



Basic Nutrition Program Playbook

(Power Hour or Nutrition 101)

Time: 60 minutes with client (One Time Consult)

Overview of Steps:

- Determine their baseline and the behavior modification strategies needed to achieve those goals
- Give client Nutrition Handbook - review it with them
- Client fills out their goals and action steps
- Give 1-week sample meal plan (explain swapping foods in and out)
- Download MyFitnessPal and explain how to use it to log their food
- Grant access to HSN app - link MFP to client account

Begin with asking opened-ended questions. This is your time to build rapport with your client and understand what motivated them to come to you today.

Step 1: Determining a Baseline (about 20 minutes)

The goal of going through this exercise is to see the easy actions to change. Let your client do most of the talking!

How to determine your baseline?

- **C: Consistency/timing/eating around workouts**
 - Tell me about a typical day? What is the first thing that you have in the morning? How often are you eating? How many meals do you get in a day? Do you snack or graze throughout the day? Are you eating before and after your workout?

****You want consistency with your eating. Eat every 3ish hours alternating between meals and snacks. Set an alarm & get on a schedule.**

- **L: Liquids/hydration/alcohol**
 - What types of liquids do you drink throughout the day? How much water do you drink a day? What other types of beverages do you drink? Do you drink sugar-sweetened beverages (juice, soda, sweet tea, lemonade, flavored coffees)? How much and how often do you drink alcohol?

****Water is KEY to metabolism and breakdown of fat. Sugar sweetened beverages, artificially sweetened beverages and diet sodas don't count to your water intake. Focus on getting 80+ ounces per day. Add fruit, mint or cucumber to flavor. Use a water chart!**

- **E: Eating out**
 - How often do you eat out? Where do you usually go? What do you usually get?

*****Beware of all the sodium and fat added to foods to improve taste when eating out which can cause you to gain additional water weight. Ask for foods plain. Focus on the**

plate method when eating out. Know that you can ask for grilled chicken and veggies. Try to skip the apps and breads/chips. Take a look at the menu before hand.

- **A: Adequate calories/too much or too little**
 - Do you track your food or make a food log? Have you ever used a food tracking application on your phone (MyFitnessPal)?

*****Tracking your food helps you to stay accountable to yourself. Clients who track their foods have a much higher success rate than clients who don't, even if they don't show it to anyone. Two options for tracking food; use the food log that you give them or MyFitnessPal.**

- **N: Nutritious foods/quality macronutrients over quantity**
 - How many servings of fruits and veggies do you include into your diet? Do you include whole grains into your routine? Do you include protein and carbohydrates with all meals?

***** You want to focus on whole foods not food products. Try to shop the perimeter of the grocery store. The majority of your lunch/dinner should consist of non-starchy veggies. Look at the ingredients label; if you can't read it, skip it!**

Step 2: Test Biometrics (5 minutes)

What to test? weight, body fat, muscle mass, AND **measurements**

- Use biometric tracking sheet
- OmRon or InBody for testing

How to take measurements: <https://youtu.be/iYq3xkw5ITU>

Step 3: Goal Setting (10 minutes)

Determine what your client is willing to change and focus on that. Explain that about 70% of the weight loss battle is directly related to nutrition and fueling your body. Focus on nutrition related goals and maybe 1 goal of getting into the box/X number of classes per week.

You want to set yourself up for success by setting SMART Goals!

- S: Specific
- M: Measureable
- A: Attainable
- R: Realistic
- T: Time Sensitive



Tips when setting your goals:

1. Look at the big picture first. What are your health/ fitness/ weight/ financial/education/family goals in a specific amount of time - 1, 5, 10 years down the line?
2. Set smaller goals for what you would like to accomplish 1, 2 3, 6 months.
 - Have a to-do list
 - Use a calendar



- Prioritize
- 3. Set performance goals (ie: lifting weights, weight loss) that will motivate you. Write down WHY it is important for you.
- 4. Always have an action plan. Write down the steps you are *realistically* going to take to achieve your goals.
- 5. Stick with it! By telling your family and friends, you will have someone to stay accountable to and keep you motivated.

*****Have your client write down their goals on their goal handout! Realistic weight loss is 1-2# per week, realistic fat loss depends on how much they weigh; Morbidly obese take longer to lose body fat percentage. When clients lose weight rapidly, explain you are losing muscle or water weight by cutting carbohydrates or drastic calorie deprivation. Balance is key and focus on the big picture, not just weight.**

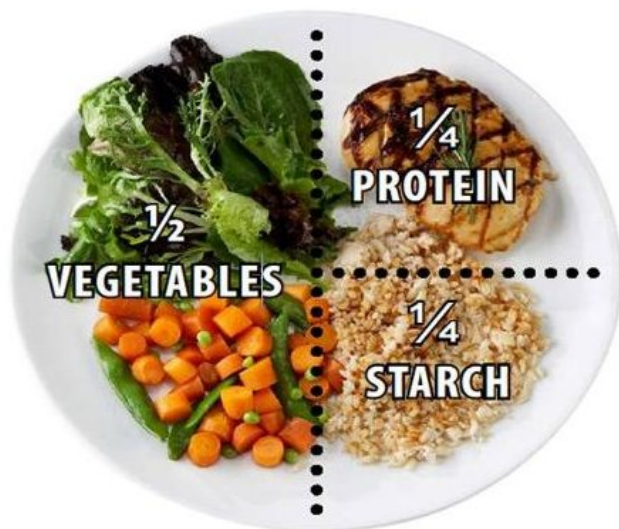
Step 3: Nutrition 101 and Healthy Steps Keys to Success (20 minutes)

The Macronutrients!

