



FFY2012 ARIZONA WIC
FOOD LIST TRAINING
Instructors Guide

Pre-Training Checklist

Use the following checklist to ensure that you are fully prepared to teach this training.

Materials:

- ✓ LCD projector and laptop
- ✓ Copies of the slides for each staff member (as needed)
- ✓ Copies of the FFY2012 Food List Handout (as needed)
- ✓ Whole Grains Handout
- ✓ "In Your Own Words" Handouts

Optional materials for activities:

- ✓ Activity One: Variety of fresh, frozen, and canned WIC allowable fruits and vegetables
- ✓ Optional Activity: Final Supermarket Sweep Physical Activity

Total Training Time: 170 Minutes (3 Hours)

Training Goal:

To inform all WIC staff of upcoming FFY Food List changes, effective October 1st and help staff recognize their role in effectively communicating these changes to WIC participants.

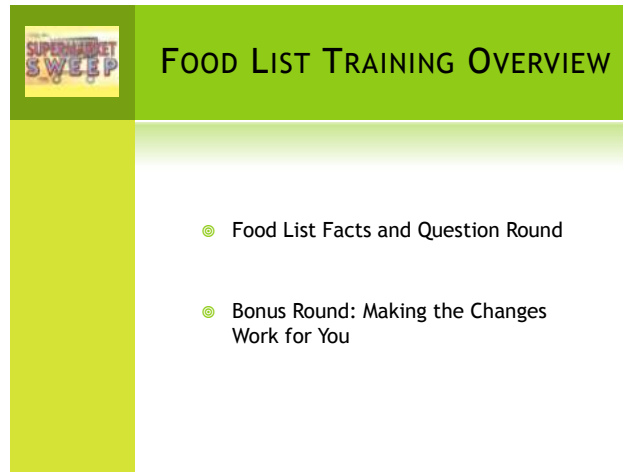
Objectives:

All Arizona WIC staff will:

- ✓ Understand the new changes to the FFY2012 Food List effective October 1st.
- ✓ Identify new foods allowable through Arizona WIC.
- ✓ Feel confident in communicating the FFY2012 Food List changes to WIC participants.
- ✓ Practice communicating the food list changes to support healthy food choices with WIC participants.

I. Introduction (10 Minutes)

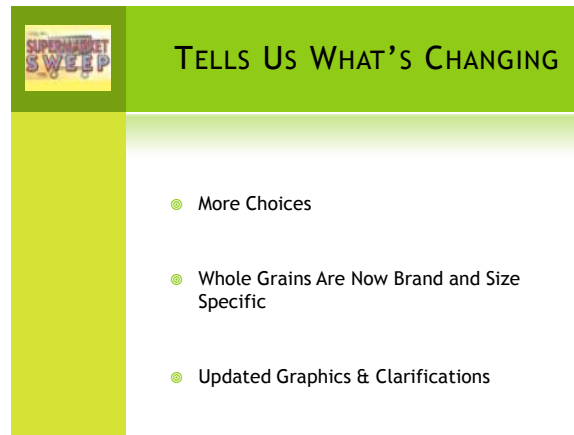
→ Show Slide Two



Trainer:

1. Welcome the staff. Introduce self and purpose of this training, including goals and objectives.
2. Provide a summary of the material being covered and the format of the training session. The format of this training is designed around integrating simple facts about the new FFY2012 Food List with activities to reinforce the new information. The training will conclude with an opportunity for staff to practice their new skills in communicating the upcoming changes to WIC participants.
3. Reinforce the important role all WIC staff play in communicating the allowable WIC foods to WIC participants and ensuring WIC participants feel comfortable redeeming WIC checks and have an enjoyable overall shopping experience.

→ Show Slide Three



Trainer:

1. Inform staff that the changes to the food list now include:
 - a. More choices of allowable WIC foods for participants in different forms and varieties.
 - b. One size option for whole grains and specific brands for whole grain options to help eliminate confusion over allowable whole grains.
 - c. Updated graphics and text clarifications to the actual food list that also help the participant have an easier shopping experience when redeeming their WIC checks.

→ Show Slide Four



Trainer:

1. Reassure staff of the things that are NOT changing with the FFY2012 Food List:
 - a. The food list will still contain all of the same current foods that are on the list.
 - b. The food list will not include any new sizes of current foods.
 - c. The food list will have the same look, with the exception of a small color differential with the border to allow staff to be able to easily identify the new food list from the current food list. (This will be discussed again later at the conclusion of the training.)

