

Pillar #3: Nutrition Basics

Today's agenda:

- How to talk to your clients about nutrition
- Questions you can ask
- Recommendations you can make
- What to avoid
- Role play exercise
- Questions



Pillar #3: Nutrition Basics

How to talk to your clients about nutrition

- Ask lots of questions, but don't interrogate!
- Listen to any “sticky” points--foods a client “can't live without,” ideas about food/nutrition they seem convinced are true, etc
- Listen for clues that might indicate a food trigger or intolerance



Pillar #3: Nutrition Basics

How to talk to your clients about nutrition

- Provide recipes and healthy cooking/shopping tips
- Dispel myths and misinformation when possible with facts/well organized information
- Focus on teaching them the basics (like what's in your Pillar #3 workbook), but curate--pick what's relevant to them and leave the rest
- Focus on how to integrate healthy nutrition into their busy lifestyles--keep it practical



Pillar #3: Nutrition Basics

Questions you can ask

- What are you eating? Ask for an example of what they eat on a typical work day and a typical day off
- What are your favorite foods, and what foods would you absolutely not eat? Why?
- Have you noticed that certain foods make you feel a certain way (bloated, tired, energized, happy, cranky, etc)? Please explain.



Pillar #3: Nutrition Basics

Questions you can ask

- Have you noticed that your skin breaks out/flares up/freaks out after eating certain foods? Please explain.
- How often do you cook at home? How often do you eat out?
- What is confusing to you about food or nutrition?
- What frustrates you about your current way of eating?



Pillar #3: Nutrition Basics

Questions you can ask

- What do you feel you do really well when it comes to food/nutrition?
- How open are you to trying new flavors?
- What do you find yourself buying every week at the grocery store?
- What do you buy regularly, but not end up using? Why do you think that is?



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Recommendations you can make

- Overall general advice --anything that helps and doesn't harm
- Eat more veggies--and then give them strategies for how to do so
- Make sure foods are prepared properly for best bioavailability of nutrients (not overcooked, soaking grains and legumes, etc)
- With animal foods (meat, eggs, dairy), promote organic and pasture-raised whenever possible



Pillar #3: Nutrition Basics

Recommendations you can make

- Promote organic and local whenever possible. If organic is not possible, then local.
- Shop at farmers' markets, CSAs, co-ops (these are even found in cities)
- Change flavor profiles to keep things interesting
- Keep a food diary to gain a better understanding of how certain foods make the person feel or to help identify triggers or intolerances



Pillar #3: Nutrition Basics

Recommendations you can make

- Focus on quality over quantity
- Shop at farmers' markets, CSAs, co-ops (these are even found in cities) whenever possible
- Change flavor profiles to keep things interesting
- Keep a food diary to gain a better understanding of how certain foods make the person feel or to help identify triggers or intolerances
- Encourage them to understand their constitution



Pillar #3: Nutrition Basics

What to avoid and what to do instead

- Don't "prescribe" or recommend that a client tries a specific diet. Educate about bio-individuality. Instead, say something like "a lot of people do well when they eat more of ___ and less of ___/try things like food combining/eat foods according to ancestry, etc. Here's some information on that so you can see how it works for you.
- Don't promise that your nutritional recommendations will heal their skin. Say things like "many people have seen an improvement in their skin by doing x,y,z and provide a resource.



Pillar #3: Nutrition Basics

What to avoid and what to do instead

- Don't recommend that people stop taking anything prescribed by a physician or licensed dietitian/nutritionist. If it seems like the person wants to get off a medication or doesn't feel that they are benefiting from a prescribed diet, encourage them to discuss that with their licensed healthcare practitioner.
- Don't "prescribe" supplements to address a certain issue. Instead, educate about how supplements may be used to support overall health, and suggest micronutrient deficiency testing, nutrigenomic testing, or food sensitivity testing



Pillar #3: Nutrition Basics

What to avoid and what to do instead

- You can provide links as to where clients can purchase quality supplements (educate on how not all supplements are created equal), but make sure they know that it is *their choice*. Use phrases like opt-in, self-care, self-treat.
- Avoid co-dependency. The goal is that the client should be able to shop for, prepare, and eat healthy, nutrient-dense foods on their own. Your role is to provide them with the tools, education, and accountability for a time--but you can't do the work for them.



Pillar #3: Nutrition Basics

What to avoid and what to do instead

- Avoid allowing excuses. Clients will ALWAYS tell you they don't have the time or money to eat healthy all the time. The fact is, people always find time and money for what they value! Pick one or two things for them to start with until your next session.
- Don't do the kitchen overhaul. Some people do OK with tossing everything and starting from scratch, but it creates stress for most. Encourage people to start by replacing things with healthier options as they run out, or adding one new healthy thing each time they shop.



CNAP Session

Role Play Exercise



Pillar #3: Nutrition Basics

Your main Pillar #3 assignment:

- Practice role playing!
- Find a partner in class (use the FB group to find one)
- Have each person submit the intake form to each other (this is located in the Document Library)
- Schedule a Zoom meeting
- Role play! One person is the coach, the other person is the client. Then switch.



Pillar #3: Nutrition Basics

Questions?

