

# INSURANCE POLICY

CLIENT	BEHAVIORS	TOOLS
Parents of children at risk for anemia (OR parents of children with low hemoglobin)	Offer orange juice with meat, offer leafy green vegetables, take a daily multivitamin/mineral supplement with iron, prepare foods in a cast-iron skillet, limit high-caffeine foods like tea, cola and chocolate	Loving Care Insurance Policy

## TOOLS:



## OPENING ACTIVITY:

Show “Loving Care Insurance Policy.”

**ASK:** “Suppose moms like you could buy an insurance policy that would assure you that your child would grow and develop perfectly according to a master plan. Would you be interested in taking out ‘mom’ insurance? How would you feel if you knew everything in your child’s body was working exactly as planned?”

Listen to responses.

**SAY:** “At times in your children’s lives, small things can put them at greater risk of anemia, and your child doesn’t grow exactly according to the master plan. The blood test we took earlier shows (child’s name) has low hemoglobin and is at risk of having anemia. The cause of anemia can be as simple as drinking too much milk, not eating enough leafy vegetables or even experiencing a growth spurt, resulting in not enough red blood cells. And when (child’s name) doesn’t have enough red blood cells, he/she can become tired and irritable instead of his/her normal happy self.

“That’s when moms want to tap into their ‘Loving Care Insurance Policy’ to see what they can do to get their child back on track and developing as they would like. They want the security of knowing they are doing everything they can to get their child back on track. Would you like simple tips to help (child’s name) increase his/her hemoglobin and prevent anemia?”

**DISCUSS:** Share actionable tips.

- Offer orange juice or other high-vitamin C food with small amounts of meat.
- Limit high-caffeine foods like tea, cola and chocolate. Caffeine can interfere with iron absorption.
- Cook favorite foods, like spaghetti, in cast-iron pans. The food absorbs the iron without any difference in taste.
- Offer leafy green vegetables often.
- Talk to your doctor about offering your child a chewable multivitamin with iron each day. Be sure to tell your child the vitamin is something to help their bodies, and not candy. Keep vitamin containers away from children, (too much iron can cause death).

## ACTION PLAN:

Show insurance plan again.

**SAY:** “All moms would love to have an insurance plan that allows them to feel confident they are inventing the best life possible for their children. The good news is your child can easily return to the path you want him/her on with a few easy steps. We talked about a lot of things moms can do to increase hemoglobin and stop anemia. What would you like to try first? We talked about a few ‘insurance plan’ ideas that can increase hemoglobin and move your child away from a risk of anemia today. What’s one idea you would like to try with your child?”