

the VOICE



Volume 13, Issue 4

Those who tend to track this sort of thing, are informing us that the pandemic is over. It was rough. Lockdowns and isolation. Controversy and judgement. Financial and emotional hardships.

When you look a little deeper though, this unprecedented time was not filled only with unfortunate events. There were positive outcomes too.

The pressure on the traditional medical system, highlighted significant cracks which has provided some unique opportunities. Suddenly there were new openings to prepare so that we can prevent — looking to nutrition as a way to increase overall health to potentially prevent a future downfall — or at least to minimize the effects. Perhaps mainstream health practices are more open to including nutritionists as part of their referral plans.

Some took the new found time to better organize and hone their approaches — tidying files and reconstructed the way general business is conducted, and with clients specifically. Streamlining avenues in terms of how to handle day-to-day activities would for most, prove to be very beneficial.

There were ample opportunities to fine tune nutritional skills and expand repertoires by adding to educational credentials. On-line courses became extremely popular.

Some were able to highlight personal

shortcomings and learn to compensate. Many realized what while they were excellent at certain aspects of their business, there were other duties that were less favourable. A new love of outsourcing was pursued and perfected.

Networks were expanded to include other like-minded professionals, stronger relationships and new referral opportunities.

The outcome is more insight on what life-work balance might look like and how to achieve the stability.

Individuals were given the option of in-person or on-line consultations. What before were baby steps toward computer consulting access became major leaps. The newly, and vastly accepted distance consulting opened the opportunity to tap into markets otherwise inaccessible — people who live rurally, in other provinces and perhaps countries.

However you decide to conduct your practice after Covid, we should all remember to be open minded, reserve judgement — just like we did with those who chose to wear masks and receive vaccines.

The new normal is one that may offer great opportunity for all sorts of growth and progress. Time to take advantage.

Mentoring - Optional

When CANNP began we thought wouldn't it be great if our Members were motivated to help one another? We made Mentoring, for just 3 hours a year, a requirement for renewal. With time we learned that it was not realistic and changed direction and made it optional.



CANNP still believes in developing a strong mentoring culture — we try to pair people when asked, but in an effort to meet the demand, we have developed a Mentoring Round Table that meets a couple of times a year, open to Members, and we put together initiatives like Challenge and Accountability.

If you can Mentor someone please let us know. info@cannp.ca. Feels good to share!

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A Swift Kick Start

Challenge and Accountability is a new initiative designed to assist new Members to build a better business foundation and for established Members to revisit and refresh their businesses.

Participants are partnered virtually, and each receives a 2-month calendar of business related tasks, along with descriptives and prompts for said tasks. The tasks are short and easily managed, approximately every other day. Once completed, the pair are accountable to one another. This can be structured any way which works for the pair. Then two times in each month, we all meet virtually just to chat, review and answer questions.

We have a full roster of participants for this fall but stay tuned for our future *Challenge and Accountability* dates.

Be careful about reading health books. Some fine day you'll die of a misprint."

Markus Herz

Power Hour Know-How

We do our best to make sure that those who have held a spot for a Power Hour have the link a few days before the event. If, on the morning of, you have not received it, we ask that you let us know as soon as possible. We would like to rectify the situation well before the start of the hour.

Also, remember that Power Hours do count toward your continuing education hours, so keep track.

We do attempt to record the Power Hours, with permission of the presenter, but sometimes technology is not our friend. This happened just recently and there was no way we could manipulate the recorded session so that we could share it. This is always disappointing to us but please know we are making a gallant attempt.

Lastly, **if you can sign in 5 minutes in advance, it is less disruptive to those in attendance.** This is particularly true for those hours when we are presenting. We appreciate your co-operation.

Powerful Line Up

Since our last edition, we have had a few notable Power Hours.

One of our very popular ones featured Marla Samuel speaking about Mast Cell Activation Syndrome. She shared root causes, lifestyle, nutritional and supplement suggestions.

Mel Friesen joined us again to speak about Meal Planning. It was great to learn some simple ideas as to how to move toward more healthful meals. Her ideas were innovative and manageable.

August we shared our Consulting: Best Practices hour which was the place to be if you were interested in refining your client meetings. We offered a number of suggestions to fine tune, develop and/or improve your meetings to maximize results. We will offer this one again!

Our line-up for the remainder of the year is very exciting.

September: Marla Samuel and Sabra Way will be joining us to present *How to Accelerate Your Nutrition Business* with an Online Program.

