

Know Your Elephant and Come Prepared



By Tammy Hine

In the book *Switch: How to Change When Change is Hard*, authors Chip and Dan Heath talk about habits, changing them, and why it's so dang difficult.

The problem, they write, comes from the dual nature of two forms of power we each have inside of us: the elephant and the rider. The elephant represents the emotional side that provides you the motivation, passion, and energy to accomplish your goals. The rider is the logical side of us that steers the elephant in the right direction. How many times have you found yourself motivated and working hard toward your dreams – only to sputter out in exhaustion days later after expending an enormous amount of energy in a million different directions?

Likewise, who here among us has sat down and crafted a brilliantly structured seven-step plan, complete with hand-made binders and a color scheme, only for that same plan to sit around and gather dust while Netflix is asking us if we're still watching? (The answer is yes. I'm always still watching. You don't have to ask).

The thing about change and living your best life is that you need both the rider and the elephant to get where you're going. The rider gives you structure, focus, and a clear vision of the way ahead. Without the rider, the elephant is running amok in every direction and probably crushing everything in its path. But the elephant gives you the motivation, drive, and passion. Without the elephant, your rider is just ambling slowly towards their destination, and we all know riding an elephant is way faster (and way cooler).

I constantly struggle with my rider and elephant. I can never seem to get them in the same room together at the same time. Sometimes my life seems



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Know Your Elephant and Come Prepared

like it's full of nothing BUT elephants. I wake up early on a Saturday morning chock full of pep and ambition and manage to work a little bit on everything in the whole world, but with no clue where I'm going or what it'll even look like when I get there. I'm just an out-of-control elephant stomping around the house at seven in the morning with a cranky husband. On other days, my rider can lay out every step I need to accomplish for every goal I could ever dream up, but the motivation just isn't there and before I know it, I'm two bowls deep in a box of cereal. Also, it's not MY fault they don't make big enough bowls these days. That's someone else's problem.

I don't know the solution to my rider and elephant problem yet. Maybe they both need a new watch. I do know that when you're having trouble whipping your rider and elephant into shape, it's okay to let someone else take the reins every once in a while.

May is National Mental Health Month, so spend some time thinking about your elephant, its rider, and where you think they can take you. And if you happen to see my elephant on your path along the way, please tell him I'm looking for him. There's still a lot more I want to accomplish this year. ■

BGL's Best Bites:

AUTUMN'S ROASTED SWEET POTATO KALE SALAD

This is the best salad, and it is great for a mid-day energy boost!

Dressing Ingredients:

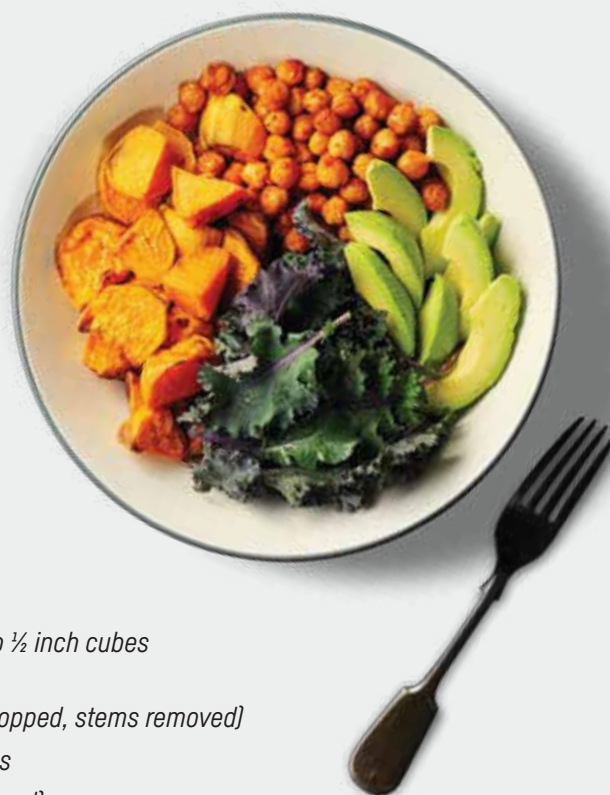
- ¼ cup tahini
- ½ tsp garlic powder
- 2 tbsp lemon juice
- 1 tsp maple syrup
- ½ tsp dijon mustard (optional)
- ½ tsp salt, plus more to taste
- Ground black pepper, to taste
- 2-3 tablespoons warm water, to thin the dressing to your preference

Salad Ingredients:

- 1 tbsp olive oil
- 1 sweet potato cut into ½ inch cubes (about 2 cups)
- 1 bunch kale (finely chopped, stems removed)
- ½ cup dried cranberries
- 1 avocado (sliced or diced)
- ½ cup roasted chickpeas (or any crunchy salad topping you prefer)

Instructions:

- 1 Preheat oven to 375. On a large baking sheet, add sweet potatoes, drizzle with olive oil, and toss well. Bake for 25-30 minutes or until tender, flip halfway through.
- 2 In a medium bowl, whisk together all dressing ingredients. Add the warm water little by little until the dressing reaches a consistency that you prefer.
- 3 In a large bowl, add kale and dressing, and toss together. Add roasted sweet potato, cranberries, avocado, and crunchy topping. Toss to combine.
- 4 (Optional) Add protein.
My personal favorite is bacon or grilled chicken! ■



Enjoy!

