

GLASSGAZETTE

Volume 26
Issue 4

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

Finding Peace in Life's Beautiful Mess



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

Life has this funny habit of throwing everything at us at once. One minute you're cruising, the next you're juggling work, relationships, errands,

emotions, and maybe even a big milestone like planning a wedding (me currently!) or starting something new – all while trying to remember if you actually ate lunch.



We're told these moments should feel magical, but honestly? Sometimes they just feel... loud. Everyone has opinions. Your to-do list multiplies overnight. And social media is out here showcasing people who seem to be thriving while you're over here Googling "how to stay calm when everything is happening all at once."

If that's you, take a breath. Seriously – inhale, exhale, unclench your jaw. You're not behind. You're not failing.

You're just human in a very human moment.

Here's the thing: life doesn't come with a gold star for doing everything perfectly.

You don't get bonus points for powering through exhaustion or pretending you're fine when you're actually overwhelmed. What does count is giving yourself permission to slow down, laugh at the chaos a little, and take things one step at a time.

Some days you'll be on top of

the world. Other days you'll be proud you remembered to drink water. Both are victories.

Whatever season you're in – exciting, stressful, messy, or all the above – you're doing your best. And your best is more than enough. Life isn't about perfection; it's about showing up, growing through the weird parts, and finding moments of joy in the middle of the madness.

You've got this, even on the days you feel like you don't. ■



BENGLASSLAW
PERSONAL INJURY | DISABILITY

Upcoming Holidays

- April: Stress Awareness Month
- April 10: National Siblings Day
- April 14: Holocaust Remembrance Day
- April 22: Earth Day
- April 24: National Arbor Day

Out in the Wild



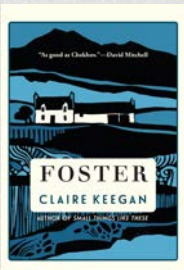
Janet, one of our on-claim coordinators, enjoyed some time at a Blues Festival in Vero Beach, Florida, where the only thing brighter than the sunshine was the music!

Did You Know?

“Spring fever” is scientifically real!
Rising temperatures, increased sunlight, and changes in atmospheric pressure cause blood vessels to dilate, making people feel more energetic, creative, and happy!

Book: Foster

by Claire Keegan



A young, unnamed girl sent from her large, impoverished family in rural Ireland to live with distant relatives, the Kinsellas, for the summer

while her mother gives birth. In their quiet, well-kept home, she experiences an unfamiliar warmth, affection, and stability, blossoming under their care until a secret about their past is revealed, making her realize the fragility of her idyllic situation.

FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED

Our PI team recently secured a \$325K settlement for a young child who suffered a partial fingertip amputation at a daycare after her pinky became caught in a door that had been improperly propped open. We're incredibly sorry for the hurt experienced by the child and grateful our PI team was able to obtain a resolution that helps them move forward.



Did you know we have in-office notaries?

It's one of the little ways we try to keep things convenient for the clients we're already helping.

Our LTD team successfully represented a client whose long-COVID symptoms prevented her from continuing her engineering role, only to have her long-term disability benefits wrongfully denied by Reliance.

The Court of Appeals issued a sweeping ruling in her favor, embracing all of our arguments. This ruling strengthens protections for countless others navigating unfair ERISA denials, and we're proud of our LTD team for the remarkable work that will help other claimants battle the big insurance companies.

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 and client-focused approach to help them.

A Reminder to Our Readers



By:
Lauren Hill
Marketing
Director

If you're reading this, you're either a past client, referral partner, or a 'friend of the firm' somewhere along the way. You most likely know what our team specializes in, but it never hurts to remind people of what we do and how we help people everyday.

If you or someone you know has been injured in an accident that wasn't their fault

You never want to be in a position where you need a personal injury lawyer, but the reality is that accidents do happen. When they do, you need an experienced and supportive team to back you up. That's exactly the team we've built here at BGL. We specialize in Virginia injury cases but have a trusted network of other PI firms around the US if your accident happens in another state. Just call us!

Need help?
Just call us!
703.544.7876

If your short-term or long-term disability claim has been denied by the insurance company

We offer a Free Denial Letter Review if you've already been denied, or a free consultation if you don't know where you are in the process and just need help, as well as, a paid, pre-claim consultation before you file your insurance claim with a disability specialist. If you're dealing with another type of disability claim (like Social Security Disability), we can refer you to some of our trusted SSDI lawyer referral partners. Just call us!

