You never know when a fellow dietitian will do something for you that could change your life. Wendy Jo Peterson, MS, RD, was just updating her Facebook status when she got an e-mail alert from fellow NE member Shelley Rael, MS, RD, LD. Subject: “Robin Crow of Dark Horse Recording Wants U 2 e-mail him!” She almost fell off her chair. Why? Because Dark Horse is one of the most successful recording studios, churning out hits from none other than Faith Hill, Trace Adkins, and Dolly Parton. Wendy Jo is on a mission to blend her love of country music and sports performance in a new brand venture called “Fuelin’ Roadie” (www.fuelinroadie.com). This was definitely a “fall off your chair in excitement” moment.

Thanks to our collective entrepreneurial spirit, NE members are wired to understand the value of networking. We’re always selling ourselves to someone. But perhaps the most meaningful thing we can do is selflessly and genuinely “sell” the expertise and services of a fellow dietitian when they are thousands of miles away from their golden opportunity. That’s what Shelley did and that’s what I call paying it forward. Shelley just happened to be at the right place at the right time – the ADA Leadership Institute – an event where the inspiration and energy are palpable to everyone who walks into the room. She was listening to Robin Crow at the opening session, but all she could think about was how he needed to meet Wendy Jo. Wendy Jo’s niche was so original (a “dark horse” specialty if you will) and ideal for Robin Crow’s business. But how the heck could she get his attention amongst the hundreds of dietitians about to bombard him with business cards. She needed to stand out. She figured a way to cut through the clutter was to scope out his son, Andrew. Shelley picked up on Mr. Crow’s appreciation and love for his son so when she spotted Andrew she just walked right up to him and started selling. She told him all about Wendy Jo and just threw anything she could to grab his interest. It was as if she was channeling Wendy Jo’s passion and enthusiasm for her new business. Finally, Shelley said something that struck Andrew and he asked for Wendy’s contact information. She’s in – thanks to Shelley’s tenacity. When I asked Shelley why she did all that, she simply said, “It isn’t about me expecting something in return. Promoting the profession brings us all up.”

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All NE members can **pay it forward** by not only promoting themselves and their niche, but by getting to know other members. When someone asks for an expert in a specific area – who can you name? Could you pull “a Shelley” and chase after someone else’s dream when they’re not around? Sure you can. Start by taking inventory of the experts. Pay attention to e-mail footers from listserv messages, read RD blogs, visit their websites. At the same time, make sure you know what YOU’RE about and talk it up at all the various NE networking events throughout the membership year. No matter where you are in your career, you could find yourself poised to **pay it forward** and cause a colleague to fall off of their chair.

If One Dietitian Succeeds, We All Succeed!

By Joanne Larsen, MS, RD, LD
NE Internet & Business Technology Specialty Group Chair
Joanne@dietitian.com, www.dietitian.com

When I think about the course my career has taken from clinical dietitian to educator to web pioneer, it has always been with the support and encouragement of other dietitians. I owe my successes to dietitians who told me about jobs they thought would be a good fit for me and to programmers who generously shared their technology wisdom. Mary, Barbara Jane, Deb, Vicky, Christine, Rob, Esther and many more have earned my eternal gratitude for opening doors to opportunity for me. For them it has been about sharing opportunity, not competition. At times I have found myself over my head and in unknown technology waters. With the support of colleagues, I learned to swim to the point where I look for new opportunities that are over my head in order to grow my skill set.

We all have accumulated knowledge from educational and career experiences that we use to perfect our craft. In college, we were like sponges soaking up information that we hoped to use as a practicing dietitian. We weren’t always sure how we would use the knowledge, but we knew it was valuable so we stored it away in our brains, on paper or in college textbooks we kept. During internships and practical experiences, we got to see how that knowledge could be applied to our chosen profession under the guidance of teachers. Dietitians readily shared their knowledge with us as students aspiring to be dietitians, hoping to train us in the art of using nutrition to help people lead healthier lives.

As we have worked our nutrition craft, we have accumulated knowledge from continuing our education, from colleagues and patients. I have learned so much networking with dietitians at conferences that has enabled me to help people make healthier food choices. Thank you for the opportunities to be a constant learner. We all have mentors and mentees. People who are further ahead on their career path have generously shared their wisdom with me. In turn, students interested in technology contact me through my website and I have mentored them by sharing my technology wisdom with them. If you don’t have a mentor, ask someone whose knowledge you respect to share their wisdom with you. If you haven’t mentored another dietitian or student, reach out through NE’s mentoring program to share your wisdom so that others may grow.

The success of one dietitian shared with colleagues contributes to the success of many dietitians. Every dietitian determines the success of the profession and increases recognition by the public. It is the collective “we” that are the dietetic profession, not our association. How can you pay it forward to contribute to our profession’s success?
The Double Win

By Marilyn Jess, MS, RD
Speakers Specialty Group Chair

The double win. If you win, then I win. This is one of the key messages from my speaking hero, Dr. Denis Waitley. Denis holds a PhD in behavioral psychology, and he is the first motivational speaker I ever listened to on a cassette series, “The Psychology of Winning,” in the 1980’s. Another mentor, Chef Don Miller, RD, loaned me that series as part of paying it forward, the theme of this issue of Ventures.

Doing good is an endless chain, and sometimes you don’t realize that your good work has even been passed on. Yet in my case it’s unlikely I would have become a speaker without being inspired by the gift of that cassette series. I never tire of listening to Denis’s voice, or helping others to find theirs. All because of one gift.

There are many ways to help another win. Your reward may be immediate or later on, and there is always a reward. In my speaking career I’ve given and received amazing gifts. The most recent was the gift of coaching for a contest speech by my friends and mentors, Will and Susanna. For many weeks I practiced and honed the speech, using the video and feedback from these two caring friends. The result was my most heartfelt speech in a contest before a large audience. Their win – share vast knowledge. My win – deliver an inspirational speech to more people.

These ideas are just some of the gifts you can consider…

• Refer a colleague for a speaking date
• Coach a colleague
• Give a written or audio testimonial for a speaker
• Pay for a six month membership in Toastmasters for a student
• Help a speaker in the room on speaking day
• Help someone prepare for a job interview
• Review a colleague’s speaking video
• Take a colleague to an out of town meeting of a group such as the National Speakers Association
• Videotape a colleague speaking
• Post on a speaking blog, or create your own!
• Donate a new or gently used speaking audio or video program to your local dietetic district
• Present at a Toastmasters conference (no fee for you, you can negotiate product sales there)

Speaking with confidence and on-message, whatever your message is, makes you better at what you do, and who doesn’t appreciate a brilliant communicator? Be the one who Pays It Forward, and you can change a life.

