

GLASSGAZETTE

Volume 26
Issue 2

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

New Jersey to NOVA: The Biggest and Best Move Yet



By:
Eliana Dente
Personal
Injury
Paralegal

A lot of people think that where I come from feels unreal; an entire area that pretty much hibernates for more than two-thirds of a year. In Atlantic County, New Jersey, summer isn't just a warmer season; it's the busiest season that the economy depends on. When locals and kids visiting for the summer turn 14 years old, it's time to take on a summer job. My first job as a beach tagger the summer after 8th grade would lead to much more than I imagined.

Throughout high school, I sold and checked beach tags, tutored, worked as a teaching assistant, hosted and bussed tables, and worked in a call center for a major corporation as a customer service representative. In New Jersey, we all prepared and contributed to show visitors the very best of the places we love and call home.

When I moved to Washington, D.C. to attend American University, I was privileged to find so many people eager to contribute and make things better not just for their peers, but for people across the world. That is the beautiful thing about being at BenGlassLaw and in the DMV.

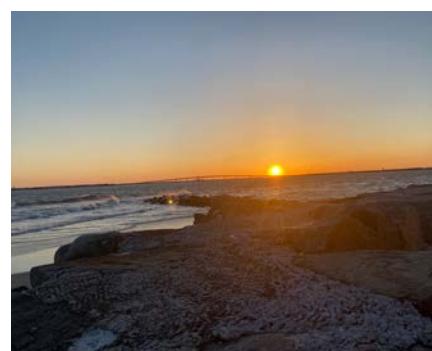
Everywhere you look, people work together to help others.

When I received the offer to work as a paralegal on the personal injury team, I did not doubt for a moment that returning to the DMV after a few months in New Jersey was the best decision I could have made. This place and its people had become my home.

In February, I will turn 23 years old. **In leaving all I ever knew, I have found all I ever wanted.** Living in NOVA and working at BGL serves as a reminder of the importance of being surrounded by great people doing incredible things to help others in need. ■



My boyfriend and I after our graduation ceremony May 10th, 2025



Longport beach where I spent every summer going with my family and working as a beach tagger



BEN GLASS LAW
PERSONAL INJURY | DISABILITY

Upcoming Holidays

- February 14: Valentine's Day
- February 16: Presidents Day
- February 17: Mardi Gras
- February 20: World Day of Social Justice
- February 28: Rare Disease Day

Out in the Wild

Our receptionist, **Angela**, had an amazing time discovering all the wonders of **Bubble Planet**. She floated back to the office, bursting with excitement from her adventure.



Did You Know?

Approximately 145 million Valentine's Day cards are exchanged each year, making it the second-largest card-giving holiday. These messages range from heartfelt sentiments to lighthearted notes that bring a smile.

TV Show: Dark

When two kids disappear, a German town's buried secrets and interconnected families come to light. A gripping, twisty mystery is now available to watch on Netflix!



FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED



Our PI team welcomed Matt Dwyer, President of Accident Technology Inc., for an eye-opening session on the breakthroughs in accident technology. He walked us through how these innovations are transforming investigations, strengthening claims, and ultimately helping fight for better outcomes.

A recent client shared a message that really captures why our work matters:

"I was so pleased with the kindness and patience I was shown during such a scary, stressful time in my life. I truly appreciate it!"

Feedback like this is a powerful reminder of the impact compassion and advocacy can have when people need it most.

Our LTD team was able to deliver a major win – a \$250K settlement for a client who had been unfairly denied benefits by Prudential after battling long COVID. This outcome didn't happen by accident. It was the result of sharp strategy, restless advocacy, and a team that refuses to back down when our clients are being mistreated.

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



Sticking With Our New Year Goals – Even When Life Gets Busy

When I set my goals at the beginning of the year, I always feel hopeful and motivated. I picture a calmer schedule, more intention with my time, and space for the things that matter most – my family, my work, and the friends who keep me grounded. Then February arrives, and real life reminds me how full my days truly are.

I know firsthand how easy it is for goals to slip down the priority list. Between client responsibilities, school schedules, and trying to carve out time to connect with friends, the days move fast. But over the years, **I've learned that sticking to your goals doesn't mean doing everything perfectly.** It means showing up, even when things feel messy or busy.

February is a great time to check in with yourself. Revisit your goals, give yourself grace, and remember why you set them in the first place. For me, that often includes prioritizing time with people I love, laughing with friends, and reminding myself that balance looks different every season.

This year I am trying to be more intentional with



Revisit your goals, give yourself grace, and remember why you set them in the first place.

my time and thoughts. I started journaling and it has really helped me to not lose sight of all the positive things in my life. Trying to flip your mindset can be difficult, but it has really helped me to enjoy more of the day to day and manage stress better.

