

GLASSGAZETTE

Volume 26
Issue 9

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

Solo Trip to Windy City – Chicago!



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

For the first time ever, I took a solo trip to Chicago in June. Solo trips aren't very common in Pakistani households, because the culture expects you to be either with your family or spouse. Fortunately, my parents are open-minded and trusted me to go on this trip solo. And I'm so glad to have

done this, because this was such a relaxing and eye-opening experience. The last time I went to Chicago was when I was in middle school, and that trip was treacherous to say the least. Back then, my family drove all the way from Virginia, and to make matters worse, we visited during the winter. Everyone knows that the winter season there is brutal!



Vincent van Gogh, Self-Portrait, 1887. Photo by Warda Iqbal, Art Institute of Chicago.



This time around, the weather was beautiful. My first stop was the **Art Institute of Chicago**, where I had the chance to see works by one of my favorite artists, Vincent van Gogh. The museum was incredible—not only because of its remarkable collection spanning different artistic styles and time periods, but also because the architecture itself felt like a work of art.

Afterwards, I went to a pop-up shop called **Made in Chicago** where visitors can make custom hoodies. I highly recommend stopping by if you're ever visiting the city! Another must-do experience is the Chicago Architecture Boat Tour along the Riverwalk. I'm not usually much of a boat person, but I found the tour both relaxing and fascinating. The guide shared the history behind many of Chicago's iconic skyscrapers and architectural landmarks, which I never really thought about.

One of the **most memorable** parts of my trip, however, wasn't an attraction—it was making a new friend. While enjoying brunch, a random stranger struck up a conversation with me. It turned out she had recently graduated from law school and had traveled to Chicago for a friend's wedding. We bonded over our experiences working in the legal field, and she shared advice about my own goal of attending law school. Before this trip, I'd be lying if I said I wasn't nervous about traveling alone. But experiences like this remind me that stepping outside of my comfort zone can lead to unforgettable memories.

Next stop: **San Diego!** ■



BEN GLASS LAW
PERSONAL INJURY | DISABILITY

Upcoming Holidays

- September: National Suicide Prevention Month
- September 11: Patriot Day
- September 13: Grandparents' Day
- September 17: Constitution Day
- September 30: International Podcast Day

Out in the Wild

Our legal receptionist, Angela, enjoyed an end-of-summer getaway at Kings Dominion, where she spotted Snoopy, her favorite character!



Did You Know?

Google officially launched on September 4th, 1998, when founders Larry Page and Sergey Brin started operating out of a garage in Menlo Park, California!

Look What You Made Me Do

By: John Lanchester



A dark comedy and psychological thriller that explores intergenerational warfare through a complex revenge plot. The story follows Kate, a boomer, who

discovers that her recently deceased husband's intimate secrets were stolen by Phoebe, a manipulative millennial screenwriter, to create a hit TV show. Perfect for readers who love drama, secrets, and a little chaos!

FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED

A nurse with nearly 30 years of experience was denied long-term disability benefits despite severe respiratory issues, vocal cord damage, and chronic pain. Our **long-term disability** team gathered updated medical evidence, secured provider support, and even interviewed her husband when she couldn't speak. Their **hard work** led to a successful appeal and meaningful back-benefits recovery.

After a frightening hit-and-run crash and a complicated insurance situation, our client wasn't sure where to turn. The personal injury team stayed by her side, uncovered a second policy, and secured a **favorable outcome** for our client! Their dedication brought her the **support she needed** at the time she needed it most.



Check out this recent review our Personal Injury team received! This reminds us that every case is more than paperwork — it's a person, a story, and a chance to help someone feel seen and supported.

They worked tirelessly on my case and went above and beyond to communicate and maximize my experience. I sincerely appreciate Brian for helping close this chapter and end the nightmare of my life I never saw coming!

1000% 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 and client-focused approach to help them.



Inside the Mind of ERYN SCOTT

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



Look Out For Concussions: Even a Minor Accident Can Cause a Serious Injury



After a car accident, it is easy to focus on the obvious injuries, including sore muscles, cuts/bruises, or damage to your vehicle. But one injury that can be overlooked is a concussion. Even what seems like a minor bump or jolt to the head can cause a concussion, and symptoms may not appear immediately.

A concussion is a type of traumatic brain injury caused by a blow or jolt to the head that disrupts normal brain function. You do not have to lose consciousness to suffer a concussion. In fact, most people with concussions do not lose consciousness.

