

GLASSGAZETTE

Volume 23
Issue 9

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

The Purr-sonal Touch

A few months ago, five kittens gave me a lesson in sales. I was finally at a point in my life where I could check something special off my bucket list – foster neonatal kittens. I was paired with a mother cat and her three-day old litter of five gray tabbies. I diligently weighed, medicated, and smooched them for eight weeks (what an awful job, right?). Then came the real challenge: finding them a home.



By:
**Tammy
Hine**
Personal
Injury
Paralegal

The rescue hosts adoption events every weekend and it's my responsibility to get them in front of potential families. It wasn't long before I realized the competition was FIERCE. We had over a hundred kittens in the system and honestly, some of them were WAY cuter than my gray tabbies (hey snow white fluffballs - tone it down a little).

One Sunday, after a particularly frustrating Saturday with no adoptions, I was aghast to discover my spot that day was next to a cage full of identical gray tabby kittens. That's when I knew it was time to differentiate my kittens from everyone else.

Folks – you've never seen anyone sell a kitten like I can sell a kitten. I've got a costume. I've got jokes. I've got toys. And just when I



think I have them reeled in? BAM! I hit 'em with the baby picture.

The highlight of the event was sending two of my kittens home with a family of four whose father had taken them to PetSmart for a 'surprise adoption'. I spent a long time with them chatting and answering their questions. When packing up their new family members they said, "You really made this day for us." I didn't just send them home with



kittens. I sent them home with a kitten EXPERIENCE.

Guess who took home a cage full of gray tabbies that day? Not me. And we bring that same attitude to our work at Ben Glass Law. With so many personal injury and disability law firms to choose from, why choose us? Because we make the experience for you. We excel at customer service and guiding our clients through an experience that, let's be honest, just isn't that fun. It's all about the personal touch. ■



Did You Know?

In 2022, Americans spent \$3.1 billion on Halloween candy.

Out in the Wild

Our team living their best lives outside the office.



Our disability onboarding specialist, Jenny, thoroughly enjoyed cycling 158-miles during a weeklong vacation in The Netherlands with 11 friends on an amazing Bike-and-Barge trip.



Share Your Experience

If you're a past client and haven't left an online review about your experience, our team would really appreciate your feedback (and it will help others in similar situations find us online). Thank you!
justreadthereviews.com



FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED

There's a branding refresh happening at BenGlassLaw! In case you missed it, we recently launched the new benglasslaw.com. And as you can see, we've reworked the layout and content inside of this newsletter with the goal of it being the most exciting and engaging piece of mail that you'll receive in your mailbox every month.

In mid-September, Ben argued an ERISA long-term disability case in Philadelphia's 3rd Circuit court on behalf of our client who has been denied disability benefits. We represent a coal miner from Southwest Virginia against a giant coal company running its own disability program in the ultimate "David v. Goliath" case.



Part of the BGL team gathered in the training room to support Ben from afar as they streamed his oral arguments on Youtube.



Lisa represented BenGlassLaw for the second year as a hole sponsor at the annual Jackson Walsh Foundation's Charity Golf Tournament. The foundation's mission is to raise awareness, resources, and funds for Sudden Unexplained Death in Childhood (SUDC) in honor of the founders' son, Jackson.

Our Personal Injury Team received this [Yelp review](#)

"I have to say I would never go to any other law firm besides Ben Glass Law. They've taken care of my father and youngest brother. Helped guide us to get the most we could in our cases. I'm forever thankful for the work they put in. They communicate and answer any question you need. Do not hesitate to get into contact with them. They value you as their client and ensure you are first. 100% will always go to them first. They also sent us the cutest package! Thank you Ben Glass Law!"

– Arlenee Z

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 & compassion to help them.

Inside the Mind of LISA DERCO

Personal Injury Attorney, Wife, Boy Mom
& Lover of Travel, Food, & Wine



Perfect Fall Firepit Nights

Our house is the weekend gathering place for all our neighborhood friends that have become family. The kids love their time together and us parents love being able to take a break and talk without being interrupted every minute (it's only every 10 minutes when they are all together). We recently added a sunroom and patio with a firepit to our house, and it's quickly become a staple in our fall evenings together.



Here's the Derco's Guide to a Fall Firepit Night:

One – The S'mores. You must think outside the box a bit – regular Hershey bars just don't cut it anymore (we love to use Reese's). My oldest son also picked out the style of marshmallow sticks that allow you to rotate as you roast. Innovation is key to our smores game.