- 1. Carbohydrates:** our body's main source of fuel, spares protein from being used as energy, aides with the oxidation (breakdown) of fat
 - **Fiber:** non-digestible carbohydrate, delays glucose absorption, helps you stay full, decreases cholesterol levels, aides with reducing triglyceride levels
 - **Glycemic Index:** tells us how fast our blood sugar will rise after eating a food (stick with low glycemic foods index foods- oatmeal, berries, apple, peach, pear, beans, non-starchy veggies, brown rice, quinoa, sweet potato, butternut squash)
 - **Sources:** starches (bread, pasta, rice, beans), starchy veggies (potatoes, peas, corn), fruit, juices, dairy, **anything with sugar**
- 2. Protein:** made from amino acids that provides our body's structure, regulates body function, components of enzymes, immune system health, hormone regulation
 - Essential amino acids: amino acids that can't be synthesized by the body (**eggs** contain all essential amino acids). Complementary proteins are two or more foods that when are eaten together they provide all essential amino acids (legumes & rice, mushrooms & broccoli)
 - Conditionally essential amino acids: body can make the precursors but under some conditions we can't make enough (ie: glutamine and arganine during stress)
 - Focus on lean meats and plant sources of fat (chicken, turkey, fish, Canadian bacon, egg whites)
 - Sources: fish, chicken breast, pork loin, legumes, nonfat dairy, turkey (stick to the lean meats)
- 3. Fats:** components of membranes particularly in the brain and nervous system, aide in the absorption of fat-soluble vitamins, used as a source of energy... **WE NEED FAT**
 - Stay away from saturated and trans fats (increase your bad cholesterol, trans fats decrease HDL cholesterol)

- Increase Omega 3 intake: helps to fight inflammation, improve recovery time and increase HDL (Sources: salmon, herring, canola oil, olive oil, flaxseeds, **chia seeds**, some eggs are fortified, **supplements**)
- Cholesterol: component of cell membranes, needed for hormone production, our body makes cholesterol, found in animal fats (egg yolk, organ meats, fish roe)
- Sources: fats, meats, dairy, **nuts/ nut butters, avocado, olives**, butter, cream, coconut milk

The Plate Method & Eating Out: This is one of the *simplest methods* looking to change your diet and eat quality foods.



- $\frac{1}{2}$ of the plate = Non-starchy Veggies
- $\frac{1}{4}$ of the plate = Lean Meats
- $\frac{1}{4}$ of the plate = Complex Carbohydrates or Low Glycemic Fruits (earlier in the day or around workout time)

Step 4: Meal Plan Tips (10 Minutes)

- When going through the meal plan explain how you can interchange any of the boxes in the rows; for instance, if you want oatmeal instead of protein pancakes one day, go for it. Just make sure you keep the same food groups paired together and portion sizes.
- If you don't like a protein, switch it out for another lean meat (chicken, fish, turkey) and limit the high fat red meats to only 1x per week.
- Focus on pairing protein and carbohydrates together at all times, even for snacks. It helps with metabolism and also helps to keep you full longer.
- Give one week of meal plans, draw attention to the bottom of the meal plan; on our website under the nutrition tab they will find healthy recipes. They are welcome to try **any** of the recipes.
- Explain to clients that it is highly recommended to track food and water intake. Include our food log and tell them another option is to track via MyFitnessPal.

Step 4: Creating Action Steps

After you set goals and give basic nutrition education, it's time for your client to set action steps!

What **3** things to do they need to focus on over the next month to help them achieve their goals? *Write them down in the handbook. Write your client's goals and action steps in their profile under the notes section of the HSN online dashboard.*



Start with their baseline - what do they struggle with?

- Consistency? Get them on a schedule
- Not eating enough veggies? Focus on the plate method, load up ½ your plate with non-starchy veggies with every lunch and dinner
- Water intake? Buy a 30-ounce water bottle and set a goal of drinking 1 before lunch, 1 by the end of your work day and 1 before bed
- Breakfast? Draw attention to 3 easy breakfast recipes (smoothie, protein pancakes and amish oatmeal). You might switch the AM snack and breakfast, have a RX bar first thing in the morning.

One action step needs to be logging your food, ideally through MFP so that you are able to check in and see how everything is going.

- Set your client up with the HSN app
- Have them connect MFP to the app
- Set their goals and action steps
- HSN recipes are under foods (Healthy Steps Nutrition official)

Helpful Videos with MFP:

Diary Sharing: <https://youtu.be/SCyCzyr7584>

Adjusting Macronutrient and Calorie Goals: <https://youtu.be/6UmvOMoMp3Q>

Copying Meals: <https://youtu.be/g5g8cONdIPs>

Downloading & Syncing MFP to the HSN App: <https://youtu.be/Okz9QRKuNXQ>

Your client should leave the office with their goals, action steps, the HSN app connected to their MFP account and a follow-up visit on the books!