Symptoms can include headaches, dizziness, nausea, blurred vision, sensitivity to light or noise, confusion,

difficulty concentrating, memory problems, fatigue, or changes in mood and sleep. Some symptoms may develop hours or even days after an accident, making it easy to dismiss them or assume they are unrelated.

If you hit your head or experienced a significant jolt during an accident, it is important to pay attention to how you feel afterward.

Seek medical attention if you develop symptoms, particularly if they are worsening or severe.

Most importantly, do not assume that a head injury is harmless simply because the accident seemed minor. A timely medical evaluation can help identify a concussion, rule out more serious injuries, and provide guidance for a safe recovery. ■

Garden Update

We've been trying to grow pumpkins at my parents' house, and we have our first pumpkin growing! Stay tuned to see if we can grow any more!



Q&A OF THE MONTH

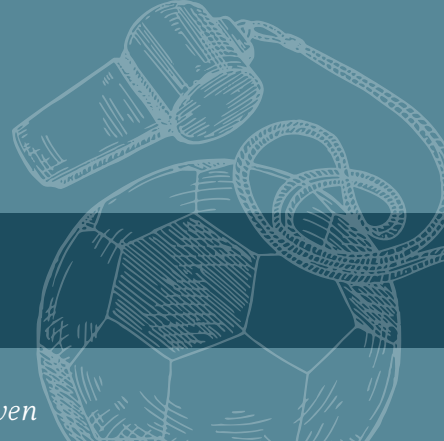
What is your favorite way to relax?

Getting lost in whatever craft project I'm currently working on.



Inside the Mind of BEN GLASS

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



Nobody Owes You Anything. That's the Good News



A Labor Day thought from a guy whose first paycheck arrived in 1974:

Labor Day is a good weekend to think about work — what it is, what it does for a person who does it well, and what happens to people who never get the chance to find out.

So let me tell you about 1974.

That's the year I got my first paycheck. I was sixteen. And if you go back and look at what the country actually looked like that year, you'd wonder why anybody bothered getting out of bed.

1974 Was Genuinely Terrible

Here is what was going on while I was learning to work:

- Inflation ran north of eleven percent for the year.
- Oil had quadrupled — from under \$3 a barrel before the embargo to \$11.65 by January — and we had gas lines and rationing.
- The Federal Reserve pushed its benchmark interest rate to around twelve percent by that July.
- The stock market lost close to half its value between January 1973 and December 1974.
- Unemployment was climbing toward nine percent, which it hit the following spring.
- The President of the United States resigned in August.
- And the official federal plan to fix the economy involved distributing lapel buttons that said WIN. Whip Inflation Now. That was the plan. Buttons.

The press in 1974 was every bit as certain that America was finished as

the press is today. They wrote about malaise. Limits to growth. The end of the American century. Serious people in serious publications explained that our best days were behind us and that young people were going to inherit less than their parents had.

Sound familiar?

What Sixteen Looked Like Then

The federal minimum wage started at \$1.60 an hour in 1974 and rose to \$2.00 on the first of May.

Everybody I knew worked. Fifteen, sixteen, seventeen years old — we all had something. A fair number of my friends were creative about their ages on the paperwork, and let's just say employers back then did not dig very deep.

I had three things going that year.

First, I started refereeing soccer. I was sixteen. Fifty-two years later, I am still doing it, and I will be on a field this fall with my new "Teen Soccer Scholarship" red and yellow cards. Ask me, and I'll send you some!



Second, there was a local soccer store. Nobody hired me.

I just showed up. I hung around, helped customers, learned the inventory, learned how to restring a soccer ball (yes, a real thing), and made myself useful — for free — until one day they decided I was worth minimum wage and put me on the payroll. That is how that worked. Nobody owed me a job. I made myself worth paying.

(Of course, I "gave" a bunch back by buying stuff from the store!)

Third, and this was the one I was most excited about, they let me deliver newspapers.

The Collection Book

The paper was the Northern Virginia Sun, an afternoon paper. I loaded up the baskets on my one-speed Schwinn and covered about four miles of the neighborhood every afternoon after school.

Once a month I went house to house with a collection book to get the couple of dollars each customer owed.

I have been trying to remember lately what my actual cut was. Half? More? Less? I genuinely do not know anymore. What I do remember with some precision is blowing a good chunk of it

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at the 7-Eleven every so often.