I'd love to hear your tips for staying on track and managing all that life throws at us! ■



Q&A OF THE MONTH

What's one goal you set in January that you're still committed to?

I want to continue journaling.



Inside the Mind of BEN GLASS

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



Turning 68, and Looking Forward

I turn 68 this month. Each year that number lands a little differently. It naturally makes you reflect on the seasons of life. What really matters now? What doesn't?

Last month, our law firm leadership team spent two full days together at our annual offsite retreat. This one was a little different from last year's—new leaders (Mary and Tammy) in the room, and me working intentionally on transitioning my leadership responsibilities.

At the start of the retreat, I told the team something simple: "as we start, remember that **nothing is sacred.**"

Nothing is sacred meant this: no past decision, no legacy process, no "this is how we've always done it" was off-limits. If we were going to spend two full days together, we owed it to each other to be insanely curious (ask questions) and brutally honest (telling each



At the start of this year's annual offsite retreat, I told the team something simple: "as we start, remember that nothing is sacred."

other, at times, "this is how you show up sometimes and I think you need to know that.")

These are often not easy conversations. This is, after all, a family-owned law firm. Even leaders can feel like outsiders in a family business.

We challenged assumptions. We debated and reset goals. We adjusted roles and refined how we would hold each other accountable. We laughed a lot. There were a few tears. And every single person leaned in.

This doesn't happen by accident. Building high trust takes time and effort.

We had a record year in 2025. One of the bonuses of getting older is perspective.

When I started practicing law more than four decades ago, I couldn't have mapped out exactly where this firm would be in 2026. I said yes to interesting work. I learned the hard way. I made mistakes. I got coached.

I eventually learned to let go and allow others to shine.

That last part may be the hardest lesson of all—for lawyers, business owners, and leaders of any kind. Growth almost always requires letting go of the vine you're gripping too tightly.

Today, Ben Glass Law is stronger, more focused, and better positioned than ever.

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That's because of a team that works consistently on accountability, shared purpose, and the importance of doing the work on the business, not just in it.

For our clients and referral partners, that matters. It means a firm that's built to last and serve people well, not just today, but long into the future.

I'm grateful—for the trust you place in us, for the people

I get to work with, and for the opportunity to keep building something meaningful while also preparing for what comes next.

That, to me, is living life fully. ■

— Ben

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.

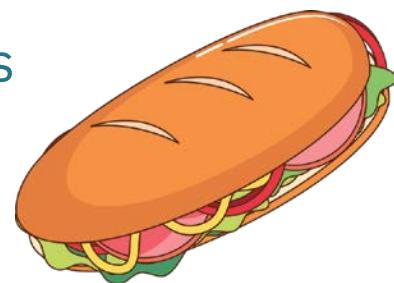
And I tell them what I'll tell you now:

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

Behind the Brief: ERISA Oral Argument in the 4th Circuit



In this episode, Ben Glass shares a full oral argument recording from the U.S. Court of Appeals for the Fourth Circuit. The case? An ERISA long-term disability appeal involving a battle over regulatory deadlines, the standard of review, and the real meaning of “special circumstances.” Ben argued on behalf of the plaintiff (appellee), after winning in the district court. Reliance Standard appealed.



Q&A OF THE MONTH

What's one goal you set in January that you're still committed to?

Getting additional training on being a better story teller as the brand of BGL continues to grow.



Inside the Mind of BRIAN GLASS

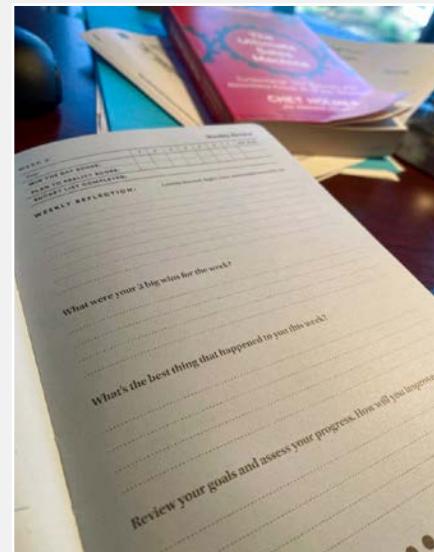
Personal Injury Attorney, Entrepreneur, Business Coach, Husband, Father to Three Boys, & Avid Traveler



By today, most New Year's resolutions are already dead

The gym is a little less crowded.
The journal has three pages written.
The “this is my year” energy is packed away til ‘27.
And it’s not because the goals were bad.
It’s because the work got boring.
No applause.
No quick results.
No external validation.
Just repetition.
This is the part nobody posts about.

