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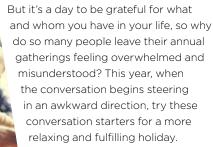
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Conversations Appropriate for the Dinner Table

Thanksgiving conversation is often a minefield of topics: political divides, your English degree, and Aunt Marjory's insistence that you meet her neighbor's cousin's dog walker's uncle's son who's a fantastic up-and-coming podiatrist.

Between constantly passing the potatoes and dodging your relatives' questions, Thanksgiving can be an exhausting holiday.



1. What's your pet been up to?

Maybe Fluffy learned a new trick or Oscar is undergoing some intensive grooming next week. Whatever the case may be, people love to talk about their pets.

- 2. What Thanksgiving dish can you not live without? Without going culinary critic on your grandma's meal, gush about your favorite dish. Just like with pets, people love discussing foods and recipes. You may start a fun debate or a recipe swap with this auestion.
- **3.** Dad did what as a kid? Getting to know your relatives, friends, and significant others better will only strengthen those bonds. You'll likely hear some interesting stories you can share with others and forge a stronger connection with your relatives.
- **4. Stupid human tricks, anyone?** Let's see those double joints! This one might not be for the squeamish at the dinner table, but it's a fun, goofy activity that's best shared over a glass of after-dinner wine.
- **5.** How about we get coffee? Sometimes part of the stress of answering your relatives' questions stems from holiday pressures. It may force you to address your bank account, love life, and general life choices. If you really do want to talk about your job or your love life with relatives, suggest meeting up again without the holiday atmosphere. While you're all in one place trying to enjoy a piece of pie, plan a family winery tour, beach day, or camping trip. Family situations will always be a little stressful, but without the pressure of the holidays, you might feel more relaxed.



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Thanksgiving, Sukkot, and Football

WHY DO WE GIVE THANKS?

Did you know Thanksgiving may have been inspired by the Jewish holiday Sukkot? Otherwise known as the Feast of Tabernacles, Sukkot is typically held at the end of September or during October (depending on where the Hebrew calendar places it in any given year), during the harvest season. It's a time to give thanks to God and enjoy the bounty He has given us. Thanksgiving was first celebrated in North America by the Pilgrims who, before coming to the New World, spent time living among Sephardic Jews in Holland. Much like Sukkot, the first Thanksgiving feast was eaten outdoors and centered on giving thanks and sharing in the plentiful harvest. So it is quite possible that Thanksgiving was inspired by this Jewish Holiday.

Whatever its origins, Thanksgiving remains a day to reflect on our blessings and give thanks, though there is a bit more football involved these days. I have never been a big football guy, but I used to watch the Redskins play every Thanksgiving with my dad, who passed a couple of years ago. Back in the day, we'd spend Thanksgiving at my parents' house, with a big turkey, football on the television, and all the traditional stuff that comes with it. My dad was a Redskins fanatic, and once we ate our fill of turkey, we'd kick back and watch the game. Dad had this troll doll with crazy orange hair, and whenever the Redskins were getting into position to go for a touchdown, he'd grab that

doll and start rubbing its hair for luck. I'd make fun of him for it, but he always insisted that it worked and kept cheering and rubbing its hair.

Today, our family Thanksgivings are very different. My parents are gone, and you can feel that absence. But as the generations go on and the years go by, I recognize how important it is to appreciate the time you have with your family. My wife's brother will usually come in for Thanksgiving, and my siblings might come to visit too. Thanksgiving is a time to come together, share stories of the past, and reflect on what we're thankful for.

There are many things I am thankful for this year. My family is in good health, and my daughters are growing up to be strong, kind, intelligent people. I am thankful for the work I do and for the opportunity I have to help people. I am thankful I have wonderful clients who trust me to get them through hard times.

This time of year, I really am thinking about my clients and their struggles. Thanksgiving can be a tough time, some of my clients have it tougher than others. Some clients have a spouse who still makes enough money to support the family while they're out of work. Others were living paycheck to paycheck before their accident, and now they're hurt too bad to work. Some have had their cases completely denied, and as we await their

date, there is no income whatsoever. With nowhere to turn, some may even spend Thanksqiving at the Union Mission and we've had clients who actually are forced to live there for a time while the case is pending.

When I sit down at Thanksgiving dinner and look around at my family, I am reinvigorated in my cause. I have been very fortunate in my life. and I feel that I have a responsibility to help those who have hit hard times. I can't always snap my fingers a create a plentiful bounty for all my clients, but I can work hard to help them into the next stage of life, whether it be a new job or a comfortable retirement, where, hopefully, they will also have many things to be

-Toseph Miller

If you belong to a union or other labor-related group and want to schedule my presentation at your group's speaking arrangement, you can do so by calling 888-694-7994. The presentation is free of charge, offers important information for taking appropriate action in Virginia workers' compensation cases, and everyone in attendance gets a free copy of my book, "10 Traps and Lies That Can Ruin Your Virginia Workers' Compensation Case." Education is the best way to protect yourself from making a mistake. So call now, before it's too late.

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What Makes an 82-Year-Old Business Book Relevant?

