
Lesson 10 Quiz: **THE FIRST SESSION**

1. Before and during a client's first session, you need to think about BDI, which stands for...
 - a. Business development, developing a relationship and intuition
 - b. Business, develop a relationship, and intake**
 - c. Business, diet and intake
 - d. Building relationship, diet and intake
2. When growing your business, your success will oftentimes depend first on...
 - a. Developing partnerships with other businesses
 - b. Having your business bank account set up
 - c. Gaining 20 clients
 - d. Establishing a protocol for how you run your company**
3. Teaching an individual about nutrition requires education, but you also need to also establish:
 - a. A professional network
 - b. Good handouts
 - c. A partnership with your client**
 - d. A schedule of meeting times with your client
4. For weight loss, what's a great goal that isn't a number on a scale?
 - a. Having more energy
 - b. Sleeping better
 - c. Having better skin
 - d. A piece of clothing**
5. What homework should you give when a client leaves their first session?
 - a. Two nutrition books to read by the next session
 - b. 5-6 manageable and measurable goals
 - c. A meal plan
 - d. 2 -3 manageable and measurable goals**
6. What is usually important for you to give to a client during session #2?
 - a. A plan and information that is tailored to them**
 - b. A grocery list
 - c. Generic information
 - d. A promise they'll lose 5 pounds

7. How should you make sure your client understands everything about the meal plan?
 - a. Let them go home and read on their own without going through it
 - b. Have them memorize it before going home
 - c. Have them create one on their own**
 - d. If they don't seem to understand it, wait until the next session to give it to them
8. How can you create accountability with your client?
 - a. Establish how you will reprimand them if they do not follow
 - b. Schedule 4-8 weekly appointments in advance**
 - c. Don't schedule appointments ahead of time
 - d. Tell them they can only contact you at a specific time
9. If you want to promote improved behavior from your clients, it's important that you:
 - a. Show them all of the things they've done wrong
 - b. Show the client all the things they've done right**
 - c. Tell them they have to follow the plan or you won't see them anymore
 - d. Tell them they have to follow the plan or their health will deteriorate
10. What's one common mistake that makes it harder for nutritionists to succeed with their clients?
 - a. They give too little science
 - b. They customize a meal plan too much
 - c. They say, "I don't know, I'll get back to you on that"
 - d. They give too much information**
11. If a client is too busy to have an appointment, one way to keep them on course is...
 - a. Surprise them at work
 - b. Send them an email with a few small goals to focus on**
 - c. Give them additional big goals to focus on
 - d. Tell them they have failed