DON'T BE AFRAID TO FAIL



By Autumn White

I have been competing in track and field for nine years. As a pole vaulter, I have experienced a lot of scary things throughout that time – a broken wrist, completely missing the landing mat, a pole into my knee, and another breaking while I was in mid-air... just to name a few. These moments have influenced how I compete in the sport, as my comfort zones are a lot smaller than they used to be. What I failed to realize throughout my vaulting career was that I was developing a fear of failure that was ultimately leading me to fail even more.

I recently had a bad track meet in Raleigh, NC. I missed my third attempt at a bar that is usually very easy for me to clear. I was frustrated and told my coach, "I'm tired of this – I'm running out of time!" (I'm a 5th year senior, so I only have 2 more months left of my track career). My coach sat down with me and gave me a great life lesson that I can't keep to myself:

Don't be afraid to fail.

I'm not saying I've never heard that before, but this was the first

time someone pointed it out to me; I had developed a fear of failure, which was in turn holding me back. I feared vaulting on larger poles that would vault me higher into the air. I also developed a fear of letting people down – so if I consistently hit pretty vaults, and didn't go outside of my comfort zone, I was okay because I always looked like I knew what I was doing. I see this in all aspects of my life – I'm afraid to use the more complicated statistical test in my thesis, because what if I get it

wrong? However, if I get it right, my thesis will be 10x more likely to get published. I'm afraid to speak about certain ideas I have because I worry no one will agree – however, if people do, that could be the start of something big.

So, **don't be afraid to fail.** The fear of failure can hold you back more than actual failure can. What's the worst that could happen? You fail and then move on? ■



Reminder About Our Firm's Communication Policy

Our promise to you is that while we are working on your case, we don't take inbound phone calls, faxes or emails. Ben Glass takes no inbound unscheduled phone calls whatsoever. It makes him much more productive and helps get your case resolved faster. You can always call the office at 703-544-7876 and schedule an in-person or phone appointment, usually within 24-48 hours. This is a lot better than the endless game of "phone tag" played by most businesses today. Remember, too, that email is "quick," but is checked no more than twice a day. Replies are then scheduled into the calendar. So if it's really important, don't email – call the office instead.

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.

INSIDE THE MIND OF BEN GLASS



SMALL BUSINESS TIPS

MASTERING CULTURE IN YOUR BUSINESS

We hear a lot about work culture and how to better it within our businesses. Often, what is being discussed is something along the lines of meditation rooms, casual Friday, and now “No Zoom” days.

If you want to have a business that makes you more money with less stress, change your view about what culture is, or what it means to you and your team.

When businesses that “get it” discuss culture, the conversation is really about two things; 1) everyone on the team is aligned with the ‘why’ of the business, and 2) everyone understands how they’re going to treat each other on the journey.

Is running your small business challenging? Stressful? Do you have employees who might not be the best fit for the job? Here are three questions to consider:

- 1 Does your team have absolute clarity about *why* your business exists in the world? Have you told them? Are you clear on this yourself? *
- 2 Does your team have absolute clarity on what the business does and for whom?
- 3 Does your team know how to best resolve differences amongst each other?

Here are the BenGlassLaw answers:

- 1 To build a business where people will thrive.
- 2 To help the injured and disabled tell their stories to skeptical insurance companies.
- 3 Use your words and have face-to-face communication. ■

* OK, maybe that’s more than three questions. If you struggle with this, I’d like to help. Find out how I can share some ideas with you over lunch. Visit LunchWithBenGlass.com for details.

LUNCH WITH BEN *I continue to host “let’s pick Ben’s brain” lunches in my office.*

Almost every week, I get to talk to a student, an entrepreneur, a business leader, or someone else that just wants to get a little real-life advice and guidance about the next step in their future. The lunch is free to students. All others buy me lunch. I’m a cheap date. We do these in person or via Zoom. Reach out to me at LunchWithBenGlass.com to schedule lunch.

Happy News!



We welcomed our 6th grandchild, Kora Patricia Kurtz, born to Caitlin and Seth Kurtz, on March 28, 2022. 6 lbs, 8 oz, 20 inches.



