

# the VOICE



Volume 13, Issue 1

We are hearing more and more in the media about how our medical system is failing us.

We can agree that allopathic medicine has a place, and we are thankful for it when the need arises, but only if we have adequate access.

As things are unfolding, there are personnel shortages, long waits and dire cancellations. While this is awful for so many who are in need, it does provide an opportunity for those of us who wish to concentrate on preventative measures.

We know that if people took better care before alarming consequences; if people ate more conscientiously and with the proper intake; if people moved a little each day; if they would only make some of the minor but impactful changes we can bring forward — then maybe the halls of hospitals would not be so overflowing.

Just the other day on the radio, a mainstream someone did say, “...more resources toward prevention...” and the lightbulb went on.

This is the time to hit hard with your marketing and promotional efforts. Play up the specifics of what you can bring to the table to help your potential client fend off intensive medical intervention.

We know what we offer is not a “miracle”

for everyone, but we have proven that taking better care can only help. Even if the individual requires, say knee surgery, there is a better chance of a more effective recovery if weight is managed and the proper nutrients are ingested and some of the other common but overlooked lifestyle changes are implemented.

Start with the concept of making a “change before the 2 x 4 breaks.” Most people wait until the foundation gives way.

Another commonly used phrase which applies is, “The definition of insanity is doing the same thing over and over and expecting a different result.” That is a sign that should be in every office. (We are considering making it an illustrated giveaway!!!)

We think the time is totally right, to point out this opportunity to the public — in fact, we at CANNP are using the opportunity to entice insurers as well. Though we cannot count on insurance coverage and instead need to provide service that has real value, worth paying for — it never hurts to have insurance back up, if come.

So the time to act is now! Make your move toward improving the system and let's sit back to see if the powers-that-be can catch up!

## Beat the Heat

Fill a container with water and add 20-30 drops of Peppermint essential oil. Add small towels or washcloths and soak for about 30 minutes. Remove each,



one at a time and gently roll them to remove the excess water. Place each rolled towel in an air tight container and place it in your refrigerator. Take one out any time you need to cool off from the summer heat. Careful with the essential oil on your face, near your eyes though!

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## Mentoring Beyond!

CANNP makes every attempt to pair those who wish, with a mentor practitioner but our requests for mentors outweigh the experienced people available.

To counter this situation, we brought together 6 of our most successful and generous Members with the intent of answering questions and exchanging advice.

It was a fabulous success! We all had so much fun and gained insights. In fact it was so great **we are doing it again!!!**

Plan to join us on November 25th at 11 am. Get your questions ready!! We are very excited!

## Julie Helped Ukraine

Author and television personality, Julie Daniluk joined us to share her extensive knowledge and to help us raise money to assist Ukrainian refugees.

Julie focused on Anti-Inflammatory Nutrition Secrets for Increasing Energy and Performance with a review of the latest research of helpful tools.

Unlike other Power Hours (the “hold your space” \$10 is returned) CANNP collected and matched every \$10 towards a donation to the Canadian Ukrainian Immigrant Aid Society.

Thanks to all involved with this “feel good” event.

## Hours to Remember

Marla Samuel spoke to our Power Hour attendees all about hormones and explored: how to identify the key drivers and symptoms of imbalance; the relationship between the gut, brain, thyroid, adrenals and gonads and she reviewed both PCOS and perimenopause case using a DUTCH test.

Another very informative and worthwhile hour!

Gavin Mosley reviewed the optional Health and Dental plan and that is now in the Members Only area.

## Free Stuff

Every month we attempt to offer a free giveaway to our Members. Who doesn't want something for free — especially if it's super useful!

In May, we presented a giveaway called Spring Cleaning — one to share with clients. The focus was on six steps to alter nutritional intake and lifestyle that were particularly well suited to the springtime and also simple to implement.

After our Mentoring panel met, we pulled together 10 important insights to building a client base. Implementing just a few will be very helpful to any professional member.