Two – The Drink. While the adults love the s'mores as well, our night is made when my husband Drew makes his specialty Old Fashioneds. It starts with the ice cube (you must have one big cube). When we plan ahead, we put a piece of orange peel in the cubes before they go to the freezer. Next, add your bourbon - 2 shots. We like Bulleit. Add one shot of simple syrup and a splash of bitters. His secret is the cherries. We really like Amarena Cherries (Amazon or Costco) and a splash of the cherry juice. Finish with an orange peel and enjoy! ■



Q&A OF THE MONTH

How would you describe your job to a three-year-old?

I help people who were hurt get money to see doctors and feel better.



LISA LOVES...

All Things Fall. While I love summer, the change in the air when Fall hits is so refreshing and energizing. My family is enjoying our favorite farms (Cox Farms and Great Country Farms), trips to our favorite vineyard, Stone Tower, and of course, our firepit nights. Both of my boys have October birthdays as well so lots of celebrating this month.



Inside the Mind of BEN GLASS

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



I'm Busy, You're Busy — Let's Optimize for Our Own Happiness

I currently have a lot of irons in the fire, and I can't remember when I've felt both so energized and so busy in a long time. With the right people on the bus, decisions and implementation are happening faster in both the law firm and in Great Legal Marketing (my coaching organization for lawyers). Sure, not every decision turns out to be a winner, but we make decisions.

As I sat down to begin drafting this article, I looked at my calendar for the next six weeks. I'll be traveling to multiple states for things like a Dog Grooming Expo with my daughter, Philadelphia to argue a case, Orlando for a marketing event, then returning there a week later for our annual Great Legal Marketing Summit (not to mention all the prep for the event). All this in addition to CrossFit Certification Courses, refereeing multiple soccer games a week, big team meetings, and oh, the very cute puppy that you'll meet next.

I'm a busy guy, but there is almost nothing in my life that I must do that I don't like doing.

Just stop and think about that for a moment. My hope for you is that by hanging out with people like my team here at Ben Glass Law, you

will begin to develop (or perhaps refine) life habits that will enable you to say "yes, I'm busy, but there is almost nothing I have to do in my life that I don't like doing."

Here are my top strategies for managing time:

1. Philosophically, I'm unabashedly optimizing for my own happiness, and that of my family, first. Thus, I stopped refereeing high school soccer games, because most of them kick off at 4:30PM, and I substituted for the 9AM adult games instead. I didn't quit refereeing, I merely changed to a better time to referee.
2. Big Rocks go in the calendar first. The primary Big Rock is 'thinking time'. No electronic device – just calendar and journals. Big Rocks include oral

arguments on cases, my own events (GLM Summit and in-person mastermind meetings), etc. Then, I will add time blocks on my calendar for Big Rocks throughout the month – people know not to schedule then because it is my time to get things done.

3. No unscheduled inbound phone calls. Everything is done by appointment. This is good for who I'm meeting with because when a call is scheduled, I'm prepared for the call, and so are they.

Remember, you own your own life. You don't know how many tomorrows you have, and, hopefully, there's lots of them. But while you are living, I'm giving you permission to optimize for your own life. ■

Want to talk about the vision of your life or business over lunch?

If you were to sit next to Ben on an airplane, we guarantee that he would lean over to ask you what your 'superpower' is within the first five minutes. Investing in people's stories and being a cheerleader for their future is one of the things that Ben does best. The 'Lunch with Ben' Program is for mentoring people from all walks of life, particularly business owners, young people, and those who are just starting their careers. Learn more and schedule a lunch at lunchwithben.com.



Life With Latte

Hi there, I'm Latte. I am a Labradoodle puppy who is being raised by Ben, Sandi, and their children, to be a service dog for a child 5-18 years old in the greater DC area. They're working with an organization called Heeling House, whose mission is to improve the lives of children with special needs.



My family says I'm the calmest puppy they've ever had (and they've had a LOT). I still sometimes do things I shouldn't, like chew on shoes and potty in the house, but I'm learning quickly. In just a few weeks I've learned to respond to my name, to sit and lay down on command and I'm really



good at "leave it". Walking on the left side next to my human is challenging (there are so many good smells "over there") but we'll get there. Maizie and Ryder, the two older dogs in the house, taught me how to use stairs (something I was very afraid to do). They also introduced me to the little humans they call "grandkids".

