

GLASSGAZETTE

Volume 24
Issue 11

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

A Secret Gift: Inspiring Generosity This Thanksgiving



In the winter of 1933 during the Great Depression, an anonymous ad appeared in the Canton, Ohio, newspaper, that offered \$5 cash to seventy-five families (equivalent to around \$100 today) that were facing hardships that Christmas. It was signed "B. Virdot" and asked that people write to him, sharing their struggles. He noted that B. Virdot wasn't his real name and promised to keep his identity hidden and that anyone who wrote to him would also remain confidential.

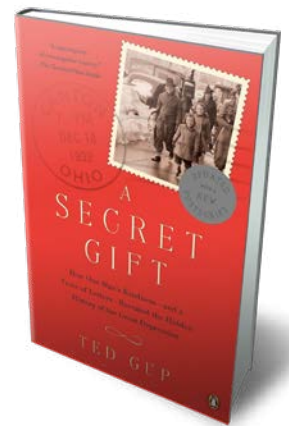
Behind B. Virdot's alias was Sam Stone, a Jewish immigrant who had faced his own hardships. Despite his struggles, he felt compelled to offer hope to others during those tough times. The responses he received were deeply moving—receiving hundreds of letters from families pleading for enough to buy a winter coat, pay rent, or simply put a holiday meal on the table. He sent out 150 \$5 checks that holiday season, providing both financial help and a sense of hope to those who had lost it.

The story made the front pages of local papers, but Sam went to his grave without telling anyone that he was B. Virdot. Over 75 years later in 2008, his grandson, Ted Gup, was going through a stack of 'old papers' in his mother's attic when he uncovered all of the letters

written to his grandpa as a response to his ad in the newspaper. Ted later went on to publish all of the letters in a book, *A Secret Gift*. The story of B. Virdot's secret generosity is a reminder of how small acts of kindness can have an incredible impact, even when circumstances seem bleak.

This Thanksgiving, Sam's story inspires us to give—not just materially but also of our time, kindness, and compassion. Whether it's sharing a meal with a neighbor, donating to a local cause, or simply offering words of encouragement, let's honor the spirit of giving that defines this season. ■

Happy Thanksgiving from all of us at BenGlassLaw!



This story of secret generosity is a reminder of how small acts of kindness can have an incredible impact, even when circumstances seem bleak.



BENGLASSLAW
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Upcoming Holidays

- Nov 1: International Pet Groomer Appreciation Day
- Nov 6: National Stress Awareness Day
- Nov 13: Caregiver Appreciation Day
- Nov 26: National Cake Day
- Nov 28: Thanksgiving Day
- Nov 30: Small Business Saturday

Out in the Wild



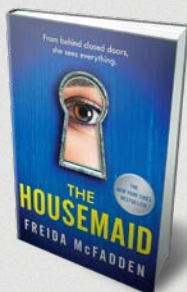
Krista Morgan, our Intake Specialist, welcomed her nephew, Myles to the family! Happy to see she is enjoying aunt life.

Did You Know?

Happy Fall and November to All!
Fun Fact: November gets its name from the Latin word "novem," which means "nine." While November is the eleventh month of the year, it was the ninth month on the early Roman calendar!

Book Club Pick

If you are looking for your next psychological thriller, this may be it!



FRESH from the FIRM

CURRENT EVENTS & STORIES OF THOSE WE'VE HELPED



We welcomed back our Disability Appeals Case Manager, Mary, from her maternity leave! We are so excited to have her back in our office.



Last month we also said our goodbyes to our Personal Injury Paralegal, Autumn. She will be keeping the team warm as she continues to work remotely from Florida! We wish her and her husband the best of luck on their new adventure!

Our Personal Injury team has been receiving incredible reviews! Shoutout to our client Carlos G. for this amazing testimony. Clients like Carlos motivate us to continue providing our 5-star service! Check out what he said:

HIRE with CONFIDENCE, you are in good hands! My wife and I have used Ben Glass Law twice in the past couple of years. We could not be more thrilled with the outcomes and interaction we had by using this law firm. We both had the unfortunate luck of being in accidents that totaled both of our vehicles in a two-year period. We were fortunate enough to have Melissa Ryan (associate attorney), and Autumn Haag (personal injury paralegal) handle both of our cases. During the process not only were we seen, but we were heard about any problems we had with dealing with treatment for our injuries and any questions we had while going through the process. This was not a quick process which is to be expected but they were with us every step of the way. Melissa would hold conference calls about every two months to update us on any progress made or no progress if that was the case. Autumn handled the huge workload of paperwork we had to submit from the accidents and medical appointments to anything else she asked for or we asked for ourselves. They were timely in all their responses, and they always made sure to answer all our questions and that we understood what was going on and where we were during the process. I cannot say enough great things about working with Melissa, Autumn and BenGlassLaw. Know if you choose them, you will be in good hands and you will be more than happy with the outcome of your case.