Marilyn Jess, RD, and Distinguished Toastmaster, offers free speaking tips: http://marilyn-speakingof.blogspot.com/

Letter From the Editor

By Jessica Bowhall, MBA, RD, LD

Liberty Mutual Insurance Company has a television commercial where someone will do something nice for a stranger and another person close by will see it. He will then go on to do something nice for another stranger while another by-stander sees it. This continues on throughout the commercial – someone moves a coffee cup from a precarious edge of the table, the other person picks up a baby blanket that has fallen and gives it to the mother. These are the types of selfless acts that make our hearts sigh and encourage us to do the same. When I’m driving, I’ll let someone in even though there might be miles of traffic, in the hopes that the other person will do the same – perhaps to me one day. All these gestures are examples of how people can pay it forward – our theme for this issue of Ventures.

Dietitians are unique to the business world. Where others may shy away from trade secrets, dietitians are there writing the books for others to use, creating webinars and teleconferences to share knowledge, and taking the time to share experiences as a mentor. These are just some of the many ways dietitians pay it forward to their peers and communities. This issue of Ventures will get your heart fluttering with all the experiences you will read about how your fellow dietitians have paid it forward. Who knows, maybe they will inspire you…
I recently had the pleasure of speaking to two participants of the NE Mentor Program, Diane Terzi, RD, and Ann Silver, MS, RD, CDE, CDN. Diane was extremely grateful to have the opportunity to have such a helpful mentor, Ann Silver. “It was great to be guided by such a successful mentor who was very responsive.” Diane felt she developed at a faster rate as a Registered Dietitian rather than if she were trying to progress alone. The number one thing Ann helped Diane with was confidence. Diane is in the process of starting her own business and her ultimate goal is to teach nutrition education in schools. Ann helped her put together a brochure and a letter to contact doctors’ offices to get clients. “She gave me the tools I needed to feel comfortable and confident enough to move forward and get started.” They spent many hours talking on the phone and Ann would review all of her written materials. Diane stated that she was very grateful for all the help and time Ann spent with her and she would be honored to pay it forward to a future mentee of her own once she has developed. “Once I have information and advice to share I would love to help others as Ann has helped me.”

Ann Silver also saw this as a very positive experience. “I enjoyed sharing, helping and learning about colleagues across the country. I feel in order for our profession to grow and succeed we all need to help each other.” Ann said she enjoyed helping Diane with discussing the steps in starting a private practice, marketing to increase referral base, getting started with third party payers and dealing with third party payer issues. Ann also felt she developed as an RD through this experience. “I learn from different colleagues some of the issues they face as well as ideas for my own private practice.” It also helped Ann coauthor her book with Faye Berger Mitchell, RD, LDN, Making Nutrition Your Business: Private Practice and Beyond, available October 2010. She hopes that the mentoring she provided will inspire other RDs to take part in this program and therefore increase recognition of Registered Dietitians everywhere.

Five Web-based Ways to Pay It Forward

Careers can begin with the simple power of words. You mention a colleague to a friend and they get a job or contract. You pass along their business card when you feel a person would benefit from connecting with them. Today, the world has changed! We now use media to pay it forward and help out our fellow colleagues. It’s time to take the Pay It Forward theme to the web. Who first convinced you to have a website? Who turned you on to blogging? Who was it that convinced you to tweet? I know who kindled the fire in me, and continues to encourage me to move forward and charge ahead! So, how do you use the web to pay it forward?

• Write a blog post on one of their articles and highlight their website.
• Leave them comments on their blog or fan pages.
• Read posts and if you think of someone when you read a topic or thread – mention them!
• Toss them some KUDOS and pass along the good vibe!

Wendy Jo Peterson, MS, RD
Website Coordinator
wendyjopeterson@gmail.com
www.ediblenutrition.com
Pay it forward has many different meanings for people. For me, I instantly think of those who have helped me choose my career and build it. Every time I take on an intern I think of my amazing preceptors and internship director who gave me wings to allow me to fly.

Tips to build our future and pay it forward to the next generation:

- Encourage your intern to post on your blog, Facebook page, or Twitter account – give them the courage to find their voice within a media they may or may not be comfortable.
- Introduce your interns to fellow NE members! Host a mini-meeting and allow the members to inspire your intern!
- Meet with your intern for coffee and see them as a colleague, because soon they will be your peer.
- Coach your intern on how to negotiate contracts, expect higher pay, and to recognize their value – what a great way to pay it forward to our profession!
- Pass along one of your favorite books with a simple written letter so that they may remember you, too.

I remember and I only hope that I am able to pay that forward. Until then, I’ll keep trying!

For the past year, the Nutrition Entrepreneurs DPG has provided professionally produced, educational webinars free to NE members. These webinars cover cutting edge topics presented by successful nutrition entrepreneurs.

Previous topics include becoming a better speaker, the Mediterranean diet, using social media to market your business, and career planning. All topics are recorded and made available for download from the NE website. Attendees of the live event automatically earn one CEU per class.

To view topics and registration information for future webinars, visit the NE website: www.nedpg.org/meetings.asp.

Join us for an evening of fun and networking on Saturday, November 6, 2010 at The Exchange Conference Center on Fish Pier overlooking Boston Harbor. The Exchange Conference Center is just steps from the Boston Convention & Exhibition Center and the FNCE headquarters hotel and is corporate headquarters of Boston’s own Legal Seafoods Restaurants. Enjoy land and seafood with beverages catered by Legal Seafoods while networking with NE members. And we plan to network! Plan to catch up with friends and make some new ones! We are also presenting our two NE awards. Nancy Clark, MS, RD, CSSD, is the recipient of the Outstanding Nutrition Entrepreneurs Award and Kate Donelan will receive the Professional Development Dietetic Student Award at this event. For full details and tickets go to nedpg.org.

Previous FNCE networking events have sold out.
As I write this, I am less than a week out from the sixth annual ADA Leadership Institute in Scottsdale, AZ where we were ducking 90+ degree weather. Surely quite a change from the weather you are now experiencing. If you have the chance to attend the Leadership Institute, either in a leadership role with ADA or on your own, it is absolutely worth it! This is not a dietetics conference, but an immersion in leadership with fellow nutrition practitioners who are in, or aspire to be in, leadership roles.

