

GLASSGAZETTE

Volume 26
Issue 8

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

The Best Lesson I Learned in Art School Wasn't About Art



By:
**Bahara
Saleh**

Hi everyone! My name is Bahara, the new Legal Assistant, and I couldn't be more excited to be part of the team. Starting this new job has made me reflect on an unexpected lesson I learned while studying Graphic Design.

When I was studying Graphic Design in college, critiques were part of almost every project. We'd come up with an idea, present it to the class, receive feedback, make changes, create a draft, get critiqued again, make more revisions, and finally present the finished project. Even after the final presentation, we'd often receive one last round of feedback in case we wanted to make final improvements. At the time, it honestly felt repetitive and sometimes a little discouraging.

Now that I'm beginning my career and figuring out who I am professionally, I've

realized those critiques taught me something much bigger than design.

As I've worked in different roles, one habit I've carried with me is the desire to hear different perspectives. Whether it's a small daily task or a bigger project, I find myself asking for feedback, not because I doubt my work, but because I know another perspective can reveal opportunities to improve that I may have missed. I've learned that feedback isn't something to be afraid of. It's direction.

Looking back, I don't think



art school just taught me how to design. It taught me how to keep learning, stay open minded, and understand that every revision is another opportunity to improve.

Sometimes the best lessons we learn aren't the ones we expect. They're the ones that continue shaping us long after the classroom is behind us. ■



BENGLASSLAW
PERSONAL INJURY | DISABILITY

Upcoming Holidays

- August 13: Family Day
- August 15: National Relaxation Day
- August 19: World Humanitarian Day
- August 26: National Dog Day
- August 29: Individual Rights Day

Out in the Wild



Our Marketing Director, Lauren, took her daughter to Denver and showed her the mountains — and yes, the views were just as epic as they sound.

Did You Know?

The first email from space blasted off on August 9, 1991, when astronauts aboard Space Shuttle Atlantis typed “Hello Earth!” from orbit. Turns out even astronauts enjoy sending a good surprise message.

A Marriage at Sea

by: Sophie Elmhirst



Maurice and Maralyn are an unlikely couple. He's quiet and obsessive; she's outgoing and full of drive. But they both fear wasting their lives. Instead of only dreaming about escape, they

quit their jobs, sell their house, buy a boat, and sail away. For almost a year, everything goes well—until a whale hits their boat in the middle of the Pacific and it sinks. Stuck for months in a small rubber raft, hungry and exhausted, they must face the ocean, their own fears, and each other. They can run from the world, but not from themselves.

FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED

The PI team recently settled a claim for a client who was injured when another driver ran into him at an intersection, and the insurance company tried to use a small “convenience” check to claim his entire injury case was already settled. Our PI team stepped in, challenged the insurer’s tactics, filed suit, and pushed them back into real negotiations — ultimately securing a **\$17.5K settlement** for our client. It was a meaningful outcome that brought fairness and peace of mind during an already stressful situation.



Our LTD team successfully represented a client with Parkinson’s Disease after Unum wrongfully denied his long-term disability benefits, claiming he wasn’t disabled despite clear limitations and his employer’s inability to accommodate his

condition. Our team built a comprehensive, evidence-driven appeal that dismantled Unum’s “improvement” argument and restored his benefits along with back pay. This outcome restored meaningful security and dignity to our client’s life, and we’re proud of our LTD team for the steadfast advocacy that made this result possible.

Check out this review that our team recently received

I can’t recommend this firm enough. If you’ve been hurt in a car accident like me and my wife were, call these people. They made us feel like we were their only clients. Always updating and communicating with us and even sending us “get well” gifts after a surgery. Hoping I’ll never need an accident lawyer again, but if I do, the only place is Ben Glass Law.