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



Thanksgiving Traditions: Crafting Core Memories!



I love Thanksgiving. It is my favorite holiday meal to cook. We always make a huge dinner with all the fixings even if it ends up just being us for Thanksgiving. A few years back our dear friends invited us to go hiking with them in the morning. It was the perfect way to start the day. The kids had a blast together and we enjoyed a post-hike mimosa (or two) together. We decided it was our new family tradition and have been doing it ever since.

I love the thought of creating core memories of traditions for the boys. I would love to hear what you and your family do to celebrate Thanksgiving together.

A few other things we typically do:

Make a “gratitude tree.” I bought one from Target, but you can easily make one of your own. Make a tree out of construction paper and each family member writes down something they’re thankful for on a colorful leaf to add to the tree.

Cook together. We really enjoy making the meal together and passing down the family recipes.

Nerf battle. This started when Ben was just a baby, but it has developed into such a fun way to get out some energy after cooking and watching football all day.

PJ day! Our lives are so busy so if it is just our family we will change into PJs after our hike so that we have extra room for all the food. There is something special about just being together in your PJs all day! ■



Q&A OF THE MONTH

If you could have one Thanksgiving dish for the rest of your life, which one would it be?

My mom’s stuffing and gravy.



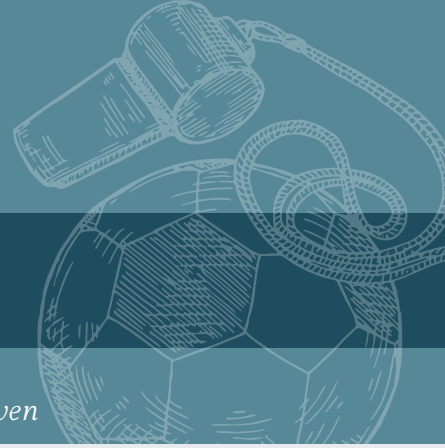
LISA LOVES...

If you are in NOVA and are looking for a good holiday pie, you have to check out Little Apple Pastry Shop. She used to have a storefront but is now doing Farmer’s Markets. Perfect for your Thanksgiving dinner, but she does sell out!



Inside the Mind of BEN GLASS

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



Gratitude and the Path to Success

As we approach the end of another year, I find myself reflecting on what it means to be truly thankful—not just for the success we’ve built here at BenGlassLaw, but for the journey that has made it all possible. At 66 years old, with over 40 years of legal practice behind me, I’m more convinced than ever that gratitude, hard work, and a commitment to growth are the real cornerstones of a fulfilling life.

This past year, I’ve spoken with more of you than ever—clients, colleagues, and friends—about what it takes to achieve success. The answer isn’t complicated. It’s about building something of value, surrounding yourself with great people, and always remembering to give back. I’ve said it before, but it bears repeating: Success leaves clues. Look at the stories of those who’ve made an impact, whether it’s Bill Gates starting at 16, Warren Buffett launching his first business at 7, or Elon Musk coding his way to success as a teenager. What ties them all together? It’s the drive to create, push beyond the limits others try to set, and focus on making a difference in the world.

But here's the thing—none of that happens without the people you surround yourself with. This is where gratitude comes in. I’ve learned that no matter how much I’ve accomplished, it’s always been because of the incredible support

I’ve had along the way. I’m deeply grateful to my family, my team, and all of you who’ve trusted me and my firm with your cases, your dreams, and your futures.

It’s about building something of value, surrounding yourself with great people, and always remembering to give back.

I often talk about prioritizing yourself—and I believe in it strongly. You can’t give to others unless you’re taking care of yourself first. But this year, I want to emphasize the importance of showing gratitude to the people who’ve helped you along your path. Whether it’s your clients, your colleagues, or your family, make time to let them know they matter. Success is never a solo journey.

As we prepare for 2025, take

some time to think about the people who have made your life better, both personally and professionally. Think about how you can invest in those relationships and how you can add value to the lives of others. Whether you’re mentoring someone younger, learning from someone wiser, or collaborating with someone who challenges you, these connections are where the magic happens.