I wish I could write about each session, but I choose to focus on one presented by Dave Logan, PhD, co-author of several books including Tribal Leadership. “Tribes,” in this case, refers to workgroups or people you associate with, generally groups of 20-150 people. Some of us who work in or with large organizations with more than 150 people will have many tribes. For example, within ADA we have the DPGs, MIGs, and affiliates, as well as several Communities of Interest (COIs); each of these would be considered a tribe.

There are five types of cultures in work groups, and five ways of framing success, easily remembered as Stages 1-5. A very brief overview follows:

**Stage 1** is the undermining and hostile tribe where the “language” of the tribe is “Life Sucks.” This is generally found in prisons and some working environments. Recommendation: change your environment by changing jobs, what you do or even your profession. Something just isn’t working out. This is a rare occurrence in the working world.

**Stage 2** is an ineffective tribe where (mostly) everyone is apathetic and a victim. The mantra of the members is “My Life Sucks.” This is different than “Life Sucks” because in Stage 1, everyone’s life sucks, but in stage 2, we believe that it is just “my” life that sucks. People in this working group do just enough to not get fired. In volunteer positions, they do just enough to keep the position necessary, but don’t often move the profession or position forward. An example given for this type of tribe is the TSA, Transportation Security Administration (Dave Logan’s example, not mine). Not everyone in the tribe is apathetic, but many are.

**Stage 3** is a useful tribe but there are many “lone warriors.” The battle cry of the group is “I’m great.” While this seems like a wonderful stage to aim for, and what we as nutrition experts are striving to let everyone (outside our profession) know, this is not what we want. The “I’m great” becomes self-serving in a tribal, team situation and does not help the tribe work well together. If everyone is competing with each other for being so great, then who is the greatest? While Muhammad Ali was endearing with his “the greatest,” it worked for him since he wasn’t involved in a team sport. But when we need to work as a team, moving the profession forward, this does not work well. Dave Logan mentioned that stage 3 often occurs in academia (sit through a faculty meeting and you will see this), among physicians who often let you know that they are doctors and other professionals. Tribes in this stage often have a huge “blind spot.” The individual members are so focused on themselves that they cannot see how they can help each other. This is where most tribes find themselves.

**Stage 4** is important and has what is called “tribal pride.” This group is often heard saying: “We’re great.” This is different from Stage 3 because the members of the tribe refer to themselves as “we” and not “I” and are looking for ways to move the collective group forward. There are still the individuals in the group, but they are not thinking of how great they are as the individual, but how great they are as the team. When I think of this, I think of a puzzle. We are all different and bring a different perspective/piece to the picture. Individually we are colorful or monochromatic, straight-edged or a bit more forward thinking, but as individual pieces we may not be able to get the big picture. TOGETHER as a tribe, as a team, when all the pieces are there we put together a great picture. The more pieces we have the better the picture becomes.

**Stage 5,** yet another rare occurrence, is a vital team where the tribe’s language is “Life is Great.” Wouldn’t that be wonderful? Not much time was spent discussing this stage, since it does not occur very often. But this is the top of the cultures, and where we as a profession would like to be, I’m sure. Picture it: physicians refer to us, the nation sees us as the nutrition experts we are, and no more rogue “nutritionists” and celebrity diets.

Back to reality: where are you and where do you want to be? Here is where we can pay it forward. The question I pose to you: what stage is your tribe in? Many of us would like to think we are in Stage 4, but I find more often that people are in Stage 3. This is not an accusation, but human nature. People love to talk about themselves. We talk a lot about self-promotion, but what about cross-promotion?

Make sure you know what the other people in your tribe do. While we are nutrition professionals in the group, do you know who is an expert in specific areas, other than you? If you were in a situation, rather than saying that you are a nutrition expert, could you name someone else? Rather than saying “I’m great” how can you advance the profession by saying “We’re great” and pay it forward by promoting someone else?

This isn’t to say you need to do this every time, or that you couldn’t be the best person for the job, but I know that there are many times when I need to step back and realize that I cannot do it all and let someone else have a chance and provide another nutrition professional the opportunity. Even if someone didn’t do it for you in the past, you can still pay it forward and advance the profession, and perhaps we can move to Stage 5 where the nation will find us all great and we can all say “Life is Great.”
For many of us we get to where we are with the help of others before us. In turn, we end up helping others coming up behind us. It’s just a natural progression we often don’t even think about.

Those Who Made a Difference For Me
When I decided to go back to school for my nutrition degree I needed a lot of support. Although I knew I wanted a degree in nutrition, and the RD to go with it, it was a new area for me so I didn’t know my way. As a result I developed mentor/mentee relationships with my professors and relationships with my fellow classmates so we could share experiences and challenges. Like many of you, I will retain those relationships probably the rest of my life.

When I made the choice to quit working at the hospital and start my own business, many people around me scratched their heads in disbelief, but I gravitated to those who were supportive of my goals. These are the people you ask the questions of, who look forward to you succeeding. I learned from them what worked and what didn’t work. I also learned these things the hard way. But the bond you develop with these people during those “formative” years will likely last a lifetime.

As time went on, I found others coming to me for advice and mentorship. Granted, this led to a change in my own business, but this still is something I believe in. I helped others get a clear picture of what they want to create, and I have worked with interns for several years, witnessing in them the growth and awareness that makes me proud of helping a new generation of “nutrition entrepreneurs” step into the world of business. I look forward to hearing how their careers grow.

Through the years, as I’ve grown my business, my contacts have also grown. Most of my professional friends are people I have things in common with, meaning they too are entrepreneurs. Entrepreneurship is a mind-set, a way of being, and a way of thinking. Often those who prefer the security of a good job view things differently than entrepreneurs. As a result, my friends provide me with a sense of what’s possible and provide me with the motivation to always push myself beyond what I think might be possible, taking that next JUMP into what I can imagine, even when I’m not SURE of the outcome. This is what entrepreneurship is about.

Those Who Have Made a Difference For You
Now go back through a journey of your own life/career and put yourself in the following situations. Think back to when you first went to school. Then think about your first job. Next, if you are a business owner, remember when you started, and then think about where you are today. For each time period ask yourself, “Who in my life helped me progress at that time?” Now go onto the Nutrition Entrepreneurs Facebook page http://www.facebook.com/nedpg and share what you learn from this exercise!

I can’t help but mention NE when discussing either “Making a Difference” or “Pay it Forward,” because we all progress to where we are with the help of others. I know I’m singing to the choir when I say that you couldn’t find a more supportive yet challenging group of entrepreneurs than in NE. I say challenging, because these professionals will challenge you to be the best YOU can be! For many of you, NE is the first introduction you HAVE to “entrepreneurship,” the first group of professionals who ask you to step up and promote yourself. But this is just the beginning. Step out of the comfort zone of “nutrition” entrepreneurs and introduce yourself to your local entrepreneurs. This might be as simple as joining your Chamber of Commerce or finding a local women’s entrepreneur group. As you grow, you are planting the seeds to help others grow. And this is what making a professional difference is about.

