

# GLASSGAZETTE

Volume 26  
Issue 10

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

## The Beginning I Mistook for an Ending



By:  
**Bahara  
Saleh**

***For years, graduation felt like the finish line. I thought earning my degree meant I had reached the end of learning and was finally ready to begin my career. What I did not realize was that I was stepping into a much bigger world.***



Throughout college, I pictured graduation as freedom from 11:59 p.m. deadlines, homework, tests, and exams. In my mind, careers seemed simple: you studied something, earned the degree, got the job, and that was where the story began to settle.

Then I started working and realized it was almost the opposite.

**Getting the job is only the first step.** After that come years of learning, experience, mistakes, problem-solving, relationships, and small decisions that slowly shape you into someone who really knows their work.

**That realization has become especially clear to me in the legal field.** I get to see both sides of the work: the ordinary days behind a computer, the conversations, follow-ups, details, and effort and then the moments when it all comes full circle. A client walks in grateful. A case reaches an outcome that changes something for someone. Someone leaves feeling heard or supported.

Those moments make all of the work behind them feel different.

Being around people who have spent years building their knowledge and experience has made me realize that the

impressive part of a career is not simply arriving somewhere. It is everything that had to happen along the way the years of showing up, learning, making decisions, handling challenges, and becoming more confident in the work. Seeing that up close has given me a much deeper appreciation for what it actually means to become good at what you do.

I used to think success was reaching the finish line.

Now I think the real beauty is in finding work that keeps giving you a reason to learn, care, and keep going. ■



**BEN GLASSLAW**  
PERSONAL INJURY | DISABILITY

## Upcoming Holidays

- October: Breast Cancer Awareness Month
- October 12: Columbus Day
- October 16: World Food Day
- October 28: National Chocolate Day
- October 31: Halloween

## Out in the Wild



*While exploring the Northern Neck, Janet, one of our on-claim coordinators, spotted a marina patio in Reedville decorated with old boat signs and couldn't resist snapping a photo with the one that shared her name!*

## Did You Know?

**Americans buy between 660 million and 745 million pounds of candy every year for Halloween!**

## Flashlight

By: Susan Choi



*Flashlight follows a girl whose father disappears overnight, pulling her into a powerful journey through memory, family secrets, and the moments that shape*

*who we become. It's an engaging, beautifully written story that keeps you turning pages as her world unfolds.*

# FRESH from the FIRM

## CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED

### Our Spring 2026 Scholarship Winner

Congrats to Sydney Lojek! Sydney's essay embodied exactly what our scholarship team believes — that the lessons a young referee learns can transform the leadership skills that they'll use for the rest of their lives. Our team has given \$2,500 to Sydney's upcoming school year at Northwestern University and are wishing her the very best college years!



### Our Fall Scholarship is Now Open

If you or someone you know is a referee or umpire that's enrolled at a high school, college, trade school, university, or graduate school — The BenGlassLaw Referee and Umpire Leadership Scholarship promises \$2,500 to a student who can demonstrate leadership skills secured through their experience. Students have until December 15, 2026, to apply. Scan the QR code to our website for all the details and to submit an essay application:



### Check out this review:

*My experience working with Ben Glass Law was excellent! After I was in a car accident, I had a great experience working with Eryn Scott and paralegal Autumn Haag on my case. From the beginning, they were incredibly helpful, responsive, and made sure I understood what was happening throughout the entire process. They truly cared about me and my case and made a stressful situation so much easier to navigate. I am extremely grateful for all of their hard work and support. I would absolutely recommend Ben Glass Law to anyone looking for a law firm after an auto accident!*

At BenGlassLaw, caring for people is at the heart of everything we do — and reviews like this remind us why we show up every day.

