



GROCERY STORE TOUR WORKSHOP

FACILITATOR GUIDE

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This facilitator guide is a companion to the Grocery Store Tour PowerPoint and corresponding handouts. It is intended to guide facilitators in the presentation preparation and facilitation. The guide includes preparation tasks, suggested materials, high-level outcomes, the agenda and presentation outline. The outline includes suggested talking points. These are only suggestions and subject to change based on the facilitator's needs, available presentation time, audience, etc.

Planning and materials

Some stores/venues may need prior approval to take a group on a tour - call in advance to confirm. You may want to visit the store in advance to get an idea of the set-up, where food items are located, etc. Perhaps 1-2 days before.

Pre-event tasks

- ✓ **Review materials (as applicable)**
 - Facilitator Guide
 - PowerPoint
 - Workshop handouts
 - Workshop Sign-in Sheet
 - Waivers

- ✓ **If there will be a table, confirm that table items have been received.**
 - Tablecloth
 - Holder for fliers (optional)

- ✓ **Confirm location contact's name and contact information.**

Event tasks

- ✓ **Arrive 30 to 45 minutes early to prepare.**
- ✓ **Check in with location staff.**
- ✓ **Check lighting.**
- ✓ **Arrange table and chairs.**
 - If there is an exercise component, consider how you want the room to be during the presentation and during exercise. You'll want to make sure members can move freely and that they can easily see you. We recommend placing the chairs in a honeycomb pattern. Adding an exercise component is optional and not a part of this workshop.
- ✓ **Set up screen and computer with projector (if available).**
- ✓ **Have printed materials ready and organized.**
- ✓ **Have pens available.**
- ✓ **Know where the closest SilverSneakers locations are.**

Materials

- ✓ **Presentation materials including sign-in sheets and take-home handouts**

- ✓ **Name tag**
- ✓ **Pens**
- ✓ **Computer (if using PowerPoint)**
- ✓ **List of closest SilverSneakers locations**

Workshop agenda

Welcome

- Greeting and overview
- Remind participants to sign in for eligibility check.

In-class presentation

Grocery store tour led by Tivity Health

Representative

Conclusion

- Reiterate objectives and highlights of the tour with participants.

Wrap-up

Presentation outline

Note: All talking points are suggestions and not meant to be said exactly as written. Highlight or add items that are important to the audience or health plan, present in your own voice/words. Remove talking points that do not meet the audience's needs or allotted presentation time.

Do's and don'ts

Do

- Encourage participants to talk to their doctor before making any drastic changes in their diet.
- Encourage participants to ask their doctor about supplementation if they feel that they are not getting enough of specific nutrients in their diet.
- If participants would like more individual recommendations regarding their nutrition, recommended a doctor or licensed dietitian.
- Encourage participants to discuss food and drug interactions with their physician.
- If you are speaking on behalf of a health plan, consider checking with them to see if they offer nutrition services for members.
- Make sure participants know that this presentation is based on "MyPlate" guidelines, which is a nutrition guide published by the USDA Center for Nutrition Policy and Promotion.

Don't

- Make individual diet or food recommendations.
- Individually recommend supplements.
- Make specific allergy recommendations. Encourage participants to address that with their doctor.
- Use words such as "eliminate" or "avoid" when talking about foods. Instead, use phrases such as "keep at a minimum" or "reduce."

Note: Direct all medical and individual concerns to a physician or health care professional.

SLIDES 1 and 2

Introduction and Welcome

(1 – 2 minutes)

TALKING POINTS

- Welcome participants, introduce yourself, and introduce the presentation.
- Let participants know this is a very interactive presentation and to ask questions while moving through the store.

SLIDE 3

Objectives

(1 – 2 minutes)

TALKING POINTS

- Go over the 4 objectives.
- We will be following the MyPlate guidelines for this workshop.
- We'll refer to the handouts you're receiving throughout the workshop.

Distribute handouts 1 – 4.

SLIDE 4

(2 minutes)

Agenda

- Discuss MyPlate guidelines for a healthy diet.
- Learn your way around a grocery store and how to shop the perimeter of the store.
- Learn how to read and understand nutrition facts labels.
- Learn how to shop for groceries with the goal of creating healthy meals.

SLIDE 5

(5 minutes)

Dietary Guidelines

Reference Handout 1: Choose MyPlate

TALKING POINTS

Review MyPlate / Nutrition Guidelines for Seniors:

- Make half of your plate fruits and vegetables at each meal.
- Grains should make up a fourth of your plate, and at least half of your grains should be whole grains.
- Have about 1 cup of dairy, 3 times a day, and try to choose low-fat or fat-free products.
- Vary your protein sources.
- Eat and drink less sodium, saturated fat and added sugars.

Provide extra MyPlate resources that participants can use on their own time.