In July, we offered another free giveaway to share with clients. We made 3 business card cheat sheets. Once received, the client was instructed to print and then cut and fold the cards into wallet size. The cards included the Dirty Dozen/Clean Fifteen, as well as Grains and Plant Based Proteins, Vegetables Plus and Fruit — all with the intent to encourage increased variety.

August was our free graphics critique. If you missed it, we will be offering it again in December so watch for that.

The 3 business card cheat sheets were so well received that we decided to do another all about Toxins. The giveaway highlights Toxins in Food, Toxins in the Body and in the Home; and Toxins in the Air and Food.

## Power Hour Protocol

Each time we offer a Power Hour we ask those interested to please hold the spot with a \$10 deposit. This \$10 is totally refundable if you show up - otherwise -thanks!

We encourage you to come with your questions about the topic at hand.

## Spare a Little Time Please

CANNP has always supported a mentoring culture — we think it is important to help one another succeed.

That is why we attempt to pair up newly graduated Members with more seasoned Members, just to offer support.

What does this look like? It can be structured any way you like — no rules. Well, just one. Be in touch with one another. You can call, zoom or email. You can just answer burning questions, review protocols or follow the Mentoring “Now What?” series that is resident on our site. Whatever you want.

How much time will it take? Again — up to you. It can take as much or as little time as your like as long as it is productive and beneficial. It is a wonderful way to give back and to share your expertise. Right now we have more Mentees than Mentors and could use your help.

**Drop us a line if you have some time.**

Mentoring is now a preferred requirement.

## When You Reach Out

We really want to help you out but sometimes we have trouble matching you with your request. When you contact us, please include your name and NNCP number. Some people use a different name for part of their application or their payment and then we have to attempt to make a match. Often requests for giveaways or for Power Hour participation come with only a first name or a business name. We get it! Including your full name, as it appears on your application would be incredibly helpful.

### Please Note

CANNP is pleased to bring you many discounts and opportunities; we encourage you to use your best judgement and discrimination when choosing to participate. We do not endorse programs; we simply make them available to you as a benefit of membership. We appreciate the generosity of all our supporters.

The content of this newsletter is for the purpose of sharing information only. Readers are encouraged to investigate all ideas, products and/or services before committing to them. CANNP will not be held responsible for any adverse consequences resulting from the use of any information in this newsletter.

## New Insurance Coverage

We have received written notification from Equitable Life that they will cover the services of NNCP's as long as the insuring employer chooses Nutritional Counselling as part of their coverage.

Though we continue to work to engage more insurance companies, please remember that you and your clients cannot count on coverage and should concentrate on providing service that is valuable enough for clients to pay for.

## CANNP Resources

In the Members Only area please look for the following:

1. Many of our Power Hours, but not all. Those that are there count as continuing education hours.
2. Back issues of *The Voice* contain a whole lot of information. Not only are all the gifts of CANNP highlighted, there are many very insightful articles to help you be a better business person.
3. Research library which has an updates list of sites and apps which are very valuable.
4. Business Tools is the link to great rates on subscription options and others from the CANNP store.

Check it all out!

## Most Frequent Questions

**Q. Do I need to log onto the Members Only area to renew?**

A. The join/renew applications are on the [cannp.ca](http://cannp.ca) home page. You do not need to access the members only area to complete the application. In fact, if you have inadvertently let your membership expire, you will be denied access.

**Q. Where can I find client insurance & tax receipt?**

A. Every welcome, and every renewal package, comes with a printed client insurance form. This form indicates the valid expiry date. You will also find certificate stickers in your renewal package reflecting your new expiry date. Be sure to watch for these.

**Q. Can I send you a listing of my upgrading?**

A. Sure send a list to [info@cannp.ca](mailto:info@cannp.ca)

## New Health and Dental Option

This one of kind program leverages group purchasing power to bring better rates and increased health plan coverage to our Members.

Select the plan that best fits your needs and budget. Members can choose to take advantage of a unique wellness program which includes a Mental Health component. Plus the plan offers a wide variety of discounts on items you use. Monthly premiums may be tax-deductible as a business expense. Members-only section [cannp.ca](http://cannp.ca)

## Canadian Supplements

As requested by Members, we sought companies who produce Canadian supplements and compiled them in a list.

