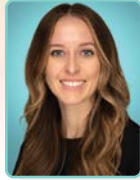


GLASSGAZETTE

Volume 26
Issue 1

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

Happy 2026



By:
Lauren Hill
Marketing
Director

Happy 2026, friends!

We're kicking off another year of newsletters with some recent feel-good stories.



CROWD FUNDED RETIREMENT

Late in 2025, a viral video of 88-year-old Army veteran Ed Bambas working long hours at a Michigan grocery store touched hearts around the world. After losing his pension and struggling financially following his wife's illness and passing, Bambas had returned to work full-time. An Australian creator shared his story on social media and launched a GoFundMe campaign to help him retire. What started with a modest goal quickly exploded with support, raising nearly \$1.7 million from tens of thousands of donors, giving Bambas a chance to finally enjoy retirement after a lifetime of service.

ATTIC SURPRISE

Imagine cleaning out your late mom's attic and stumbling onto the find of a lifetime. That's exactly what happened to three brothers who uncovered a near-perfect 1939 Superman No. 1 comic tucked away for decades. They assumed it might be worth something. When it hit auction, the comic sold for an unbelievable \$9.1 million, the highest price ever paid for a comic book. What was once collecting dust in a box turned into a real-life superhero moment for the family... and a reminder that sometimes the coolest surprises are hiding right above our heads.

COMAS LEAD TO LOVE

Back in 2018, Zach and Isabelle landed in the same Minnesota hospital after separate accidents left them both in comas. They woke up, became friends during recovery, and eventually went their separate ways. Years later, life reconnected them. One reunion turned into dating, and now they're getting married. It's the kind of real-life plot twist that feels straight out of a movie, proving that sometimes the most unexpected beginnings can lead to the happiest endings. ■



BENGLASSLAW
PERSONAL INJURY | DISABILITY

Upcoming Holidays

- Jan 1: New Year's Day
- Jan 4: World Braille Day
- Jan 6: National Bubble Wrap Appreciation Day
- Jan 20: Martin Luther King Jr. Day
- Jan 27: International Holocaust Remembrance Day
- Jan 29: Chinese New Year

Out in the Wild



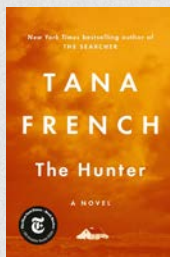
Janet, one of our On-Claims Coordinators, enjoyed time at the FBA Paralegal Section Holiday Party!

Did You Know?

The famous Rose Parade in Pasadena, California, started in January 1890. This parade features elaborate, flower-covering floats, marching bands, and even equestrian units!

BGL Book Club

***The Hunter** by Tana French is a tense mystery set in rural Ireland, where retired detective Cal Hooper mentors a troubled teenager, Trey, whose estranged father returns with a dangerous scheme that threatens to unravel the town's fragile peace. It's a story of family secrets, old grudges, and the clash between morality and survival.*



FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED



As we step into the new year, our firm remains dedicated to standing by your side with compassion, expertise, and unwavering support. Whatever challenges you face, we're here to help you navigate them with confidence and care. Here's to a year of new beginnings and brighter outcomes together!

Here's what a recent client shared about their experience with us:

"Brian and Autumn were amazing through the entire process! My personal injury case was something I have never had to deal with before and they made it so easy on me. I would highly recommend them to anyone dealing with any kind of personal injury case. Thank you so much Brian and Autumn!"

Our LTD team recently achieved a life-changing win for a client living with PTSD and related mental health conditions that had prevented him from working. After MetLife initially denied his claim, our team fought tirelessly—gathering comprehensive evidence and powerful letters of support from his treating therapists. Thanks to this effort, MetLife reversed its decision, approved the appeal, and awarded back benefits. This outcome not only restores financial stability but also validates the challenges our client has faced.

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



Starting the New Year with Something Better Than Resolutions

Every January, we're bombarded with talk of resolutions. Grand plans to overhaul our routines, reset our habits, or become "new" versions of ourselves. But as a mom, an attorney, and someone who loves to travel (and enjoys a good glass of wine along the way), I've learned that the most meaningful fresh starts usually don't come from a list taped to the fridge. They come from perspective.



The turn of the calendar gives us a natural pause and a moment to look back at the past year, not with a critical eye, but with gratitude for what we've weathered and what we've learned. For me, that often means noticing the small moments that carried me through the chaos: a kid's unexpected joke after a long day, enjoying a walk and long chat with a neighbor, or the way a great bottle of wine can turn a regular Tuesday dinner into something memorable.

