



Wolf Rinke Associates, Inc.

# READ AND GROW RICH

The eNewsletter for Savvy Nutrition Professionals

Vol. 8 No. 9, Sep. 2016 Copyright 2016 by Wolf J. Rinke, PhD, RDN, CSP

<http://www.easyCPEcredits.com>

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## INSIGHT BREAK

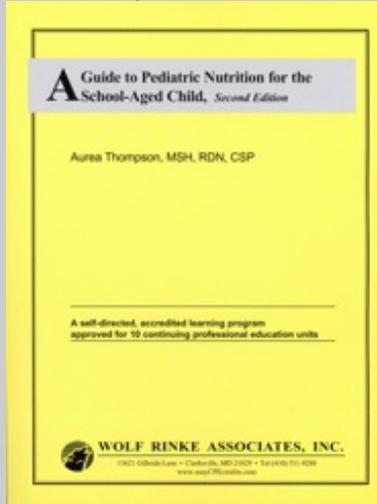
*"People are reflections of you. Whatever you love or hate about others is what you love or hate about yourself."*

*--Wolf J. Rinke*

## 1. NEW CPE PROGRAM--HOT OFF THE PRESS

### **A Guide to Pediatric Nutrition for the School-Aged Child, 2nd Edition**

Aurea Thompson, MSH, RDN, CSP



C280	10 CPEUs	<b>HARD COPY</b>	\$84.95	<a href="#">Add to Cart</a>
C280E	10 CPEUs	<b>ELECTRONIC</b>	\$79.95	<a href="#">Add to Cart</a>

**Manual with 1 Reporting Form** (176 pgs) Provides practical information that will enable you to assess nutrient and fluid needs of the school-age child, including children with developmental disabilities who may require enteral nutrition support. It will help you:

- educate children and their families regarding sound nutrition practices
- develop nutrition care plans for school-age children
- assess nutrient needs for overweight children
- provide parental interventions for weight management
- evaluate the difference between eating disorders and disordered eating
- specify nutrient intervention and repletion
- assess fluid and nutrient needs for children participating in physical activity
- evaluate nutrient needs for children with developmental disabilities
- implement feeding delivery for children receiving enteral nutrition support

For more information [click here.](#)

Approved by [CDR](#), [CBDM](#)

**For RDs/RDNs & DTRs/NDTRs for the Professional Development Portfolio:**

**SUGGESTED Learning Need Codes:**

2000, 2070, 2090, 3000, 3020, 3030, 3040, 3050, 3060, 4000, 4030, 4060, 4080, 4150, 4160, 5000, 5010, 5020, 5050, 5070, 5180, 5200, 5210, 5220, 5370, 5390, 5410, 5440, 5450, 6000, 6010, 6020, 6040, 8010

**SUGGESTED Performance Indicators (PIs):**

1.3.3, 2.1.5, 6.3.11, 8.1.1, 8.1.2, 8.1.3, 8.1.4, 8.1.5, 8.2.4, 8.3.1, 8.3.6, 9.4.1, 9.4.2, 9.4.3, 9.4.4, 9.4.5, 9.4.6, 9.6.7, 10.2.1, 10.2.2, 10.2.3, 10.2.4, 10.2.5, 10.2.7, 10.2.9, 10.2.10, 10.4.3, 10.4.4, 12.4.6.

NOTE: According to CDR: "The performance indicators [PI's] are working the same way as Learning Need Codes. Practitioners do not have to use the suggested PI's. If they feel they have something in their Learning Plan that relates to the activity, but is not a suggestion by the provider, they may still use it."

Reminder: Meet your 5 year ethics requirement with our FREE Ethics CPE program, C237E, 2 CPEUs. Developed in collaboration with CDR. Free with purchase of any CPE Program, available in electronic format only! For more information and customer comments, [click here.](#)

## 2. LAST CHANCE FOR SUMMER COUPON FOR SUBSCRIBERS ONLY

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**Coupon expires 8/31/16.**

## 3. NUTRITION NEWS YOU CAN USE

*Poor Nutrition is Associated with Impaired Social Functioning in Childhood*

This study assessed 1,553 male and female 3-year-olds from a birth cohort on measures of malnutrition, social behavior and verbal and spatial neurocognitive functions. Children with indicators of malnutrition showed impaired social behavior as compared with children in the control group with adequate nutritional status. The researchers concluded: "... promoting good nutrition, may help promote positive social behavior in early childhood during a critical period for social and neurocognitive development, with implications for improving positive health in adulthood."

