



# the nutrition school

## The First Session

### Lesson 10 Quiz

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