October: lawyer Glenn Rumbell will explore of the legal aspects of running a nutrition business in Canada.

November: we welcome a new speaker, Dr Nadine, ND, to talk about the Vagus Nerve and how it affects the body — a hot topic right now.

December: our amazing mentors join us in a round table to tackle your questions. Start sending those our way right now so they are included. Send to info@cannp.ca.

1,000 Reasons Why

It is time to revisit the “1,000 Reasons Why” campaign — time to step up!

The strategy behind this initiative is to present an overwhelming response from the public, your clients, as to why they sought/use the services of holistic nutritionists. Our intent is to use this information to approach more insurance companies and government with a vast amount of data, that cannot be ignored.

This information is more important than ever! The insurance companies that we are meeting with are asking for data such as this to make coverage decisions. If you want coverage, then you need to help with this cause.

We will collate the responses we receive. We have a link on the home page of our site called “Take Action.” Please direct your clients to click on it and complete a very short survey asking for name, email, province and one simple reason — why.

To assist you in assisting your client, we have compiled a lengthy list of reasons which you and your client can choose from, or come up with one yourself. The list can be found in the For Your Use section of the site, once you log in. We make it as simple for you as possible.

Getting coverage is good for us as well as your clients so it should be pretty easy to entice them to help out.

We need all hands on deck for this very important effort. Do you have 1, 2, 3, or 10 clients who may be willing to work for better health coverage?

Let's all work together on this one!

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.

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CANNP or Insurance Co.

CANNP is a professional association serving our Members by way of innovative benefits and a collective voice.

Though to be a Member we require you carry valid E & O insurance, we do not provide, manage or approve insurance. We are not an insurance company.

We do have an arrangement by which our Members get a discounted rate from Brokerlink, but all purchases and specific coverage comes directly from Brokerlink. CANNP gains no financial benefit from this relationship. In fact, though we think they have very comprehensive coverage for the dollars spent, we do not require you to use them. You are welcome to use any insurer you feel appropriate for your business. We just need to know you are insured in order to process an application.

Go to the Insurance section under Benefits for more information.

Registered Title

As an NNCP, you are governed by the standards set out in your particular province. It is your responsibility to determine what you can and cannot do.

For example, Members in certain provinces are not allowed to use “Registered” in their title so purchasing the use of the Registered Nutritional Therapist title would not be wise. Check the *Legal Guide for Canadian Holistic Nutritionist* to verify specific provincial information.

Please Provide Specifics

We could really use your help!

When completing applications please be sure to provide your complete address. So many times packages get sent back to us due to incomplete addresses. We want you to have your receipt, your client insurance form, your certificates and cards and of course, your goodies.

Also, when contacting us for any reason, please provide your complete name and if possible, include your NNCP number. So often Members apply and/or remit payment using a business or married name and it takes a great deal of sleuthing to match all the data. We appreciate your assistance.

Free For the Asking

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 shared a great client giveaway about Safety in the Kitchen. Clients were bound to appreciate that you are thinking of them outside of a formal consultation. Like all the giveaways that are meant to share with clients, we suggest you attach your name to it so that they have your contact info kicking around in several places between consultations — stay top-of-mind!

June brought another great sharing giveaway netting the complexity of label reading down to simple, lay terms. Valuable information, without being too “selly” is what this one was all about.

July was the free graphic critique. Twice a year we suggest you send us a pdf of your logo or brochure and our graphic designer will constructively let you know what you are doing right and what you may want to reconsider.

August brought a fun giveaway called Catch a Phrase. Sometimes providing a simple catch-phrase will help a client to grasp an important nutrition concept. It was a fun one to end the summer.

All hands on desk for September “1,000 Reasons Why.” Members who have clients who participate will receive an 8.5 x 11 poster to print outlining the most popular reasons why to use our services. It is fun and colourful.

If there are any topics that you would CANNP to tackle, please let us know. We attempt to be very responsive to the Membership.

Common Questions

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

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

Q. What if I have not Mentored this year?

A. Mentoring is now optional. We love a mentoring culture and do what we can to promote that but it was difficult to ensure this as a requirement for membership renewal.

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

To Diagnose or Not Diagnose

It is vitally important that we always work within our Scope of Practice, which varies slightly from province to province, making it a little confusing.

One of the more common laws is the one centred around refraining from diagnosing. Unfortunately, the language can be somewhat vague in some instances making even the most minor infraction a breach of the law.