Then we pursued them, and now CANNP Members are eligible for a discount on products purchases with a number of companies.

Check these out in the For Your Use area, in the Members Only.

## New Meal Planning Option

Meal Garden is the latest addition to our offering of subscription options. Its agile approach, focuses on solving the problems practitioners face day-to-day. The goal is to provide the most versatile and capable platform for users to share with clients on the journey to a healthier, happier life. CANNP Members now have a meal planning choice at a special rate.

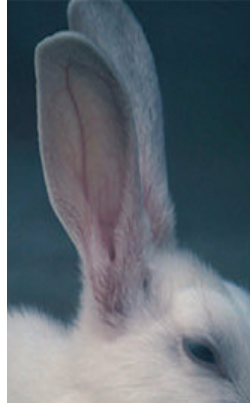
## A Few Things Members Should Know

1. If there is something that you are interested in taking advantage for which there is a code or other access required — these items are in the Members only area in order to protect the significant advantages CANNP has to offer.
2. If you want to reach us, the most efficient way to do this is via email. We do our best to respond quickly, however phone messages will sometimes be significantly delayed due to volume.
3. If you have any suggestions or enhancements you would like us to look into, please let us know.
4. If your renewal expires, you are blocked from accessing the Members only area of the site; you are not included in the lists being sent to insurers monthly; and you will be removed from the Ready, Set, Chat forum.

## Listen to be Heard

*If we were supposed to talk more than we listen, we would have two tongues and one ear.* Mark Twain

As defined by Merriam-Webster, to listen is to pay attention to someone or something in order to hear what is being said, sung, played, etc. It is to hear what someone has said and to understand that it is serious, important or true. In other words, it is the ability to accurately receive and interpret messages as part of the communication process. Listening, unlike hearing, is a skill that requires focus and can be developed.



There are several types of listening.

**Content Listening** is the type required for studying. It is related to retention. It comes into play when you are seeking to determine and grasp the main ideas, and clarifications around that idea.

**Empathic Listening** is focused predominantly on the needs of the speaker, allowing the other person to release emotion. You let the speaker know that you care without passing judgement or offering advice.

**Critical Listening** is more judgemental, with a focus on determining the motives of the speaker. Once you understand what is being presented, you can determine whether you agree. You may question the content and validity of what is being presented.

Finally, there is **Active Listening**. As a practitioner, mastering this skill may become your key to success. Active listening is a combination of the above skills, coupled with the art of keeping silent. You attempt to understand the speaker's point of view, acknowledge emotions and provide feedback by posing questions and paraphrasing. Active listening works best when you engage all of your senses; when you lean in, nod your head and make encouraging noises.

Active listening take practice but, like most other habits, can be achieved in less than 3 weeks.

Here are some key tips:

1. Ideally, listening to clients is a two-way conversation, but is most effective if you speak less than the client.
2. Focus on what you don't know — you already know the other things, particularly if you have an intake form or a *TrueView*

analysis. This will also allow you to use client time and dollars most effectively.

3. Listen with your eyes, but don't stare, which could make the client uncomfortable.
4. Non-verbal cues are so helpful. Much of what you need to know falls into this category. Look at posture, expression, body language. Listen for what is being left out. Inconsistencies can tell you a great deal. For example, someone may answer yes but be shaking their head no. Watch for that one — it happens a lot!
5. Verbal clues are present also — volume and tone can be revealing.
6. If you sense a feeling of discomfort after you have said something, backtrack and explore that statement. More explanation may be required or some reframing to better fit into the client's mindset or lifestyle.
7. Be present and in the moment — that means more than simply not paying attention to your phone or writing a to do list or doodling. It means setting a relaxing tone; trying not to jump ahead; keeping an open mind; and being responsive. If something pops into your head during the conversation, jot a brief note to refer to once it is your turn to speak.
8. It is so very important to keep your promises. If you say you are going to send the client a follow-up article or book title then do it! Actions speak louder than words and you will be communicating an important message about your commitment to the healing process of your client.