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



Taking Time to Enjoy the Little Moments

One of my favorite ways to spend a Saturday morning during the summer is visiting a farmer's market. There is something special about starting the day with a cup of coffee in hand, strolling through the vendors, and supporting local farmers and small businesses. Whether I'm picking up fresh strawberries, tomatoes, homemade bread, or a bouquet of flowers, I always leave with more than I planned to buy, and I never mind.

The market is also a great reminder to slow down. Life can get busy, and it's easy to rush from one thing to the next without taking time to enjoy the little moments. Spending an hour walking through the market, chatting

with vendors, and appreciating the fresh, local products is a simple way to recharge before the week begins.

If you're looking for a fun weekend outing this summer, I highly recommend stopping



by the Manassas Farmers Market in the Prince William Street Parking Lot. You might discover a new favorite vendor, find the freshest ingredients for your next meal, or simply enjoy a beautiful morning in the community. ■

Flower Update

We have flowers! The heat is taking a toll on the garden, but these zinnias have made sure to make an appearance.

We also had a house finch making a nest in my hanging plant.



Q&A OF THE MONTH

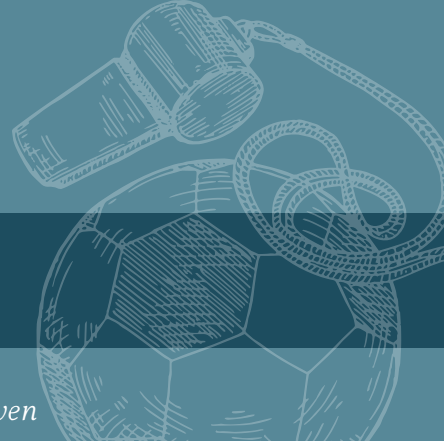
**What's one word that
sums up your summer?**

Busy!



Inside the Mind of BEN GLASS

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



Write Your Own Constitution

You wouldn't run a country without one. So why are you running your life without one?

Our founding documents got a lot of attention last month, and deservedly so. A country gets a constitution—a written set of principles about what it values, what it will and won't do. As a nation, we are not perfect. Humans, after all, are running the show, but we'd never dream of designing a nation built to run on pure improvisation—decision-making by whim.

And yet that's exactly how most people run the ***one life*** they've been given.

No governing philosophy. No written-down, well-thought-out list of what actually matters to them. They just react. Something bright moves across the field, and they chase it. Ask them what they truly value, and you get a blank stare. They've never written it down.

You can prove there is no deep thought behind this because most will say, when asked: "I value my family" yet if we were a fly on the wall and lived

their lives for two weeks, you'd wonder about the depth of their "conviction."

My experience is that the people living happy, thriving lives all have a clear ***code of values*** guiding their choices.

If you don't author your own, the world is glad to hand you one. The advertisers have a code for you. The government has a code for you. Your least ambitious neighbor—the one now running your HOA—has a code for you. And every one of them wants you to live by their rules, not yours.

Write your own constitution.

Not a vision board. Not a list of goals you'll feel guilty about by February. A real governing document—a handful of principles you've decided, on purpose, that run your life so you don't have to keep re-deciding it every single day.

Don't have a copy of my Live Life Big Journal? Reach out—we'll



send you one, free. It's my own thinking on this, but the point was never to copy mine. It's to sharpen yours. Your code will look different from mine. That's exactly how it's supposed to be.

Why This Saves You From Yourself

Here's a truth: your ability to make good decisions is finite. It's a tank, and it runs down. You make sharp calls when you're fresh and sloppy ones after you've spent all morning choosing paint colors—or agonizing over a birthday present for the seven-year-old nephew you never see. Every trivial decision you make is one you no longer have available for something that matters.

— continued on next page

— continued from previous page

Some of my rules:

1. Decide now. Change direction later if you must.
2. Ignore the critics.
3. Share your ideas only with those who want to learn.
4. Spend time with the people who represent your tomorrow—and say goodbye, without guilt, to the friends of yesterday.

In short: own your life.

I've offloaded a hundred small decisions onto a set of standing rules like these, so that I have everything left over for the choices that actually build a thriving life.