Her proud big sister, Maddie.



Ben’s new book, *YOU, a Teenage Soccer Referee*, is starting to be used in classes designed to get young people interested in refereeing! Visit TeenAgeSoccerReferee.com to learn more.

Inside The Mind of Ben Glass

In addition to running his own practice AND a separate business that teaches lawyers how to grow great businesses, Ben also coaches other small biz owners on how to start and grow a business that leads to your perfect life. Ben has a limited number of slots available for coaching non-lawyers in 2022. If interested, reach out to Ben at ben@benglasslaw.com. If you are a lawyer, check out GreatLegalMarketing.com

WHAT WOULD BEN SAY

WHEN MOST POLITICIANS TALK, THE ONLY THING THAT COMES OUT OF THEIR MOUTHS IS A MARKETING SLOGAN FOR THE NEXT ELECTION.

Listen carefully to them. Ask yourself whether there is any connection to the facts of reality in their statements. Case in point, Virginia Governor Glenn Youngkin's Executive Order #1, which seeks to remove the teaching of "divisive concepts" from the educational curriculum. Uh? My thoughts immediately raced back to high school and the book-banning of *Fahrenheit 451*, a time where any book expressing ideas that the government finds objectionable, was banned. Divisive concepts? By what standard? Who is going to judge? Youngkin is obviously a smart guy, so there's no way he actually believes that this can be accomplished. His order is nothing more than a marketing slogan for the next election. *Note: this is not a "right" or "left" subject. ALL politicians are guilty. Don't think so? Watch some YouTube clips of members of Congress trying to "bring down" big tech or big business in hearings. They look like fools.*

THIS STORY IS UNBELIEVABLE. A GAS STATION GETTING SUED FOR SELLING GAS AT A PRICE THAT'S TOO LOW!

The owners of two Wisconsin gas stations have sued their competitor, alleging they broke state law with their low price of gasoline. The suit filed by the owners claims that the Food Mart reduced its prices for gasoline to undercut their businesses, claiming they violated the Wisconsin Unfair Sales Act that prohibits retailers from selling merchandise below cost. If you have a product or service, you should be absolutely free to offer it to the public

at any price you choose. The free market will tell you whether the price is "right" or not. The government and the courts should have no roll over pricing of products or services at all. Yes, this applies to drugs, legal services, and generators being sold after a hurricane. All of it.

WHAT'S THE SINGLE BEST THING YOU CAN DO TO INCREASE YOUR CHANCES OF DOING WORK YOU LIKE AND GETTING PAID WELL FOR IT?

Get really good at a hard and valuable skill. That's Cal Newport's advice in *So Good They Can't Ignore You*. About 20 years ago, I made the decision to get really good at the hard and valuable skill of marketing. The result: running two businesses, working with and for people I really like, and getting paid well to run them. The list of things I must do in my businesses that I don't like doing is very small and almost non-existent. I worked at becoming one of the best in marketing a small business. I spent a ton of money on courses, events, and books. It wasn't easy and I made a lot of mistakes. If doing work that you really love was easy, everyone would be doing it. Most people are not thrilled with their work/profession. That's sad. *Do hard things. Seek work opportunities that will help you master difficult skills.* The growth comes in being brutally honest in the assessment of your current situation, then doing the hard work to stand out because you have unique strengths and skills.

AN IDEA TO TRY IF YOU ARE AN

ENTREPRENEUR: The next time you start a project, spend no more than 30 minutes setting someone else up to use *their* skills to get the project done for you. You will both be better off for it. ■



What I'm Reading and Listening to This Month

BOOKS

The Economist's View of the World, 35th Anniversary Edition

By Steven Rhoads

How to Invest in Real Estate

By Brandon Turner

The Complete Guide to Fasting

By Dr. Jason Fung

PODCASTS

The Future of Medicine

Aaron Wenzel, M.D.

Bigger Pockets
(Real Estate)



The True Cost of a DUI

An Uber ride from MGM Casino in National Harbor to Burke, Virginia costs about \$38. The failure to call an Uber will cost one Burke resident a little less than \$3,600,000.

In April, Brian and the injury trial team obtained a \$4,240,000 verdict against a driver who had driven from MGM back to Burke with a blood alcohol concentration of 0.165, more than twice the legal limit. The jury verdict included \$1,000,000 in punitive damages and interest on the \$1,000,000 from the date of the crash (because Virginia has a limit on the amount of punitive damages a Plaintiff can recover, the judgment amount was reduced by \$650,000).

