

NorthEast Dietetic
Association
Newsletter

January /
February 2007

MESSAGE FROM THE PRESIDENT

Maureen Dunne-Touhey, MS, RD, LDN

DunneTouhey@marywood.edu



I would like to first wish everyone a Happy and Healthy New Year!

As can be seen from this newsletter, it is an exciting time to be a dietitian, and more importantly, a member of this association. This newsletter is by far the best one distributed this year. I would like to thank April Rudat for this impressive publication.

This well researched newsletter provides a list of opportunities for your continuing education needs. The NEDA is fulfilling its role by offering a two-day workshop on lactation – aptly titled, “**Good Nutrition Begins with Breastfeeding**,” on March 7 and 8 (see page 2). This workshop will provide 9 credits to NEDA members for only \$55.00, including breaks, lunch, and handouts! Do the math - that’s cheap. Mary, Martha, and April have been working hard on this workshop, which will be also be marketed to RNs to meet their newly required CPE needs. So be involved by attending and spreading the word!

As you can see, the ADA has now allowed members to participate in a group listening setting and to apply for the credits for **free**. This was great news since the NEDA had purchased the CD’s containing a list of educational sessions presented at the 2005 and 2006 FNCE. The purchase of these CD’s by the NEDA will now allow NEDA members to listen for free and apply for free credits! Non-NEDA members will have to pay a listening fee, and non-ADA members will need to pay an application fee. See page 6 for the date and time of our first listening session.

This again demonstrates that being a NEDA member is a wise choice and is cost effective.

Our first fundraiser at Wise Crackers was a success, adding \$540.00 to our budget for upcoming seminars and scholarships. Speaking of scholarships, the NEDA will continue to support the need for members to be politically involved by encouraging members to participate in legislative and public policy processes. If you never attended the Public Policy Workshop and would like to attend, go to page 3 for more information. Don’t let this opportunity pass you by!

Our holiday meeting at Carmella’s (thanks to Maureen Krisa-Kurey) was fun, but to my disappointment, no non-board members of the NEDA attended. We really did have good food and the opportunity to talk to each other...and not about nutrition! Marianne enjoyed the company so much that she and Stacy suggested that the NEDA plan a wine tasting field trip. Any suggestions?

It is important to note that in order to keep this association active and responsive to members’ needs, we need your input and your involvement. Please consider putting your name on the ballot for next year. Email your name and interest to Mary Babcock, see page 3.

Lastly, review the nominating criteria for the Anita L. Owen Award, and let’s acknowledge a NEDA member. Go to page 4 for the details.

Thank you for being a member of the NEDA and for all your support.

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Good Nutrition Begins with Breastfeeding

Wednesday, March 7 - Thursday, March 8, 2007

Marywood University, O'Neill Center for Healthy Families, Rm. 206

Learn About:

- *The benefits of breastfeeding and downfalls of formula*
- *Common breastfeeding problems and troubleshooting tips*
- *Supplementation issues*
- *Interactive breastfeeding counseling techniques*

Don't work with new moms? Breastfeeding knowledge is important for **all** RDs/DTRs since you can promote breastfeeding on the community level in many different ways!

Location:

Marywood University
O'Neil Center for Healthy Families
206 Conference Room

Cost of Meeting (including lunch):

NEDA Member: \$55.00
Non-NEDA Member: \$85.00
Student: \$30.00
Non-ADA Subscriber/RNs \$85.00

** NEDA annual dues of \$25.00 may be remitted along with registration fee for this program.*

Application has been made for 9 CPE for RDs, DTRs, and RNs! Lunch Included!

Register now!

Forms & payment are due by:

February 21, 2007
(Checks payable to "NEDA")

Send to:

Mary R. Ehret
345 Overbrook Rd.
Dallas, PA 18612

Spread the word:

Tell other RDs/DTRs, RNs, and other health professionals and students about this exciting and low cost training!

NEDA Board of Directors 2006 - 2007

Maureen Dunne-Touhey	President
Open	President-elect
Carol Kneier	Past-President / Policy & Procedures
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Carol Brennan	Treasurer
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Jennifer Baumann	Webmaster
Roberta Cammer	Historian
April Rudat	Newsletter Editor

NEW MEMBER SPOTLIGHT

Meet Karen Hamilton, MS, RD, LD, CNSD!