SLIDE 6

(5 minutes)

Shopping the Perimeter

TALKING POINTS

- Discuss the purpose of today's grocery store visit.
- The products found along the perimeter of the store *usually* are fresher, have a shorter shelf life and are less processed.
- We typically find the highly processed foods with a longer shelf life in the center of the store and in the aisles.
- Foods that are highly processed usually have added sugar or salt to help preserve their flavor and shelf life.
- We should try to shop for most of our foods around the perimeter of the store because this is where we can *usually* find foods in their whole-food form.

SLIDE 7

(5 minutes)

Eat Less of These Ingredients

TALKING POINTS

- MyPlate suggests that we reduce sodium, saturated fats and added sugars in our diet. Most highly processed foods that we find in the middle of the of store contain these 3 ingredients.
- Look for trans fats, added sugars and high sodium when checking nutrition facts labels.
- This is the biggest reason we shop the perimeter.

SLIDE 8

(1 minute)

TALKING POINTS

- Thank you for participating in this part of the workshop.
- Let's go into the store. Please bring your handouts for reference.

Take the group into the store.

Be sure participants bring their handouts/packet to follow along during the tour.

Produce section

(15 minutes)

Reference Handout 2: Fruits and Vegetables – Colors of the Rainbow

TALKING POINTS

What you'll find in the produce section

Typically, in-season produce is toward the front and is usually less expensive when in season.

- Fresh fruits and vegetables
 - Note on fruit juices: Although fruit juice may be an alternative to getting different nutrients, beware of added sugars and reduced fiber content.
- Greens
- Brown foods – potatoes and onions
 - These foods have a longer shelf life and promote a healthy gut.
- Antioxidants – strawberries, blueberries, blackberries, raspberries
 - Antioxidants are important in protecting the cells in your body against the effects of free radicals (things we are exposed to from tobacco smoke or radiation).
- Colors of the rainbow
 - Notice how the produce section is very colorful. These colorful foods provide our bodies with a variety of nutrients that we need for proper brain function, cell growth and many more aspects of health.
 - Importance of variety in the diet: Eating the various colors of the produce section ensures that you're getting all your nutrients.
 - Different color groups have different functions in the body.
 - Eating a colorful diet promotes nutrient absorption and proper body function.
- Recommended daily intake of fruits and vegetables (MyPlate)
 - Women 51+ years old:
 - ✓ 1.5 cups fruit
 - ✓ 2 cups vegetables
 - Men 51+ years old:
 - ✓ 2 cups fruit
 - ✓ 2.5 cups vegetables
- Fiber importance and recommended intake for healthy adults: 25g/day is typically recommended. The typical adult consumes ~10g/day. It's hard to eat enough fiber because most foods contain less than 5g of fiber. Fiber will keep you feeling fuller longer, so you avoid overeating.
 - Sources of fiber besides produce: whole grains, hot cereals, beans, lentils
- Canned fruit – another great option
 - Fresh produce has a shelf life. If you can't use it quickly enough, frozen or canned fruits are a great option to save money. But fresh is always best.
 - Canned or frozen fruit: Make sure what you buy doesn't have added sugars. *(Show them how to check ingredients on the label to see if sugar is added.)*

Move to deli and bakery section.

Deli and bakery section

(15 minutes)

TALKING POINTS

- Deli meat has a high sodium content to help preserve the meat for a longer shelf life. Deli meats can have high levels of nitrates which can cause damage of cells in the human body. Try to limit deli consumption in the diet!
- The bakery is usually where we find our favorite treats. Try to limit your treats to once or twice a week instead of making them a staple in your diet. Excess sugar in the diet can cause inflammation and weight gain.

Allow time for questions or discussion on topics discussed in this section.

Protein sources

(10 minutes)

Reference Handout 3: Protein Sources

TALKING POINTS

- Reminder: Protein is necessary to build and repair muscle and connective tissue.
- What you'll find in the meat section
 - Mention how we just passed the deli where deli meat can be found.
 - Turkey: Learn how to distinguish between high- and low-fat types of turkey, and how to read labels.
 - Beef: Aim for lower amounts of red meat in your diet. Limit red meat to a handful of times a month and make *lean* meat your main source of protein from meat.
 - Chicken
 - Fish, shrimp, crab
 - Frozen meats and fish are great to have on hand.
- MyPlate recommendations:
 - Women 51+ years old:
 - ✓ 5 oz. meat equivalent*
 - Men 51+ years old:
 - ✓ 5.5 oz. meat equivalent*

Move to aisles. As you go, mention that the processed meat section has hot dogs, lunch meats, etc.

- Buying meat that is less processed is a better option.

- Deli meat has a high sodium content to help preserve it for longer shelf life. Deli meats can also have high levels of nitrates, which can damage cells in the human body. Try to limit highly processed meat in your diet.

Transition to outside of aisles and reiterate why we shop the perimeter of the store.

- Explain what processed foods are and that highly processed foods (containing high levels of sugar and sodium) are usually found in the aisles.
- A lot of good foods can also be found in aisles, including canned fruits and vegetables, beans, rice, whole grains, etc.