→ Show Slide Five

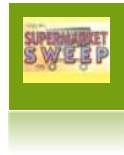


Trainer:

1. Other reminders for staff - The food list changes will not impact the food packages in AIM (with exception to the exclusively nursing with multiples category).
2. AIM will automatically start printing the new foods October 1, 2011.

II. Activity One – Guess the Retail Price (10 Minutes)

→ Show Slide Six



Guess the Retail Price!

Trainer:

1. Depending on your staff meeting size, divide staff into groups, with no more than six, and no fewer than two people per group.
2. Arrange the following four different displays: (You can use any monetary value of products for the display, but know how much each display totals up to in advance)
 - a. \$X worth of fresh fruits and vegetables
 - b. \$X worth of allowable canned fruits and vegetables (refer to the FFY2012 food list to determine allowable canned products)
 - c. \$X worth of frozen fruits and vegetables (refer to the FFY2012 food list handout to determine allowable frozen products)
 - d. \$X worth of a combination of fresh, frozen, and canned allowable fruits and vegetables
3. Allow 5 minutes for each team to guess the actual retail price of each set of fruit and vegetables.
4. Have each group take turn sharing their “guesses” with the group.

Activity Wrap-Up:

Emphasize to staff that this activity shows that it can sometimes be complicated or confusing for participants to determine how much fruits and vegetables they can get with their Cash Value Voucher (CVV); therefore, it is extremely important that participants feel comfortable shopping for fruits and vegetables and how to use their CVV BEFORE they leave the clinic. Every participant should be asked when they return to the clinic how their shopping experience was and if they have any questions about using their CVV or WIC checks.

III. Discussion (10 Minutes)

→ Show Slide Seven



The slide features a green header with the text "WHAT'S CHANGING WITH MILK?". On the left side, there is a small graphic that says "SUPERMARKET SWEEP". The main content area is white with a green border on the left. It contains a bulleted list of items that are staying the same.

- Nothing...it's staying the same, including:
 - Types
 - Sizes
 - Lowest Cost
 - Can/Cannot Buy

Trainer:

1. Inform staff that there will be no changes to the milk category.
2. Participants will still be required to purchase the lowest cost milk.

→ Show Slide Eight



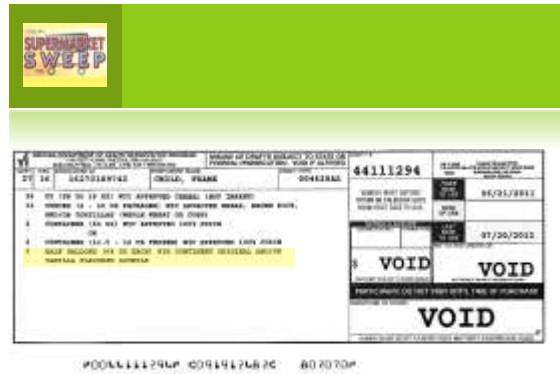
The slide features a green header with the text "WHAT'S CHANGING WITH MILK ALTERNATIVES?". On the left side, there is a small graphic that says "SUPERMARKET SWEEP". The main content area is white with a green border on the left. It contains a bulleted list of updates to the milk alternatives category, including a new product and updated graphics. Two images of 8th Continent vanilla soy milk cartons are shown on the right.

- 8th Continent's Vanilla flavor now meets the nutrient requirements for WIC, so will be added
- Updated graphics
- Tofu and Goat Milk sections staying the same.

Trainer:

1. Inform staff that the milk alternatives food category will now include the 8th Continent vanilla flavor refrigerated soy milk that meets WIC requirements. This variety will now be included on the FFY2012 food list. The food list has also been updated with the new packaging graphics.
2. There will be no changes to tofu and goat milk options.

→ Show Slide Nine



Trainer:

1. This slide shows how the line item for the soy milk on the new checks will read. It reads as follows:

“2 half gallons (64 oz each) 8th Continent Original and/or vanilla flavored soymilk.”

→ Show Slide Ten

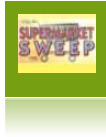


Trainer:

1. Inform staff that there will be no changes to the cheese category.

IV. Activity Two – Round Robin (10 Minutes)

→ Show Slide Eleven



Round Robin!