Karen has recently relocated NEPA from Western NY and is a nutrition support dietitian with 18 years of acute/home care experience. She works for a national home infusion company called Coram Healthcare and currently serves as Strategic Manager for the Nutrition Business Unit. She also assists in the development of strategic marketing programs related to nutrition support and trains field sales & managed care directors. She is published in the area of nutrition support management of patients with Hyperemesis Gravidarum and in the area of nutrition outcomes. She has also been a guest lecturer at numerous professional symposia on a variety of topics including general nutrition, reimbursement, outcomes, and nutrition support.

Karen can be reached by phone at: 570-842-7273 or 716-830-8132 (cell), and by email: hamiltonk@coramhc.com

MEMBERS IN THE NEWS

- ◆ On Monday, December 4, 2006, Gretchen Hunt, RD, LDN of the Commission on Economic Opportunity (CEO) was quoted in the "Times Leader" regarding the CEO's hearty meals program for kids in the Wyoming Valley. Great article about a great program, Gretchen!
- ◆ On December 25, 2006, Kim Segiel, RD, LDN delivered a new baby boy, Christian. Christian arrived two weeks early...perhaps so he could be a very special Christmas present! Congratulations Kim and family!
- ◆ On January 1, 2007, Mary Klem, MS, RD, LDN and Marilyn Ksiazek, MS, RD, LDN were quoted in the Scranton Times in an article about New Year's resolutions. They provided realistic tips for goal setting, focusing on lifestyle change rather than quick fixes. Great info!
- ◆ April Rudat, MS Ed, RD, LDN recently published an article titled, "Breastfeeding Multiples: Promoting 'Breast is Best' for Mothers of Two, Three or More" in the December 2006 issue of "Today's Dietitian."

*Contact April Rudat, Newsletter Editor, at aprilrd82501@comcast.net to provide "News" about NEDA Members!

We Need LEADERS in the NEDA!

Step Up and Volunteer in Your District!

Open positions on the 2007-2008 NEDA ballot:

- President
- Treasurer
- Nominating chair
- Nominating chair-elect
- Professional Education chair-elect

Volunteer your time and talent, and give a little back to your profession! For more information, contact Mary Babcock at: marybabcock@usnetway.com
*We also need a volunteer for Membership Chair, and we need him or her to start NOW! Thanks! Contact M. DunneTouhey at: DunneTouhey@marywood.edu

ADA PUBLIC POLICY WORKSHOP (PPW)

April 23-25, 2007

Renaissance Hotel ♦ Washington, D.C.

Earn C PE!

ADA's Public Policy Workshop is the association's premier advocacy and grassroots training meeting.

Here is your opportunity to champion nutrition by discussing ADA's priority issues with Representatives and Senators!

For more information, visit: www.eatright.org
Or contact the Government Relations team at our Washington DC office: 1-800-877-0877.

NEDA PPW SCHOLARSHIPS

Eligibility:

- NEDA Members, including student members
- Active in the association
- Interested in legislation and willing to work as a Legislative Co-chair

Deadline:

February 16, 2007

Submit:

Your name for consideration along with a letter explaining why you would be a good candidate for the scholarship to Maureen Dunne-Touhey at: Dunnetouhey@marywood.edu

The Fall NEDA Seminar Was a Success!

By Marianne Cerimele, RD, LDN, NEDA Public Relations/NNM Chair (marianne.cerimele@novartis.com)

Hazleton General Hospital was the setting for the NEDA Continuing Education Program on November 9, 2006. The program had a great turnout of approximately 30 participants. To start, Jennifer Grab, RD, LDN provided a thorough legislative update so that we are aware of important bills, and Lisa Wolk, RD, LDN from the Kidney Center of Greater Hazleton gave an overview of the clinical manifestations, nutrient demands, and new treatments for renal disease.

Dr. Patreese Ingram from the Penn State University College of Agricultural Sciences discussed Cultural Competencies and ways to create a culturally inclusive environment. To build upon the cultural competencies lecture, we were fortunate enough to have Denise Fernandes, Registration Eligible, from the Rhode Island Department of Health give us an overview of an exciting research project she is conducting. With the use of her newly created "Folkloric Pictionary," Denise is able to help us learn about the various words and meanings used for fruits, vegetables and condiments in the Hispanic community. The pictionary includes a picture of the food, the name of the food in English, the translation according to region and ethnicity, and the uses/preparation for the food.