*The most basic of all human needs is the need to understand and be understood. The best way to understand people is to listen to them.*

Ralph G Nichols

## Remit Payment

Please understand that we cannot process an application without remittance of payment.

There are many payment options available: credit card via phone or PayPal. (To pay through the PayPal option, simply select the option saying you "do not have a PayPal account" and you are given the opportunity to use your credit card information securely.) Send an etrans using [info@cannp.ca](mailto:info@cannp.ca) or if you wish send a cheque to 355 St. Andrews St. E, Fergus ON N1M 1R3.

## Changes in the Industry

One of the things that we at CANNP have learned is that things are changing all the time. They are fluid and mostly exciting and progressive.

At CANNP we do our best to stay on top of all the balls we have in the air. Sometimes we need to seek counsel or clarification before we comment. Be assured, we will not knowingly publish statements that we have not researched or can back up. For example, we do not publish all the insurers that may cover the services of our Members, we only refer to those from whom we have written confirmation.

We appreciate Members who contact us with the industry information that crosses their desk. We will always take these matters seriously.



## To Sell or Not to Sell

We have said it before and we will say it again — the business of Holistic Nutrition is one built on relationships.

The most successful of us do not concentrate on “selling people” or “closing the deal.” In this world, putting sales pressure on potential clients will most probably make them head for the hills.

Let’s face it — they are being sold to all the time (thanks social media.) They are likely to become turned off very easily, well before you have finished any pitch you may have.

Instead, have a conversation. Talk to people. Genuinely engage with the person. Ask pertinent questions. Show interest in what is going on their lives. Explore challenges that they are having. Be someone with whom they can connect.

In time, work the conversation around how you may be able to be assistance — how valuable it would be to work with you. Encourage them to take the

plunge — invest in themselves; trust your abilities to be of help.

Develop trust from the potential client by a) demonstrating your knowledge without coming off as being cocky and a know-it-all and b) demonstrating that you have theirs, not your, best interest in mind. If there is indication that your bottom line is the motivation for the chat, trust will quickly wither.

Have your offering ready for when the time is right and don’t get into the rut of suggesting a special just for them — be proud of what you do.

## Business Buzz

*Paul Fink, BA, MBA, CPA (former), is a graduate from the University of Michigan and worked as a CPA at Peat, Marwick, Mitchell (now KPMG) in Detroit, Michigan, before moving to Toronto and becoming a leader in Commercial Real Estate Brokerage. Paul shares his extensive experience in business and his expertise in financial matters with the CANNP board.*

### Win or Learn

One of our amazing mentors, Maggie, said the following during the last CANNP mentoring panel, “You either win or you learn!” Brilliant and so true.

We are not going to win them all — no matter what you partake in; no matter how hard you try; no matter how good you are. The key is to learn from all the experiences and keep going — don’t give up. Understand what you have to offer and how valuable that offering is to the right person; in this instance, the client willing to make changes.

When things don’t pan out as planned, it is too easy to go down the imposter syndrome rabbit hole — you know — doubting your abilities and feeling like a fraud. I’ll let you in on a secret ... everyone feels that way from time to time. You could be filled with self-doubt or question your education, accomplishments or value. According to Psychology Today, around 70% of adults experience this syndrome and many of those people are high achievers. To counter these feelings you could work harder, longer or toward lofty goals, all of which play into perfectionistic tendencies.

Working longer and harder may be productive in the long run — but it may be even more helpful to understand that you have limitations and to learn as you go. Consider taking a step back and objectively examine what occurred, why it happened and how you can do better. Let’s face it — you can’t know it all. You may need help or support.

Always remember that the people coming to you believe that you know more than they do — and you most probably do! They believe that you can help — and you probably can. All that said — if you do not know an answer there is nothing wrong with saying, “I just read something about that — I’ll get back to you with the latest findings.” Or you can say, “How about I send you a follow-up email with a list of the appropriate foods high in that nutrient.”

If you are really stuck, talk to a mentor or seek advice — know what you know and know where you need help. Just like you should not apologize for charging a fair fee for services, don’t apologize for not knowing everything in your industry. Like a number of businesses, the holistic nutrition world is one that is in constant motion and it is difficult to stay on top of it all. I will bet that dynamic element is part of what drew you to the industry in the first place.

