

# GLASSGAZETTE

Volume 26  
Issue 6

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

## Saving Lives, One Juice Box at a Time



By:  
**Krista Glass,**  
Our Human Resources Director

***In the summer of 2018, what was supposed to be a routine C-section turned into something far more serious. Complications led to heavy bleeding, unexpected hysterectomy, and bladder surgery—and ultimately,***

***I needed a blood transfusion. It's not dramatic to say that donated blood made a real difference in my recovery.***

Before that, Brian and I were the kind of people who thought donating blood was a great idea...we just didn't do it very often. Now? We're regulars. Every 8–12 weeks, you can find us rolling up our sleeves—partly to help others, partly because we've unintentionally built quite the collection of Inova Blood Donor Services swag.

Here's what makes it even more compelling: one blood donation can save up to three lives. That's because it's separated into red cells, plasma, and platelets—basically a “buy one, get three” situation, which is about as efficient as it gets. And while the donation itself only takes about 8–10 minutes, the impact can last a lifetime for someone on the receiving end.

The need is constant. Someone in the U.S. needs blood every two seconds, yet only about 3% of eligible people donate. That means donors are a surprisingly small (and important) club. Your body replaces the plasma you donate within a couple of days and the red blood cells within a few weeks—so it's one of the rare situations where giving something away doesn't actually leave you with less.

You can donate through the American Red Cross or your local hospital, and I can say from experience—it's one of the simplest ways to make a real impact. Plus, there's the snacks, the juice, and what researchers call a “helper's high.”

Saving lives and getting a cookie? Hard to beat. ■



**BENGLASSLAW**  
PERSONAL INJURY | DISABILITY

## Upcoming Holidays

- June 14: National Flag Day
- June 19: Juneteenth
- June 21: Father's Day
- June 23: National Take Your Dog to Work Day
- June 27: National Sunglasses Day

## Out in the Wild



*Angela, our amazing legal receptionist, tried Japanese pancakes for the first time and hasn't stopped raving about them. Safe to say... they're definitely worth a try!*

## Did You Know?

*The full moon in June is known as the "Strawberry Moon," named by Native American tribes because it signaled the time to harvest wild strawberries.*

## Heartwood

by Amity Gaige



*A literary thriller detailing the disappearance of Valerie Gillis, a 42-year-old nurse lost while hiking the Appalachian Trail. The story blends survival,*

*family drama, and mystery as a veteran female warden searches for her, while an elderly, estranged woman becomes an unlikely online investigator.*

# FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED



**When a 72-year-old passenger was T-boned and rushed to the ER with fractured ribs, the insurer tried to write the case off with a \$2,800 offer.** Our PI team knew better. We dug in, told our client's story, and pushed until the insurer recognized the full impact of the crash — **resulting in a \$100,000 settlement** that brought real relief to someone who needed it.

**After a concussion left a dedicated family nurse practitioner struggling with lasting symptoms, her insurer dismissed her condition with a superficial file review.** Our LTD team built a meticulous **711 page appeal** that exposed the gaps in the insurer's process and highlighted the real-world safety implications of ignoring cognitive impairments. The decision was overturned, her back pay restored, and her benefits secured.



## This month, we wanted to share a piece of feedback that really stood out to us:

*"Professional and courteous staff. Ben Glass has incredible experience and actionable advice. The team is efficient, accommodating, helpful, and informative."*

Reviews like this remind us why we show up every day — and they reinforce how much it matters to lead with clarity, kindness, and real expertise.

## 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.*

# Inside the Mind of ERYN SCOTT

*Personal Injury Attorney, Client Advocate,  
Creative Crafter & Animal Lover*



## The Hidden Joys of a Morning Routine

***There was a time in college when my alarm went off at 4:30 AM almost every day.***

As a rower, mornings meant dragging myself out of bed before sunrise for practice, usually half-awake and questioning all of my life choices until I got on the water. My routine was intense, structured, and non-negotiable. There was something comforting about that kind of discipline; every day had a clear rhythm. My mornings look a lot different now.

These days, my alarm goes off for work instead of practice, and instead of rushing out the door, my first few minutes are usually spent with my cats, who have made it their personal mission to ensure I never sleep past breakfast time. My routine now is quieter. Making coffee, getting ready for the day, checking emails, and trying to mentally prepare for whatever is waiting for me.

