

GLASSGAZETTE

Volume 26
Issue 3

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

A Broadway Spell I'll Never Forget



By:
Warda Iqbal
One of Our
Disability On-Claim
Coordinators

As an avid Harry Potter movie fan, when I heard about the Broadway show they were having in NYC, I knew I had to go, especially since Tom Felton (Draco Malfoy) was going to be playing his role for the first time on Broadway.

Harry Potter and the Cursed Child was the first Broadway show I have ever watched, and I was so surprised by how much I enjoyed it. I fell in love with all of the actors and actresses and was so impressed by the plot. It made me wish the story was turned into a movie. The effects were unreal, and it made me realize how advanced our technology has gotten with even stage effects.



Of course, seeing Tom Felton in person was worthwhile. I definitely may have screamed a bit too hard when he showed up on stage. There was so much nostalgia washing over me that I got teary-eyed at some points. At the end, you were you able to meet the cast members if you waited outside in the back. Unfortunately, it was way too cold for that, and

I had to head back to my hotel. So, my dream of meeting Tom Felton is on hold for now!

After returning home, that nostalgia caused me to do a movie marathon of all the *Harry Potter* films. For anyone who has not watched a Broadway show before or is a *Harry Potter* fan, I highly recommend it. Next on my list of Broadway shows is *Stranger Things*. ■



Upcoming Holidays

- March 14: Pi Day
- March 17: St. Patrick's Day
- March 22: American Red Cross Giving Day
- March 25: Waffle Day
- March 30: National Doctors' Day

Out in the Wild



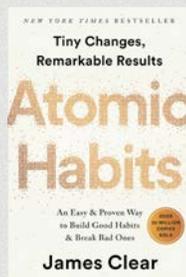
Autumn recently unearthed her old Canon EOS 30D, a hand-me-down from her mom, and managed to snap some impressive photos with it despite its age. The results even had her thinking it might be time for an upgrade!

Did You Know?

March Madness began in 1939 with only eight teams! It has now evolved into a massive 68-team tournament!

Book:

Atomic Habits
by James Clear
The bestselling self-help book that provides a practical framework for building good habits and breaking bad ones through small, incremental changes, emphasizing systems over goals. This is a must-read!



FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED



The LTD Team has hit their goal of 100 people on-claim, and we couldn't be prouder. Congratulations to the team for their outstanding effort and commitment!



Last month, all the ladies came together for a fun Galentine's celebration! We enjoyed sweet treats and got creative with some adorable crafts.

Our Personal injury team continues to deliver exceptional service, and the feedback shows it!

Here's what one of our recent clients shared about their experience: "Getting to a settlement on my case was simple, easy, and fast. I'm not one to understand all the legal terms and technicalities, Brian broke it down for me in simple terms that had me fully aware of what was going on at all times. 10/10 would recommend."

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*



Women's History Month – and Why It Matters to Me

March is Women's History Month, and it's a great reminder to pause and think about the women who paved the way before us – in law, in business, and in everyday life.

When I first became a lawyer, there weren't nearly as many women in courtrooms or leadership roles as you see today. I was lucky to learn from strong female mentors who showed me that you can be smart, tough, compassionate, and still be yourself. They taught me that advocating for people isn't about being loud. It's about listening, caring, and standing firm when it matters most.

As a personal injury lawyer, I've worked with so many incredible women. Moms holding families together after accidents, daughters caring for injured parents, business owners rebuilding after setbacks. Their resilience inspires me every single day.

Being a woman in this profession has helped shape how I approach my clients. I believe in communication, trust, and treating people like family, and not case numbers.

I'm proud to lead an all-women team here at BenGlassLaw – a group of seven smart,



passionate and hardworking women who show up every day to help our personal injury clients make it through some of the hardest times in their lives.

Women's History Month isn't just about the past – it's about continuing to lift each other up, opening doors, and showing the next generation that they can do anything.

I'm grateful for the women who came before me, the ones I work beside today, and the ones who inspire the future.

Happy Women's History Month!



Q&A OF THE MONTH

What's your go-to comfort meal after a long day?

Burger and onion rings!