Marjorie Geiser, MBA, RD, NSCA-CPT, is President of MEG Enterprises, providing business coaching to health and fitness professionals. She is the author of Just Jump: The No-Fear Business Start-up Guide for Health and Fitness Professionals. Margie can be reached at (928) 776-7317 or at margie@meg-enterprises.com.
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Scottsdale, Arizona
NE Mini-Meeting,
June 2010

After the Arizona Dietetics Association annual state meeting, nutrition professionals and students gathered at the Doubletree Hotel Paradise Valley Resort in Scottsdale, Arizona for a post-conference NE mini-meeting. We were honored to have the current Chair of the Nutrition Entrepreneurs DPG, Ms. Margie Geiser, MBA, RD, NSCA-CPT, speak to the group about “Raising your income potential with Life Coaching.” Margie shared her professional journey with the group that led her to her current business, MEG Enterprises. The group also walked away with valuable coaching resources to refer to.

Many thanks to Margie for her expertise and approachable personality as well as my co-coordinator, Michelle Dudash, RD for putting this meeting together.

Submitted by Chrissy Barth, RD, CFT, RYT

The Nominating Committee seeks names for the ballot, positions of:

- Chair-elect
- Director-elect of Member Services
- Treasurer
- Nominating Committee Members

Contact Lauren Swann • LaurenSwann@comcast.net
or any Nominating Committee Member:
Annie Sasseeville • anniesasseeville@yahoo.com
Stacey Dunn-Emke • sdunnenmke@yahoo.com
Vandana Sheth • nutritioneductor@gmail.com
Lisa Cotter and I created “Pay It Forward Coaching Make Mama Happy” coaching parties in the Minneapolis - St. Paul area. We believe when mama is happy, everyone is happy! Our philosophy at Make Mama Happy is that love is love reflected.

We believe that happiness is Loving ... who you are Loving ... what you do and Loving ... how you do it!

At our empower tea parties, women embrace who they are by connection and reflection and engage themselves to schedule their priorities instead of prioritize their schedule. The mission of our parties is to understand that you are the gift. The only way to get more of what you seek is to give it. We seek to help you celebrate the results.

The tea parties are held from 7 pm–9 pm at a private residence or the Hope Chest for Breast Cancer. Homemade ginger ale is always served along with a unique healthy dessert. Each session has a focused agenda, a check in of where they are in life compared to where they want to be, group discussion and a weekly action plan. Examples of topics – Work Life Balance based on your Values, Habits and Resources for Sustainable Simplicity, Energy Clutter Defined and Eliminated, Make Your Holidays Healthy, Happy and Harmonious.

Businesses donate gifts to our participants such as a hotel stay, premier chocolates, truffles, or coffee. Ninety percent of the time the women at the parties receive a “pay it forward” gift. They are either to give their gift to someone or create another gift and pay it forward. They are highly successful and we were written up in several newspapers and a national magazine. The best part is women do fall in love with their life and are happier. And, when mama is happy everyone is happy!!

Chere is a Health and Life Balance Enthusiast who helps you discover your purpose and live healthfully and happily ever after! She can be reached at chere@cherebork.com or at (952) 937-5697! Cheers!!
Many who pay it forward do sense the benefit of what they do and there are returns that are experienced. I don’t think that it is possible to help someone without feeling a sense of satisfaction.

Helping Students and Fellow Dietitians

I queried NE members on the listserve to find out how they pay it forward in their private practices. Many of us, including myself, feel a sense of loyalty to our profession. We love helping dietetic students and other dietitians.

“When I graduated 40 years ago, there were no mentors to help me start my private practice; actually, it was frowned upon to start soon after graduating. Now I take on about ten interns and students every year to teach them how to run a business. This includes marketing, counseling, doctor’s reports, superbills, accounting, presentations, blogging, and writing (successes and pitfalls). Many graduates do the same for students in their cities. They pay it forward. That is great for our profession and makes me feel good.” Maye Musk, MS, MS, RD, New York, NY

“After seeing the article in the ADA Times this past spring on the major lack of preceptors for dietetic interns, I have started to pay it forward by serving as a preceptor. I had the privilege of working with interns before I was in private practice, and am now looking forward to working with some in my own business. I recently received an e-mail from the internship director at my alma mater, Georgia State University. I am looking forward to teaching the interns, and learning from them as well!” Tamara S. Melton, MS, RD, LD, Atlanta, GA

“I’m very willing to give pro bono sports nutrition talks to dietetic interns because I know that they will pay it forward. They in turn recommend my Sports Nutrition Guidebook to their clients or recommend me as a speaker to their dietetic association or other organizations.” Nancy Clark, MS, RD, CSSD, Boston, MA

“When I was in college and in the beginning of my career I had two mentors, both seasoned dietitians in the field. One was a professor at the University and the other was a clinical nutrition manager with strong ties to ADA and a business whiz. Although both of these women were very different, their message to me was consistent and repeated to me over and over. Basically they told me that if you believe in yourself and in your ability to become the best dietitian that you can possibly be, it will happen. Passion is the beauty and the base of being a dietitian, discipline and drive will get you through anything. And in the end you will have the career of a lifetime—I have said this to two wonderful dietitians that are well into their careers now and doing great. It is this belief that each of us has for each other that gets us through in the end.” Pamela Kelle, RD, CDN, LD, Chattanooga, TN

“When I was in the research stage of going back to school to study nutrition, everybody I spoke to was gracious and took the time to help me out and answer my questions. Two people in particular—Donna Israel, PhD, RD, who I ended up interning with and now consider a wonderful colleague, and Kathy Miller, MS, RD. I walked into the Cooper Clinic off the street, asked where the nutrition department was and ended up speaking to Kathy for a good 30–40 minutes. Eleven years later, she became my boss and I worked for her for over five years at the Cooper Clinic. Because so many people were so helpful to me, I always make the time to help students, interns or potential students. I totally understand where they are coming from and I will do anything to pay it forward because so many did for me.” Jennifer Neily, MS, RD, CSSD, LD, Dallas, TX

“I am so grateful to all the colleagues who have shared their experiences over the years that I always offer some information on my website free in the hope that it will be of use to those coming after me. Also, students and beginning dietitians often call or e-mail me for career advice. I am always willing to find time to answer their questions to the best of my ability.” Molly Kellogg, RD, LCSW, Philadelphia, PA

“Responding to a request for help on a listserv is one frequent way that I pay it forward. After nearly 35 years in the dietetic profession, I assume I’ve learned a few things along the way that can help other RDs, and I’m willing to share that expertise freely on DPG listserves. There’s obviously no guarantee of return, but I’ve always known that ‘what goes around, comes around.’ As much as I put out beneficial things into the world, it comes back to me; maybe not immediately and maybe not from the same person that I helped, but it comes back eventually.” Jan Patenaude, RD, CLT, Carbondale, CO

Helping Clients

Helping our clients is the main reason we are dietitians. NE members expressed some meaningful interactions that they have had with their clients that show the benefit of paying it forward.