So, this January, instead of resolutions, I'm focusing on something simpler: setting the tone.

For me, that means choosing to enter the year with openness to new cases, new connections, new adventures, and yes, maybe a new travel destination or two. It means giving myself grace when the house gets messy or the schedule gets overwhelming. And it means noticing and celebrating the good things, even the tiny ones.

I encourage you to think about your own "tone-setting" this year.

Not a goal. Not a checklist.

Just a mindset.

Maybe it's curiosity. Maybe it's patience. Maybe it's joy. Maybe it's reclaiming time for yourself or reconnecting with the people who make you laugh the hardest. Whatever it is, I hope it helps you step into 2026 feeling grounded, hopeful, and ready for what's next.

From all of us at BenGlassLaw, we wish you a warm, bright, and optimistic start to the new year. If you ever need us. Whether it's for legal guidance or just a recommendation for a great local winery, we're here for you.

Here's to a year filled with perspective, positivity, and plenty of moments worth savoring. ■



LISA LOVES...

I am not someone who typically journals, but I was intrigued when the Gratitude Journal was recommended to me. Immediately added to cart, and it has been really helpful in keeping a positive mindset even when the day-to-day stress can feel overwhelming.



Q&A OF THE MONTH

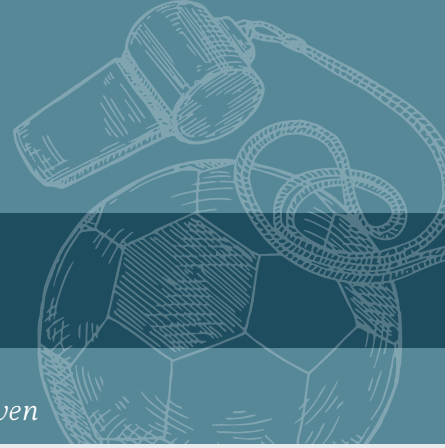
What is one thing you're excited to try this year?

We really want to be able to ski as a family so I am really excited to get the boys more experience so we can have skiing adventures together.



Inside the Mind of BEN GLASS

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



The Hardest Resolution: Becoming Someone Different

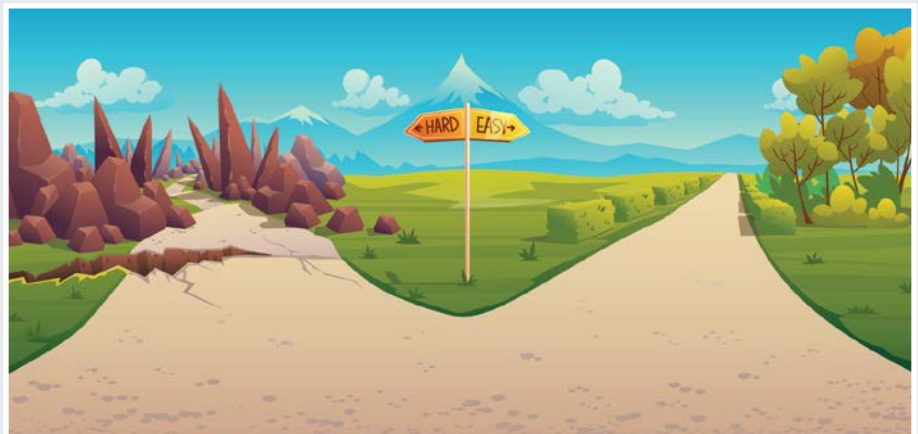
January is here again, and the familiar promises are everywhere: exercise more, eat better, organize the garage, finally learn Spanish.

These are fine goals. But they miss something deeper.

The truth about meaningful change—the kind that actually sticks—is that it's not really about adding new habits or routines. It's about becoming a different person. And that's work most of us aren't prepared for.

I spent my January writing to lawyers and doing webinars about stepping into leadership, about the identity shift required to move from being "the person who does all the work" to "the person who guides the organization." But as I wrote, I realized this struggle isn't unique to running a law firm. It's the struggle of anyone who wants real transformation.

Whether you're trying to be a better parent, a more present partner, someone who actually takes care of their health, or someone who stops putting everyone else's needs before



If you're making resolutions this January, I'd encourage you to go deeper. Ask yourself: Who do I need to become for this change to be real?

their own—the obstacle isn't willpower. It's identity.