Inside the Mind of BEN GLASS

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



Spring, Sports, and Showing Up the Right Way

By March, spring sports are in full force. The grass fields and baseball diamonds are muddy, gyms are emptying as basketball season dies down, and family schedules suddenly revolve around practices, games, and tournaments. It's one of my favorite times of year because it reminds me of my youth. I grew up in a very cool neighborhood and I've told that story in my book, *Play Left Fullback*, which I'll send you if you ask.



As a long time, player, coach and referee, I have a few ideas about what parents should be thinking about as the sports season gets underway.

First: **say thank you to the coaches and volunteers.**

Most youth and high school sports don't run on money—they run on goodwill. Coaches, team parents, league organizers, and board members are giving up evenings, weekends, and family time so kids can learn teamwork, discipline, and resilience. A quick “thanks, coach” or a note at the end

of the season goes a long way. Gratitude matters. (And forget the “why doesn't Johnny get more playing time” emails. Truth: no one is paying any attention to them anyway.)

Second: **support the referees and umpires—especially the young ones.**

Many of the officials you see out there are teenagers or college students learning to manage pressure, conflict, and authority in real time. They're not professionals. They're human beings. Yelling at them, questioning their integrity, or abusing them from the sidelines

doesn't make the game better. It makes it worse. If we want our kids to learn respect, accountability, and self-control, we need to model it ourselves. And for goodness sake, after EVERY game, find one of them and say “thank you.”

Spring is also a good time for another check-in: **how are those New Year's resolutions holding up?**

By now, the shine has worn off. This is where most good intentions quietly fade away. But progress is about recommitting. Whether your

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resolution was about health, relationships, finances, or simply being more present, March is a great moment to reset and ask: Am I showing up the way I said I would? (Want to chat about that with me: hit me up at LunchWithBen.com.)

That question applies to business and leadership too.

Which brings me to a case that perfectly captures what perseverance—and stubborn accountability—can look like.

We recently secured a major win for a former Cox Enterprises phone support technician. His long-term disability benefits were wrongfully denied in July 2019, despite clear medical evidence of a serious and permanent condition: **post-laminectomy syndrome**. Our client had undergone multiple failed spinal surgeries over more than a decade, including a discectomy and two lumbar fusion surgeries between 2001 and 2014.

The result was chronic, unrelenting low-back pain, nerve damage, and **pseudoarthrosis**—a failed spinal fusion—at the L4-L5 level.

Even the insurance company’s “expert” doctors said this was a permanent, life-altering condition.

Still, the insurance companies dug in. What followed were more than five years of appeals and litigation, including an argument in the Federal Court of Appeals last year, during which our client received nothing. The original benefit at issue was about \$700 a month and the case could have been settled long ago had the insurance companies evaluated the claim honestly. But by refusing to acknowledge reality and make a fair decision, the insurers turned that into a far more expensive problem.



In January 2026, they finally approved the claim—and now owe far more than our original demand, including attorney fees.

It’s a reminder that doing the right thing late is always more costly than doing it early.

Spring is about growth. It’s about showing up, sticking with commitments, and treating people—on the field, in the stands, and in life—with respect.

Those lessons apply everywhere. ■

– Ben



PODCAST EPISODE OF THE MONTH

Behind the Case: How Ben Glass Built a Niche Long-Term Disability Practice (Iowa Law Guest Lecture)

In this special recording of a guest lecture at the University of Iowa College of Law, Ben Glass gives students a rare behind-the-scenes look at how he built a national long-term disability (LTD) insurance practice—without relying on expensive digital ads.



Q&A OF THE MONTH

What’s your go-to comfort meal after a long day?

Tacos/Mexican food



Inside the Mind of BRIAN GLASS

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



7 observations from a week of diligent food tracking from a 42-year-old lawyer with six-pack dreams

- 1. Restaurants hate you and want you to be fat.
- 2. I am a snacker. Like, an all day long, handful of something every time I walk through the kitchen, snacks. I must have been regularly putting down 700 calories through the course of the day without even thinking.
- 3. Tracking helps with the above. But more important than tracking is knowing that someone (the coach

with the sync to my tracker) helps a lot more.