This is a moment to be thankful, but it’s also a moment to be inspired. Look around—success isn’t something that’s out of reach for any of us. It’s built day by day, through small actions that add up over time. And when you approach your work and your life with gratitude, you’ll find the path forward is always a little brighter, a little more hopeful, and a lot more rewarding.

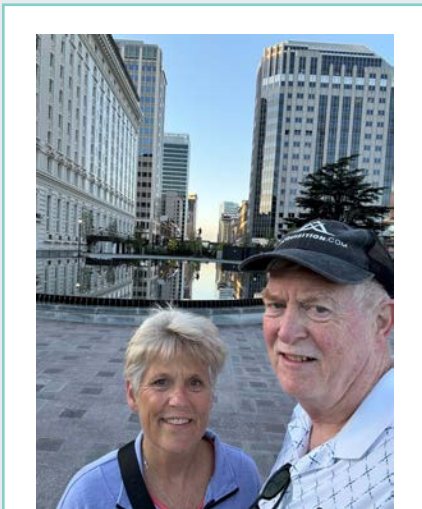
Happy Thanksgiving to all of you, and here’s to our continuing of creating great things together in the year ahead. ■



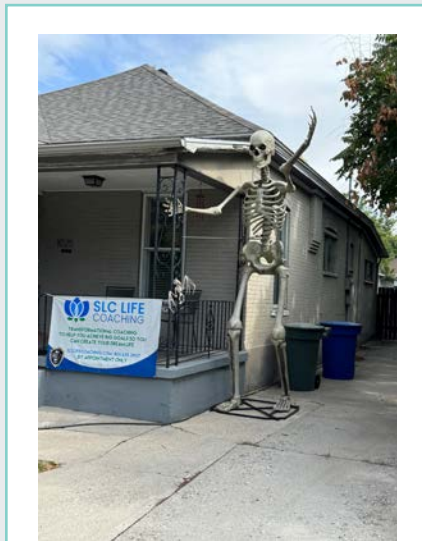
It was a whirlwind month! **In early October, Brian and I spent seven days hosting the very best conference for solo and small firm attorneys in Arizona.** It brought law firms from all over the country to Phoenix, and we were happy to be inside, away from the triple-digit temperatures.



A couple of weeks before that, both Brian and I spoke at two different conferences in Salt Lake City. I gave a talk on living your best life as a lawyer, and Sandi and I even squeezed in a 16-mile bike ride before the conference started.



We had time to tour Salt Lake City and took in the deep Mormon history of the city.



Do you think this is good marketing?



Fantastic women entrepreneurs who we are happy to call friends.



PODCAST EPISODE OF THE MONTH

Dr. Pat Boulogne Shares Mindset and Wellness Strategies for High Performers



In this episode of The Renegade Lawyer Podcast, Dr. Pat Boulogne joins in to share her 38 years of experience as a health, wellness, and mindset strategist. Dr. Pat reveals actionable insights on achieving health goals, debunks common misconceptions, and discusses the importance of mindset, sleep, and nutrition.



Q&A OF THE MONTH

If you could have one Thanksgiving dish for the rest of your life, which one would it be?

Turkey, for sure!



Inside the Mind of BRIAN GLASS

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



November Reflections: The Power of Proclamation and the Pitfalls of Insurance



There is great power in speaking your goals out loud.

These magazines arrived this month. They probably would not have if my wife and I hadn't **loudly proclaimed** at a family gathering last year (after a few glasses of wine) that we were thinking about **spending a month in Italy** in summer 2025.

And because we don't want to be people who always talk and never do, we booked flights and a Tuscan villa this past month.

Have we worked out all the details? No.

But a mental trick I learned from marathon running is that **putting it on the calendar** and telling people about it **forces you to take actual action.**

Don't put off your big dream to "someday."

On another note... I recently had a conversation with an insurance adjuster that highlights another reality: the calculated nature of the insurance industry. This adjuster claimed that she "considered all of the medicals, except \$100, which we reduced to 'reasonable and customary' rates for the area."

There were \$9,300 in medical charges.

So, I asked the adjuster "How can it be that \$9,200 is 'reasonable' and \$9,300 is 'unreasonable?'"

She didn't have an answer, except to say something about a computer program.

So here's my answer: the insurance industry pays somewhere between \$30 and \$40B in auto accident claims each year.

If they can shave 1% off each claim, they save \$300 - \$400M. Is it a good use of your time and effort to file suit over \$100? No.