Here's what I mean: You can add "go to the gym" to your calendar. That's a habit. But becoming someone who values their health enough to make different daily choices? That requires you to actually change who you think you are. And the moment you start to step into that new identity, something uncomfortable happens.

You feel like an imposter. You feel guilty. You worry that people won't recognize you anymore. You might even feel—strange as it sounds—less essential to the people who've always relied on you being exactly who you've always been.

Brené Brown, in her book "Dare to Lead," calls this vulnerability.

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She says it's not weakness—it's actually the clearest evidence of courage. Because stepping into a new version of yourself means giving up the identity that has always brought you comfort and praise.

Think about that for a moment. If you've always been "the reliable one" who never says no, becoming someone with boundaries means losing that familiar identity. If you've always been "the busy one" whose worth comes from constant motion, becoming someone who rests means questioning your value. If you've been "the strong one" who never asks for help, becoming someone who admits limits feels terrifying.

The hard work isn't joining a gym or buying a planner. The

hard work is sitting with the discomfort of no longer being who you've always been. It's tolerating the vulnerability of trying on a new identity while the old one still fits better. It's having the courage to disappoint people who liked the old version of you.

This is why most resolutions fail by February. We treat them like habit problems when they're actually identity problems. We're trying to change what we do without first deciding to change who we are.

So, if you're making resolutions this January, I'd encourage you to go deeper. Don't just list the habits you want to add. Ask yourself: Who do I need to become for this change to be real? What old identity am I protecting? What am I afraid of losing?

And then—and this is the hardest part—permit yourself to feel uncomfortable as you step into something new. That discomfort isn't a sign that you're failing. It's a sign that you're actually changing.

The work of transformation is supposed to be hard. It's supposed to feel vulnerable. That's how you know it's real.

Here's to a year of actual change.

Want to chat? Check out LunchWithBen.com

–Ben Glass



PODCAST EPISODE OF THE MONTH

Are You Running Your Law Firm... Or Is It Running You? (Live from the GLM Summit)

This episode is an absolute masterclass on the Entrepreneurial Operating System (EOS)—delivered live at the GLM Summit. If you've ever felt like your law firm is running your life instead of the other way around, this is the clarity bomb you need.



Our EOS expert walks you through what it really means to build a practice that grows and thrives without you being in the center of every single decision. You'll hear how EOS helps law firm owners get control of their time, profit, people, and systems—using a proven, six-component framework that's now implemented in over 250,000 companies worldwide.

Want to talk about the vision of your life or business over lunch?

If you were to sit next to Ben on an airplane, we guarantee that he would lean over to ask you what your 'superpower' is within the first five minutes. Investing in people's stories and being a cheerleader for their future is one of the things that Ben does best. The 'Lunch with Ben' Program is for mentoring people from all walks of life, particularly business owners, young people, and those who are just starting their careers.

Learn more and schedule a lunch at LunchWithBen.com.



Q&A OF THE MONTH

What is one thing you're excited to try this year?

More days that look like full retirement!



Inside the Mind of BRIAN GLASS

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



Two things I love: *My JMU Dukes in the college football playoffs and a coach who delays moving on to a bigger opportunity to honor his commitment to his current team*

As a freshman in 2001, we used to go and watch our 2-9 Dukes play I-AA ball in a glorified high school stadium. It wasn't pretty.

JMU playing in Oregon in the college football playoffs is the kind of thing that would only have happened on my XBOX in dynasty mode (side note: I was amazing at NCAA 2001).

But more than that, in the era of the transfer portal and both players and coaches being quick to move on and move up, I love that Bob Chesney is going to finish out the playoff run with the team.

I'm sure that UCLA has a million and one things for him to do... And I'm sure that my old 1L roommate Martin Jarmond would rather have Coach

focusing on recruiting...

But Coach Chesney will never get another chance to play in the playoffs with **this team** and I dig that he's taking it.

JMU is +50000 odds to win a national title.

In the words of Jim Carrey "so you're saying there's a chance." ■

Glass House Shenanigans

We finally caved and got our middle schooler a cell phone. Like responsible adults, we drafted a very official "Phone Contract" complete with rules—one of which was no phones during family time.