Our client was catastrophically injured in the head-on collision and endured 11 surgeries during a month-long stay in the hospital. She has been a model of courage, perseverance, and grace throughout the three years that we represented her. When she came to us in 2019, she told us that she wanted to hold the Defendant accountable for his actions and make sure that he never forgot her – as she would never be able to forget him. She and her family were powerful witnesses at trial about her injuries and the loss that she had suffered at his hands. They were instrumental in convincing a jury in Fairfax, which is traditionally a

conservative venue. After two days of evidence, it took the jury about 75 minutes to award her a multi-million-dollar verdict.

The defendant remained remorseless throughout the litigation and the trial. At trial, he testified that he did not feel that drunk and that he'd only consumed two drinks at the casino. This was despite testimony from the responding police officer that a bottle of Fireball whiskey was found in the driver's side door well and that the Defendant admitted at the hospital that he "may" have consumed it on the ride home. We also presented evidence from a toxicologist that his blood alcohol would have required him to consume at least 9-11 drinks over the course of his time at the casino.

Because he carried a low level of insurance coverage, the defendant is personally liable for the vast majority of the judgment. He will not be able to discharge the judgment in bankruptcy because alcohol-related auto accidents are not eligible for discharge.

Please don't drink and drive. ■

Glass Bros Visit NC

Over Spring Break the Glass Bros went down to North Carolina to see their great-grandparents in person for the first time since COVID. We really enjoyed being able to see the town of Cary and get together with family. We packed a lot into a very few days – museums, ice cream from the NC State creamery, and hiking at a local park!





Dr. Selim and the team at Revive Medicine are BGL's newest office neighbors. We're excited for them to share great health tips in future newsletters!

Balancing A “MENTALLY HEALTHY” Lifestyle

By Dr. Nancy Selim

You probably never knew that May is Mental Health Awareness Month. The last two years of the pandemic has taught us the importance of focusing on mental health and lifestyle in our everyday lives. As a doctor who specializes in lifestyle medicine, I encourage these six pillars to optimize your health and wellness.

- 1 Food for your Mood.** You are what you eat, literally. Food directly affects our emotions, energy level, and response to stress. Focus on consuming a diet, rich in fruits, vegetables, nuts, whole grains, and legumes. These foods are rich in fiber and nutrients to minimize blood sugar and hormonal fluctuations. Cut back on refined grains, sugars, red meat, and processed foods and see your mood improve!
- 2 Move More.** Enjoyable exercise and movement releases feel-good hormones while reducing stress hormones that are linked to anxiety and depression. It also lowers blood pressure and heart rate. Start with 10 minutes of movement every day and gradually work your way up.

3 Rest Well. Sleep is one of the most undervalued commodities in our society, but one of the most critical. Restorative sleep helps to reset our stress hormones and nervous system, while also strengthening our immune system and brain power for improved memory and cognition. Aim for 7-9 hours of sleep each night.

4 Stress Less. Find ways to work on stress reduction through deep breathing, meditation, time in nature, journaling, or gratitude. These habits help prevent our daily stressors from becoming chronic anxiety.

5 Connect Often. Research shows that the single most important predictor of human happiness and long life is having strong social connections. Health-related measures like blood pressure and heart rate improve even

with short, positive social interactions. Schedule time with those you care about and be mindful of your social media use, which provides a false sense of connection and has been proven to increase the risk of depression and anxiety.

6 Drink cautiously. Alcohol can often be used as a coping mechanism for mental health symptoms, but unfortunately it worsens anxiety and depression. Ask yourself why you are having your next drink and avoid drinking alone. ■

Interested in learning more about Lifestyle Medicine and how small, sustainable changes can improve your health? Find me, Dr. Nancy Selim, at www.revivemednova.com or [@drnancyselim.revivemednova](https://www.instagram.com/drnancyselim).



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***4.24 million reasons
why you should never
drink and drive.***

***The story of Brian's
courageous client &
latest verdict.***

Inside This Issue...

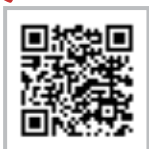
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***Life Tip* DMV Emergency Contact Form**

Did you know the Virginia Department of Motor Vehicles participates in Virginia's Emergency Contact Program?

This program gives law enforcement a way to notify your family or friends in the event of a serious injury or crash. This is a free program and is available to everyone with a valid Virginia driver's license, identification card, learner's permit, CDL, or temporary driver's license. You can add up to two emergency contacts, and the information is only accessible by law enforcement.

Scan me



To access the application, simply scan the QR code or follow the steps below:

- 1 Go to dmv.virginia.gov**
- 2 Scroll down to the bottom of the page, where you will find a section titled "General Information." Click on the third option, titled "Emergency Contact Information."**
- 3 This will take you to the web page that describes the program and how to apply.**
- 4 You can apply via your myDMV account online or print the application and send it in via mail.**

Not in the state of Virginia? A quick Google search will tell you if your state has the same program. Shout out to one of our awesome clients for informing us of this! ■