

GIFTS FROM THE HEART

CLIENT	BEHAVIORS	TOOLS
Toddler (Any child older than 1)	More fruits & vegetables & less high-calorie foods	“Gifts from the Heart” photos

TOOLS



OPENING ACTIVITY

Position photos that show healthy foods on a table so all clients can see them.

TRIGGER EMOTIONAL DRIVERS:

These foods are “gifts” to your children. Pick your favorite “gift” you would like to give to your family. Parents pick photo of favorite foods. These gifts serve as a strong foundation for a lifetime of healthy eating habits—but do children thank you for serving them? Do you feel loved and appreciated when you put broccoli on their plates?

Next, position photos of less healthy foods.

Here are photos of “sometimes” foods. Pick a photo of a “sometimes” food that your child likes. What does your child say (or how does he or she react) when you give “sometimes” foods? How do you feel when you give your child a “sometimes” food?

Show an “everyday” and a “sometimes” food together.

These two photos represent the challenge all great moms face: Should I give the nutritious “everyday” food that represents a long and healthy life—but doesn’t cause children to erupt in smiles and thanks—or the “sometimes” food that leads to smiles and thanks? How do you resolve this challenge? What tips the scale in favor of “everyday” or “sometimes” foods for you?

HIGHLIGHT THESE POINTS DURING THE CONVERSATION:

- “Gifts from the Heart” foods make parents proud of their achievements.
- “Gifts from the Heart” last a lifetime. Kids who learn to love “Gifts from the Heart” foods at an early age enjoy a happier, healthier future.
- Suppose your child says things like, “Johnny gets a bag of potato chips whenever he wants. Why can’t I?” What do you say? Let him or her know nutritious foods are a sign of your love and your belief that your child deserves the best. Talk about the past (how you wish your own mother had kept the chips away) and/or the future benefits of foods that nurture success. Let your child know this is important to you as a mom because of your love for your child.
- “Gifts from the Heart” foods don’t take more time, effort or money. A banana often costs less than a pastry or candy, and “preparation time” is simply the few seconds it takes to peel. These foods actually can save you money in dentist bills.

- Sometimes, we don't know the value of gifts we have been given until later in life. Maybe your children won't show much appreciation for what you're doing at first. Maybe they'll resist, but time is on your side. Think about how your children will feel about you as a mom later in life when they reflect on your gift of nurturing their lifelong preference for nutritious foods.
- When it comes to gifts, we all know the saying, "It's the thought that counts." And thoughts about your child's welfare count the most. You're thinking about that child every single day, and every single day you can give them gifts that let them know just how big your heart is.

ACTION PLAN

Pick a photo of an "everyday" gift you want to offer your child next week, and share how you feel when you give it to her/him.

Listen to responses.

Your child may not thank you now for giving him/her the gift of a lifetime, but I can. Thanks.