My family takes me to class once a week and there are many field trips in my future. My very first field trip was to visit BenGlassLaw, where I got to ride in an elevator and eat a Pup Cup to celebrate Brian's birthday! If you see me and I'm wearing my "service dog in training" vest, you can talk to me, but please don't try to pet me because my vest means I'm working! No worries though, when I'm home I get to be a puppy and cuddle with my humans who love me very much! ■



Scan to learn about HeelingHouse.org



PODCAST EPISODE OF THE MONTH

Securing Success: Stewardship, Faith, and Finances

I interviewed Don White, with whom I served for a decade on the Love Without Boundaries Board of Directors. We talk about overcoming life obstacles and creating a business that has a unique reason to be in the market.



Q&A OF THE MONTH

How would you describe your job to a three-year-old?

I help people who have been hurt and make the one who hurt them say, 'I'm sorry'.



BEST THING I READ THIS MONTH

A quote: "It's not about being a better networker. It's about building something cool and having the network come to you."



Inside the Mind of BRIAN GLASS

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



The Worst of Sports Parents

Let me start by saying that we need more coaches and that parents should be grateful for the adults who give their time to coach. But if you're coaching young kids and your happiness depends on whether the team wins or loses, you should stop.

In this year's FPYC All-Star Tournament, my 10-year-old team was losing 6-0 at halftime and I convinced them that the second half was a brand-new game. Which worked well, until one of my forwards scored and announced, "we're up 2-1" and the other coach made a point of telling him (loudly) that the score was actually 7-2.

More recently, my 8-year-old's baseball team was losing 18-1 to a team whose coach had loudly

proclaimed during pre-season that his team was going to play "street ball" and run on every passed ball and overthrow. Within the rules, but not sporting.

So, when his kid showboated the force out on an easy groundball to first base, I was surprised to hear him yelling "Junior – cut that crap out!"

Where do you think he learned it, Coach?



The kids are always watching you. Youth sport coaches are unlikely to create the next superstar with what they do. But you are likely to make some 8-year-old on the other side of one of these landslides quit a sport because it isn't fun anymore.



Q&A OF THE MONTH

How would you describe your job to a three-year-old?

Dad helps take money from greedy insurance companies and gives it to his clients.



PODCAST EPISODE OF THE MONTH

Closing the Grit Gap with Clay Speakman.

How a consultant to ultra-high net worth individuals woke up with the existential dread that he didn't have the grit to make it through a crisis. And why it made him enter something called the Death Race.



GLASS BROS BANTER

On the last day before school started, our friends took us out on their boat. It formed a core memory for our five-year-old, Dylan. Except that he scrubbed Dad from the scene.

Dylan: Dad, we went on a boat before.

Me: I know. I was there.

Dylan: Oh. I forgot.

Inside the Mind of DAMON MILLER

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



Let the Magic of a Book Transport You

Libraries have always been special places for me. Growing up, I was always surrounded by the magical world of books. My earliest memories are wrapped in tales – read aloud by parents who cherished stories and weekly visits to my Nana, who brought to life the pages of imagination for my brothers and me. A trip to the library was nothing short of an adventure, each visit revealing a new world to be explored.

I fondly remember those nights when, armed with a book and a headlight, I'd dive into another story underneath the sanctuary of my sheets. My parents would always find out and tell me to turn off the light and go to bed – it was past my bedtime. Even though it meant bending the rules a bit, that secret reading time became my escape into wonder.

However, as with all good things, my voracious reading habits took a backseat when life got more

demanding. College and law school consumed most of my time, leaving little room for leisure reading.

But recently I was drawn back into my love of reading. Our local gem, the Fairfax County Library, has particularly captured my heart. It boasts a neat self-checkout feature that not only gives you the ability to borrow books but also calculates your savings. Every time I see the total on my receipt (currently at a whopping \$999.74),

I'm reminded of the benefits of libraries. Beyond the financial savings, which are considerable, lies the true worth of a book.

In every book, there's an invitation to adventure, learn, and dream. They may save us money, but more importantly, they enrich our souls. Whether you're rediscovering your library love or stepping in for the first time, know this: endless wonder awaits. Dive back in and let the magic of a book transport you.



FREE DENIAL LETTER REVIEW

Did you know that if you or a loved one have been denied disability or life insurance benefits by the insurance company, our team will review the denial letter for free? We provide feedback and inform you whether hiring an attorney could strengthen your claim. Visit the **QR code** to simply upload your letter straight to our team for review.



Q&A OF THE MONTH

How would you describe your job to a three-year-old?

I help people who are hurt and can't work to get the support they need.

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GLASSGAZETTE

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Exciting Things Inside!

Open me for a new and improved BenGlassLaw Monthly
Newsletter – The **GLASS GAZETTE**. You'll see a new fresh look
with new sections and content to match. We hope you enjoy!

Let us know what you think!

Email us at newsletter@benglasslaw.com