DALE CARNEGIE'S CLASSIC OFFERS TIMELESS ADVICE

It's a tall claim to say that a book will change your life, but this one has certainly had a profound impact on many people. Despite having been originally published 82 years ago, Dale Carnegie's effervescent classic "How to Win Friends and Influence People" is still recommended by everyone who comes across it, and it's one of the best-selling books of all time. In 2011, the book was No. 19 on Time's most influential books list. How has it remained relevant in a massively different, technologically advanced world? Fundamentally, Carnegie's book focuses on people, who may evolve, but whose basic needs don't change much.

We all need to feel valued, appreciated, and respected. By fulfilling these needs for your business associates, you will indeed win

friends and influence them. When it comes to business, showing a genuine interest in the other person goes a long way toward building a lasting relationship, something we all know is key to converting leads into sales. With a message based on relationships, Carnegie's book hasn't grown stale with time. Here are three of his suggestions that you can implement today.

Be Authentic

Carnegie's methods for winning people over are, at their core, about authenticity. "Show a genuine interest in others," he instructs. "Give honest and sincere appreciation" and "Be a good listener." Adopt this advice by paying extra attention when a client introduces themselves. A person's name is important, because, according to Carnegie, it may be "the sweetest and most important sound in any language" to that individual.

Be Nice

Carnegie's ideas are revolutionary in their simplicity. This is what makes almost anyone who reads the book able to implement them immediately and see results. As Robert Kelsey, author of several business and self-help books himself, points out, Carnegie's first principle was simply "Be nice." "That will always be an important thing to remember in whatever business you're in," Kelsey says. "His advice will always be relevant."

In the chapter entitled "Six Ways to Make People Like You," Carnegie's second suggestion is similarly straightforward: "Smile." We've all read science on the psychological effects of smiling, but it's still too easy to forget this simple gesture.

Be Hones

Be transparent with partners and clients, and as Carnegie suggests, be quick to admit when you're wrong. When it comes to conflict, being right won't win you anything — it's better to avoid that lose-lose scenario and instead listen to your associate's point of view. Respect their opinions. Even better, begin with something you know they'll say an enthusiastic "yes" to.

Set your relationships up for success by implementing Carnegie's timeless, genuine advice, and see the results for yourself.

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How to

Our Clients Say It Best

"May 24th, 2016 our lives changed due to a catastrophic injury incurred by my husband. He was welding and a spark on his clothing ignited. The moment we contacted Joe's office, Lisa began her magic. She made sure we received compensation EVERY week, the best nurse case manager and PT. She never let up, and my husband's recovery was smooth. I see horror stories of people losing homes, cars and piles of debt. Lisa and Joe were there to make sure that never happened to us. Thank you for holding it all together during this difficult time. We would highly recommend your firm!"

-Mary M.

Mistakes Were Made

The Best Ways to Ruin Your Workers' Comp Case

The law is a complicated beast, and in the world of workers' compensation, things get even stickier. It's very dangerous to make moves after filing a claim without seeking expert advice. There are many ways to sabotage your own case by accident. Here are a few of the most common, irreversible errors.

You Trusted the Insurance Company

Insurance companies make money by not paying out settlements. If you have to file a workers' comp claim, remember that no matter how nice the insurance adjuster may be, they do not have your best interests at heart. Do not make a statement, sign any forms, or accept payment of any kind before speaking to your attorney.

You Waited Too Long

The statute of limitations for when you can file a workers' comp claim varies by state. In both Virginia and North Carolina, a worker must file a claim within two years of being injured. If you think you have been hurt in a work-related accident, don't wait and see if you get better. And if you're not sure if you have a case, call a workers' comp attorney and talk to them before you let any more time go by.

You Quit Your Job

It doesn't matter how badly you were hurt while working — if you quit your job for any reason, any chance your claim had is gone. Not even the best workers' comp attorney in the world can help you. If you get hurt, do not quit your job!

You Went to the Wrong Doctor

If you get hurt at work, your employer's HR department or the insurance company may want you to choose a doctor out of a panel they suggest. The problem here is that these doctors might be on the company payroll. They'll take one look at your back after an injury, claim it's just arthritis, and put you back to full duty. Your workers' comp attorney will know which doctors have a bad reputation and help you find a physician who will provide a proper diagnosis and keep you safe.

There are a million different ways you can screw up your workers' comp case. If you've been badly hurt and need the benefits to get by, don't risk it. Give Joe Miller a call at 888-694-7994 and make sure you are in contact with an experienced workers' compensation attorney every step of the way.

Joe's Monthly 'SOUL SNACKS'

"Let the good in me connect with the good in others, until all the world is transformed through the compelling power of love."

> -Rabbi Nachman of Breslow

"There is greatness in doing something you hate for the sake of someone you love."

-Rabbi Shmuley Boteach



Ingredients

- 3/4 cup plus 2 tablespoons kosher salt
- 3/4 cup sugar
- 1 carrot, peeled and diced
- 1 large onion, peeled and diced
- 1/4 cup celery, diced
- 2 large sprigs thyme

- 2 bay leaves
- 1 tablespoon black peppercorns
- 1/4 teaspoon crushed red pepper flakes
- 1/4 teaspoon fennel seeds (optional)

Directions

- In a large stock pot, bring salt, sugar, and 4 cups water to a boil. Stir until all ingredients are dissolved.
- 2. Turn off heat and add remaining ingredients. Place
- brine in the fridge, uncovered, until cold.
- Add 6 quarts cold water to brine. Add turkey and submerge completely. Brine chilled for up to 72 hours.

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