If a lab does the diagnosing or if the client were to be diagnosed by a medical professional, and shares that information with you, then you are able to use that information to help educate the client and work to bring their body back into balance. If you were to send the labs out and obtain the results on your clients behalf, then that would be considered diagnosing.

The safest course of action is for the client to get a diagnosis from their chosen medical professional and then share that information with you.

Also, always watch your language. For example, you work with clients not patients, which is a term used by medical professionals.

Understand Vitamin D

Seems as though even the most reluctant supplement taker has come to appreciate the value of Vitamin D. If you want to better understand the ins and out of Vitamin D then this free guide might be for you. It will better prepare you to tackle the topic with your clients. The download can be found at <https://www.grassrootshealth.net/document/know-d-number-patient-provider-guide-understanding-vitamin-d-testing-results-booklet>

Student vs Professional

The CANNP Student Member option was created to provide aspiring professionals a taste of what a full Membership can offer. As such, students get *The Voice*, obviously, some giveaways and are invited to some Power Hours. They also get our once a week mailer which outlines everything we have on the go, crucial while the student considers what to do after graduation. The student member will receive a certificate stating that their NNCP is Pending.

If students are welcome to partake in an upcoming event, the term “students are welcome” will be clearly stated in the mailer.

As professional Members of course, all the CANNP jewels are available and reside behind the Members Only wall. Professional Members are welcome to come to any Power Hour and receive any of the other free or discounted offerings.

Also, professional Members who share the good work that CANNP does for the industry by way of referring, are entitled to dollars off of their next renewal. Any referring party whose referral results in an active professional Member can receive \$10 off per referral, up to \$100. Details are outlined in the Members Renewal Advantage portion of the website.

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 vial 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.
5. There are rules and regulations around what practices you can perform and what language you can use which vary from province to province. Reprimands from other health professionals do not serve us well as a profession. Please do not give the impression that you are a medical or other alternative practitioner.
6. We urge you not to share your NNCP number and personal details with non-clients. It seems that some insurers are experiencing fraudulent claims. It is imperative that we stay on the good side of the insuring folks.
7. If you have a client attempting to claim through GreenShield, please register yourself with them using this link <https://www.providerconnect.ca>. CANNP is under “social worker/counselor.” It will take approximately 7 days for the GreenShield system to update.
8. In order to better ensure coverage, always use the CANNP logoed document and be sure to use the words “Nutrition Counselling” as well as your complete NNCP identifier — letters and numbers. This is key!

Holistic Health and What it Conjures

When evaluating the difference between practitioners, the word “holistic” can conjure images of barefooted hippies who are not grounded in reality. The truth is, most of us are quite practical in our approach and seek to provide clients with common sense advice to encourage success.

Here are a few things you can share with skeptical clients.

In the mainstream world, much time is spent chasing disease as opposed to pursuing health. Our concentration is on evaluating symptomology early, and rebalancing before disease takes hold. Holistic practitioners guide the client to learn so that their personal health becomes within their own control.

Adhering to the holistic approach means managing the entire body not simply the food being eaten. A NNCP will take into account a whole host of contributing factors. Recommendations and education will focus on food choices, lifestyle changes and supplement suggestions, based on individual biochemistry. No two clients will be given the same protocol since everyone is unique

and has a specific set of circumstances. Sharing completely and opening with the practitioner will lead to best results.

The holistic way means we look at long term impact and implications of additives, preservatives, enhancers, toxins and the like. We look questioningly at studies which point to one, sole contributing factor to any ailment.

The main goal of the holistic way is to seek and identify the root cause of early symptoms and encourage changes to balance the body in an effort to promote optimal health and avoid disease.

And there you have an elevator speech!

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.

A Downtime Plan

When you are super busy — within your business and outside of it — filling your practice hours is not a difficult task. When things slow down, for whatever reason, including time of year, the pressure to be productive can be a little daunting. Let's explore some constructive undertakings that will serve you well in the coming months.

1. Review your business plan. If you don't have one — work on one right now! Determine whether you are on target or whether there are some activities that have fallen off track putting you behind on your goals. Clearly identify these items and work on the specifics of, not only how to get back on track, but how to make up for the missed opportunities to help you reach your set objectives. Take the opportunity to reflect on the entire plan and modify it so your energy is redirected in a more favourable or better suited path. If you have added to your modalities for example, this may make your energies a little more fractured.