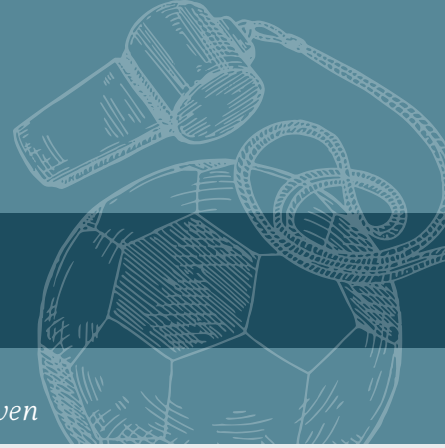
Do you need a referral for another type of lawyer?

Maybe you need help with something outside of our two focus areas, and we can still help! We're your lawyers for life. If you didn't know, Ben and Brian also have a lawyer coaching business (Great Legal Marketing) with lawyers from all over the US that handle all different types of cases. Call our office and tell us what you need help with, and we are happy to give you the contact information of someone we personally know and trust to help you. Again, just call us!



Inside the Mind of BEN GLASS

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



Spring Is Still Coming (A Short Essay on Optimism in Uncertain Times)



It has been a long winter.

I don't just mean the cold. I mean the whole atmosphere — the noise, the anger, the sense that something important is broken, and nobody in charge is in any hurry to fix it. Turn on the news for ten minutes and you will feel it. The country feels unsettled. People are anxious. And honestly, I understand why.

But here's what I keep coming back to: America's best stories have never started in Washington. They start in living rooms and law offices and hospital waiting rooms and small businesses that should have failed but didn't. They start with regular people who decided — quietly, without a press release — that they were going to keep building anyway.

I have been practicing law for over forty years. I have watched recessions, political upheavals, market crashes, and cultural chaos. I have seen clients lose jobs they built careers around. I have watched insurance companies — with full legal teams and

unlimited budgets — deny legitimate claims to people who had paid their premiums faithfully for decades, betting those people would just give up and go away.

Most of the time, the insurance companies are right. Most people do give up.

But some don't. And I have never — not once — seen a client who refused to quit end up worse off for having fought. That is not a small observation after four decades.

Optimism in America has never been a top-down project. No administration has ever manufactured it. The optimism that built this country was always bottom-

up — neighbor helping neighbor, a craftsman taking pride in the thing he made, a lawyer deciding to actually learn the law instead of just going through the motions, a parent showing their kids what integrity looks like by just living it every day.

That optimism is still here. It never left. It just doesn't show up on television very much.

April Fools' Day arrives this month, and the real joke — the one that never gets old — is the idea that the people who are loudest about how broken everything is are the ones most likely to fix it. They won't. They never do. The people who

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fix things are the ones who stop complaining long enough to get to work.

So here is my annual spring message, for whatever it is worth after forty-two years of watching people navigate hard things:

- **Keep your integrity intact.** Do the work in front of you and do it well.
- **Be kind to the people around you who are struggling** – which is most of them, whether or not they show it.
- **Mentor someone younger than you.** Pass something useful on.

The news cycle rewards outrage. Real life rewards people who keep planting seeds.

Spring is still coming. It always does. ■

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

Building a Tax Firm with Passion and Precision (With Pietro Canestrelli)

From the IRS to Entrepreneur: How One Lawyer Built a National Tax Practice Focused on People First

Ben sits down with Pietro Canestrelli, a former IRS attorney turned boutique tax firm founder, to unpack how he built a thriving national practice with one clear mission: take the fear out of taxes. With a niche focus on tax controversy and strategic tax planning, Pietro's firm now serves clients across the U.S. and beyond—growing from two employees to 20+ in under 10 years. He's also the author of America's Tax Defender, a story-driven look at his years inside the IRS and why he chose to walk away.



Q&A OF THE MONTH

If you could instantly gain one skill, what would it be?

The ability to perform on stage, musically.



Inside the Mind of BRIAN GLASS

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



Spring Season Request for Parents on the Sidelines

Just sit back and enjoy the game.
Please.

Don't yell at the ref.
Don't shout instructions to your kid.
And I shouldn't have to say this... but
definitely don't taunt someone else's kid.

Let the coaches coach.
Let the kids play.
Let the refs ref.

You just cheer. ■



Glass House Shenanigans

Over the past two years, I've taken each of the boys on a solo trip to learn how to ski (or snowboard, depending on their level of bravery). This year it was our 7-year-old's turn. Apparently, it was also the year we decided to see if Krista could join the ranks.

Let's just say... by the end of the trip, our 7-year-old had officially been promoted to instructor. At one point, as Krista carefully inched her way down the mountain in a very committed "pizza," he offered some gentle coaching:

"Mom, you don't have to do pizza the whole time. You can also do French fry."