Allow time for questions or discussion on topics discussed in this section.

Nutrition facts labels

(15 minutes)

Handout 4: Nutrition Facts Labels

TALKING POINTS

- Pick up a box to compare its label with the nutrition label handout. Participants can also pick out a food item to follow along.
 - Explain how to read a Nutrition Facts Label using the handout example.
 1. Servings per container and serving size. Emphasize how serving sizes work pertaining to different foods and drinks. For example, high-calorie drinks in a “single serving” bottle often have 2 servings inside. Make sure they can account for all the calories if drinking the entire bottle, eating 2 cookies, etc.
 2. Calories per serving
 3. % Daily value / grams / Based on a 2,000-calorie diet
 4. Fat content broken down
 - Explain different types of fat: saturated, monounsaturated, polyunsaturated.
 5. Sodium content – how much sodium we need
 6. Carbohydrate content – fiber, sugar, added sugar
 7. Protein
 8. Vitamins and minerals
- Ingredients – what they mean, how to read them, the ingredient in the highest amount is listed first (If the first/main ingredient is sugar, stay away from it!)
- Use the food scale to demonstrate how you would measure out a food that is in *grams* or *ounces* on the food label.
- Talk about food labels and how words can be “tricky.” Show examples throughout the store.
 - “Low-fat” and “fat-free” mean some fat is taken out and typically replaced with sugar.

- High-fructose corn syrup: What it is and why we need to avoid it
- Other words for sugar content (sorbitol, etc.)
- “0 calorie” or “0 sugar” means a non-nutritive sweetener is used.
- “Lowers cholesterol” means it **may** lower cholesterol sometimes if eaten all the time (e.g., sugary cereals).

Allow time for questions or discussion on topics discussed in this section.

How to shop aisles

(10 minutes)

TALKING POINTS

- **Packaged foods, processed foods, longer shelf life foods**
- **Where canned fruits and vegetables can be found**
- **Protein-source alternatives (vegetarian and vegan options)**
- Discuss non-meat protein alternatives (plant-based, vegan) and where these food items can be found in the store.
 - Quinoa, lentils, eggs, tofu, chickpeas, varieties of beans, breads made from sprouted grains, chia seeds
- Discuss processed foods and link to the reason for shopping the perimeter of the store.
 - You’ll find more nutrient-dense foods that are higher in fiber, lower in sodium, lower in sugar.
- Keep these at a minimum in the diet: saturated fat, trans fats, added sugar, high-fructose corn syrup, msg, high-sodium foods.
 - Trans fats raise the level of bad cholesterol in the body, which can increase risk of heart disease and stroke.
 - High-fructose corn syrup increases the risk of inflammation, obesity, diabetes and heart conditions, and can cause high insulin levels (due to high amount of sugar). Try to reduce consuming this at all costs (look at the ingredients list to figure out if the product contains high-fructose corn syrup).
 - MSG is a flavor enhancer that is primarily found in processed foods. It has been linked to possibly increasing obesity and metabolic disorders.

Allow time for questions or discussion on topics discussed in this section.

Activity: Hidden ingredients

(10 minutes)

TALKING POINTS

- Let's look for hidden ingredients.
- Have everyone grab an item they would normally buy and read the label to see if it has trans fat, high-fructose corn syrup, msg or added sugars.
- Have 2 to 3 participants share with the group what they noticed.

Transition

Moving from aisles back to processed meat section that contains hot dogs, more lunch meat, etc., remind the group that these are second-best sources of protein and they should try to consume them in moderation.

- Explain how all these packaged foods have nutrition facts labels, and now that they know how to read them, they can easily refer to the package to decide whether the food will be healthy or not.
- Have participants pick up a package in this section and look at the nutrition facts label.

Dairy

(10 minutes)

TALKING POINTS

- **Milk, yogurt, cheese**
- Importance of dairy in the diet (calcium, nutrients)
 - Calcium is required for proper heart and muscle function, along with helping your body maintain and build bone density. Calcium should be consumed with Vitamin D for optimal absorption in the body.
 - Checking nutrition facts labels and ingredient lists is important when trying to make sure your product contains these essential vitamins and minerals.
- MyPlate recommendations
 - Women and men 51+ years old:
 - ✓ 3 cups
- Good sources of dairy: Milk, yogurt, cheese, cottage cheese, pudding made with milk, frozen yogurt, calcium-fortified soy milk
- Intolerance to dairy (lactose-intolerant)
 - Non-dairy milk substitutes such as nut milks
 - Alternatives to ensure adequate amounts of calcium and vitamin D: Calcium-fortified juices, cereals, and breads; rice milk; almond milk; canned fish; soy products (soy milk, soy beans); leafy greens such as collard and turnip greens; kale and bok choy

Allow time for questions or discussion on topics in this section.

Works Cited

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