Focus in on the strengths that you have — doing so will help you with self-doubt. Make a list of day-to-day business activities that are in your wheelhouse and look for patterns that you can build upon. If you are not good with numbers and finances, you need an accountant or book-keeper. If you are not a marketing person, find one. If you need a virtual assistant to keep track of the day-to-day running of your practice, invest in one. Delegating the tasks that you do not excel at will help you do more of what you love and has higher value.

Win with the successes you achieve but learn from the experiences that are less than exemplary and don’t give up. Understand that there is real value in all steps toward increased success.

A simple yet poignant mantra — win or learn.

## Time Wasters

Do you need more time in the day?

It is probably there but hidden behind some mundane, every day, time-sucking circumstances. Once you can identify those, you will have more time to work on your business.

Increase your daily efficiency with these 8 powerful habits:

- 1. Written priorities.** Plan your day and write down what you intend to accomplish in every 24 hours period and then follow through. This saves you from shifting your priorities and limiting your accomplishments.
- 2. Focus.** By following your plan, you can better maintain focus and not end up attempting to accomplish more than can be done in a day.
- 3. Limit unplanned contacts.** Particularly because we are working remotely, neighbours and friends tend to drop by unexpectedly during your work day. The phone rings with newsy updates and all this amounts to missed opportunity for completing your work. Save the chit-chat for another time.
- 4. Delegate.** Two aspects of delegation are a) not delegating those elements that are not your forte and/or b) having to follow-up and chase work that you have delegated. If the latter is the case, perhaps consider an alternative to complete the task.
- 5. Say no.** When you take on too much with too little time, it is ineffective for all involved. Evaluate your tasks and say no when you must or defer until your schedule opens up. You want to always deliver on what you promise with the best service you are able to offer.
- 6. Unclutter.** When you are working in clutter, not only does it increase stress levels but it means that you probably are spending valuable minutes looking for misplaced or lost items — and those minutes add up.
- 7. Put it off.** In every business there are less favoured tasks that tend to go to the bottom of the list. It is much more effective for you to prioritize those items up and take care of them at the beginning of your day so that they are over and done with. Stop spending time thinking and ruminating about them. Put that time to better use.
- 8. Meetings.** If you are chairing the meeting, go in organized and do what is necessary to move things along, interjecting as necessary, to keep your agenda on track, demonstrating the utmost respect for the time of everyone attending. If you are an attendee, be sure you make it clear that you have an end time to adhere to and be clear in your communications.

## Book Reviews from Members

Special thanks to proud Member Kate N. for reviewing the following books. We so appreciate your assistance.

### The Complete Guide to Fasting by Jason Fung

This book examines the history and science behind intermittent, shorter and extended fasts, including different cultures and their spiritual connection to fasting. The physiological effects on the body both short term and long are also examined, and putting fasting into practise with proven results from both peer-reviewed research and anecdotal evidence from real patients in Dr. Fung's Intensive Dietary Management Clinic. Fung explains the benefits of fasting including weight loss, improved metabolic markers, decreased inflammation, and the process of autophagy. The book includes a practical guide on how to begin fasting, how to extend fasts, and how to break them. Also included is a 7-Day Fasting Plan and recipes for healing liquids to aid during fasting hours.

### The Obesity Code by Jason Fung

This book is about the real causes of obesity, how we got to an obesity epidemic as a society, and what the real solutions are to help individuals reverse obesity for good. Dr. Fung explores the correlation between processed foods and the rise in obesity, the role that blood sugar and insulin play on our weight and internal inflammation, and how a low-carb high-fat diet combined with various types of fasting can help people break through weight loss plateaus and metabolic disease to lose weight and improve health for good. The book contains valid research, excellent explanatory charts and graphs, anecdotal stories of success, recipes and practical plans to implement strategies into action.

