

LIVELIFEBIG™

NEWSLETTER

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Infertility Awareness Month



Lisa Derco,
Personal Injury Attorney

June is Infertility Awareness month. Something I wish I did not have a connection with, but my family was deeply affected by it.

My husband, Drew and I knew we always wanted to have children. When we were 'ready' to start our family, we had our first son, Will, with no problems. A few years later, we were ready for #2. The thought that it wouldn't be a smooth process never crossed my mind. All my friends were having more kids and I figured they would all be around the same age again. I had no idea what we were in for.

Months kept going by. Negative after negative pregnancy test. To say it was difficult would be an understatement. Seeing pregnancy announcements would trigger me. Why is this happening to us? I was thrilled for my friends, but you can't help but feel so sad for your family. It was the darkest place I've ever been.

I'm very Type-A and have to plan everything so the fact this wasn't going accordingly was terrifying. I kept looking at our son, Will, and my amazing supporting husband, Drew, and felt like a huge failure as a mom and wife. The thought of not being able to provide Will a sibling and Drew another child crushed me. I would dream about the baby that I knew was supposed to be a part of our family.

My OB/Gyn said it was time to see a fertility specialist. We walked into that office pretty naïve thinking that this would be a fairly easily fix. After several tests, the doctor said the three letters I was hoping wouldn't be our only chance - IVF.

We spent weeks deciding if we should try it. What if it didn't work? Could we afford it? What impact would it have on Will? We decided that our family was missing someone and if this was our best shot (no pun intended) we had to take it. It hit me when we went to the class to learn how to inject all of the various medicines into my body that this was happening.

No one's IVF journey is easy. Our first round was cancelled midway because my hormones were off, and my body didn't react to the medicine

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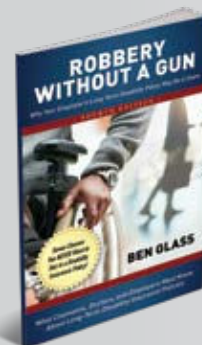
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well. We had one more round to try. The pressure we were under was immense, however, we made the best out of it. Will got a huge kick out of watching Daddy give me the injections.

The egg retrieval went well, but we didn't get as many eggs as we thought we would. The eggs are then fertilized and you wait to see how many will survive. Every day my doctor would call with bad news that we lost more eggs. Two days before my embryo transfer, we had only two left and one was very weak. We thought we would likely only have one shot because again, my hormones were off. My doctor called the night before and said he couldn't believe it, but the weak embryo was now very strong, and he recommended we freeze that one and proceed with the weaker embryo for the transfer because it may not survive being frozen.

The morning of transfer, you don't know until you arrive if you even have embryos because so much can change in one day. We were terrified. Luckily, we still had the two. We proceeded with the transfer, but there were a lot of complications and we left feeling unoptimistic - but I wanted this baby so badly that I held onto every hope. Sadly, we found out the embryo didn't implant. I felt like I lost a baby, even if it was so early on. I cherish the picture of the baby that we never had the chance of meeting.

We still had one strong frozen embryo, so we started the process again. Back to injections, doctor's visits, and blood testing. Days before this transfer, Drew had a work trip to NYC, so Will and I took the train up for a much-needed getaway that I will never forget. Especially the memory of Drew giving me my last injection in a bathroom at the hotel before heading home - luggage and a 3-year-old in tow. It was quite the sight, but that is how we have always tackled parenthood - up for adventure no matter how difficult it may be.

For this transfer, my doctor left his vacation early to be there. He wasn't able to be at the first transfer and I am so thankful he did this for us because I know it my

heart, we needed him to make this work. I was sedated this time and he said it was a very difficult transfer, but he was optimistic.

You're supposed to wait ten days to take a pregnancy test, but again, I am type-A and there was no way I was waiting. I started to feel that this time worked. A week after the transfer I took a test, and there was a faint blue line that I had dreamed of seeing for years. I took a few tests days later, and the line was still there. Finally, our dreams had come true!



