impressive lineup of sessions on case management, workflow automation, and cutting-edge legal tech (Filevine never disappoints!), the real magic happened outside the breakout rooms. Being able to step away from the office together gave us the chance to recharge, connect, and learn, not just from industry experts, but from each other.

We shared meals, swapped ideas, and yes, managed to have some laughs along the way (turns out, our paralegals have some serious dance moves). Whether we were diving into how to make our processes more efficient or simply soaking in all of the fun events at the conference, we came home energized and inspired.

Why does this matter?

Because our clients benefit when our team is

aligned, informed, and motivated. Attending LEX helped us discover new tools and strategies that we're already putting into practice and it reinforced the value of collaboration, both in and out of the office.

Conferences like this are more than just professional development. They're a reminder of why we do what we do and how lucky we are to do it with a team that genuinely enjoys working (and traveling) together.

Thanks, Filevine, for hosting such a dynamic event. And thank you to our clients for trusting us every day. We're bringing back new energy and ideas to keep serving you better than ever. ■



Q&A OF THE MONTH

What's something you're grateful for this season?

I am thankful for time to slow down and enjoy family time!



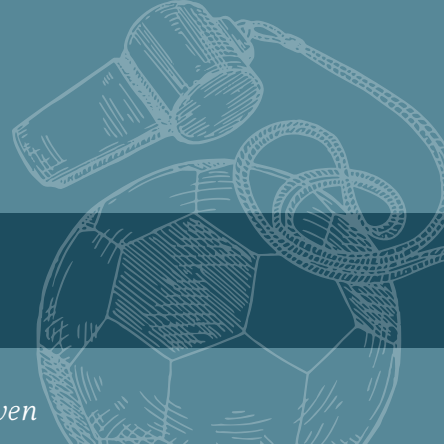
LISA LOVES...

Christmas is my favorite time of the year and it is right around the corner. This year I started to plan last month and each week I thought about something else to check off the list. I already feel more prepared. My advice is to start thinking about things early so that you can enjoy the holidays!



Inside the Mind of BEN GLASS

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



“Choose Joy. Start Now.” What I Learned from Dr. Seema Desai

If you’ve hung around our world for a while, you know we’re obsessed with helping high-achieving professionals build practices—and lives—they actually enjoy. I get to interview a lot of great people for my Renegade Lawyer Podcast and that’s where I met Dr. Seema Desai.

Seema is a former general dentist from Austin, Texas, who walked away from the drill to become a keynote speaker and executive coach focused on performance and well-being. She’s also the author of **Connected: Discovering Your Inner Guides** and co-host of the award-winning podcast *Happy and Human*. We connected through the White Coat Investor community (I will be speaking at their major conference for doctors next Spring), and her story is a case study in rewriting the old success formula.

From “Doing It Right” to “This Isn’t It”

Seema grew up as the daughter of blue-collar Indian immigrants in a small-town in Texas. Like many of us, she looked at the neat menu of “respectable” careers, things like doctor, lawyer, engineer, and chose dentistry. She checked the boxes that we’re told equal success: title, income, vacations, all tied up with a Tiffany ribbon. But the joy she expected to find inside never appeared.

The real breaking point came after she became a mother and ran headlong into postpartum depression. On paper, everything was “right”—good marriage, healthy baby, thriving career. Inside, it was dark. She noticed the person she was becoming with her kids, and she didn’t like it. That honest look in the mirror of – Who am I doing this for – became the turning point.

The Body Keeps the Score (And the Breath Holds the Clue)

One of Seema’s lifelines was yoga. Not the Instagram kind—the kind that teaches you to read your nervous system. She’s blunt: “We teach medical and dental students to memorize the vagus nerve, but not to regulate it.” (This is something Sandi and I had to “go back to school” to learn as we began our adoption journey.)

Her simple prescription: start with breath. Before making a decision, notice—are you bracing, shallow, tight? Or open, steady, relaxed?



Dr. Seema Desai

Your breath is a dashboard light. If the decision is aligned, your body tells you.

This is performance hygiene. Try building a one-minute “box breath” into transitions (inbox → drafting, drafting → meeting, meeting → drive home). Four seconds in, hold four, out four, hold four—repeat four times. You don’t need a mat. Just do it.