Carriers like me were part of what the newspaper industry called the little merchant system. I was not an employee. I bought the papers from the Sun at wholesale, and I sold them to my customers at retail. The spread was mine.

I did not have a job. I had a business.

I carried inventory. I had accounts receivable. I had customers who paid late, customers who were never home on collection day, and customers who moved out of the neighborhood without settling up — and when that happened, I ate the loss. Nobody reimbursed me. My route was territory. Lousy service meant fewer customers, and fewer customers meant less money. But great service also meant great tips!

All of that, at sixteen, on a one-speed bike.

What All Three Jobs Taught Me

Nobody owes you anything.

Not the store. Not the newspaper. Not the people on my route. Not the leagues that assigned me games and made me wait till the end of the season to get paid. Not your employer, not your neighbor, not the government, and certainly not the men and women on television promising to fix everything for you.

I think it is the best news anybody ever gave me.

Why It Is Good News

Consider the alternative for a moment.

If somebody owes you your living, then somebody else decides what you get. Somebody else decides when you get it. Somebody else decides whether you have behaved well enough to keep getting it. And whoever that somebody is — a company, an agency, a program, a benefactor — can change their mind.

I have spent forty-three years watching what happens to people whose futures sit on somebody else's desk. That is literally my job. When an insurance company decides your disability claim is finished, you learn very fast what dependence feels like.

Put this one on your fridge:

Nobody owes you anything — which means nobody owns you either.

Your effort, your judgment, your skill, your reputation with the people who know you: those belong to you. They cannot be voted away, revoked at renewal, or denied at claim time. That is not a burden. That is freedom with the price tag still attached.

Things Actually Worth Being Thankful For This Week

You will not find this list in the paper, so here it is.

- You live in a country where you can start something on Monday without asking anyone's permission.
- The tools are nearly free. In 1974, you needed a printing press to reach anybody. Today you need a phone and a willingness to be bad at something in public for a while.
- Almost nobody checks your last name, your connections, or where

you went to school before deciding whether to buy from you. They check whether what you are offering is any good. If it is, they will buy more.

- We are healthier, safer, better fed, and more mobile than we were in 1974 by every measure.
- And you can still walk into a business, offer to help for nothing, and end up on the payroll. It worked in 1974. It works now. (Don't write me and tell me "but Ben, free internships are illegal.")

One Thought About Your Kids and Grandkids

The average American today earns a first paycheck somewhere in their mid-twenties.

Sit with that. A person can now go from preschool all the way through a college graduation without ever once having been paid by a stranger for work that stranger valued.

If you have a teenager, help them get a job. Any job. It does not have to be impressive, and it should not be comfortable. The paycheck is the least valuable thing about it.

Happy Labor Day

I am still out there on fall Saturdays, refereeing kids who are the same age I was when a soccer store in Northern Virginia decided I was worth two dollars an hour.

And I still believe this is the best country that has ever existed for a person willing to be useful.

Nobody owes you anything.

Go be worth paying. ■

— Ben



PODCAST EPISODE OF THE MONTH

How to Be an Icon: The Mindset Behind Extraordinary Law Firms

In this special episode of the Renegade Lawyer Podcast, we revisit Ben Glass's keynote, "How to Be an Icon," recorded live at the 2024 Hero Icon Event.



While marketing strategies and technology continue to evolve, the principles behind extraordinary leadership remain timeless.

In this keynote, Ben challenges law firm owners to think beyond tactics and focus on what truly drives long-term success: mindset, leadership, culture, and purpose. He shares why the greatest barrier to growth isn't a lack of marketing—it's the beliefs we hold about what's possible.

Want to talk about any of this? Lunch is on you.
LunchWithBen.com



Q&A OF THE MONTH

What is your favorite way to relax?

Refereeing an intense, competitive soccer game



Inside the Mind of BRIAN GLASS

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



Variety is the Spice of Life

***We've seen two very different
shows in the last two nights.***

I'd recommend both.

Drunk Shakespeare was a last-minute choice. Hilarious. Just don't take your kids or your parents.

Masquerade was amazing.

Immersive Phantom of the Opera where the cast interacts with you and your group of ~30 wander in and out of about a dozen rooms. The scope of the production is so impressive.

There is **so much** talent in this city.

Good to get away without the kids for a few days. ■



Glass House Shenanigans



When you add a few Glass cousins to the Glass Bros' usual shenanigans, the fun reaches a whole new level.