**ACTION STEPS:** For in-depth information about the benefits of proper nutrition for children enter the keywords "pediatric nutrition" in the search field at [www.easyCPEcredits.com](http://www.easyCPEcredits.com) and find 14 CPE programs to choose from, including our completely revised and updated *A Guide to Pediatric Nutrition*

for the *School-Aged Child, 2nd Edition*, C280, 10 CPEUs, see above or go to <http://www.wolfrinke.com/CEFILES/C205CPEcourse.htm>.

Source: Liu, J and A. Raine, Nutritional status and social behavior in preschool children: the mediating effects of neurocognitive functioning, *Maternal & Child Nutrition*, 1 May 2016, DOI: 10.1111/mcn.12321, <http://onlinelibrary.wiley.com/doi/10.1111/mcn.12321/full>.

## 4. BUILD POSITIVE SELF-ESTEEM–SUCCEED FASTER: PART II & SPECIAL OFFER By Wolf J. Rinke, PhD, RDN, CSP

In the [previous issue](#) of this eNL you learned how to assess your own level of self-esteem and discovered why it is important to:

- Take Advantage of the Secret to Success
- Accept 100 percent responsibility for Your Life
- Use Positive Affirmations

In this issue I will present you with three specific strategies that will enable you to build your positive self-esteem:

### **Practice the Double Win**

Practicing the double win, which maintains that ultimately if you win, I win, has an especially positive potential. Most people see life as a fixed pie or zero-sum notion (as I did until I taught myself otherwise). They assume that for them to get something, someone has to give something up. They focus on one or two obvious solutions when most of the time there are literally hundreds of options. To find those options however requires you to change the way you think and behave. It requires you to develop a new habit of working together to defeat the problem instead of the other party. It requires you to shift from win-lose thinking to problem solving.

There are many examples of this paradigm shift and the positive results it will have for you. A husband and wife have had a particularly busy week and want to reward themselves with a special treat. She says, "I want to go to the theater." He says, "I just want to have a leisurely dinner and relax." Two obvious solutions, perceived as a fixed pie. "If we go to dinner I have to give in, and he always gets his way," thinks the wife. "If we go to the theater I have to give in, and she is already so bossy," thinks the husband. Both are using their abundant mental energies to defeat the other person. Instead, they could find out what the other person *really* wants and then using their mental energies to mutually generate as many options as possible that meet both of their needs. In a win-win mode, they would express themselves using "I" language. The wife would say, "I want to be entertained." The husband would say, "I want to relax." If they put their heads together to generate ideas that meet both of their needs, they would probably come up with many options, including dinner theater, a real win-win outcome, or dinner first, then a comedy club, or a catered dinner at home and a trip to the movies.

### **Give Yourself Away**

Selflessly giving yourself away, even in small ways, will make you feel good about yourself and will help you build your self-esteem. There are many treasures that you can give away, including your expertise; we all have a skill, competence, or ability that will help others. But there are many intangibles that can make a big difference in people's lives as well. These include kindness, active listening, genuine interest, loyalty, courtesy, tolerance, a positive attitude, love, and appreciation. Dispensing liberal doses of all of these will not take anything away from you nor will it hurt you.

Here are several inexpensive ways that you can try to see if it will work for you. At the next opportunity hold the door open for someone else, let someone into the lane in front of you while driving; if you feel compelled to use sign language while driving, make it positive sign language--wave at the other driver instead of giving him the digit; pick up something that someone has lost and return it *before* looking at it to see how valuable it is; distract a small child that is giving his parent a hard time at the supermarket checkout counter; smile at others as they pass you by; express empathy to a person who is serving you; make peace with your enemies; and compliment someone you envy. All of these will build confidence in yourself because nothing builds your self-esteem more effectively than building the self-esteem of others.

Actions like these will also restore your positive perception of human nature, because life is like a mirror, in the long run you get back what you give. In fact, you will get back more than you give because giving yourself away is just like money in the bank. It will pay you interest and dividends.

Abide by the following rules to give yourself away effectively:

- Speak from the heart, not the head

- Never fib or make up something
- Mean what you say or don't say it at all
- Walk your talk
- Do it NOW
- Do it first (don't wait for the other person to start)
- Do it without expecting anything in return.