## 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

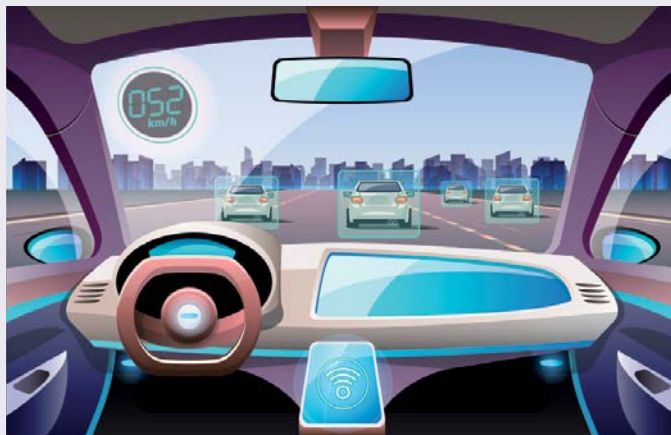


## This Small Investment Can Make a Big Difference

*October is the month of ghosts, haunted houses, and things that go bump in the night. But when it comes to a car accident, one thing you definitely don't want to be left with is a mystery about what happened. That's one reason every driver should consider having a dashcam.*

When a crash happens, determining who was at fault can sometimes become a "he said, she said" situation. A dashcam can provide an objective recording of what happened, including the moments leading up to the collision. It may show a driver running a red light or stop sign, failing to yield, following too closely, or driving dangerously.

**Dashcam footage can be especially helpful in hit-and-run accidents or crashes where there are no witnesses.** It may even capture the other vehicle's license plate, road conditions, traffic signals, and other important details.



If you are involved in an accident, remember to preserve your dashcam footage right away. Many cameras automatically overwrite older recordings, so save the video as soon as possible. Keep the original file and avoid editing the footage.

**A dashcam may be a small investment, but it can provide valuable evidence when you need it most.** This Halloween, don't let the facts of your accident disappear like a ghost! ■

### Garden Update

We've now got 2 pumpkins! Although, they are starting to look more like zucchinis...



### Q&A OF THE MONTH

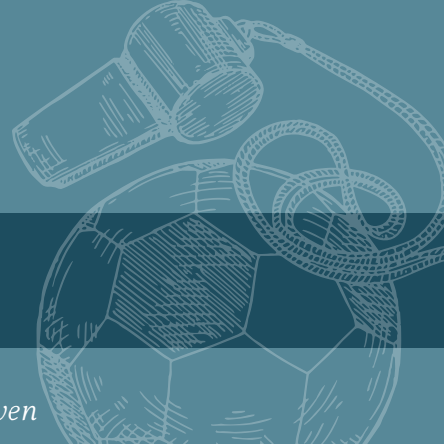
**Which fall treat do you prefer: pumpkin bread or banana bread?**

*Banana!*



# Inside the Mind of BEN GLASS

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



## Why **No Experienced Lawyer** Would Use ChatGPT to Find a Lawyer for Case Referrals

***If a client called me tomorrow and needed a lawyer in Seattle, Miami, or Topeka, I would never open ChatGPT and ask it to find one for me.***

*That. Would. Be. Dumb.*

I'd call another lawyer I trust. I'd call someone in my network — hundreds of lawyers around the country I've built relationships with over four plus decades. I'd ask a colleague who's actually tried cases against the guy. That's how it's always worked, and that's how it still works, among people who do this for a living.

**So, if the people who know this business best wouldn't trust an AI tool to find them a lawyer, why would you?**

**You won't after reading this article, so keep reading. Then tell a friend.**

We recently went through 34 attorney profiles on some of the big online lawyer-rating sites — the ones everybody's heard of. Here's what we found: Lawyers who retired years ago, others dead, still listed as active and "among the best." Lawyers no longer practicing in the field they're credited for.

The AI search tools can't evaluate real life, so they look for self-described "best of" websites and directories before giving you recommendations.

The big problem is that we lawyers

largely stopped paying attention to these sites a long time ago. Inside the profession, it's an open joke — most of us call them "pay to play." You pay a fee, you win an award, and then they sell you a badge that says "Top 10" or "Best Lawyer in [Your City]."

**Trust me on this.** In some directories I'm still listed as a "top" medical malpractice lawyer even though I haven't done that work in over a decade.

I have a friend who hasn't practiced law in over twenty years. A few weeks ago, he got an email "congratulating" him on being selected to a "Top 50 Lawyers in America" list. The email told him this honor is reserved for the top half of one percent of attorneys nationwide, that it provides "independent third-party validation" of his practice, and that new clients could be "assured they are hiring one of the absolute best attorneys in America."