For a while, I thought this shift meant I had somehow lost the discipline I used to have. I missed that version of myself who thrived on strict schedules and early mornings. But lately, I've started to realize that routine doesn't have to look the same in every season of life.



It's less about rigid structure and more about finding small moments of consistency. Whether that's a few quiet minutes with coffee, a predictable morning with my cats, or simply starting the day with intention.

I may not be waking up at 4:30 AM to race across the water anymore, but I'm learning that there's value in this routine, too. ■



### Q&A OF THE MONTH

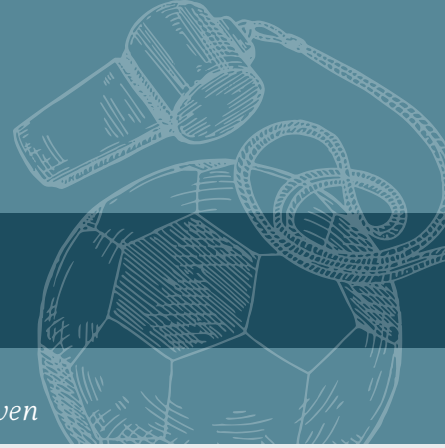
**What is your favorite ice cream flavor?**

*Mint Chocolate Chip*



# Inside the Mind of BEN GLASS

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



## Three Questions to Ask Yourself Every Sunday Night



### ***The Practice That Separates the People Who Drift from the People Who Launch***

It's June. Caps and gowns. Speeches no one will remember by July. A lot of advice that sounds good in a banquet hall and falls apart by the second beer at the after-party.

So let me give you something different—something that, if you stick with it for the next ten years, will quietly change the direction of your life.

Sunday night. Twenty minutes. A notebook (paper, not your phone—your phone is a casino). Three questions.

#### **Question One:** ***What did I learn this week?***

Not "what happened to me."  
Not "what did I do." *What did I learn?*

Most people, by their late 20s, are running on the same operating system they had at 22. Same opinions. Same

skills. Same blind spots. The world keeps changing—AI is rewriting entire industries while I write this sentence—and they keep showing up with the same toolkit, wondering why they're falling behind.

**If you stick with  
this simple practice  
for the next ten years,  
it will change the  
direction of your life.**

You don't have to be that person.

If you can't answer the question, that's the answer. It means this week, you consumed but didn't absorb. You scrolled, but you didn't study. You worked, but you didn't learn from the work.

A learned thing can be small.

A new word. A better way to handle a difficult conversation. Something a client or a coach or a stranger said that stopped you cold. Write it down. Compounding only works if you keep depositing.

#### **Question Two:** ***Who did I help this week?***

I have spent more than 40 years around successful people, and I'll tell you something that mass media will never tell you (because the mass media hates successful people and constantly advocates for an "us versus them" world): the happiest, most prosperous, most genuinely respected people I know are generous. Not foolishly generous. Not "give until it hurts" generous. But intentionally, strategically,

*— continued on next page*

– continued from previous page

deeply generous with their time, their introductions, their honest feedback, and yes, their money.

Generosity is not the opposite of capitalism—it's one of its best fruits. You can only give what you've first earned or built. The producers of the world, the makers, the doers, the people who actually create value—those are the people who can afford to be generous, and most of them are.

If your honest answer to "who did I help?" is "no one," you don't need a guilt trip. You just need a course correction. Send the introduction. Write the recommendation. Pay for the lunch. Mentor the kid. The dividend on this stuff is not financial—but make no mistake, it pays.

### Question Three: *What am I avoiding?*

This is the hard one.

Every adult human is avoiding something. The conversation with the parent. The doctor's appointment. The honest

look at the bank account. The career decision that's been sitting on the desk for six months. The relationship that needs to either deepen or end. The skill you know you need to learn but keep putting off because it's hard. The person you need to separate yourself from.

The thing you are avoiding is, almost always, the thing standing between you and your next level. Big secret: that's the whole game.

You don't have to solve it on Sunday night. You just have to name it. Write it down. Look at it. Once a thing is on paper, it loses about half of its power over you. Once you've stared at it for four Sundays in a row, you'll either do something about it or admit you've decided not to. Either is fine. Drifting is not.