The reason for these rules is that people, regardless of their level of education, are extremely street-smart. If you do not mean what you say, they will know that you are not sincere. Plus people pay a lot more attention to your behavior than your words, so mean what you say and practice what you teach.

### **Catch Others Doing Things Right**

As a manager, I used to concentrate on people's weaknesses, generally assuming that people were lazy and wanted to get away with doing as little as possible. Because people were basically "no good," I had to supervise them closely, making sure that they did things the way I wanted them done. And, if they did not comply, I was quick to point out what they had done wrong.

Because people see themselves the way others see them (psychologists refer to this as the looking-glass theory), and because it is not possible for others to consistently do things exactly the way I would do them, I set people up for failure before they ever started. Failing makes people feel demoralized, depressed, and devalued, and lowers their self-esteem. My employees' performance of course continued to further diminish and before I knew it, they had fulfilled both my self-fulfilling prophecy and their own. And so, I was "right" again. Just as I suspected, they were indeed "no good."

Once I learned to focus my abundant mental energies on catching others doing things RIGHT, I began to reverse this destructive cycle. What I found, contrary to my earlier beliefs, was that most people want to do a good job and are trustworthy and dedicated, provided that is what is expected of them, and they are treated and rewarded accordingly.

This change came about not because of other people, but because I took ownership of *my* actions, recognizing that most people deliver in the long run what I expect from them. Now I make it a practice to treat all people as if they are winners, team members, and adults. I continue to operate under that belief until they prove me wrong. (If this gets you excited read my [Winning Management](#) book, it is approved for 28 CPEUs.

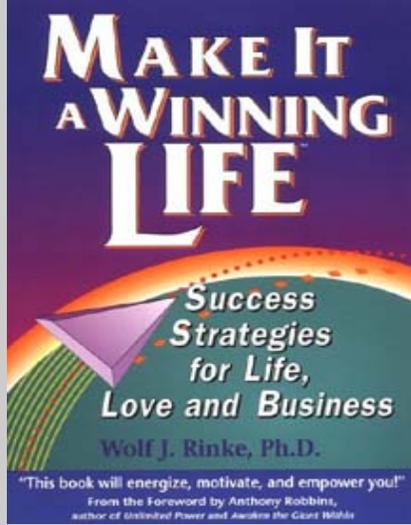
Whatever you do, however, do not limit your catching others doing things *right* to work. Apply it generously whenever you can find an opportunity. Why? Because one of the best ways to raise your self-esteem is to raise someone else's self-esteem! Make that important positive call to one of your friends, say the important positive words to your key employees, and find something to praise your children about. Tonight, when you kiss your children good night, tell each of them how happy you are to be the proud parent of such a "dynamite" child. Don't forget to catch your spouse doing something, right, and then tell him or her how fortunate you are to be married to such an exceptional human being. Whatever you do, remember to *do it now* because a positive thought kept to yourself is not worth anything.

Look for the next issue of this eNL to discover four other strategies that will enable you to build your positive self-esteem.

Source: Based in part on Chapter 3 of my book *Make it a Winning Life: Success Strategies for Life, Love and Business*, Achievement Publishers. Take advantage of my special offer below.

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## 5. HUMOR BREAK

### *A Lesson in Humility*

If you can...

- start your day without caffeine,
  - always be cheerful, ignoring aches and pains,
  - resist complaining and boring people with your troubles,
  - eat the same food every day and be grateful for it,
  - understand when others are too busy to give you any time,
  - overlook it when those you love take it out on you
  - never correct others,
  - resist treating a rich friend better than a poor friend,
  - face the world without lies and deceit,
  - conquer tension without medical help,
  - relax without booze,
  - have no prejudice against creed, color or politics,
- then, my friend, you are almost as good as your dog.  
--Anonymous

## 6. ABOUT THE EDITOR



Dr. Wolf J. Rinke, RDN, CSP, is the president of Wolf Rinke Associates, Inc.--an accredited provider of easy to use pre-approved CPE self-study programs for nutrition professionals since 1990, available at <http://www.easyCPEcredits.com>.

If you have questions, or would like him to address a specific issue or topic in this eNewsletter please e-mail him at [WolfRinke@aol.com](mailto:WolfRinke@aol.com).

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