2. Develop a marketing plan. Based on what you have discovered through a business plan review, enhance your marketing plan. It is always a good idea to work on your marketing approach whether you are busy or not — because if you wait until you are not busy it is too late. A significant downtime is a good opportunity to get creative. Explore what works for you and what hasn't been productive. Also, what others in the industry are doing to enhance business and adapt for your own use.

3. Prepare for the busy times. Do a little research on your chosen specialty and prepare some items to share with your clients. Just like a physio therapist or chiropractor has a drawer or computer file of relevant exercises for a client to do at home, so should you have relevant materials to share. Prepare those now while you have the time.

4. Tackle administrative tasks. These are the activities to which you respond, “one day, when I have some time I will ...” Reorganize your physical office. A fresh look or coat of paint can really make you and your clients feel much better. If you favour on-line consulting explore how your environment looks on the camera and adjust accordingly. Then delve deeper into — your files. Clear and dispose of old files that are no longer relevant, extracting and then organizing anything that you think would be handy as reference in the future. Identify old clients who you have not heard from in a while and work out a plan to contact them. Consider sending them something relevant to grab their attention. While you are at it, update your contact list. There will be people who you have forgotten about who could be good for your future endeavours. Update and take care of that Thank You list that is looming over your head — people who have referred you clients for example.

5. Prepare for the future. Develop a convenient way to handle your tax information and do some continuing education so these deadlines don't sneak up on you. Sign up for the next Power Hour — that hour counts toward CEU.

A little organization, creativity and ingenuity can be very constructive during unforeseen downtimes.

Tissue Salts

Biochemical or cell salts are actually mineral salts that exist in human cells and play a critical role in overall health. They were developed by Wilhelm Schussler, a German homeopathic doctor who believed that they are capable of restoring mineral deficiencies that make bodies susceptible to illness.

Calc fluor: builds elastic tissues of the skin, muscles and blood vessels, present in tooth enamel and bones.

Calc phos: nutrition and digestive salt, helps with formation of new red blood cells, reinforces and remineralizes, in bones, teeth, connective tissues and digestive juices.

Calc sulph: blood purifier and cleaner, helps the liver remove toxins

Ferr phos: first aid salt and anti-inflammatory, carries oxygen around the body and strengthens blood vessels.

Kali mur: blood conditioner - deficiency includes thick white discharge, cough, bronchitis and wheezing.

Kali phos: nerve tonic, present in brain and nerve tissues, present in the brain and nerve tissues.

Kali sulph: skin salt, oxygenates the cells and tissues.

Mag phos: anti-spasmodic and smooth movement of muscles.

Nat mur: water regulation and moisturizing the tissues, aid with glandular function and digestion.

Nat phos: neutralizes acid in the body, aids in assimilating fatty acids and regulates liver and gall bladder function.

Nat sulph: eliminates excess water and maintains health of the liver and gall bladder.

Silica: cleanser and detoxifier. Caution with people with any kind of implant.

5 Tips for Starting Business

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where you reside and where your client resides, will apply. If you want to be safe, you should only provide remote services to clients who reside in the province or territory in which your practice. If you do provide services across borders, you must also know and comply with the laws of the jurisdiction in which your client resides. And if you have practice insurance, you should speak to your broker or insurer and make sure your insurance will apply to your cross border services.

Glenn is a lawyer and founding partner of Ross Rumbell Professional Corporation, an Ontario based full service business law firm. Glenn Rumbell is a director of the CANNP. If you have a question you would like Glenn to tackle in The Voice, send it us at info@cannp.ca.

Aspartame: What the Scoop

Recently the World Health Organization assessed the risks associated with ingesting aspartame and concluded that there seems to be a possible carcinogenic risk to humans.

Aspartame is an artificial (chemical) sweetener widely used since the 1980s, including diet drinks, chewing gum, gelatin, ice cream, dairy products such as yogurt, breakfast cereal, toothpaste cough drops and chewable vitamins. It is best known in the world of diet drink consumers.

Given that aspartame is 200 times sweeter than sugar, manufacturers are able to produce their sweet foods and market them as “low calorie” so they can market and appeal to millions of people on “diets.” There is no doubt that the less sugar you have in your diet, the better, but replacing sugar with aspartame is clearly not the solution.

Most of the aspartame molecule is made of two natural amino acids but the other 10% of the molecule is made up of a methyl ester bond (includes methanol or wood alcohol.) The methanol is released from the aspartame and then converts into formaldehyde and can pass the blood-brain barrier. Over 90 negative side effects have been noted.