Period.

What Mine Looks Like, Lived Out

Let me show you one of my governing principles, because it sounds backwards until you sit with it.

My goal is to spend less time doing stuff that doesn't make my life better.

The entire productivity industry is built on the opposite promise—do more, fit more in, cram another task into the white space on your calendar, win the day. My aim is to have less that requires me at all.

Why? Because of a deeper principle sitting underneath it, and this one is the whole foundation: my time and my life are the same thing. They are not two separate accounts. Every hour I spend on something that didn't need me is an hour of my one and only life that I'm not getting back.

I once knew a man who had this all wrong. He ran a thriving business—big name, money hand over fist, a machine from the outside. Inside? Seven days a week, barely saw his kids, running on fumes. His problem was never his market; his market was wide open. His problem was that nothing moved without him. Not one decision. He was the answer to every question in the building.

He wasn't leading. He was just deciding. There is a world of difference between the two. If you're still the answer to every

question—at your office, in your home, in your life—you don't own a thriving life. You own a very demanding job.

Start With Three

You don't need ten principles by tomorrow. Start with three. Write them at the top of a clean page. Then, underneath each one, write the operating rules that flow from it—the actual, daily how. Grasp the principle, and the methods sort themselves out. Chase methods with no principle behind them, and you'll be blown off course by the first stiff breeze.

Because here's the thing nobody will tell you: your playing small doesn't serve anybody—not you, and not the world that could use what you have to offer. A thriving life was never the one with the fullest calendar. It's the one you actually sat down and authored, on purpose, in your own hand.

So write it down. Decide who you are before the world decides for you. ■

— Ben



PODCAST EPISODE OF THE MONTH

Protecting Physicians, Building Freedom, and Staying Small on Purpose | Matt Wiggins

What happens when a physician loses the ability to practice medicine?

In this episode of the Renegade Lawyer Podcast, Ben Glass welcomes Matt Wiggins, founder of DocInsure and one of the nation's leading experts on disability insurance for physicians.

Matt explains why disability insurance protects a doctor's most valuable asset—their future earning power—and why many physicians unknowingly rely on inadequate employer-provided coverage. Together, Ben and Matt break down own-occupation disability insurance, common misconceptions about disability claims, and the policy features that can make a life-changing difference when illness or injury strikes.



Struggling to figure out what your own three principles should be?

That's exactly the kind of thing we dig into over a sandwich. Come have lunch with me—LunchWithBen.com. An hour, a meal, and a conversation that might change everything.



Q&A OF THE MONTH

What's one word that sums up your summer?

Family



Inside the Mind of BRIAN GLASS

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



Nothing Beat this Day at the Pool...



Let me tell you—nothing beat the excitement on the kids' faces when that giant banner showed up just in time for the biggest pool day of the summer.

Neighborhood pool sponsorship: \$600

Banner cost: \$103

Will it lead to anything major?



Honestly, who knows.

But it was absolutely worth it for the laughs, the memories, and the fact that all my friends got a huge kick out of seeing it hanging front and center.

The only downside? I somehow ended up competing in this year's belly flop contest... and yes, I came in second. A proud, slightly painful second. ■

Glass House Shenanigans



For one glorious week, my parents hosted our kids and their cousin at what has become affectionately known as "Camp Mimi." According to our kids, the highlights weren't any special outings—they were the complete elimination of bedtimes and the discovery that hot chocolate is apparently an acceptable breakfast beverage. Funny how quickly grandparents can rewrite the house rules! Thankfully, our kids understand that Camp Mimi's policies don't extend to our house, but they came home with full hearts, big smiles, and enough wonderful rule-breaking memories to last until next summer. ■



PODCAST EPISODE OF THE MONTH

Your Vacation Should Not Require a Laptop | Conrad Saam

Most law firm owners say they want freedom.

Then vacation starts.

The laptop comes out.

Slack gets checked.