The Scariest Part Isn’t Leaving— It’s Not Knowing

Many adults living in Northern Virginia live on the ascension ladder: LSAT/boards → degree → job → partnership. We always know the next rung (and we often try to get our kids to climb the same ladder.) The scariest moment in Seema’s story was when she realized “this isn’t working,” but

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did not know what to do next.

She experimented. She got coach training. A publisher approached her about a book. She coached one-on-one. She felt her energy surge when she stood on stage, teaching people that joy is not a luxury - **it's a strategy**. Today, keynote speaking is her main lane because it lets her place a simple, subversive message in front of whole rooms at once:

Joy isn't selfish. It's your competitive edge to prevent burnout.

Think about that inside your own house. Regulated parents make better decisions. Present parents raise more resilient kids. At work, clear leaders grow healthier teams. Joy, in this view, is fuel.

Invest in Yourself (Beyond Tuition and Tech)

Seema challenges us to invest in ourselves with the same seriousness we invest in credentials, resume building or gadgets. Sometimes that's money (coaching, masterminds, training). Often it's attention and courage: carving space to clarify what you value—separate from what your industry (or your parents) celebrates.

She offered two deceptively simple tools you can use today:

1. Breath check before yes/no.

If your breath is tight, ask what

part of you is saying “yes”—fear, obligation, image? If it's open and steady, that's data too.

2. Name the hidden yes. Every “no” is a “yes” to something else. “No, I can't take that board seat” might mean “Yes, I'm coaching my kid's team” or “Yes, I'm protecting deep-work time.” Make the yes explicit and guilt drops.

A Note to High-Achieving Women (and the People Who Lead Them)

Seema works with many women who are carrying two full plates—overextending at work to prove they've “got it,” then shouldering legacy roles at home. The research backs up what you see: higher reported stress, more health flags, and a greater risk of burnout. If you lead teams, design roles that make “no” easier and model it yourself. If you're living this, try Seema's two tools this week and protect one hour that is purely restorative—not productive.

Why This Matters to Our Community

I talk to dentists, physicians, parents and leaders every week who are brilliant, well-compensated, and exhausted. Some are literally falling asleep at the wheel between errands and “kid life.” Others are stringing together 60-hour weeks and calling a 7-minute lunch a win. That's not a life.

Seema's path isn't a call for everyone to quit and become

a speaker. It's permission to measure success differently—and to act on what your breath and your body already know. Maybe that's changing a schedule, renegotiating a role, saying no to the “good” to preserve the “best,” or finally hiring help so you can be present where it counts.

As one wise 97-year-old told Seema on a beach: **“Choose joy. Start now.”** You don't have to know the whole plan. You only have to take the next aligned step.

If this struck a chord, cue up Seema's *Happy and Human* podcast, check out her book *Connected*, or share this article with a colleague who's quietly carrying too much. And if you're ready to build a law practice that funds your life (not the other way around), keep reading—we've built the tools to help you do exactly that. ■

Small Business Tip of the Month

Most business owners think social media is about going viral. It's not. It's about staying visible to the people who already trust you. One useful video a week—shared intentionally with your best customers and referral partners—beats a hundred random posts. Consistency, not volume, wins the social media game.

Want to chat about your business? **LunchWithBen.com**



PODCAST EPISODE OF THE MONTH

What happens when you combine legal expertise, a physician's insight, and technology into a single business model?

You get Kyle Claussen and Resolve—a firm that's reviewed 10,000+ physician employment contracts and built a legal-tech platform serving doctors across the country.



Q&A OF THE MONTH

What's something you're grateful for this season?

My healthy family!



Inside the Mind of BRIAN GLASS

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



Breakfast beer after a 19 mile Marine Corps Marathon training run

This will be my seventh MCM.

Something like my tenth marathon overall, but it's been a while (and I am definitely feeling the years).

In between, I've run 5Ks, 50-milers, a handful of Spartan races, even a 100-miler.

Here's what I've learned: training never gets any easier.

Sometimes you're stronger, and you just move the goalposts of what "success" looks like.

Sometimes life puts limits in the way... injury, time, fitness level, age... (this year's constraint combo for me is available hours and age).

Every training cycle is different, and none of them are easy.

It's a lot like life in that way.

Life will always be hard work. So you'd better be working on a life you enjoy.