Comments from one NEDA member in attendance:

NEDA member Sue Genarose stated, "Great job on yesterday's Nutrition Update!!! Thank you so much for thinking of us lower Luzerne County people! The speakers were fabulous & I really learned a lot. I for one think you're doing a wonderful job."

We would like to thank the speakers as well as the NEDA members who participated in the event. We hope to see more NEDA members at future events.

Pictured from left to right:

Denise Fernandes (speaker), Maureen Dunne-Touhey (NEDA President), Dr. Patreese Ingram (speaker), Mary Ehret (Professional Development co-chair), Lisa Wolk (speaker), Martha Wright (Professional Development co-chair)



Call for Nominations for the Anita L. Owen Award

The purpose of the Anita Owen Award is to encourage development of and recognize excellence in innovative and unique models for delivery of food, nutrition, and dietetic information and/or innovative services for delivery of nutrition education to the public. The award recognizes the work of individual dietetic practitioners, not the program activities.

Eligibility requirements are:

1. Member of North East Dietetic Association (NEDA).
2. Active participation in local and state association.
3. Support to NEDA in exceptional ways.
4. Demonstrated leadership and creativity.
5. Contributed nutritional expertise to community and allied health professions.

Examples: community service, consultation or advisory work with allied professions, and recognition by related organizations.

6. Utilize communication skills to promote nutrition.

Examples: Oral or written presentation.

7. Demonstrated qualities as effective communicator of nutrition and dietetics.

Nominations can be sent to:

Mrs. Mary Babcock, Nominating Chair at: marybabcock@usnetway.com

Deadline for Nominations:

February 21, 2007

The award will be made at this year's Annual Turnover Meeting, date to be announced.

LEGISLATION AND LICENSURE NEWS

By Jaime Cimochocki, RD, NEDA Legislative Chair (jmecimo@yahoo.com)

The Ryan White CARE Act (RWCA) was passed in the house as HR 6143 to be reauthorized for 5 years

The bill initially failed to pass the senate because of a dispute over how funds would be distributed; however, a compromise was found and the act was passed in the senate and the house. As a result, 75% of all non-administrative expenses must be used for Core Medical Services, which include, but is not limited to, Medical Nutrition Therapy. In the end, President Bush signed the Act.

Public Policy Workshop (PPW)

PPW 2007 is just around the corner. Plan on attending! This valuable resource will be held on April 23-25, 2007 in Washington, DC. See page 3 of this newsletter for more information and for NEDA Scholarship information.

The Dietary Supplement and Nonprescription Drug Consumer Protection Act has been passed

The packer or distributor of these products must:

- ✍ Report to the Secretary of HHS within 15 business days if any report of serious adverse event occurs
- ✍ Submit by 15 business days if related medical information is received within 1 year of initial report
- ✍ Maintain records related to each report for 6 years
- ✍ Permit inspection of such records

New York restaurants are banning most food containing anything but the smallest amounts of trans fat

This new law becomes effective in July of 2007.

Issues in '07

Although the farm bill is the big issue of 2007, food safety is gaining popularity. Due to the number of food poisonings from contaminated fruits and vegetables, health experts are now focusing on food safety. The ADA is currently gathering information to prepare.

FROM OUR ADA DELEGATE

By Marie Kamp, MBA, RD, LDN (myk2@psu.edu)

St. Patrick's Day in Chicago

It looks like I will be in Chicagoland for St. Patrick's Day this year. The House of Delegates meeting is scheduled for March 16- 18, 2006. We have received the draft agenda and topics include Sustainable Food Systems Training, Future Vision of Dietetics, Branding/Image of Dietetics, and Public Policy and Advocacy.

Probably the topic of most interest is the Future Vision of Dietetics. The Phase 2 Future Practice & Education Task Force released its first communication to all ADA members and stakeholders on November 15, 2006 (see message on the ADA web site). In this message, the Task Force indicated that they would be soliciting input from DPGs, affiliates, ADA organizational units, credentialed and non-credentialed practitioners, industry and government segments, alliances, students and other stakeholders to assist us in visioning the probable and preferable futures of Registered Dietitians.

I am now asking for your input. Please respond to the following statements:

Based on your area(s) of expertise, please describe what you see as the probable practice roles (what will likely happen) for the RD in 2017. Also, please describe what the entry-level RD will do and/or what an experienced RD will do in 2017.