We are exposed to formaldehyde in lots of products but the issue is that consumption of aspartame is huge, particularly for those who think they are doing a good thing by consuming diet products. Some studies have indicated that rodents given the additive actually gained more weight. Increasing evidence suggests that artificial sweeteners do not activate the food reward pathways in the same fashion as natural sweeteners leading to more weight gain. (<https://www.ncbi.nlm.nih.gov/pmc/articles/PMC2892765/>)

According to Woodrow Monte, Ph.D, R.D., director of the Food Science and Nutrition Laboratory at Arizona State University. “When diet sodas and soft drinks, sweetened with aspartame, are used to replace fluid loss during exercise and physical exertion in hot climates, the intake of methanol can exceed 250 mg/day or 32 times the Environmental Protection Agency’s recommended limit of consumption for this cumulative toxin.” (https://www.researchgate.net/publication/273145707_Aspartame_Methanol_and_the_Public_Health)

Health Canada and the European equivalent have both evaluated the sweetener and to this point consider it safe for use at the current permitted level. The FDA does not have safety concerns citing that it is one of the most studied food additives being offered. IARC and WHO claim that they will “continue to monitor new evidence.”

Aspartame is an excellent example of a good idea gone wrong!

Science Catching Up

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According to research at the University of Illinois in Chicago, partaking in a water fast diet may initially help participants lose weight, even lower blood pressure and cholesterol but all those benefits seem to quickly disappear once the fast is over. They claim there are no real adverse effects when done for a limited time period, but it seems a shame — there is ultimately very little gained. A review of the relevant literature was published in *Nutrition Reviews*. Perhaps intermittent fasting would be more beneficial and sustainable.

<https://www.sciencedaily.com/releases/2023/06/230629/25656.htm>

Everyone seems to be on the Vitamin D bandwagon. As published in the BMJ, *British Medical Journal*, a study was done to examine whether supplementing older adults with monthly doses of the vitamin would alter the incidence of cardiovascular events. The randomized double blind study was conducted over 6 years and involved over 21,000 individuals. As is typical of such studies, the conclusion found that use of vitamin D might reduce the incidence of some major events, particularly in those on other drugs to aid with cardiovascular health and that conclusions suggesting that Vitamin D is not helpful may be premature.

<https://www.bmj.com/content/381/bmj-2023-075230>

This study was meant to analyze the effects of cocoa flavanols and red berry anthocyanins on cardiovascular biomarkers. The study was small and single blind but still interesting. Overall, increasing polyphenol rich foods in the diet might constitute a good strategy to prevent or postpone the cardiovascular morbidity associated with aging. Seemed that the group that consumed cocoa had the best results — good news for chocolate lovers! Further testing is required to better understand what exactly was happening.

<https://www.mdpi.com/2072-6643/15/10/2299>

A study published in *The Journal of Nutrition* linked the consumption of live microbes with a variety of positive health outcomes. Foods with high live microbes and fermented varieties, were associated with lower blood pressure, more optimal weight, lower blood glucose and triglycerides, reduced C-reactive protein and higher HDL levels. The study provides additional evidence that better food choices can have healthy effects on the body. We already knew that but the evidence helps!

<https://nutrition.org/live-microbe-intake-from-foods-found-to-be-associated-with-positive-health-outcomes/>

As reported in *The Journal of Nutrition*, March 2023, it seems as though the consumption of mixed tree nuts for a 4 week period can have a positive effect on cognition. The study was done on healthy, nonelderly adults, but only a group of 79 was included. Study results indicate that there was notable improvement on a picture recognition task as an indicator of cognition. They also found an enrichment of a microbial associated with gut health. This is the first of its kind to show effects of a whole food on cognition and gut bacteria within the same study. Researchers believe that with an enhanced study, there will be more profound effects indicated.

<https://nutrition.org/eating-nuts-found-to-improve-cognitive-function-in-healthy-nonelderly-adults/>

www. Wild, Wacky, Wonderful

otter.ai

This is a wild AI assistant that records audio, writes notes, automatically captures slides, and generates meeting summaries. Connect Otter to your Google or Microsoft calendar and it can automatically join and record your meetings on Zoom, Microsoft Teams, and Google Meet. Follow along live on the web or in the iOS or Android app.

