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## Referrals

Did you know that referrals are our number one source of new cases? People find us several different ways, but mostly they come from other lawyers, current and former clients, and friends and family.

We are so appreciative of the referrals that we like to thank our friends directly. But sometimes we don't know when a true referral was made, or the new client doesn't remember who recommended us. Please, if you refer someone to us, let us know so that we can express our gratitude.

## Reminder About Our Communication Policy

Our promise to you is that while your attorneys are working on your case, we will not check or answer emails, take phone calls, read faxes, or surf social media (unless we are surfing for your case). When we are working on your case we will be completely focused on the task in front of us. Because of this promise, our attorneys do not take unscheduled inbound phone calls. It makes us much more productive and helps get your case resolved faster.

You can always call the office at 434-515-2807, and schedule an in-person or phone appointment. That is a lot better than playing "phone tag." The same goes for email or MyCase messages. An email or message is "quick," but is checked no more than twice a day and replies are then scheduled into the calendar.

## Tell us what you want to know!

Our goal is to be well known to our clients, referral partners, local attorneys, and healthcare providers. So with that in mind, tell us what you want to know! Send us an email at [inquiry@osterbindlaw.com](mailto:inquiry@osterbindlaw.com).

# THE INSIDE LOOK

Osterbind Law PLLC

February 2020

Newsletter #7

## What's on my mind?

By Brandon S. Osterbind, Esq.

I spent the last month in awe of the fact that we are in 2020. And we are faced with the responsibility of deciding how we will spend the next decade. I remember thinking—back in 2014 when we finally decided to get out of debt—the next few years will pass by whether you like it or not. What will I have to show for it? We weren't crazy indebt, and we had the normal stuff that it seemed everyone had: a car payment, small credit card balances, and a huge student loan.

Looking back on it, I was right. The time did pass. And fortunately, we had something to show for it. We paid off over \$120,000 in just under 3 years by putting our heads down, giving up the luxuries our culture tells us we have to regularly consume, and focusing on a goal. Starting from that point forward, I worked harder than I had ever worked before. I quit playing golf, eating out for lunch every day, and drinking fancy coffee. Kelly sacrificed similar things. We worked together as a team and accomplished more than we could have accomplished alone. Now, we just started our 6th Financial Peace Class that we are leading at our church.

All of this to say, what will the next decade look like for us? What will it look like for you? Have you put any thought into where you are right now and where you want to be 10 years from now?

I've thought a lot about where I will be in 10 years.

The first thing that shocks my conscious is that we'll have a kid in college, two teenagers, and a pre-teen. That blows my mind. I'll be in my upper 40's (while Kelly will still be 29).

*We are faced with the responsibility of deciding how we will spend the next decade.*

But that is more of an organic change and not something that we have much control over; i.e. we can't stop time. I think the better question is: what do I want my life to look like in 10 years? And the natural follow up is, what can I do today to make that happen?

I am talking about personal goals and habits here but the same applies to business or professional goals and

habits. Who do you want to be in 10 years? Does that person make others feel good about themselves? Read, exercise, and spend quality time with family? Read the Bible all the way through every year, pray every day, and is that person an expert in their field, etc.?

Whatever that person looks like, why wait 10 years when you can start being that person now?

What would it take to make you that person? If you want to be a reader, you have to read. If you want to be an encourager, you have to encourage. If you want to be in shape, you have to exercise. If you want to read through the Bible in a year, you have to start with Genesis 1:1 and read 3-4 chapters every single day. If you want to be a leader, you have to lead. The list goes on and on.

So, decide for yourself now who you want to be in 10 years, then start being him or her. Write down some of the things that your ideal self would do. Then, start doing those things. The earlier you start, the more likely you are to become the person you want to be.

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# Insurance Policy Must Haves:

## Property Damage Uninsured Motorist/ Underinsured Motorist Coverage

By David Abraham

This month I want to focus on the property damage aspect of uninsured and underinsured motorists' coverage. Uninsured motorists' coverage is required in Virginia (when you purchase a policy) with minimum limits of 25/50/20. The last number of \$20,000.00 is the amount of your uninsured motorist property damage coverage. Last time, I covered the importance of uninsured motorists' coverage to protect you from injuries sustained in an accident with someone that has no insurance. This month, I want to talk about protecting yourself from damage to your vehicle by an uninsured motorist.