Again, based on your area(s) of expertise, please describe what you see as the preferable practice roles (what we want to happen) for the RD in 2017. Also, please describe what the entry-level RD will do and/or what an experienced RD will do in 2017.

I REALLY want to hear from you. The future of our profession is in your hands! Respond to myk2@psu.edu

CONTINUING EDUCATION OPPORTUNITIES

1. **January 25, 2007: FREE FNCE CD Session (1.5 CPE) for NEDA/ADA Members.** Seminar begins at 5 PM in Marywood University's O'Neill Center for Healthy Families, room 238.
2. February 8, 2007: From 1:00-2:30 pm (Central Time), "Boundaries: How to Navigate New Reimbursement Guidelines for Federal Programs and Telehealth" will discuss federal reimbursement policy changes for those providing outpatient nutrition services. Tap into new potential sources of revenue: www.eatright.org/pd_telehealth
3. February 22, 2007: The American Dietetic Association will be hosting the "Food Allergens and New Labeling Requirements" teleseminar from 1:00 pm – 2:30 pm central time. For more information: www.eatright.org/development
4. February 28 - March 1, 2007: "Nutritional Risk Assessment: Bridging Perspectives, Sharing Methodologies, Identifying Data Challenges -- A National Academies of Science, Institute of Medicine, Food Forum Workshop" is scheduled in Washington, DC. Visit: <http://www.iom.edu/CMS/3788/37428.aspx>
5. March 2, 2007: Pinnacle Health will be hosting the 13th Annual Symposium titled, "Diabetes Update 2007: A New Era of Prevention and Management" at the Hilton Harrisburg & Towers in Harrisburg, PA. For more information, call 717-231-8724.
6. **March 7-8, 2007: Join NEDA for a lactation education seminar sponsored by The State WIC Dept. and NEDA. Earn 9 CPEUs for a NOMINAL FEE!**
7. March 20, 2007: The American Dietetic Association will be hosting a teleseminar: "Implications for Long-term Management of the Bariatric Surgery Patient" from 1:00 pm – 2:30 pm central time. See: www.eatright.org/development
8. April 23 - 25, 2007: Attend the ADA Public Policy Workshop, Renaissance Hotel, Washington D.C. **CPE offered!**
9. Sunday, April 29, 2007 prior to the PADA Annual Meeting at Sheraton Square in Pittsburgh: Join CDHCF for a three-hour program, "Food Medication Interactions" with Dean Elbe, RPH and Zaneta Pronsky, MS, RD, LDN, FADA, author and editor of Food Medication Interactions handbook.
10. April 29 - May 1, 2007: Attend PADA's Annual Meeting and Exhibition, The Sheraton Station Square Hotel in Pittsburgh
11. September 29 - October 2, 2007: FNCE in Philadelphia, PA!

FREE CONTINUING EDUCATION OPPORTUNITIES

1. **NEDA** will be offering sessions from 2006 FNCE CD-ROMs for 1.5 credits per session for **FREE!** See the next two pages.
2. The ADA is offering a **free** online self-study titled, "Unintentional Weight Loss and Cachexia: Medical Nutrition Therapy and Nutrition Care Strategies" as a read-and-learn program. Visit: www.eatright.org/pd_PAR

Has your email address changed?
Are you an Adelphia subscriber?

Please email April Rudat, Newsletter Editor, at aprilrd82501@comcast.net with email addresses changes so you will continue to get your NEDA Newsletters.

Applications Are Available Online for All ADA Foundation Awards / Grants!

More than 25 awards and grants are available, ranging from \$250- \$15,000. The deadline for applications is Feb. 1, 2007.

Visit:

http://www.adaf.org/cps/rde/xchg/adaf/hs.xsl/8459_E_NU_HTML.htm

Four new members join the NEDA!

Please add these new members to your NEDA directory:

Donnelly, Sheila RD
655 Bardwell Rd
Factoryville, PA 18419
836-7319

sheilaamandad@yahoo.com

Manganiello, Christine (Student)
3 Butler Street 1-C
Pittston, PA 18640
654-1602

Gymrat4@verizon.net

Morgese, Carla Registered Dietitian
850 Geary Ave
Simpson, PA 18407
282-4895
Tyler Memorial Hospital
880 SR 6 W
Tunkhannock, PA 18657
996-1256 or 836-4569

Stachnik, Clare MS, RD, LDN
RR6 Box 6072
Moscow, PA 18444
842-2536
clarestach@aol.com
Nutrition Consultant

Another NEDA benefit!