### Ketotarian by Dr. Will Cole

This book offers a new, more holistic and plant based focus to a traditional meat-focused ketogenic diet. Dr. Cole goes through the history and purpose of a keto diet and how and why it can be applied to individuals today. The book shifts the thinking of a traditional keto diet to a more plant-based vegan & pescatarian focus and away from a heavy meat-based diet. The book focuses on research about the benefits of the keto diet including weight loss, mental clarity, reduced inflammation and improved metabolic markers, as well as an ability to reduce medications under medical supervision. Included in the book is a guide to getting started on a ketotarian plan, a workbook, and recipes.

## Science Catching Up

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Research indicates that exercise can ease anxiety and depression. Particularly during the pandemic, when these negative emotions were heightened, it was found that spending time exercising and being outdoors helped to maintain both physical and mental health. Reports of anxiety and depression decreased over time. Participants who reported no physical activity stated the highest levels of depression and anxiety when compared to people who had exercised. Those who spent less time outdoors were also associated with higher depression and anxiety scores. However, people who had increased their time outdoors the most, inexplicably reported the highest anxiety scores. Covid fears maybe?

<https://scitechdaily.com/exercise-linked-to-better-mental-health-less-anxiety-and-depression/>

In a large study of US men and women, higher intake of avocados was associated with significantly lower risk of total CVD and CHD. No significant associations were observed for total or ischemic stroke. In substitution analyses, it was observed that replacing margarine, butter, egg, total yogurt, total cheese, and processed meats with avocado was associated with a lower incidence of CVD events. The study provides evidence that the intake of plant-sourced unsaturated fats can improve diet quality and is an important component in CVD prevention in the general population. Further studies are needed to assess the impact and effectiveness of avocado intake in reducing incident CVD and CVD risk factors.

<https://www.ahajournals.org/doi/10.1161/JAHA.121.024014>

High-resistance inspiratory muscle strength training (IMST) is a physical training modality. High-resistance IMST is considered to be a safe, highly adherable lifestyle intervention for improving blood pressure and endothelial function in midlife/older adults with above-normal initial systolic blood pressure. The workout involves inhaling through a hand-held device designed to provide resistance. According to the trial, this lowers blood pressure and improves various markers of vascular health as well as, and in some cases, better than Aerobic exercise or meditation. After six weeks, the group doing IMST had a deduction of systolic blood pressure by 6 points, which is comparable to walking 30 minutes per day, 5 days a week.

<https://www.ahajournals.org/doi/10.1161/JAHA.121.020980>

We have known for some time that olive oil is a healthy choice but now there is research that suggests adding it to the diet can lower the risk of Alzheimer's, cardiovascular disease and cancer. This was a long 28 year study during which those who consumed more than 1/2 of a tablespoon of olive oil per day had a reduced risk of the diseases stated above as compared to those who rarely or never consumed olive oil. Researchers found that even a smaller amount of olive oil appeared to have a healthy effect on health. The positive effect was not found when comparing olive oil with other veg oils including corn and canola. Replacing margarine, butter, mayonnaise, and dairy fat with olive oil was associated with lower risk of mortality. Of course in conclusion, science says more research is required.

<https://www.jacc.org/doi/abs/10.1016/j.jacc.2021.10.041>

## www. Wild, Wacky, Wonderful

### 7 Active Medical

<https://www.youtube.com/watch?v=fh31pQMB218>

Does this count? It is not a www but it is a set of YouTube videos that are kind of awesome. They are short bites on various parts of the human body and how they all go together. At the very least, one gets a good understanding at the complexity of the human body. These might not be a great learning tool per se but they are super fun and with a little imagination, might find an entre into some aspect of your practice.

<https://insighttimer.com>

Want an app with a variety of guided meditations? Insight Timer boasts 130,000 options to choose from. The company believes everyone deserves access to free meditation, to enhance sleep, reduce anxiety and more. They claim to have more users than Calm or Headspace. Their selections are well marked and divided into categories including workshops, calming music, sleep, selections for parents and many others. All indicate specific timing. Might be worth a listen!