I enjoy running.

(and a tasty breakfast beer). Cheers! ■



Glass House Shenanigans

All three of our boys are playing soccer this season—but let's just say "motivation" looks different for each of them. For our youngest (8U), we dangled the ultimate prize: a 7-Eleven Slurpee if he scored a goal. Suddenly he was sprinting like he'd been recruited for the World Cup. Best hustle we've ever seen. Too bad he didn't realize the Slurpee was for after the game, not during his halftime water break. ■



PODCAST EPISODE OF THE MONTH

Forget boring branding and forget trying to please everyone, this episode is about standing out, building trust, and boldly owning your space.

This week, Brian sits down with Lee Rudin, founder of RUDIN LAW and the brain behind the unforgettable "Get Rude" brand. If you've ever wondered how to create a law firm identity that clients actually remember and wear on a t-shirt, this is your playbook.



Q&A OF THE MONTH

What's something you're grateful for this season?

Time with family

Inside the Mind of DAMON MILLER

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



As we head into
Thanksgiving, I want
to pause and simply
say thank you.

To my clients: you've trusted me with your stories during some of the most difficult chapters of your lives. That's not something I take for granted. I know how much courage it takes to share your struggles, to fight back when an insurance company says "no," and to keep moving forward when the road feels long. Walking alongside you in those moments is the most meaningful part of what I do.

To my referral partners and colleagues: thank you for believing in me and sending people my way who need help. That trust means everything. Each introduction allows me to make a difference for another family—and I don't take that lightly.

This time of year reminds me that my work isn't just about appeals or court filings. It's about people. It's about helping families find peace of mind, and standing up when someone feels alone against a powerful system.

I'm grateful every day for the opportunity to do this work. Wishing you and your loved ones a safe, restful, and joy-filled Thanksgiving.

Warmly,

Damon



Q&A OF THE MONTH

What's something you're
grateful for this season?

Family.

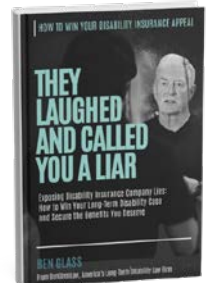
Our NEW Long-Term Disability Book is Available Now for FREE

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
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3998 Fair Ridge Drive Suite 250
Fairfax, VA 22033
tel 703.544.7876 fax 703.783.0686
www.BenGlassLaw.com

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For feedback, comments, or for assistance, 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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Budget Friendly Hostess Gifts for *Thanksgiving & Friendsgiving*



By: **BGL STAFF**

Showing up with a little something for your Thanksgiving host doesn't have to cost much. There are still plenty of affordable ways to say, "thanks for having me!"

For a beverage option, skip the pricey wine and go for **sparkling cider**, **flavored seltzers**, or **seasonal teas** that can bring fall flavor and sparkle. **Ginger beer** is a fantastic choice—it's bold, zesty, and totally **non-alcoholic**, despite the name! It's great on its own or mixed into mocktails. You can also go with **ginger ale**, which is lighter and just as festive. Both are easy to find at grocery stores, Target, Walmart and note that Trader Joe's Ginger Brew comes in a cute bottle for only \$4! For \$4 more grab a bottle of their Cranberry or Cherry juice for an extra splash of color and taste. Pick up a lime for a tasty twist!

If money's not a concern, you can add a little extra flair with **cute paper cocktail napkins**, **festive drink stirrers**, or **fun paper straws** to match the season.

Bread is always a winner! It's versatile—**savory breads**

like baguettes, cornbread or rolls can be served with dinner, while **sweet breads** like pumpkin or banana are perfect for dessert, snacking, or breakfast the next morning. If you're keeping costs low, grab a box of **cornbread mix** or **Red Lobster biscuit mix** and bake it yourself. Not a baker? Our office loves Whole Foods already prepared cornbread.

If you've got a little more wiggle room in your budget, upgrade your bread gift with a **store bakery sourdough loaf** and pair it with a **European-style butter** or a small jar of **jam** or **honey**. Or wrap your gift in a **seasonal dish towel** from HomeGoods or Marshalls.

If you're still unsure what to bring, just ask the hostess if there is something they would like you to pick up! Or offer to help with the dishes. **You'll probably hear, "That's the best gift of all!"**