Free CPEs for ADA / NEDA members

The NEDA is happy to announce that the CDs from the last FNCE (Hawaii, 2006) Education Sessions were purchased by the NEDA and they can now be listened to in groups of three or more RDs for **FREE** Continuing Professional Education (CPE) credits! (If you are an ADA member)

Maureen Dunne-Touhey will be setting up a listening site for NEDA members for free at Marywood at least once a month. There will be a fee of \$10.00 for non-NEDA members (note: an additional fee is required for non ADA members). All you have to do is show up, listen and complete the Group audio form (below) to receive 1.5 credits per session. Please review the titles on the next page and contact me at: Dunnetouhey@marywood.edu with suggestions of what topic(s)/ titles to play.

JOIN THE NEDA FOR THE FIRST **FREE FNCE CD ROM SEMINAR AT MARYWOOD UNIVERSITY**

WHEN & WHERE: Thursday, January 25 at 5 PM in the O'Neill Center for Healthy Families, room 238.
TOPIC: "Cracking the Code: Billing Potential Beyond Medical Nutrition Therapy"
 (Remember, free for NEDA/ADA members! \$10 for ADA members who aren't NEDA members.)

American Dietetic Association – Official Certificate of Participation for Portfolio
 Continuing Professional Education Instructions for FNCE audio approval for GROUP listening

1.5 hours of CPE can be obtained by dietetics professionals (RD, DTR) by completing this form with processing fee to ADA. You will then receive an official Certificate of Participation from ADA as the accredited provider. This Certificate will be recognized by CDR for Portfolio approval.

Title of FNCE audio CD _____ Listened on (date) _____
 Listened with a group of (#) _____ Dietetic/Allied health professionals (3 or more required)
 Name of participant (print) _____ ADA Member YES NO
 ADA member/CDR registration number _____ Mailing Address _____
 Phone () _____ Fax () _____ Email _____

- a) Purchase and listen to audiotape/audio CD with a group of 3 or more practitioners
- b) ADA members – free of charge.
- c) ADA Non-member dietetic professionals – send check or money order for \$25 for each audio,

Payable and Mailed to: American Dietetic Association
 Professional Development Team
 Attn: Audio CPE
 120 South Riverside Plaza – Suite 2000
 Chicago, IL 60606-6995

- d) Complete the following credit card information and FAX to 312-899-0008, Attention: Professional Development or mail to the above address.
 Name on credit card _____

<input type="checkbox"/> Mastercard <input type="checkbox"/> AmEx <input type="checkbox"/> Visa	_____ Credit card number	____/____/____ Exp. Date
--	-----------------------------	-----------------------------

I authorize this credit card to be billed \$25.00 (US) by the American Dietetic Association.
 Signature of authorization _____ Date _____

Once payment is received and cleared, The American Dietetic Association will forward individual Certificate of Participation to listener. This Certificate of Participation must be kept by those members involved in the Professional Development Portfolio process or must be sent to CDR with your subsequent approval form. **Your participation in this FNCE audio CPE Listen and Learn cannot be verified by ADA unless processed as listed above.**

2006 FNCE TOPICS

'06 DAY 1 CD TOPICS:

126 Freedom from Want: The Human Right to Adequate Food
127 Cracking the Code: Billing Potential Beyond Medical Nutrition Therapy
138 Ride the Wave of Home Nutrition Support
142 Specialized Standards and Scope of Practice in Nutrition Support and Diabetes Applications
143 Intestinal Failure: Translating Science into Effective Quality Care
144 The Glycemic Index: Research or Clinical Tool
151 Diet, Genes and Cancer: The Multiethnic Cohort
168 You've Got Male! Healthy Strategies for Preventing the Early Deletion of Your Man
169 Nutrition, Physical Activity and Cancer: What You Need to Know Now
171 Learning from Losers: New Findings from Adult and Adolescent Weight Maintainers
182 Cultural Contexts of Obesity in African Americans: Implications for Research and Practice
188 2005 American Heart Association Dietary Guidelines for Adults and Children
207 What You Need to Know about Multivitamin and Mineral Supplements
210 E Ola Pono: Building Healthy Lifestyles through Hawaiian Foods, Culture and Wisdom
238 What Dietetics Professionals Can Do about Pediatric Overweight: School and Community Interventions (Part 1)
239 What Dietetics Professionals Can Do about Pediatric Overweight: Clinical Interventions (Part 2)
243 Nutrition Diagnosis: Making It Work for You
246 Developing Evidence-based Guidelines Using the Nutrition Care Process and Model for Bariatric Surgery
247 Navigating New Nutrition Labeling in the Meat Case
250 Chronic Illness, Data, and an Elderly Population
254 Values, Vision, Determination: Creating Success and Satisfaction in Your Career
257 Enhancing the Quality of Nutrition Education in United States Medical Schools
258 360 Degree Performance Evaluations: Changing Perspectives of Staff and Personal Development
259 Farm-to-School and Community: How Dietetics Professionals Can Get Involved
263 End-of-Life Nutrition Support: What the Dietetics Professional Should Know
267 The Traditional Hawaiian Diet: Paradise with Foods, Herbs and Supplements
269 Rethinking Perinatal Vitamin D Intake: Is the Current Recommendation from the DRIs Enough?
270 From the Training Table to Competition: Fueling Athletes for Success
273 Developing Culturally Competent Community Nutrition Obesity Prevention Programs for Adolescents
276 The Black Church: A Focal Point for Delivering Health in the United States and Canada
285 The Women's Health Initiative: Dietary Results and Clinical Outcomes
351 Making Sense of Retirement Planning

'06 DAY 2 CD TOPICS:

110 Strengthening Nutrition Services for Children with Special Needs: Meeting the Leadership Challenge
137 The Volcanic Effect of Inflammatory Mediators
145 CADE Forum: Updating the 2002 Accreditation Standards
146 How School Wellness Policies Work to Support No Child Left Behind
147 Expanded Newborn Screening: Implications for Nutrition Intervention in Inherited Metabolic Disorders

160 Nutrition Informatics: Implementing an Electronic Health Record
197 Cutting the Confusion in Calculating Calories: What the Evidence Indicates
199 Proposed Daily Values for Nutritional Labeling: What Every Dietetics Professional Needs to Know
217 Vitamin D: An Old Vitamin with New Health Implications
241 Increasing Demand by Expanding the Dietetics Professional's Role in Disaster Management
252 Omega-3 Fats in Health and Disease: Implications for Education and Practice
255 Management of Diabetes and Hyperglycemia in Hospitals: Dietetics Professionals Can Improve Care
260 Our Bodies, Ourselves: How to Discuss (or Not!) Our Size with Clients
261 Pharmacotherapy and Medical Nutrition Therapy for Weight Management: The Science and the Implications for Nutrition Practice
264 Hawaii's Melting Pot Cuisine: The Evolution from Plantation to Now
265 Nutrition Management in Pediatric Rehab: Experience from the Field
266 Guarding Our Children's Healthy Future: Nipping Obesity in the Bud
271 The Chef Who's Also a Patient: A Vegetarian's Approach to Chronic Kidney Disease
282 Using an Evidence-based Approach: Creating a Food Safe Schools Team
286 Creating A Conflict-free Environment: A Winning Formula
287 Parkinson's Disease: Dysphagia and Nutrition
288 The AMA Expert Committee Recommendations on the Assessment, Prevention and Management of Childhood and Adolescent Overweight and Obesity
289 Healing the Heart: The Importance of the Mind, the Body and the Dietetics Professional

'06 DAY 3 CD TOPICS:

163 Feeders and Growers: Tools for Nutrition Assessment in the NICU
172 Obesity in Older Adults: Should We Treat? How Do We Treat?
176 A Picture of Advanced Practice in Medical Nutrition Therapy
185 Probiotics and Prebiotics: How Can They Help Your Clients?
202 Expand Your Palette: Enhancing Onscreen Education through Color and Design
211 How Much We Eat in America: Experiences Estimating Food Intake
214 A New Method for Estimating Usual Food Intakes
228 The Dietetics Professional's Responsibility in Energy Balance and Physical Activity
233 Using Online Learning to Compete Successfully in a Rapidly Changing Environment
234 Carbohydrate, Protein, Fat: Research Offers Options for Cardiovascular Health
245 Putting Evidence-based Guidelines into Practice: Examples from Critical Illness and Oncology
251 Dietetics Professionals as Change Catalysts: Managing Change in Troubled Times
256 Developing "Plain Language" Nutrition Education Programs for Low Literacy Clients
262 Zest for Life: Nutrition and Lifestyle for Healthy Aging
268 Lifestyle Changes Can Boost Health and Survival in Breast Cancer
274 Where Have All the Foodies Gone?
655 Strategies to Advance Your Career: What Every Dietitian Needs to Know