“A few years ago, I was asked by a referring MD to see a client awaiting liver transplant. I met with him and his wife and found out that he was actually an environmental attorney. He had obviously been exposed to such horrible toxins in his job, that he developed cirrhosis and ultimately lost liver function and needed a transplant. He needed several nutrition sessions and it was clear that he couldn’t afford it. All I kept thinking about was that his situation could be anyone who tried to really make a difference in the world. So, I did the counseling completely free of charge. Ultimately, I don’t know what happened to him. Years later other patients with liver disease actually tracked me down via the internet for nutrition counseling (no small task since I don’t advertise at all). One of them indicated that it was because of my work with this initial environmental lawyer that he chose to see me. The environmental lawyer had talked about how much nutrition counseling had helped to improve the quality of his life to others. One patient noted that seeing a dietitian would never have entered his mind if it weren’t for the recommendation from the lawyer.” Hope Barkoukis, PhD, RD, LD, Cleveland, OH
“Every time I do a one-on-one consult, group nutrition class, or public nutrition presentation I always tell my clients/participants that I am placing a responsibility on them to teach (or show by example) something that they learned from me in our time together. I emphasize that I’m only one person, and that they are only one person, but that we share a vast network of friends, family, church members and other social networks through which we can spread reliable nutrition information. It is through this sharing that we can have an enormous impact on not only our individual health, but on the health of our community as well. I tell them that regardless of their politics, this is a health care plan we can all support. Change starts with one person and spreads at a very grass roots level.” Cindy Hartman, RD/LDN, Austin, TX

“I always have one pro bono client who I see for no fee. I ask her to pay it forward by donating double the amount of time that I spend with her to her favorite charity. In this way I have the vicarious experience of cooking food for home-bound elderly, cuddling infants in a hospital nursery and working with rescue dogs.” Molly Kellogg, RD, LCSW, Philadelphia, PA

When You See a Chance, Pay It Forward
Molly continues to state, “One of my core beliefs is this process of paying it forward. I strive to notice and acknowledge gratitude for what others have given to me. I attend to moments that I sense gratitude and when appropriate, I express it. This may be going up to give my yoga instructor a hug after class or calling to thank the exceptionally caring receptionist at a doctor’s office who made a difficult visit easier.”

It is within all of our powers to change the world for the better one person at a time. In one of my favorite novels, Middlemarch by George Eliot, the heroine wants to bring about some great change. She never does bring about the greatness that she dreams of, but instead improves the lives of all that she encounters by touching them with her generosity and kindness. This is the real power of change and one that we have the chance to live every day by paying it forward.

“Why would you want to help others become your competition?” This is the most common question when I tell people that I assist colleagues in setting up their own private practice. The answer is simple: friendly competition creates a healthy business environment.

In the late 80s, when there were few private practitioners in the field of nutrition, I contacted several local colleagues asking for advice on starting my own practice. These colleagues were not helpful, and their answers to my questions were intentionally cryptic and complicated. On the other hand, there were two very generous established RDs (not local) who took the time to call me back and give advice. Thank you Nancy Clark, RD, and Kathy King, RD, LD. You probably do not remember, but I do!

It was apparent to me that my colleagues felt threatened. At that point what also became clear to me was how important it is for RDs to work together to promote each other. In my opinion, there is plenty of business to go around, particularly in the hot field of nutrition! To this day I continue to pay it forward.

Writers are in an especially unique position when it comes to paying it forward. Shining the spotlight on another professional with a different specialty area or writing style benefits everyone. Here are some ways in which an author can reach out to colleagues and provide opportunities and exposure.

Use the Authors listserv:
“The listserv is a fantastic barometer of hot nutrition topics. I often get story ideas based on what members are talking about,” said NE member Janet Helm, MS, RD, who is a freelance columnist for the Chicago Tribune and nutrition blogger (Nutrition Unplugged). “I have frequently posted messages on the listserv asking for people’s opinions about various topics and then find RDs I’d like to interview for a piece I’m working on. Members are always so helpful and have tremendous insights.”

Melissa Halas-Liang, MA, RD, CNDS, CDE, of www.superkidsnutrition.com loves utilizing the listserv. “Through this listserv I have networked with amazing RDs. I’ve featured them in seminars, state conferences and webinars, on Dynamic RD Career stories, and as experts and authors on my website or blog. It seems like the talent pool to pull from keeps expanding. I’m also tremendously grateful for the practical advice on writing, publishing and negotiating!”

Quote colleagues in your writing:
“I love quoting RDs because every mention of an RD brings more attention to our profession as a whole,” states nutrition speaker and author Marie Spano, MS,
RD, CSCS, CSSD. Claudia Zapata, MS, RD, a health columnist for the San Antonio Express-News quotes RDs “to demystify the latest research or food policy, shed light on a diet trend, or offer practical advice for readers.”

Elisa Zied, MS, RD, CDN, who writes for feature magazines, MSNBC.com, and galtime.com, adds “Many RDs also have great personalities that certainly come through in my articles, and this only makes what I write more readable and enjoyable. I think of my fellow RDs as icing on the cake when it comes to making anything I write more palatable to consumers.”

Bonnie Taub-Dix, MA, RD, CDN, who blogs for USA Today, WebMD, and MSNBC.com, sums it up, “I try to use RDs as my go-to resource because I like to quote experts!”

**Link your blog to colleague’s blogs or feature guest bloggers:**

According to Janel Ovrut, MS, RD, LDN, of eatwellwithjanelblog.com, “Guest blogging is a great way to expand your social media network. Not only does the blog owner benefit from new material, but the guest blogger benefits from a new reader audience and links to their own blog. I have also offered my blog for guest posts. It is a great way for the guest blogger to get more writing experience and exposure. Most consistent bloggers go through a”dry spell” where they aren’t easily inspired to write new content. Having a guest blogger is a great way to step back and allow for new ideas on the blog.”