That's it. Three questions. Twenty minutes. No app, no subscription, no guru.

The people who drift through their 20s and 30s are not less talented than the people who launch. They're just

less *intentional*. Talent is everywhere. Opportunity is everywhere. Don't let anyone convince you otherwise.

If you're a recent graduate, start this Sunday. If you're 45 and reading this thinking "I wish someone had told me this at 22," start this Sunday anyway. The clock is always ticking, and the best day to plant the tree is today.

And if you want a thinking partner while you work through any of this, you know where to find me: **LunchWithBen.com**. Bring your notebook. ■

– Ben

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

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](https://LunchWithBen.com).**



### PODCAST EPISODE OF THE MONTH

## From “Media Company” Thinking to AI Disruption: Marketing That Actually Works

**What if you stopped thinking like a lawyer...and started thinking like a media company?** In this episode, Ben sits down with Gresh Harkless — entrepreneur, podcaster, and founder of Blue 16 Media — to break down what actually works in marketing today (and what's just noise).



### Q&A OF THE MONTH

## What is your favorite ice cream flavor?

*I almost always go with chocolate*



# Inside the Mind of BRIAN GLASS

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



## Seven Things that Blew My American Mind about Catching a Match in Portugal

- 1. **Alcohol is banned** in the stadium.
- 2. **Smoking is not.**
- 3. **You can get water, coffee, or soda for a single euro.** Popcorn or a non-alcoholic beer will only set you back three.
- 4. You pay a **1 euro deposit** on the recyclable cup which gets returned to the vendor. There is virtually no trash on the ground inside or outside the stadium.

5. **Getting 50k people out of the stadium** was shockingly well organized. We were home and in bed 60 minutes after the final whistle.

6. **Zero away team fans** outside of their small, dedicated section.

7. **The songs.** Everyone (but us) knew every word. We picked up the tunes pretty quickly.



Cool cultural experience watching FC Porto and Familicao last night.

Familicao nicked one to tie the match at 2-2 nine minutes into injury time. Crowd went from raucous to dead silence. ■

## Glass House Shenanigans

This month, Krista was volunteering at the school fun run—proudly backed by BenGlassLaw—when one of the kids asked what she gets paid. She told them “nothing”... just like Dad gets paid “nothing” to coach soccer. Turns out we’re really leaning into this whole unpaid internship phase of parenting. ■



### PODCAST EPISODE OF THE MONTH

#### Why Throwing More Money at Marketing Usually Backfires | Conrad Saam and Gyi Tsakalakis pt. 1

**Most lawyers think their marketing problem is tactics.**  
Wrong platform. Wrong agency. Wrong strategy.

But what if the real problem is how you’re thinking about marketing in the first place? This episode is a little different.

We’re taking you inside a live session from the Great Legal Marketing Summit, where Gyi Tsakalakis and Conrad Saam basically did what they do best... challenge everything lawyers think they know about growth.



### Q&A OF THE MONTH

**What is your favorite ice cream flavor?**

*Choco Chip Cookie Dough*

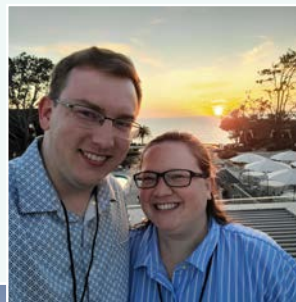
# Inside the Mind of DAMON MILLER

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

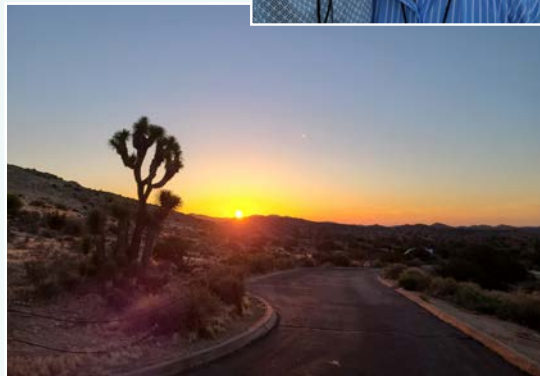


## Sunshine, Wide-Open Views, and a Reminder to Reset

*Emily and I recently spent some time in Southern California—and it delivered exactly what we needed: sunshine, wide-open views, and a reminder to occasionally step away and reset. We started in San Diego, and it’s hard not to like a place where the weather seems permanently set to “perfect.” But what really stood out wasn’t just the coastline, it was the experiences.*



One highlight was the **San Diego Zoo Safari Park**. This isn’t your typical zoo. It’s expansive, immersive, and feels much closer to seeing animals in their natural environment. We had the chance to go behind the scenes with a zookeeper, which gave us a completely different perspective, not just on the animals, but on the level of care, detail, and expertise that goes into what they do every day. It’s a must-see if you’re ever in the area.