Dare to Dream...A Look at Entrepreneurship Use the Coach Approach to Enhance Your Client Counseling Outcomes

By Jean Caton, MS, MBA, RD

Jean Caton is chair-elect of the Nutrition Entrepreneurs DPG. This article is a revision from the spring 2006 Ventures Newsletter of the NE DPG. For more information on coaching, please visit www.nedpg.org.


Coaching is a process that supports an individual's desire to change in essentially any area of personal or business life. Among the top reasons people are reports to pay someone to support their efforts to change are money, weight, relationships, and career. This makes the addition of coaching skills to the RD's toolbox a smart decision.

A look at the coach approach:


- Partnership.
- Client is responsible for outcome.
- Client has a need. RD will support client to discover required shift.
- RD spends more time listening, relating, asking powerful questions, and helping client discover a way to become a person WHO is motivated from within to live a healthy lifestyle.
- Internal drivers.

Shifting to the coach approach from the telling/advising approach is challenging. Time limitations require you to be creative and design innovative strategies to support the client's progress outside of the appointment. Website tools, e-mail, or group teleconferences can extend the reach of your face-to-face counseling.


Core Skills of a Coach.

 **Questioning.** Powerful questions are the core of effective coaching. A coach asks questions that move the client forward; she/he does not simply gather information. Good questions are succinct and direct. They provide clarity and focus.


Application: Examples of open-ended questions: How does continuing this behavior/habit/way of eating serve you? What are the consequences of doing nothing?

 **Relating.** Connect with your client. There is not learning without trust. Create a safe environment. You cannot "understand" what it is like to be the client unless you too have walked in their shoes, but you can empathize with the challenges their situation presents.

Application: Avoid stereotyping clients. Don't put them in a BOX; do pay attention to their behavior.

 **Listening.** Active listening is listening beyond words. Pay attention to tone, tempo, word choice, images, and/or analogies.

Application: Use what you hear through active listening to move the client forward. Tell the client if you hear a conflict – 'Let me tell you what I heard..'



 **Vision and Strategizing.** Ask the questions that will get the client dreaming and excited about the vision of what is deep in their heart. Have client talk about goals.

Application: Take time to get the client to the innermost compelling reason to change eating and lifestyle habits.

Your assignment: What one change will you make to incorporate the coach approach into your practice because of reading this article?

March is National Nutrition Month! 100% Fad Free!

During National Nutrition Month® in March 2007 and beyond, ADA encourages consumers to go *100% Fad Free* and to consult an RD to achieve lifelong success through proven, science-based approaches to healthy eating.

-  Get ready to highlight *your* expertise to any audience: co-workers, clients, community, school, or church.
-  For event ideas, the National Nutrition Month catalog, and NNM resources, visit <http://www.eatright.org/nnm>.

Save the Date!



✍ Every 2nd Wednesday of the Month at 5:30 PM: NEDA BOARD MEETINGS at various sites

- ◆ NOTE: The next NEDA Meeting will be on **TUESDAY**, February 13, 2007 at 5:30 at Marywood University (since Wed., Feb. 14 is Valentine's Day).
- ◆ All members are welcome to attend!
- ◆ If you have a specific concern: Contact Maureen Dunne-Touhey (DunneTouhey@marywood.edu) to place your item on the agenda.

✍ **March 7 - 8, 2007: NEDA-Sponsored Lactation Education Training (9 CEU Offered!)**

✍ April 23 - 25, 2007: ADA Public Policy Workshop, Renaissance Hotel, Washington D.C.

✍ April 29 - May 1, 2007: PADA Annual Meeting and Exhibition, Sheraton Station Square Hotel, Pittsburgh, PA

✍ September 29 - October 2: 2007 FNCE in Philadelphia, PA

You are receiving the NEDA newsletter as a benefit of being a member of the NEDA. If you have any comments on this Newsletter and/or you would like to submit an article or PSA for your facility/agency, please do so by contacting April Rudat at: aprilrd82501@comcast.net

North East Dietetic Association
C/O April Rudat
200 Jennifer St.
Moscow, PA 18444