Rebecca Subbiah, RD, LDN, of www.chowandchatter.com finds it beneficial to include guest bloggers. “In fact, I seek out new bloggers with talent to give them a helping hand and allow chow and chatter’s readers to enjoy their post and be introduced to them. The guest blogger gets a wonderful experience and comments from great and supportive readers and chow and chatter gets new and fun content.”

From the beginning of my career as an entrepreneur, my philosophy has always been to encourage collegiality. I established Nutrition Consulting Services in the early 90s to help budding entrepreneurs realize their dreams. Many of you reading this article attended one of my seminars, purchased my book and kit, or came to me for individual business coaching. I enjoy every interaction in helping others and take great pride in watching the careers of my colleagues grow and thrive. It is important that we all build bridges rather than burn them.

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**Paying It Forward with Reimbursement**

Michele Chynoweth, RD, CDE
Reimbursement - Legislative Chair
mntbyrd@sbcglobal.net

Most state and Dietetic Practice Group (DPG) reimbursement representatives have benefitted from mentors who have paved the way in reimbursement. Your state or DPG reimbursement representative takes time out of his/her week to participate in listserves and emails to answer your questions regarding reimbursement for nutrition services. I have been a state representative and am now the Nutrition Entrepreneurs DPG Reimbursement/Legislative Co-Chair. I have trained with three great mentors at state and national levels – Ann Silver, MS, RD, CDE, CDN, Theresa Grumet, RD, and Diane Machcinski, MEd, RD. We started by dividing duties and then collaborating and sharing findings. The learning experience is hands-on and at the end of a term you can use the “each one teach one” approach to pass on to others. Think of those who have helped or are helping you with obtaining insurance reimbursement or in your private practice. How can you possibly pay them back? By assisting another colleague in need. Here are some suggestions on small ways you can pay it forward…

- Share how to obtain an application for a third party payer
- Direct a colleague to a website
- Offer to review an application to make sure everything is in its place
- Cut expenses by loaning a resource book, pamphlet or CD

Continued from page 11.

Continued on page 13.
• Recommend membership in NE DPG to join the listserve including NE Private Practice Specialty Group

The most important tidbits they imparted:

a) There is a learning curve to all reimbursement and legislative issues
b) It takes time to learn about local, state, and federal health, nutrition and food issues
c) Rarely does one person have all the answers
d) It takes several contacts to nail down the complete answer
e) Get the written documentation
f) Don’t give up
g) Relationships count
h) Say thank you

Pay It Forward

Through NE Member Benefits

Emma Fogt, MS, RD, MBA, LDN
Director of Member Services
emmafogt@gmail.com
www.emmafogt.com

When I think of Nutrition Entrepreneurs, I think of a group of generous Registered Dietitians supporting each other—dietitians who are willing to share their talents, information and skills without any strings attached. NE members are constantly helping each other and in doing so they help even more dietitians, often unknowingly and without the expectation of reciprocation.

A prime example of paying it forward is the NE listserve. Many NE members utilize this daily to get invaluable and immediate advice from their colleagues whether it is on nutrition information, business practices or just networking. Once you join the listserve and ask a question, you realize how much you get in return, perhaps five expert opinions or answers to that one dilemma. And you know that at least ten other dietitians had the same question without posting it!

Another example of how NE members pay it forward is through the mini-meetings. You are at a restaurant, or other allocation, gathering with other dietitians who live in your area but have never met. You network, you learn a few things, and before you know it one of those attendees has just referred a client to you. Even better, as in my case, you could get recruited for a position on the NE board. At mini-meetings I have met dietitians who referred clients and I have also been able to refer out to my neighborhood of dietitians who are experts in areas I am not.

Finally, NE is working this year to provide webinars to help increase knowledge and skills in the entrepreneurial world—writing books, speaking, technology, corporate health, private practice, coaching and mentorship. Experts who speak at the webinars pay it forward by having members attend their webinars and from there have the webinar information reach more members via recordings on the nedpg.org website. This information will then be passed on even more through blogging, Facebook and Twitter.

Do something that has the potential to change the life of someone else: join the listserve, host a mini-meeting, register for a webinar or volunteer to speak at a webinar. In doing so, you will no doubt pay it forward!

ADA Resources: www.eatright.org/mnt

To find your state reimbursement rep, log onto www.eatright.org/mnt or email reimburse@eatright.org or your DPG reimbursement–legislative chair.

Join the communities of interest - reimbursement, where you can also post questions and comments monitored by the Nutrition Services Coverage Team at the ADA office in Chicago. Go to http://eatright.communityzero.com/reimbursement. Learn more about public policy and legislative issues that affect you. Subscribe to the weekly ADA report EatRight Weekly by sending an email to eatrightweekly@eatright.org.
The Healthy Habits Approach to Mindful Eating: Exercises and Visualizations to Make Eating Conscious and Enjoyable (CD-ROM)
Kathy Nichols, RD, PCC
2010
The Healthy Habits Coach
Healthy Habits Coach: Wellness from the Inside Out
(707) 431.7524
kathy@healthyhabitscoach.com
$19.95 per CD-ROM
Available at www.healthyhabitscoach.com

For those consistently on the go or too busy to think about what they are eating, this CD-ROM provides the perfect escape and excuse to slow down and focus on what really matters. Nichols, the Healthy Habits Coach, takes her listeners through a journey that allows them to discover the true enjoyment and benefit of what they eat. Having a good relationship with food is an important step that is often left unaddressed in weight management programs. Nichols does an excellent job of bridging this gap by providing a unique and motivating experience to those who listen. The Healthy Habits Approach to Mindful Eating may be the missing link for the client who wants to lose weight or eat better but has lost touch with their body’s personal hunger cues. For dietitians looking to provide a well-rounded weight management program to their clients, this tool may be useful to allow individuals to slow down, breathe, and focus not only on “what” they eat, but on the “why” as well.

Reviewed by Kati Mora, RD, Founder of Mora Nutrition and Around the Plate, Mt. Pleasant, MI: (989) 400-1478.