Finally, our dreams had come true! We decided on the name Benjamin because it means "son of strength."

We found out early on that we were having another boy. We decided on the name Benjamin because it means "son of strength." Our family was finally complete and four years later I am thankful every day that he is here. I am also so grateful for Will, as doctors couldn't believe we conceived him with no issue. They're both our miracles.

My heart knows that if I didn't have our doctor, Dr. Greenhouse of Shady Grove Fertility, Ben would not be here. Shortly after I became pregnant, he died in a tragic accident, and the world lost an amazing doctor, person, husband, and father way too soon. I continue to mourn for his family and all the women who don't have him to help fulfill their dreams. I so wanted him to meet Ben and see the gift he gave us.

I also would not have been able to go through this journey without the love and support of my family and friends. The one thing that really helped me was speaking to others who were or had been going through infertility. I had many old friends and connections reach out and offer their support. It was a lot easier to share my fears with people who really got it because they had been there. I am so grateful for them. My hope in writing this is that it reaches someone who needs support and know that I would be honored to be a part of your journey. It truly takes a tribe to get through this amazing, terrifying, fulfilling, and exhausting thing we call motherhood.

Reach out to me at lderco@benglasslaw.com if you or someone you know needs a shoulder to lean on. ■



A BITTERSWEET FAREWELL AT BGL

By: Olivia A,
Former Disability Appeals Manager

Dear BenGlassLaw community,

After six incredible years working at BenGlassLaw, I have made the difficult decision to pursue a new opportunity to do ERISA work at a large DC firm. As I embark on this new chapter, I wanted to take a moment to reflect on the transformative journey I have experienced here at BenGlassLaw.

The past six years have been nothing short of a blessing. From the moment I stepped through the doors of this remarkable firm, I knew I had found a second family. The attorneys and staff here have been more than colleagues; they have been mentors, friends, and a source of unwavering support. I am deeply grateful for the relationships I have built and the knowledge I have gained during my time here.

BenGlassLaw has played a significant role in shaping my career, and for that, I am forever grateful. It has been an honor and a privilege to be part of this team, and I am confident that Ben Glass Law will continue to thrive and make a significant difference in the lives of its clients.

With heartfelt thanks and warm regards,

Olivia A.



Olivia manning the BGL booth at last month's National Organization of Social Security Claimants' Representatives (NOSSCR) annual event.

The BGL Team can't thank Olivia enough for all of the years of above-and-beyond work she's done for our clients, and we already miss her glowing personality around the office. We are excited for her future endeavors and know that she'll continue to do big things.

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.



Ben's Thoughts on College

Last weekend I attended our daughter Emma's graduation from Virginia Tech. For Sandi and I, this is our 7th college graduation. Seven kids graduating from six different Virginia Universities. Not to brag (but I'm going to brag, so feel free to check out if you don't like braggers), but



1. Each graduate spent exactly four years at the undergrad level.
2. All in-state universities.
3. Each started and ended at the same university.
4. Neither we nor they carry any college debt (graduate school is on them).
5. Some of my older children are doing things in life now that they never dreamed of, studied, or were interested in while they were in college.

The lesson that Sandi and I pass on to "younger" parents and to their kiddos, when they ask is; *in the long run, the choice of college is just not that important.* Your work life will likely span 40+ years after college and so much of your life happiness will come from the choices you make AFTER you graduate. Who are you hanging out with? Do you have the courage to reject societal norms and what 'they' are telling you to do?

Rather, spend your college years:

1. Continuing to learn how to learn.
2. Perfect communication skills, both writing and oral.
3. Learning to argue like you are right and listen like you are wrong.
4. Being careful about who you surround yourself with.
5. Not fretting if you don't know, even while you are in college, what you really, really (really) want to do with the rest of your life.

No one can predict how much time we have on this earth and how much of that time we will be both physically and mentally prepared to enjoy it. Best to try to solve for your maximum happiness at each step of the way.