We spent a week at the lake with our extended family, and laughter echoed from every corner of the property. Their favorite pastime? Launching a full paddleboard "attack" on any aunt or uncle who dared to venture out alone in a kayak for a little peace and quiet. Needless to say, the quiet never lasted long! We came home with tired kids, happy hearts, and plenty of memories we'll be laughing about for years to come. ■



PODCAST EPISODE OF THE MONTH

The Firm-Building Lessons Behind a \$100M Verdict | Ryan McKeen

Most lawyers see a \$100 million verdict and think about the trial.

Ryan McKeen thinks about everything that had to exist before the trial ever started.

The team, the systems, the cash flow, the experts. The patience to carry a case for eight years without letting it break the firm.

That is why we are bringing this episode back.

In one of our most popular conversations on Life Beyond the Briefs, Brian sits down with Ryan McKeen to talk about what it actually takes to build a law firm that can handle serious cases.

Not the Instagram version. The real version.



Q&A OF THE MONTH

**What is your favorite way
to relax?**

Going for a run

Inside the Mind of DAMON MILLER

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



Takeaways from Chincoteague: Relaxing Views, a Charming Town, and Some Wild Ponies

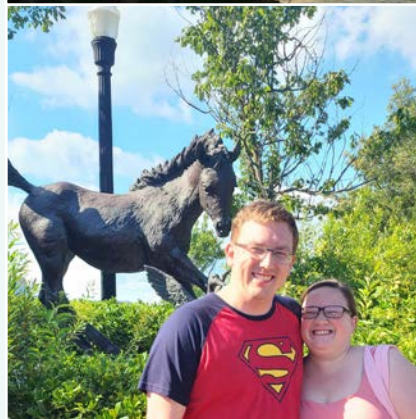
Every year, Emily and I try to find a unique way to celebrate our anniversary. This year, we visited Chincoteague for the first time, and it turned out to be exactly the kind of relaxing getaway we were hoping for.

If you've ever been, you know it's a place where life seems to slow down a little. We spent our time exploring both Chincoteague and Assateague Islands, driving through the wildlife refuge, walking along the beach, and, of course, keeping an eye out for the famous wild ponies. Seeing them roaming freely across the island was something neither of us had experienced before.

One of the highlights of the trip was watching the ponies swim back to Assateague following the annual Pony Swim festivities. We'd heard about the event for years but had never made the trip. It was fun to finally experience one of Virginia's most unique traditions in person and see why so many people return year after year.

We also spent an evening at the local carnival, enjoyed some excellent seafood, and simply slowed down for a few days. Sometimes the best vacations aren't packed with activities—they're the ones where you can put your phone away, enjoy the scenery, and spend uninterrupted time with someone you love.

Our first visit certainly won't be our last. Chincoteague has a charm that's hard to describe until you've experienced it yourself, and we left already talking about making another trip someday.



Emily and I enjoyed one of Virginia's most unique traditions.

I hope you've been able to enjoy some adventures of your own this summer, whether that's a family vacation, a weekend road trip, or simply a quiet evening spent with the people who matter most. Those moments often become our favorite memories. ■



Q&A OF THE MONTH

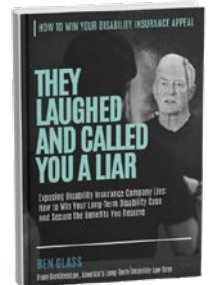
What is your favorite way to relax?

Read a book.

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.

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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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By:
Autumn Haag
Personal
Injury
Paralegal

It's back-to-school season, and it might feel a little like the world is ending! Here are a few reminders (and a little motivation) to help get you through those first few weeks:

TO THE STUDENTS:

A new school year can come with ALL the feelings. You can be nervous and excited at the same time, and that's totally okay! Give yourself time to adjust and lean into the new year. Find a friend, sport, club, or activity that helps you feel like you belong. You don't have to figure it all out on day one, week one, or even month one.

TO THE STAFF:

You are superheroes, but don't forget to fill your own cup, too. You can't keep pouring into the next generation if you have nothing left to give. Lean on your fellow staff, ask for support when you need it, and set boundaries that help you find a balance that works for you.

TO THE PARENTS:

A new school year can be hard AND exciting at the same time. When things get a little crazy, try to stay calm. Your kids are always watching, listening, and learning from how you handle stress. Give yourself some grace, too; you're figuring it out right alongside them. ■

You've all got this! Here's to a great school year!