The Secret to Skinny: How Salt Makes You Fat and the 4-Week Plan to Drop a Size & Get Healthier with Simple Low-Sodium Swaps
Tammy Lakatos Shames, RD
Lyssie Lakatos, RD
The Nutrition Twins
2009
$15.95
Visit: www.nutritiontwins.com

Resourceful. Easy to read. Eye opening. Sodium is in nearly everything we eat and Americans are consuming excessive amounts. Simply put, this book provides valuable, necessary nutrition information for the consumer who is looking to reduce sodium intake in their diet. The Nutrition Twins explain how salt affects overall health and how excessive amounts can be detrimental. The Ten Day Jumpstart Plan teaches you all about the green light foods aka Slimmers, Anti-Bloaters, and Flushers. The Slimmers are broken down into Carb, Protein, Mono, and Beverage Slimmers. Then, the Maintenance Plan introduces the yellow and red light foods, also known as Pluggers, Bloaters, Chubbers, and Flabbers. Meal plans and recipes with nutritional breakdown are provided for each phase, as well as an extensive list of brand-name foods for each category of green, yellow, and red light foods which is helpful for the reader when food shopping. Twin Tips and Nutrition Twins Favorites are also inserted throughout the book as an additional resource.


Getting Matched: A Guide for Dietetics Students
Jenny Westerkamp, RD
CEO, All Access Internships
June 2010
$16.00
Visit: allaccessinternships.com

Getting Matched: A Guide for Dietetic Students is a must-have resource. From getting experience to formulating a back up plan, this book covers the entire lifecycle of a dietetic student. Advice from Internship Directors, student testimonials, and Jenny’s own experience culminate in practical advice in touch with the challenges of getting matched. There are plenty of charts, checklists, and tables keeping all the information organized and easy to refer to. On top of that, there are “Make it Happen” sections throughout the book. These sections pull all the tips into action steps detailing specific ways to implement the advice. In addition, the new Dietetic Internship Centralized Application Services process is also covered. This book will help students demystify the numerous intricacies involved with choosing and applying to the right internship.

Reviewed by Amanda Sauceda, Dietetic Intern, CSU Long Beach, CA.
MOMMA DIETZ says:

“TO PREPARE MY MEATS FOR HEALTHIER LIFESTYLES, I DID SOMETHING I RARELY DO. NOTHING.”

Our premium meats and artisan cheeses were healthy long before anyone thought to ask. In fact, since 1939, we’ve prepared — not processed — our meats using family recipes that call for the finest hand-trimmed cuts. We work hard to keep them low in sodium, fats, carbs and sugars. And the USDA and FDA have noticed, both introducing new guidelines for healthy foods that match the way we’ve always done things. To eat healthy without sacrificing taste, just look for our Dedicated To Your Healthier Lifestyle® seal at your favorite supermarket or deli. WE’RE THE MOTHER OF ALL MEATS.

Peek inside my recipe book at DietzAndWatson.com
Inspiring Moments

Laura Coti Garrett, MS, RD, CDE – Realtime Nutrition
At my first job my chief therapeutic dietitian told me about a moonlighting opportunity at an outpatient program at another hospital. She always kept her eye out for giving us leads for nontraditional settings. I owe her the inspiration to start my private practice. My *pay it forward* is trying to get consulting opportunities that require hiring consultant RDs for projects and activities.

Rosanne Rust, MS, RD, LDN – Rust Nutrition Services
A former colleague knew someone who could no longer teach a summer college nutrition class. She recommended me; I interviewed, and got the position. I had small children at the time, so it was a challenge, but I didn’t want to miss the opportunity. It was a great position to add to my resume, as I likely would not have had the opportunity to teach online for Penn State World Campus in the future, without that experience. I like to think I *pay it forward* in many of the monthly newspaper columns I write, or speaking at our professional associations, where I am often promoting the RD, the profession or sharing insights about practice. I also refer patients who are not a good fit in my practice to other area professionals. Even our own NE listserv is another way to *pay it forward* as we share experiences and ideas to make life a little bit easier for everyone.

Marianne Romano, MPA, RD, CDN – Romano Nutrition
Ten years ago I job-shared for a health department and was able to work part time and be home with my young sons. My boys made friends with two boys in our neighborhood. The mom worked full time and I provided free after school care for them. A short time after that, I was able to leave my job and establish a private practice. As a consultant I marketed to physicians trying to establish a referral base. A well known physician in our community began referring clients to me. She was shocked to learn that I was the gal caring for her young nephews after school for free. The referral relationship grew. Approximately one year ago she approached me and asked me to be a Take Shape for Life Health Coach with her. This is an optimal health program that utilizes Medifast meal replacements for weight loss along with a coaching component. We began collaborating together and have a very successful program.
2010 Nutrition Entrepreneurs
Dietetic Practice Group Awards

Nancy Clark – Outstanding Nutrition Entrepreneurs Award

Nancy Clark, MS, RD, CSSD, is an internationally known sports nutritionist and nutrition author. Nancy has a successful private practice located at Healthworks Fitness Center (www.healthworksfitness.com), the premier fitness facility in Chestnut Hill, MA. Her more renowned clients that rely on her expertise in diet for sports conditioning to gain a competitive edge have included members of: Boston Red Sox, Boston Celtics, Boston College, and many collegiate, elite and Olympic athletes from a variety of sports. Nancy is nutrition consultant to the Boston Breakers of Women’s Professional Soccer.

Nancy completed her undergraduate degree in nutrition from Simmons College in Boston, her dietetic internship at Massachusetts General Hospital, and her graduate degree in nutrition with a focus on exercise physiology from Boston University. She is a Fellow of the American Dietetic Association (ADA), Nancy is also a Fellow in the American College of Sports Medicine (ACSM) and recipient of the Honor Award from ACSM’s New England Chapter.

Nancy is the nutrition columnist for New England Runner, Adventure Cycling and American Fitness. She is a frequent contributor to Runner’s World and is on the advisory board for SHAPE magazine. Clark also writes a monthly nutrition column called The Athlete’s Kitchen, which appears regularly in over 150 sports and health publications and websites, including Active.com and MomsTeam.com.


Sports and nutrition are personal as well as professional interests. A former member of The Greater Boston Track Club, Clark has competed at the 10 kilometer, half marathon and marathon distances. Clark routinely bike commutes and enjoys bike touring. She has led many extended bike tours, including a Transamerica Trip and other tours through the Canadian and Colorado Rockies. She has trekked into the Himalayas and planned the high altitude menu for a successful expedition. Her newest sport is rowing (crew). She and her husband, son and daughter live in the Boston area.