We also spent time in **Old Town San Diego**, which has a completely different feel: historic, lively, and full of character. It’s the kind of place where you can slow down a bit, wander, and stumble into something interesting around every corner.

From there, we headed inland towards the desert, taking the back roads through the mountains instead of the faster highway route. No regrets. The drive itself ended up being one of the best parts of the trip. Winding roads, changing landscapes, and views that make

you want to pull over every few minutes just to take it in.

Eventually, the scenery shifted from coastal green to desert as we arrived at **Joshua Tree National Park**. There’s something about Joshua Tree that’s hard to explain until you see it. It’s quiet. It’s vast. And it has this almost otherworldly feel, like you’ve stepped onto a different planet for a bit.

**Trips like this are a good reminder: stepping away, even briefly, gives you perspective.** You come back clearer, more focused, and—if you’re lucky—with a few good stories along the way. If San Diego or Joshua Tree has been on your list, I’d move it up. ■



### Q&A OF THE MONTH

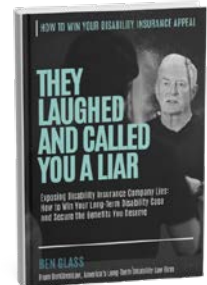
**What is your favorite ice cream flavor?**

*Moose Tracks*

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

**They Laughed and Called You**

**a Liar** 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.

**Scan the QR code to download now!**



3998 Fair Ridge Drive Suite 250  
Fairfax, VA 22033  
tel 703.544.7876 fax 703.783.0686  
[www.BenGlassLaw.com](http://www.BenGlassLaw.com)

## GLASSGAZETTE

For feedback, comments, or for assistance, email [newsletter@benglasslaw.com](mailto: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.

Design & Layout by Zine ([www.zinemarketing.com](http://www.zinemarketing.com))  
Copyright 2026 by Ben Glass Law

### Inside This Issue...

- *Saving Lives, One Juice Box at a Time*
- *The Hidden Joys of a Morning Routine*
- *Three Questions to Ask Yourself Every Sunday Night*
- *Seven Things that Blew My American Mind About Catching a Match in Portugal*
- *Sunshine, Wide-Open Views, and a Reminder to Reset*

## Sunshine, Savings, and Summer Plans

By: **BGL STAFF**

***June brings longer days, warmer weather, and the perfect opportunity to enjoy the start of summer without overspending. Whether you're looking for simple ways to unwind, explore your community, or make memories with family and friends, there are plenty of activities that are both enjoyable and easy on the wallet. Here are a few ideas to help you make the most of the month.***

One of the simplest and most refreshing options is to explore local parks and nature trails. A walk, picnic, or quiet moment outdoors can be a great way to relax and recharge. Many parks also host free events throughout the season, so it's worth checking your local listings for outdoor concerts, guided hikes, or community gatherings.

If you enjoy a lively atmosphere, consider visiting a weekend farmers market. Even if you're not planning to buy much, browsing

the stalls, sampling seasonal produce, and enjoying the music or entertainment can make for a fun and inexpensive outing. It's also a great way to support local growers and artisans.

For those who prefer staying in, June is a wonderful time to try a new recipe at home. With fresh fruits and vegetables in season, you can create light, flavorful meals without spending much. Pair that with a DIY spa day — think a warm bath, a homemade face mask, and calming music —

and you have a relaxing evening at virtually no cost.

You can also kick off a summer reading challenge by visiting your local library. Borrowing books, attending free programs, or simply finding a quiet corner to read can be a rewarding way to spend time. No matter how you choose to enjoy June, remember that meaningful experiences don't require a big budget — just a little creativity and a willingness to explore what's around you. ■