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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 2023. If interested, reach out to Ben at ben@benglasslaw.com. If you are a lawyer, check out GreatLegalMarketing.com

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And, in sports...

Passing on an interesting conversation I had with the chief school security officer at South Lakes High school, who I went to elementary school with. She reached out and said, "I hear the soccer game you refereed a couple of days ago was a tough one for the referees."

Here's what I wrote back:

It's interesting. I had a **wonderful time** out there as it was the most interesting and challenging game for me this season. But I'll take that game any day over an 8-0 walk around blowout that I had to drive 50-minutes to get to.

I can't really hear the fans too much. The coaches... well, you learn their personalities and you learn when they are just yapping nonsense and when they are saying something that should be paid attention to. I wish people could listen to the on-field discussions we are having... my conversations with players, coaches, and my referee team. Generally, those discussions are 100% with respect, especially with the players. Fans don't hear any of the positive talk that is actually going on during the game.

I spent time the following day watching the game's video, looking for calls that made some upset. I can confidently say that it was a good game for myself as a referee, but I always enjoy inviting others to watch with me for additional feedback and comments.

Note: if you are a local referee, coach, or player here in Northern Virginia, make sure you join the *Northern Virginia Soccer Referee Scene* Facebook Group. We are having honest discussions about the state of the game. ■



Great to have my favorite fans (David and Matt Glass) out to watch dear 'ol dad referee a very competitive high school game that had a little bit of everything... including overtime.



The new BenGlassLaw banner for our CrossFit gym that we love - Halo Fitness Experience in Burke, Virginia



In my "other" life, I'm a business coach for lawyers. Last month I was in Charlotte delivering my "What Heroes Know" talk to a roomful of entrepreneurial attorneys.



Recent thoughts (I post on my LinkedIn):

Three truths:

1. What you know about the world and the way you interact with it has everything to do with your own life experiences to date.
2. You've experienced about 0.00002% of the world.
3. You can't learn what you think you already know.

Stay humble, ask good questions, and listen more than you talk.

Spoiler alert: you'll never defeat imposter syndrome. Stop trying and do this instead:

Breathe.

Then thank the voice in your head for telling you that you aren't good enough.

After all, that voice and the drive it created is what brought you success in the first place.

The voice is also a reminder that with your recent success you have outgrown your own sense of who you are and what you've earned.

Stop fighting the voice. Embrace it.

That thing you really want to do...

The goal you'd be really happy to achieve...

What's keeping you from starting isn't your own fear of failure.

It's the image in your mind of what SOMEONE ELSE will think when you fail.

Stop letting your thoughts about someone else's thoughts hold you back.

I promise they're too worried about their own problems to even be thinking about you.



I was coaching machine pitch baseball when a grandparent wandered onto the field during a 16-3 loss to tell me the other team was "cheating" by leaving base early.

I invited him to our next practice.

Not because I wanted or needed a new rules official.

But because we needed more volunteers to teach our team to hit.

After all, we weren't losing by 13 because seven year olds were getting extended leads.

Before you worry about what the other guy is doing, fix your own problems.

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Inside The Mind of Ben Glass

What I'm Reading

Die With Zero Bill Perkins

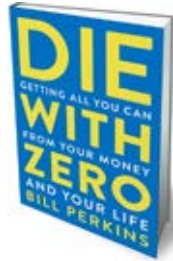
Big takeaways for me:

Life is finite, and time is our most precious resource. Scheme to maximize your happiness and fulfillment throughout your life. Most people “save up” for retirement, often deferring cool experiences that could happen now.

Wealth for its own sake is no goal. You can't take it with you. Trade sooner, rather than later, for memories that will last a lifetime.

Some experiences can't wait. You probably won't want to attempt to climb Mt. Kilimanjaro at 85.