- 4. With 2 and 3 you now have a choice: don't snack, snack and lie about it, snack and have to explain why you can't hit your macros.
- 5. This choice is much easier on office days than at home days and so far I just haven't snacked.
- 6. Nutrient dense food takes a lot longer to prep. If I were single, I'd



definitely be buying prepared meals.

- 7. It seems virtually impossible to drink beer and hit your macros. Especially if your beer of choice (mine) is an IPA.

No race goals this year for me. Just getting to sub-15% body fat. ■

Glass House Shenanigans

Our boys hold a very prestigious family title: **Oldest Cousins**. With that honor comes an intense responsibility—immediately claiming every new baby the moment they arrive. They insist on holding them... but here's the plot twist: they're not there for the baby. They're there for the feet.

According to them, "baby feet feel so soft," and apparently this is information that must be confirmed repeatedly, loudly, and by touch. We're starting to think they don't even notice the baby attached to the feet anymore. ■



PODCAST EPISODE OF THE MONTH

The 4-Day Test: Can Your Business Run Without You? | Conrad Saam



If you have ever tried to take a long weekend and caught yourself "just checking Slack" from the hotel lobby... this one will feel personal.

In this episode, Brian sits down with Conrad Saam (Mockingbird Marketing) for a simple gut-check: The 4-Day Test. Can your business run without you? And if the honest answer is "not really," Conrad doesn't shame you. He just lays out what changed inside his own company so he could step away for a few days and not come back to chaos. Spoiler: it was not more hustle. It was better structure, real ownership, and getting comfortable with 80% done their way instead of 100% done your way.



Q&A OF THE MONTH

What's your go-to comfort meal after a long day?

Hamburger

Inside the Mind of DAMON MILLER

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



This year, I Signed Up for an Improv Class

If you're not familiar with improv, it's a type of theatre where scenes are created on the spot. There's no script, no rehearsal, and no idea what's coming next. You're given a prompt, step on stage with other people, and figure it out together in real time.

I did theatre in middle and high school, but improv was completely new to me. I wasn't looking to become a performer or pick up a new skill tied to my work. I just wanted to try something different, something outside the law, and see what it felt like to be new at something again.

One of the best parts of improv is how quickly it forces you to let go. You can't plan. You can't overthink. You have to listen, react, and have fun with whatever unfolds. It puts everyone on the same footing, all figuring it out as they go.

A core idea in improv is "yes, and." In simple terms, that means accepting whatever your fellow performer brings into the scene and building on it. Whatever they create becomes part of the shared reality, and your job is to support it. You're not trying to be the funniest person in the room or steer things in a different direction. You're collaborating, trusting the process, and seeing where it leads.

There's a surprising amount of freedom in that. When no one is trying to control the outcome, the pressure lifts. You show up, participate, and enjoy the experience for what it is.

I didn't take an improv class with any grand goal in mind. I took it because it sounded fun, unfamiliar, and a little outside my comfort zone. And sometimes that's reason enough.

Not every new experience needs to be productive or practical. Some are valuable simply because they remind you what it's like to try something new, laugh a little, and enjoy the moment. ■



Q&A OF THE MONTH

What's your go-to comfort meal after a long day?

Mac & Cheese

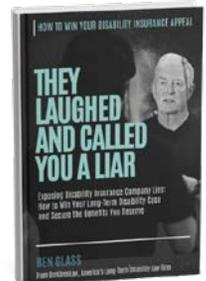
Our NEW Long-Term Disability Book is Available Now for FREE

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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Welcoming the Fresh Start of Spring

By: **BGL STAFF**

Spring has a way of arriving quietly – one extra minute of daylight here, a brave little bud there – until suddenly the world feels brighter than it did just a week ago. March marks that turning point where winter loosens its grip and everything around us begins to wake up again.

It's the season of small joys: the first morning you notice birds singing, the moment you realize you don't need quite as many layers, and that unmistakable feeling that the world is stretching, yawning, and stepping back into the light. Even the breeze seems to carry a little optimism with it.

Spring invites us to reset. To open the windows, shake off the heaviness of winter, and welcome

in new energy. Whether it's starting a project you've been putting off, refreshing your routine, or simply enjoying longer days, this season gives us permission to begin again.

Here's to brighter mornings, blooming possibilities, and the fresh start we all deserve. We're excited to step into this new season with you! ■