**Nice guy, but the website accolades were all a lie.** No one is checking on (or regulating) this stuff except the AI tools, which then report "he must be good, they said so." (To his credit, he did not buy

a plaque.) Another friend submitted an application for his pet chicken. He did buy the plaque so he could make fun of the "Best of" organization that looked no further than the credit card.

And now this: my world, the world of law firm marketing, is now full of internet pitches for courses and webinars with titles like "Winning Referrals From ChatGPT, Google Gemini & Other Generative AI Tools: Actionable Marketing Tactics for Modern Law Firms." Not one of them is about actually being the best lawyer in your town. They're about learning how to game the algorithm — how to get the AI to say your name. An entire industry has sprung up to teach lawyers how to manipulate the very system you're trusting to give you an honest answer.

**So how do you actually find the right lawyer?**

**Honestly, just call us.** Our Rolodex is big.

And, if you are young, you can ask Chat GPT to show you an image of a Rolodex and explain it to you. ■



**Brian and Ben attended two World Cup games together this summer (one was a trip to Boston for a Father's Day gift from Brian to Ben, the second, the World Cup Semi-Final in Atlanta was a gift from attorney Darl Champion, who had tickets in his suite but was himself travelling in Europe.) Brian and his boys took in a third game as well.**

*Here's what we observed:*

1. The **logistics** of moving a large number of people to a city, often onto trains to get to stadiums, and then into stadiums, was magnificent. The gloom and doom predictions of the general media (i.e. unsold seats, traffic nightmares, terrorism concerns) was not evident to us.
2. The World Cup **employees** and thousands and thousands of volunteers who helped with #1 were incredibly friendly and knowledgeable. Spectators were genuinely welcomed into cities and stadiums.
3. **Those who visited** the United States to watch games this summer were pleased to see that our country (real people, not politicians) openly welcomed them, spoke with them and took pictures with them (especially when they were wearing shirts from countries we are supposedly "against.")
4. The visitors think **Buc-ee's** and **Costco**, two things some of us take for granted, are amazing! ■



## PODCAST EPISODE OF THE MONTH

### "I'll Just Do It Myself" Is Killing Your Growth

***"If I want it done right, I'll do it myself" is the ultimate growth limiter. Ben Glass explains why better delegation starts with better communication—and why leaders need to look at themselves first when the result doesn't match what they had in mind.***

Ben Glass is a nationally recognized personal injury and long-term disability insurance attorney in Fairfax, VA. Since 2005, Ben Glass and Great Legal Marketing have been helping solo and small firm lawyers make more money, get more clients and still get home in time for dinner. We call this TheGLMTribe.com



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



## Q&A OF THE MONTH

**Which fall treat do you prefer: pumpkin bread or banana bread?**

*Pumpkin Bread*



# Inside the Mind of BRIAN GLASS

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



## I tried a new sport in September – an Adventure Race in Luray

**The race consists of canoeing, mountain biking, and trekking.** There is no route, there is no set course, and there is no way to tell if you are in first place or last place until you finish. (Frankly, this makes it the perfect sport for a bunch of 40-year-old dads who just want to spend a day outside.)

**The night before the race we received a map** with about 60 waypoints each with a specific point value assigned to them. We'd have five hours to rack up as many points as we could and get back to the starting line (every minute you are still on the course after five hours costs you one point). The race director's advice as we began to plot our course the night before? "Make sure that your future dumber self will understand anything you write," because after the third hour of cardio your brain starts to slow down a bit.

**Oh, by the way... you can't use a GPS.** Finding points relies on your ability to read a map, use a compass, and guesstimate distances.