My words: Live life big now. ■



SMALL BUSINESS TIP OF THE MONTH MONITOR YOUR PHONES

You are losing business if you are not closely monitoring whoever it is that is answering your phones. I recently tried to refer a substantial case to a very “famous” firm outside of Virginia. During office hours, the phone was being answered by an answering machine that still had a “due to the Covid emergency we are all working at home, leave a message and we'll get back to you” voicemail.

Look, Covid is over. But even if it wasn't, all good law firms retain their ability to answer the phone “live” because they have the technology to do so.



My bigger point is you have to be monitoring this. With that being said, we recently fired a company that answered our phones after-hours. To hear that entire story (and the actual calls that cost tens of thousands of dollars, find The Renegade Lawyer Podcast, and look for the episode titled **Why We Fired Our New but Old Virtual Receptionist Service in 7 Days.**) If you are having a bad day, these horrible calls will make you laugh. ■

Inside The Mind of Brian Glass

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I am recovering from decades of scarcity mindset.

A few years ago, I started carrying \$100s around because I read something somewhere about abundance mindset and the “attraction power” of money.

Something about the hundreds in your wallet telling other hundreds that you were a safe companion and that you'd take care of them if they came to you...

I had mixed results with that.

The thing I learned was: simply having money (and looking frequently at it) doesn't make you feel any wealthier.

But do you know what does? Giving it away.

So last year, I started using the hundreds to tip on small tabs.

I set a goal to do that five times in 2022.

This year, I do it just about every date night.

I waited tables for years in college and law school. I vividly remember the handful of times I got outsized tips, and it brings me great joy to be able to create that feeling in other people now.

Abundance mindset isn't about having a lot. It's about using what you have to help other people. ■

Are you miserable in your current job?

It's ok to be a quitter.

This solo episode of my podcast, When (and How) to Quit Your Job on Time Freedom for Lawyers, is on how to know when it's time to go (most of what I talk about is industry agnostic) and what actions to take to create a win-win transition.



When (and How) to Quit Your Job

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ENJOY SUMMER *with* *the Help of* SOCIAL MEDIA



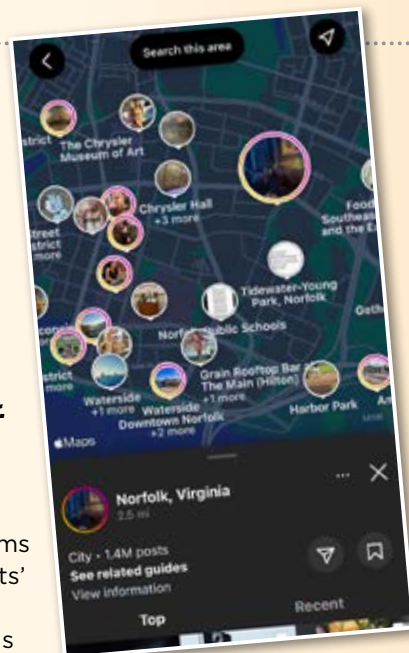
Lauren Hill

My husband and I are currently renovating a home so I'm in a constant battle of mentally being on a beach with a spicy margarita(s) in my hand, and reality reminds me that we must dedicate all of our time and money into our renovation this summer.

Here are a few tips to make the most of your summer, even if your wallet or calendar are telling you otherwise:

Use Facebook Events: This is my favorite resource because I always find hidden gems of local events that I would have never known about otherwise. You'll find the 'events' tab inside of FB that small businesses and locals have created. You can filter by location, dates, and even events that your friends have already 'RSVPed' to. I did this on a Saturday morning and ended up at a brewery doing a (free) yoga class with baby goats. There's truly something for everyone.

Use Instagram 'Places': In the app, go to the search bar, type in, and select your city, hover over to the 'places' tab on the top menu, and a map and photos will appear of that area. You can then hover to different areas of the city and Instagram will show you the most popular locations and images from there. I have found hidden hiking trails and free sunset music events this way.



*The magic of
Instagram Places.*

Enjoy and Happy Summer! ■