If you do not carry collision coverage and are involved in an accident with an uninsured motorist who is 100% at fault in the accident, uninsured coverage would be your only avenue of recovery for the damage to your vehicle. The key here is that there is no negligence on your part in the accident. Any negligence on your part would bar your recovery from collecting under this coverage. Using the limit example above of \$20,000.00 for property damage, that is the total amount your insurance company will pay for damage to your car. As I've noted in earlier articles, if your vehicle is worth more than \$20,000.00 and is a total loss (again no collision coverage), this coverage limit is inadequate. Additionally, this coverage carries



a mandatory \$300.00 deductible. Increasing both your liability and uninsured motorist's coverage limits may not be as expensive as you might think. While your liability limits protect the other party, it is equally important to protect yourself. There are more uninsured motorists on the highway than you think and many states, including Virginia, do not carry requirements to possess auto insurance coverage.

Protecting yourself with underinsurance coverage is almost as important as uninsured motorists coverage. Underinsurance coverage protects you in case the other at fault party, does not carry enough insurance coverage limits to fully compensate you for the damage to your vehicle. Many drivers that carry liability insurance carry the minimum limits required by the state of Virginia. If you drive a vehicle that could be

worth in excess of \$20,000.00, you may want to consider purchasing underinsurance coverage, or minimally carrying collision coverage. While it is not a requirement in the state of Virginia, it is generally an inexpensive coverage to carry.

Don't be fooled into thinking your insurance policy is up to date and has enough coverage. At Osterbind Law, we see inadequate coverage being carried by many clients. By the time we point out where coverage could be improved and how it would have helped in their accident, it's too late. I can only make recommendations after the fact. See your agent or drop me an email at [dabraham@osterbindlaw.com](mailto:dabraham@osterbindlaw.com) along with a recent copy of your declarations page and I will be glad to respond to you with some recommendations. We are here when you need us.

The information in this newsletter is for general informational or educational purposes only and should not be relied up on as legal advice for any individual case or situation. This information you find on these pages is not intended to create, and viewing does not constitute, an attorney-client relationship.

# Habits

By Hannah Bowie

The team at Osterbind Law operates from a set of core values. We aren't limited or bounded by these values. Our core values help define our firm culture and give you a glimpse into what is important to us. One of our core values is "we innovate and improve ourselves." There are a number of ways we do this, but I want to talk about something we do each month. We read. We read books that span the business genre and then we gather once a month for our firm meeting where we discuss what we've learned.

The latest book we read was "Atomic Habits" by James Clear. If you haven't read it, I recommend reading it as soon as you put down this month's newsletter.

As you can tell from the title, the book is all about creating good habits and breaking bad ones. You know what habits are—those small, seemingly insignificant decisions you make with putting very little, if any, thought to them. Habits are formed by repeating the same action in response to a given situation.

I knew within the first few pages that this book is not meant to be read in isolation of my job title. I knew I needed to examine my personal habits in relation to the goals I want to achieve this year. Personal habits impact the habits I form at work and vice versa. I needed to examine where I want to be when 2021 rolls around and decide how I am going to get there. If you think I am going to divulge my goals, I'm sorry. Not in this newsletter.

We are barely into this new decade and I am making small

changes. Some may think those changes are insignificant, but every small change, every small habit I form, compounds over time. Over the course of this year, these three hundred and sixty-six days, I am committed to making small changes because I know the small changes that I make today will become habits in no time. My hope is that in five years the habits I form right now will have a profound and life altering impact. The difference I want to see in five years begins today. Today, I'm not able to climb Mount Everest. However, today, I can do something that will place me on the path to climbing one of the tallest mountains in the world.

\*I'm not going to climb Mount Everest; I have no desire to. But I have big goals and if I don't do anything about them today, I will never know whether or not I could have achieved them.



## OSTERBIND LAW, PLLC CORE VALUES

1. We seek to *love* and *understand* people.
2. Everyone is *invaluable* and *irreplaceable*.
3. We *serve* the client.
4. We always do the *right* thing.
5. We are *faithful* in the small things, every day.
6. We practice *open, timely* communication.
7. We *innovate* and *improve* ourselves.
8. We *work together* to *solve difficult problems*.
9. We guarantee *relentless effort* and *infinite compassion*.
10. We *live* within our means.