My team of four did pretty good for our first time racing, finishing second in the division. More importantly, we didn't get lost and all agreed to sign up for another one in the spring. ■



## Glass House Shenanigans



**As you know by now, the Glass Bros love spending time with their little cousins.** Unfortunately for the cousins' parents, they also take their role as "teachers" very seriously. Today's lesson? The fine art of making fart noises with your arms. No cousin was too young to participate, even the one-year-old got a crash course. We're so proud to see the next generation learning such valuable life skills. ■



### PODCAST EPISODE OF THE MONTH

#### Scaling Without a CFO Is Just Creative Drowning | Kelley Brubaker

**Most law firm owners do not wake up thinking, "Today is the day I ruin my finances."** But a lot of them are doing the financial version of that anyway. They are hiring, spending, growing. Saying yes to more cases. And hoping the numbers will somehow make sense later. That is exactly why we are bringing this episode back. It was one of our most downloaded conversations, and it still hits because the problem has not changed. If anything, it has gotten more complicated.

In this episode, Brian sits down with Kelley Brubaker, a fractional CFO who helps law firm owners stop flying blind with their money and start making decisions with clarity. Kelley does not talk about finances like a textbook. She talks about them like a person who has seen too many firm owners wait too long to get help.



### Q&A OF THE MONTH

**Which fall treat do you prefer: pumpkin bread or banana bread?**

*I'm team pumpkin bread.*

# Inside the Mind of DAMON MILLER

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



## Finding Joy in New Experiences

***There's something magical about seeing a hot air balloon light up the night sky.***

Recently, I went to the DC Hot Air Balloon Festival, and it was one of those experiences that was just plain cool.



As the sun went down, they held a "balloon glow." The balloons stayed on the ground while their burners fired, lighting up these enormous canopies against the night sky. That was followed by a laser show, which made for a pretty memorable evening.

**But the highlight for me was getting the chance to actually ride in one.** I'll admit, standing in a small basket underneath a massive balloon while someone shoots flames directly above your head is a slightly different experience than admiring one from a safe distance on the ground.

But once we were up, it was incredible.

I could probably manufacture some profound lesson about taking risks, gaining perspective, or rising above life's challenges. But sometimes

an experience doesn't need to become a metaphor. Between work, deadlines, errands, and everything else that fills our calendars, it's easy to get into a routine where we stop making time for things simply because they sound fun. There was no productive reason for me to ride in a hot air balloon. I didn't learn a new professional skill. I didn't check anything important off my to-do list.

**I just got to do something I'd never done before.  
And that was reason enough.**

So, no big life lesson this month. Just a memorable night, a new experience, and a reminder to occasionally say yes to something simply because it sounds cool.

For the record, riding in a hot air balloon definitely qualifies. ■



### Q&A OF THE MONTH

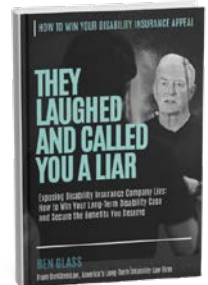
**Which fall treat do you prefer:  
pumpkin bread or banana bread?**

*Banana bread. I do not like  
pumpkin!*

### 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!**



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## GLASSGAZETTE

For feedback, comments, or for assistance, email [newsletter@benglasslaw.com](mailto:newsletter@benglasslaw.com) or call 703.544.7876

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## CELEBRATING NATIONAL BOOK MONTH: **A Season for Stories**



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

**October is National Book Month, a time dedicated to celebrating the joy, comfort, and inspiration that reading brings into our lives.** As the weather cools and routines settle, many people find themselves reaching for books that help them unwind, learn something new, or simply escape into a different world for a little while. It's the perfect season to reconnect with stories

that spark curiosity and creativity.

**Reading has a way of slowing us down in the best possible way.** Whether you prefer fiction, memoirs, or personal development, spending even a few minutes with a good book can reduce stress, improve focus, and offer a refreshing mental break. National Book Month encourages us to make space for that kind of intentional pause — one that supports emotional wellness and personal growth.

It's also a wonderful time to explore new genres or revisit old favorites. Many libraries

and bookstores highlight recommended reads, host events, or share curated lists to help readers discover something meaningful. You might choose a cozy fall novel, a thought-provoking nonfiction title, or a book that helps you reflect on the year so far.

**Most importantly, National Book Month reminds us that reading is a simple habit with a powerful impact.** Whether you're diving into a new story or picking up a book you've been meaning to finish, October offers the perfect backdrop to enjoy the beauty of reading. ■