Nothing like your second grader critiquing your wedge form while flying past you down the mountain. Ski school: complete. Humility: achieved. ■



PODCAST EPISODE OF THE MONTH

Words Tell. Stories Sell: How Lawyers Build a Magnetic Brand | Kia Arian



Most lawyers think "brand" means a logo, a slogan, or some clever line about fighting for justice. Kia Arian has a different take. In this GLM Summit talk, she starts with a story about being jealous of a squirrel and ends by showing you why your best marketing is not a gimmick. It is the part of you that has been there the whole time. Your story.

Kia breaks down why legal marketing keeps sounding the same, why reviews are not a brand, and why "experienced and compassionate" is basically invisible at this point. Then she walks through real examples of how lawyers uncovered a message that made the right people say, "Yep. That's my lawyer."



Q&A OF THE MONTH

**If you could instantly
gain a skill, what would
it be?**

Speak Spanish fluently

Inside the Mind of DAMON MILLER

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



There's a New Purraregal in My Home Office: Pippin

He did not apply for the position. He did not interview. He simply moved in and assumed authority over my desk.

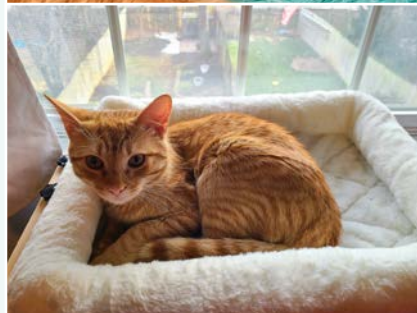
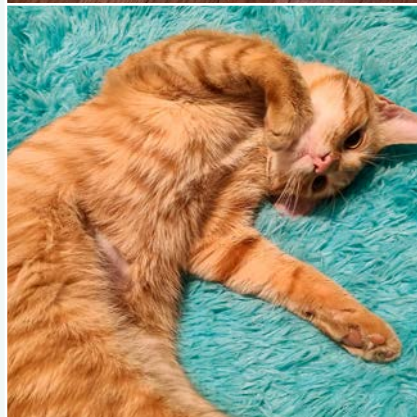
Pippin is not particularly helpful when it comes to drafting long-term disability appeals. He has yet to demonstrate any knowledge of ERISA regulations. He takes far too many naps on the job and has an unfortunate habit of walking across the keyboard at critical moments.

That said, he is an excellent listener and works exclusively for treats and chin scratches.

Much of what we do involves reading thousands of pages of medical records, analyzing complex insurance policies, and pushing back when insurance companies get it wrong. It is serious work. It can also be heavy work. Many of the stories we hear are difficult ones.

Over the past few months, Pippin has made himself indispensable in a different way. He has a knack for showing up during long appeal reviews and settling in nearby as if he understands that patience is required. His presence has been a small reminder that even when the work is serious, the space we do it in can still feel steady and calm. ■

Welcome to the team, Pippin!



Q&A OF THE MONTH

If you could instantly gain a skill, what would it be?

I would learn how to kayak.

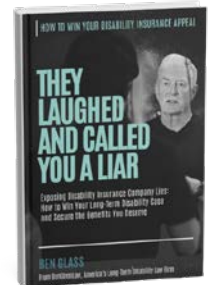
Our NEW Long-Term Disability Book is Available Now for FREE

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!



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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Inside This Issue...

- *Finding Peace in Life's Beautiful Mess*
- *A Reminder to Our Readers*
- *Spring Is Still Coming (A Short Essay on Optimism in Uncertain Times)*
- *Spring Season Request for Parents on the Sidelines*
- *There's a New Purralegal in My Home Office: Pippin*

Our Power, Our Planet: Earth Day 2026

By: **BGL STAFF**



This year, Earth Day will be celebrated on April 22nd, 2026, with the selected theme being “Our Power, Our Planet.” This message was selected to highlight and support the importance of community stewardship, local leadership, and accountability in the preservation of renewable energy systems.

Furthermore, Earth Day is a yearly reminder to give back to and protect our planet for future generations. Here are some ways to get involved and help out:

- **Host a Clothes Swap** – Swapping clothes helps encourage sustainable practices and discourage overconsumption and fast fashion trends!
- **Attend an Earth Day Event** – A myriad of events are currently open for registration on Earth Day and throughout April across Northern Virginia and D.C. from clean-ups to community gatherings, there’s something for everyone!
- **Shop at Local Farmer’s Markets** – Not only do you get to support local businesses, but shopping at farmers’ market significantly reduces the carbon footprint of the products purchased, supports environmentally friendly agricultural practices, and minimizes packaging waste! ■