When someone shares slides during a virtual meeting, Otter automatically captures and inserts them into the meeting notes, providing complete context of the content that was discussed. How cool!

quillbot.com

The QuillBot's Paraphraser is fast, free, and easy to use, making it the best paraphrasing tool on the market. You can compare results from 7 different predefined modes and use the Custom mode to define and create an unlimited number of modes.

The built-in thesaurus helps you customize your paraphrases, and the rephrase option means you can rewrite the same text for a new result. The AI-powered Paraphraser maintains or improves fluency and readability while displaying information like word count and percent change. Best of all, you can start using it right away—no need to log in or scroll past endless ads.

archive.org

Internet Archive is a non-profit library of millions of free books, movies, software, music, websites, and more. If you search “nutrition” for example, tons of articles and periodicals come up from all years. What a great researching tool to have under your belt. You can borrow books and view movies. The possibilities are endless.

5 Tips for Starting a Nutritional Counselling Business

by Glenn Rumbell, BA, LL.B

We often receive questions about starting a nutritional counselling practice. This month we have put some of the most common questions together in one place.

1. Do I need a lawyer, or can I set up a business on my own?

No one needs a lawyer to start a business. After all, starting a business can be as simple as raking your neighbour's leaves for a few dollars. But speaking to a lawyer before starting a nutritional counseling practice will help you avoid making mistakes in a heavily regulated industry. Whether you need a lawyer depends upon your previous business experience and your knowledge of health regulation. If the answers to the questions in this article are a surprise to you, or you are not sure how the nutritional counseling sector is regulated, I recommend you speak with a lawyer.

2. Do I need to have practice insurance?

There is no legal requirement to have practice insurance to operate a nutritional counselling practice, but it is a good idea, which is why some organizations, such as the CANNP, require members to maintain practice insurance as a condition of membership.

As a nutritional counsellor you are holding yourself out to be an expert in nutrition. Under the law of negligence, you are personally liable to clients for a failure to provide advice that is in accord with professional standards. If you provide dietary or other advice that causes someone to become ill, or worse, and that recommendation is found to be outside the scope of what a qualified nutritional counsellor should recommend, your client may sue you for negligence. Practice insurance provides funds needed to defend your liability and to pay damages for negligence if you are found guilty. It is not legally required, but it may just save your car, home, house or retirement funds.

3. Do I have to register my business with the government?

There is no general requirement to register a nutritional counselling practice with the government, but there are a variety of circumstances in which the obligation to register may arise:

- Many municipalities have zoning requirements that restrict the operation of businesses in residential areas. If you are practicing from and receiving clients in your home, your municipality may prohibit the activity, or require that you register your business.
- If you operate your business through a corporation, the corporation will be registered with the provincial government. This is typically done at the time of incorporation. Depending upon where your company is registered, you may also need to file annual updates or returns.
- The federal government requires businesses that generate more than \$30,000 per year to register for GST (or HST in provinces where the federal and provincial sales taxes are combined into a single harmonized sales tax). Individual provinces may have similar rules.
- If your business is not incorporated and carries on in a name other than your personal name, or if you operate your business through a corporation, but use a name other than the corporate name for your business, most provincial governments require that you register the business name. For example, if your name is 'Jane Doe' and you provide services to clients under the name "Red Apple Nutrition" the province of Ontario requires that you register the business name "Red Apple Nutrition" under the Business Names Act.

4. Where can I get more information on scope of practice for my province?

In Canada the provision of health services, such as a nutritional counselling practice, is regulated at the provincial level, and each province and territory has its own rules about what can and cannot be done. Information about the rules in which you practice can be obtained from a lawyer licensed to practice in your jurisdiction. The CANNP also publishes a book "The Legal Guide for Canadian Holistic Nutritionists" that is a useful guide. Various nutritional schools may also have resources you can consult. That said, I also have a word of caution: because rules differ from province to province and over time as statutes and regulations are updated and amended, you must ensure you are consulting a source that speaks to the specific province or territory in which you practice, and that is up to date to the current year.

5. Can I provide services through the internet to clients in other provinces or countries?

It is common practice today to provide services through the internet. It is also becoming increasingly common for practitioners to provide services across borders – which raises the question of which laws apply – the laws of where you reside as the practitioner, or the laws of where your client resides. There is no simple answer to this question, but there is a simple rule for 'best practices' that you can apply.

First, there is no simple answer to this question because there is no internationally accepted rule as to where services delivered over the internet are provided. As a result, it is open to each province, territory, state, or national government to assert that its laws apply to protect its residents. Best practices, therefore, dictate that you should assume the laws of both

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