Kate Donelan - Professional Development Dietetic Student Award

In addition to being a full-time Master’s Student at New York University, Kate Donelan has become an increasingly recognized figure in the Greater New York area for her work consulting with dietitians in private practice. Kate advises and guides nutrition and health professionals in the areas of marketing, promotion, branding and social networking, giving them the skills to find their voice and attract the work they want. After graduating from James Madison University with a Bachelor’s Degree in Health Communication, Kate moved to New York City where she worked in interactive advertising for several years. She lives in New York City’s Upper West Side with her dog Marshall. For more information about Kate or her consulting services, please go to her website www.katedonelan.com or contact her at katedonelan@gmail.com.
Members on the Move

April Rudat, MSED, RD, LDN, has co-authored a second book titled, Truck Drivers: Stop Your Job from Killing You! The Dietitians Guide to Smart Eating and Healthy Living for Truckers with Sharon Madalis, MS, RD, LDN, CDE.

In the book, truckers learn how to merge onto the road to good health by giving their bodies the right fuel. The authors also focus on cultivating better health through exercise and stress reduction instead of pills and potions. Truck Drivers: Stop Your Job from Killing You! is the first in the “Stop Your Job from Killing You” series, which will continue to focus on specific occupations and their health challenges and solutions.


Important Dates

FNCE 2010: Boston, MA
November 6–9

Pre-FNCE Workshop
Making Nutrition Your Business: The Nuts and Bolts of Billing Nutrition Services
Date: Saturday, November 6, 2010
Time: 9:00 am–3:30 pm
Location: TBD

Invest in Your Best Practice: Care Coordination and RD Intervention Strategies for Pediatric Weight management
Date: Sunday, November 7, 2010
Time: 10:00 am–11:30 am

Getting Reimbursed for Your Services: ADA Tools and Outcomes for Success
Date: Monday, November 8, 2010
Time: 3:30 pm–5:00 pm
Location: TBD

Marketing Skills: Creating a Winning Image Today
Date: Tuesday, November 9, 2010
Time: 8:00 am–9:30 am
Location: TBD

How to Use Telephone, Teleclass, and other Really Cool Technology Tools to Support Healthy Lifestyle Habits...and build your bank account while you are at it!!
Date: Thursday, November 18, 2010 Webinar
Jean Caton, MS, RD, MBA

Heads Up!

The Nutrition Entrepreneurs has great opportunities at the ADA Food & Nutrition Conference & Expo (FNCE)! We are hosting a Networking Event at FNCE on Saturday, November 6, “Pay It Forward – The Past, Present, and Future of NE.” This event is at The Exchange Conference Center on Fish Pier, 6:30 pm – 9:30 pm. We will have a booth at the Product Marketplace and at the DPG Showcase. Also remember that once the conference is underway we would love to see you at the Specialty Group meetings Sunday, November 7 and Monday, November 8, from 6 pm–8 pm. Sunday features the Authors, Private Practice and Internet & Business Technology groups and Monday features the Coaches, Corporate Health and Speakers groups. We look forward to seeing you in Boston!

Student Section

by Lindsey Dalluge

Pay it forward – as I contemplated a time that I have done this, I realized that there is not a specific instance that pops into my head. Instead, I feel that paying it forward is more like a lifestyle and should be practiced on a daily basis, without a second thought. It’s not the caliber of the act, so much as the culmination at the end of the day. Holding the door or asking someone how their day has been can have a major impact on them. I have found that it is much easier to incorporate a general happiness and kindness into your daily actions than it is to try and think of one great big act. This general thoughtfulness and compassion has made me a better person and inspires those around me to do the same. So my challenge to you is to pass it on!

Lindsay Dalluge is a student at Minnesota State University, Mankato. She graduates in May 2011 with a degree in family consumer science and a concentration in dietetics with a minor in biology. Lindsay has a passion for writing and plans to work in the field of nutrition communication. She can be reached at lindsay.dalluge@mnsu.edu or through her website www.lindsaydalluge.com.
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Ventures
Enterprising News & Ideas for Nutrition Entrepreneurs

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<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>Saturday Nov. 6</td>
<td>7:30 a.m. – 3 p.m.</td>
<td>NE Executive Committee Meeting Members Welcome!</td>
<td>Westin Boston Waterfront Lewis Room</td>
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<td></td>
<td>6:30 – 9:30 p.m.</td>
<td>NE Networking Reception. Registration required.</td>
<td>The Exchange Conference Center on Fish Pier</td>
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<td>Sunday Nov. 7</td>
<td>8 a.m. – 4 p.m.</td>
<td>Product MarketPlace, Booth #20</td>
<td>Boston Convention &amp; Exhibition Center, Level 0 East Lobby</td>
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<td>5 – 6 p.m.</td>
<td>NE Mentoring Meeting</td>
<td>Renaissance Boston Waterfront Spectacle Room</td>
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<td>6 – 7 p.m.</td>
<td>NE Session: Dietitians in the Digital Age: How to Elevate Your Online Presence and Use Social Media to Advance Your Career with Janet Helm, MS, RD</td>
<td>Renaissance Boston Waterfront Atlantic Ballroom 2 &amp; 3</td>
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<td>7 – 8 p.m.</td>
<td>NE Authors Specialty Group Meeting</td>
<td>Renaissance Boston Waterfront Thompson Room</td>
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<td></td>
<td>7 – 8 p.m.</td>
<td>NE Private Practice Specialty Group Meeting</td>
<td>Renaissance Boston Waterfront Atlantic Ballroom 2 &amp; 3</td>
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<td>7 – 8 p.m.</td>
<td>NE Internet &amp; Business Technology Specialty Group Meeting</td>
<td>Renaissance Boston Waterfront Spectacle Room</td>
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<td>Monday Nov. 8</td>
<td>8 – 9:30 a.m.</td>
<td>NE Sponsored Session: &quot;Private Practice Success in a Changing Environment&quot; presented by Faye Berger Mitchell, RD, LDN, and Ann Silver, MS, RD, CDE, CDN</td>
<td>Westin Boston Waterfront Harbor Ballroom II</td>
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<td></td>
<td>10:30 a.m. – 1 p.m.</td>
<td>DPG Showcase, Booth #20</td>
<td>Boston Convention &amp; Exhibition Center</td>
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<td>6 – 7 p.m.</td>
<td>NE Session: The Call to Coaching: Forget About Diet Knowledge and Focus on Psychological Skills with Margaret Moore</td>
<td>Westin Boston Waterfront Griffin</td>
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<td>7 – 8 p.m.</td>
<td>NE Coaches Specialty Group Meeting</td>
<td>Westin Boston Waterfront Burroughs</td>
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<td>NE Corporate Health Specialty Group Meeting</td>
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<td>7 – 8 p.m.</td>
<td>NE Speakers Specialty Group Meeting</td>
<td>Westin Boston Waterfront Burroughs</td>
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Please check your program book for location and time changes.