Which is exactly why they try to get away with it. ■



GLASS BROS BANTER

When Krista was getting ready to leave for her first Spartan race, our 6-year-old said to her "I hope you come in 1st place...or maybe 2nd or 3rd". What we love most about this age is the way they see the world and us. We didn't break his heart and tell him she finished in 1,278th place but he was definitely impressed with the picture of her jumping over fire.



Q&A OF THE MONTH

If you could have one Thanksgiving dish for the rest of your life, which one would it be?

I would skip Thanksgiving and go straight to the day-after sandwich with Turkey, mashed potatoes, stuffing, and cranberry sauce (from the jar).



PODCAST EPISODE OF THE MONTH

Episode: Speed to Lead: Why Your Response Time Could Make or Break Your Firm with Joe Ruotolo

Feeling like your law firm is stuck in slow motion? Are new leads ghosting you faster than a bad date? Join us for a high-octane episode where we chat with Joe Ruotolo, the speed demon of lead management at Intaker. Joe spills the tea on how AI agents are revolutionizing customer service, turning sluggish lead follow-up into a lead-generating machine!



Inside the Mind of DAMON MILLER

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



Thanksgiving: Cherishing Family Unity Over Festive Traditions

Thanksgiving has always been a time to gather with loved ones, but if I'm being completely honest, the traditional Thanksgiving fare has never really been my favorite part. Turkey, the iconic centerpiece of many Thanksgiving dinners, often seems dry to me—no matter how long it's brined, basted, or buttered. And don't even get me started on green bean casserole. Something about it just feels...off. It is one of those dishes that I've never quite understood, and yet it shows up year after year on tables across America.



But despite my lack of enthusiasm for the traditional menu, Thanksgiving holds a special place in my heart. The food, while central to many, isn't what defines the holiday for me. It's the people you gather with, the conversations you have, and the simple act of slowing down to reflect on the blessings in your life. Over the years, I've come to appreciate that Thanksgiving doesn't have to look or taste a certain way for it to be meaningful.

In fact, my favorite Thanksgiving memory breaks just about every tradition. A few years ago, my wife and I joined her siblings and parents in Richmond for Thanksgiving.

Instead of turkey, stuffing, and the usual suspects, we had Indian food. It was a spread of rich curries, warm naan, and fragrant rice. To some, that might sound unconventional, but to me, it was perfect. It wasn't about adhering to a specific menu—it was about coming together as a family, sharing a meal we all enjoyed, and recognizing the joy of being with loved ones. That Thanksgiving was filled with laughter, great conversations, and a sense of gratitude that transcended what was on the table.

That experience taught me that Thanksgiving isn't about tradition for tradition's sake. It's about making

space for the people you care about and taking time to reflect on all the things—big and small—that you're grateful for. The holiday, at its core, is about connection. Whether you're passing a platter of turkey or a bowl of butter chicken, it's the company you keep and the memories you create that make Thanksgiving special.

From my family to yours, I hope you have a wonderful Thanksgiving filled with love, laughter, and, most importantly, the people who make your life richer. ■

Happy Thanksgiving!



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

If you could have one Thanksgiving dish for the rest of your life, which one would it be?

Mac & Cheese.

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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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Inside This Issue...

- *A Secret Gift: Inspiring Generosity This Thanksgiving*
- *Thanksgiving Traditions: Crafting Core Memories!*
- *Gratitude and the Path to Success*
- *November Reflections: The Power of Proclamation and the Pitfalls of Insurance*
- *Thanksgiving: Cherishing Family Unity Over Festive Traditions*

Experiences Over Gifts!

By: BenGlassLaw Staff

In times of high costs, gifts don't always have to be big or expensive. Gifting an experience offers priceless value and sometimes the best presents are the ones you can't wrap. Here are some ideas if you are looking to try something new this holiday season!

Book a Mini-Vacation: Check out the travel deals on Travel Tuesday, the Tuesday after Thanksgiving, for major sales on airline tickets and gift a trip!

Create a Coupon Book: Why not give the most precious commodity: time? Create personalized coupons for fun one-on-one activities such as a movie night, baking a special recipe, or going for a nature walk together.

Gift a Membership: Gift an audiobook subscription, a national park pass, or a membership to a fitness studio. You can also consider gifting something more

practical like a Costco, BJ's Wholesale Club, or Sam's Club annual membership!

Concert or Theater Tickets: Consider surprising your loved one with tickets to their favorite artist, or maybe even attend a play or ballet performance together!

Wine Tasting Tour: Book a wine-tasting tour to explore local vineyards and spend some quality time. ■



Want to do something new this holiday season? Here are some ideas!