Success doesn’t come from setting goals in December.
It comes from doing the same small, unsexy things in January... February... March... especially when no one is watching.
If you can make it past Quitters Friday, you’re already ahead of most people.
Not because you’re more motivated.
But because you’re willing to stay when it stops being exciting.
Just give yourself one... more... day. ■



Glass House Shenanigans

Every Christmas, our family dons matching pajama shirts—because nothing says “holiday spirit” like coordinated sleepwear. Krista always tries to keep it culturally relevant. This year, she went with the phrase the kids had been chanting nonstop: “6–7.”

Naturally, the moment it was printed on a shirt, the phrase vanished from their vocabulary entirely. Proof that if you want kids to stop saying something... just commit it to fabric. ■



PODCAST EPISODE OF THE MONTH

Mastering Law Firm Money: How to Create Predictable Profit in 2026 | Leah Miller

This episode of Life Beyond the Briefs is a breakout session from the GLM Summit with Leah Miller, founder of Firmly Profits and fractional CFO for law firm owners. Leah started as a paralegal, worked her way up to firm administrator and CFO at a PI firm, and now helps firms around the country actually understand their numbers and build real profit on purpose.



Q&A OF THE MONTH

What’s one goal you set in January that you’re still committed to?

Tracking macros and hitting my protein goals.

Inside the Mind of DAMON MILLER

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



Celebrating the Ordinary Moments

February always brings Valentine's Day front and center. Cards, flowers, dinner reservations, and the gentle reminder that you probably should not forget this one.



For me, Valentine's Day makes me think about my wife, Emily. Not just in the obvious ways, but in the quieter ones that actually make up most of a marriage.

Early on, I realized something about myself. If I rely on a single date on the calendar to show appreciation, I will miss too many chances the rest of the year. Life gets busy. Work piles up. Deadlines creep in. And suddenly weeks have gone by without slowing down enough to notice the person who is sharing life with you.

So I try to do small things throughout the year. Nothing grand. Nothing Instagram worthy. Just small, steady reminders that I see her and that she matters.

Sometimes that looks like picking up her favorite snack on the way home. Sometimes it is sending a text in the middle of the day just to say I am thinking about her. Sometimes it is making space to listen, even when my brain is still stuck on work.

Those things do not cost much, but they add up.

Valentine's Day is nice. It is fun to celebrate. But it should not be the only time we pause and say thank you to the people who support us, challenge us, and walk through the hard days with us.

This February, my encouragement is simple. Celebrate Valentine's Day if you want to. Buy the card. Make the dinner reservation. But also look for the ordinary moments. The Tuesday nights. The quiet mornings. The small chances to show up.

Those are the ones that really last. ■



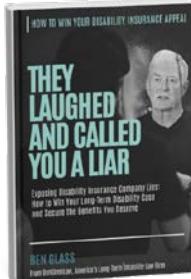
Q&A OF THE MONTH

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Getting in shape!

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!



GLASSGAZETTE

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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Girls' Night In: Galentine's Edition



By:
**Autumn
Haag**
Personal
Injury
Paralegal

Galentine's Day is the perfect excuse to get your friends together, throw on a feel-good playlist, and lean into all things creative, cozy, and sweet. Whether you're hosting a chill night in or a full-on craft party, these Galentine's Day crafts and activities are easy to set up and were a hit last year at my Galentines in Florida!

- » **Painting canvas tote bags** is always a hit (**BGL** is actually **doing this for our Galentines this year**). Set out fabric paint, stencils, and brushes, and let everyone design a bag. It's creative, a little messy, and everyone leaves with something useful.
- » **Don't forget the food!** Chocolate-covered strawberries are a must. Create a DIY dipping station with melted chocolate, sprinkles, crushed cookies, and drizzle toppings. Another activity is to grab some blank mini cakes from the bakery, some icing, and decorate to your heart's content!
- » **Friendship bracelets** bring all the nostalgic vibes (and are a hit with the Swifties). Supplies include colorful string, beads, and charms. It's relaxing and surprisingly addictive once you start.
- » **For something a little sentimental, try trading recipe cards.** Have everyone bring a favorite recipe written on a cute card and swap them around so everyone leaves with new ideas and a piece of their friends' kitchens.
- » **And don't forget a game!** The necklace word game is perfect for Galentine's Day. Everyone starts the night wearing a necklace, and if someone says the "forbidden word" (i.e. "Valentines," "love," etc.), another player can steal their necklace(s). Whoever ends the night with the most necklaces wins. You can find cute Valentines themed necklaces in the party favor section at most stores! ■



Happy Galentine's Day!