<https://www.ted.com>

If you haven't heard of or listened to a TED talk... now is the time. What a resource! When TED began they were focused on technology, education and design — hence TED. Today TED covers almost any topic — from science to business to global issues. From their website — TED is a global community, welcoming people from every discipline and culture who seek a deeper understanding of the world. We believe passionately in the power of ideas to change attitudes, lives and, ultimately, the world. On TED.com, we're building a clearinghouse of free knowledge from the world's most inspired thinkers.

## Put on Makeup Today

Contribution in part by proud Member Kate Notwell, @holistikate

Put on makeup. Great accomplishment, right? Except that right now, still easing out of this pandemic, it kind of is. Many of you are still showing up to work via online meetings so you get ready each day. However, there are many who are at home with no work, and it's a little more challenging to get dolled up.

Don't get me wrong; one should be grateful for the opportunity to be able to stay inside and stay safe as another wave of COVID-19 begins to hit close to home. It's just that daily functioning has become interesting to say the least.

Nothing seems normal, and everything that wasn't so cool before is totally fine: same sweatpants three days in a row, showering optional, chips for breakfast, wine whenever, etc. etc. etc.

While daily structure, sleep habits, routine are not what they used to be, there are some pretty awesome things that have emerged from this forced down time.

**1. Time to work out** – being stuck at home means there is now zero “I don't have time”, “I hate the gym”, “I'm too lazy” excuses for taking care of your physical fitness. You might be feeling lazy, but how many other hours in the day do you have to live that lazy dream?

Plus, there are so many online classes being offered for free and so many apps out there to keep us motivated that it's actually easy and enjoyable to make time to build muscle mass or flexibility each day. Even if this has always been important to you, now you can build a consistency that will continue on once we get back to our normal lives.

**2. Cooking** – how many of you experience pure joy as a nutritionist when it's time to prepare a meal? Now is the time to explore Instant Pots, barbeques, slow cookers and air fryers. Get creative!

**3. Time to do the thing** – what is that thing that you have been meaning to get to? For some it is struggling to focus attention on getting a blog back on track or actually doing the writing. It might be tackling the task that is at the bottom of your to-do list — that thing that you know you need to do as an extension of who you are. Do the thing. Do it!

**4. Creative connections** – from apps like Houseparty, options to video chat with Zoom, Google Hangouts, and Facetime, and actually picking up the phone to call someone, getting creative with how to connect with loved ones is kind of fun and exciting, and so important to our souls. Consider reaching out also

to those who you haven't connected with for some time and see what can come of that! Self-isolation is great for many, but human connection is still important in some capacity, even if it's just a text here and there or a virtual hug of some kind.

**5. Relaxing** – staying home means we are being forced to slow down. To chill out. To nap. To sleep in. To go to bed early and get up late. To watch a movie or listen to music or read a book just for fun. And during periods of high stress, take advantage of those times when you can actually let go and have some down time. We need to do what we can, when we can to feel ok. To feel safe and secure. To feel hopeful and safe.

So, what's on your list? Be honest. What do you really enjoy during down times? Whatever your list, there is no right or wrong, and it's all ok. Feel all the feelings. Be grateful for what we have in this moment, but be honest about your doubts and the things you are missing. In times of struggle, being honest with yourself can be a source of comfort and can create a sense of realness in a time that is so surreal. It's ok to be ok, and it's ok to not be ok.

Just do what you have to do to get through each day, and just be.

## Hide and Seek with the Covid Virus

As an individual practitioner, how you decide to handle vaccinations, masking and hand washing is a personal matter. That said, it is very clear that Covid is not over — Covid may never be over. What does that mean for you and your clients at this time?

The simple answer is that it probably means different things to different people. So you want to be sure, whatever you decide, that there are no surprises.

Before your client dons your door, share your Covid protocols, either via email or on the phone. The truth is that depending on what your expectations are, your clients may or may not be comfortable. The client may want more protection than you are routinely offering. Consider if there are compromises that can be made to accommodate clients, if need be. The last thing you want is a client starting out being uncomfortable.

Be sure to include a line on your Client Statement about taking responsibility for the possibility, however small, of Covid exposure. It is not something that has ever been necessary before in a client setting but might be wise to consider now.