A "quick email" turns into an hour.

And suddenly the business you built to create freedom is sitting right there at the hotel breakfast table with you.

That is why we are bringing this episode back.

In this conversation, Brian sits down with Conrad Saam of Mockingbird Marketing to talk about a simple test every firm owner should take:

Can your business run without you for four days?



Q&A OF THE MONTH

What's one word that sums up your summer?

Fun!

Inside the Mind of DAMON MILLER

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



Here Are My Top Three Hikes in Our Area

One of my favorite ways to recharge outside the office is to head out on a hiking trail. After spending the week reading medical records, drafting briefs, and arguing with insurance companies, there's something refreshing about putting the phone away for a few hours and enjoying the outdoors.

People often ask me where they should hike in our area, so I thought I'd share my personal top three.

1. Old Rag Mountain

If I could recommend just one hike in Virginia, it would be Old Rag.

It isn't easy. The hike is strenuous, the elevation gain is significant, and the famous rock scramble requires climbing over and through massive boulders. But that's exactly what makes reaching the summit so rewarding. The panoramic views from the top are among the best in Virginia. It's an incredibly beautiful hike and well worth the climb to the summit.

2. Harpers Ferry

I've hiked the trails around Harpers Ferry several times, in different seasons, and it never gets old.

The overlooks above town provide spectacular views where the Potomac and Shenandoah Rivers meet, and the combination of natural beauty and American history makes the experience unique. Whether the mountains are covered in vibrant fall colors, blanketed in snow, or bursting with spring greenery, Harpers Ferry always offers something different.



3. The Appalachian Trail

It's hard to pick just one section of the Appalachian Trail because every stretch has its own character.

One of the things I enjoy most is knowing that I'm walking along the same footpath that stretches more than 2,000 miles from Georgia to Maine. Whether I'm hiking a few miles or making a full day of it, the Appalachian Trail always offers beautiful scenery, peaceful forests, and a welcome reminder to slow down and enjoy the journey.

If you're looking for a way to spend a weekend, I highly recommend getting outside and exploring one of these trails. You don't have to hike the longest distance or reach the highest summit to enjoy the experience. Sometimes a few hours in the mountains is all it takes to clear your mind and come back feeling refreshed. ■



Q&A OF THE MONTH

What's one word that sums up your summer?

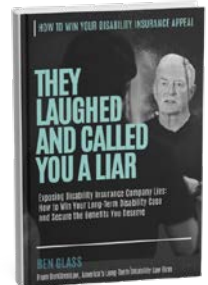
Hot!

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

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.

Design & Layout by Zine (www.zinemarketing.com)
Copyright 2026 by Ben Glass Law

Inside This Issue...

- *The Best Lesson I Learned in Art School Wasn't About Art*
- *Taking Time to Enjoy the Little Moments*
- *Write Your Own Constitution*
- *Nothing Beat this Day at the Pool...*
- *Here Are My Top Three Hikes in Our Area*

August Organization Tips: A Calm Reset Before Fall

By: **BGL STAFF**

August is the ultimate bridge month — a moment where lingering summer sunshine meets the first hints of fall routines. It's a time to slow down, savor what's left of the season, and gently prepare your space and schedule for the months ahead. Whether you're juggling a busy work season, managing family responsibilities, or simply trying to create a little more balance in your daily life, August offers a chance to reset with intention.

Start by simplifying high-traffic areas in your home. A quick refresh of entryways, kitchen counters, or living spaces can make everything feel lighter.

Ease back into steadier rhythms by adjusting bedtimes, organizing seasonal supplies,

or setting up a calm work or study area. Even small steps — updating your calendar, clearing a desk, or choosing one manageable goal — can help create a smoother transition into fall.

Most importantly, remember

to savor the present. Enjoy a quiet porch moment, a lingering warm evening, or a fresh slice of watermelon as you prepare for a new season.

August is your invitation to recharge, reset, and carry summer's warmth forward. ■