It took approximately five minutes for him to cash that in. "Mom... Dad... could you put your phones away while we watch this movie?" ■



PODCAST EPISODE OF THE MONTH

The 4 Numbers You Must Know Before Your 2026 Law Firm Planning

If you're planning for 2026 without knowing your numbers, you're not planning, you're guessing.

In this solo episode, Brian breaks down the 4 numbers every law firm owner must know before heading into annual planning:

- Average case value (including your zeros and how to handle those big outliers)
- Cost to acquire a new client (and why messy QuickBooks are silently killing your clarity)
- Total owner compensation (the real "am I winning?" number, not just revenue)
- Wanted lead to client conversion rate (the lowest-hanging fruit in your firm)



Q&A OF THE MONTH

What is one thing you're excited to try this year?

Working with a fitness coach to get in the best shape of my life

Inside the Mind of DAMON MILLER

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



Starting the New Year with Intention

One thing I've learned over the years is that meaningful goals don't begin on January 1. If I wait until the new year to start thinking about what I want to accomplish, I'm already behind. That's why my 2026 goals started back in November 2025.

I carved out time—before the holidays, before the rush of year-end deadlines—to think about who I want to be in 2026, not just what I want to do. That quiet space gave me clarity I don't usually get when the calendar turns, and everything feels urgent.

Starting Early Changes Everything

Planning early let me ask deeper questions:

- What habits do I want to build, not just tasks I want to check off?
- What areas of my life felt stretched or neglected in 2025?
- What brought me energy? What drained it?
- What do I want my life to look like this time next year?

By answering those questions before the new year began, I stepped into 2026 with momentum instead of pressure.

Some of My Personal Goals for 2026

A few things I'm focusing on this year:

- **Health & Movement:** I love hiking, but in 2026 I want to build more consistent, everyday movement—not just weekend adventures. Workouts that fit a busy schedule and don't require me to be an Olympian.
- **Professional Growth:** I'm committed to growing in my career while protecting time for family, hiking, and hobbies. That balance matters more to me than ever.
- **Intentional Rest:** Not just "time off," but rest that actually restores—whether that's a weekend trip, volunteering, or simply a quiet evening with Emily.

Why I'm Sharing This

Because goals aren't just about productivity. They're about living with intention.

Every year gives us a chance to reset—not by becoming someone new, but by becoming more of who we're meant to be. Starting early just gives me the gift of clarity. By the time January arrived, I already knew where I was headed.

And now, a few days into 2026, I'm grateful I didn't wait.

Here's to building a meaningful year—one step, one habit, one intentional choice at a time. ■



Q&A OF THE MONTH

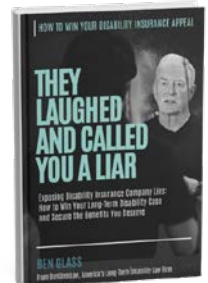
What is one thing you're excited to try this year?

Improv classes

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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- *Starting the New Year with Intention*

Pinterest Predicts: 2026 Is Going to Be ... Interesting

By: **BGL STAFF**

First, a quick refresher: Pinterest is the online digital bulletin board where millions of people pin ideas for everything—recipes, fashion, home décor, and even dream weddings and vacations. Every year, they analyze billions of searches to predict what trends will dominate next. Spoiler alert: 2026 is shaping up to be bold, bendy, and a little unexpected.

Here's what's on the horizon:

- **Gimme Gummy** – Squishy, jelly-inspired everything. Think translucent phone cases and bendy accessories. The future looks like a candy shop—minus the sugar rush.
- **FunHaus Decor** – Minimalism? Out. Circus-core? In. Bold stripes, playful patterns, and rooms that feel like a carnival. Your living room might need a popcorn machine.

- **Poetcore** – Romantic vibes are back. Oversized collars, dramatic brooches, and handwritten notes. Perfect for anyone who secretly wishes they lived in a Victorian novel.
- **Cabbage Crush** – Cauliflower steps aside. Cabbage is the new culinary star. Expect cabbage tacos, kimchi cocktails, and maybe even cabbage desserts (we'll reserve judgment).

Pinterest pins often have a vertical image with text overlay—clicking one

usually leads to a blog or shop. Pro tip: Save pins to your own board so you can track ideas as they evolve.

Pinterest says these trends are all about self-expression and escapism—because reality could use a little extra sparkle. Whether you're redecorating with circus stripes or sipping a cabbage martini, 2026 is your year to embrace the unexpected.

Ready to pin it? ■