Trainer:

1. Show the teams the scrambled letters of a WIC brand name, WIC food, or WIC item, with two clues given for each scrambled word:
 - a. omfltwkail (answer is Lowfat Milk) → **Show Slide Twelve**
Clue 1: An excellent source of calcium, vitamin D, and protein.
Clue 2: The recommended servings for children are 2 cups/day.
 - b. eeaaleeswrahhatewdlrob (answer is Sara Lee Whole Wheat Bread)
→ **Show Slide Thirteen**
Clue 1: Brand slogan “You know what they like.”
Clue 2: This company was started by a bakery entrepreneur who named the company after his daughter.
 - c. onmiwaiolrththesaestlwihso (answer is Mission Whole Wheat Tortillas)
→ **Show Slide Fourteen**
Clue 1: This company joined the Share Our Strength, No Kid Hungry campaign to end childhood hunger by 2015.
Clue 2: Brand slogan “Tasty tortillas, fresh ideas.”
 - d. reigeastgnaep (answer is Green Giant Peas)
→ **Show Slide Fifteen**
Clue 1: This is a vegetable company owned by General Mills.
Clue 2: This brand is recognized for its BIG popular mascot that “stands for goodness.”

Activity Wrap-Up:

This activity gives staff a “preview” of specific brands that have been added to the FFY2012 food list which will be discussed later in the training. It also serves to build familiarity with new brands and lead into the next discussion.

V. Whole Grains Discussion (20 Minutes)

→ Show Slide Sixteen



Trainer:

1. Inform staff that in effort to reduce confusion, all whole grain options will now be in a 16 ounce size only. The child categories receive 32 ounces of whole grains per month; therefore, they will have options of two 16 ounce products that may be any combination of bread, tortillas, and/or rice.
2. Through participant surveys and focus groups we also found that WIC participants were having difficulty determining the correct whole grain products with the “any brand” option; therefore, also in an effort to reduce confusion all whole grains are brand specific. Brands were selected based on analysis of statewide availability, participant preference, cost, and meeting the federal criteria.
3. The whole grain category also now includes whole wheat flour tortillas for participants. This was added based off of participant demand reflected in the participant survey.
4. All of the “cannot buy” standards will remain the same for the whole grains category.
5. **PASS OUT THE WHOLE GRAINS HANDOUT.** The whole grains handout was created in an effort to inform WIC participants of the new size and brands of the whole grains early. Staff should start distributing this handout to participants beginning in their August appointments. Participants can start looking for and purchasing the 16 ounce sizes and specific brands with their current checks, with an exception of the whole wheat tortillas, which will not be allowed for purchase until October 1st, 2011.
6. The next few slides will go into the specifics of each whole grain option in more detail that may answer any questions staff may have about allowable whole grains.

→ Show Slide Seventeen



Trainer:

1. As mentioned earlier, all grains, including the whole grain bread category is now a 16 ounce only package size.
2. Breads are still 100% Whole Wheat.
3. The allowable brands, in 16 ounces sizes, beginning October 1st, 2011 include:
 - a. Bimbo 100% Whole Wheat Bread
 - b. Roman Meal Sun Grain 100% Whole Wheat Bread
 - c. Sara Lee Classic 100% Whole Wheat Bread
 - d. Wonder Soft 100% Whole Wheat Bread
4. Participants may also still purchase any store brand of bread labeled 100% Whole Wheat. This includes story bakery breads labeled 100% Whole Wheat in 16 ounce sizes.

→ **Show Slide Eighteen**



Trainer:

1. The allowable brands of brown rice, in 16 ounces sizes, beginning October 1st, 2011 include:
 - a. Blue Ribbon Brown Rice
 - b. Shurfine Brown Rice
 - c. Springfield Brown Rice
 - d. Mahatma Brown Rice
2. Any store brand of brown rice, in a 16 ounce size, is also available.

→ Show Slide Nineteen



SOFT CORN TORTILLAS

Any of the following soft corn tortillas in a 16 oz size only:

- Any store brand
- Bueno
- Casa Rica
- Don Pancho
- Guerrero
- La Banderita
- La Burrita
- Mama Lola's
- Mission
- Santa Fe Tortilla Company

Trainer:

1. The allowable brands of soft corn tortillas, beginning October 1st, 2011 include:
 - a. Bueno
 - b. Casa Rica
 - c. Don Pancho
 - d. Guerrero
 - e. La Banderita
 - f. La Burrita
 - g. Mama Lola's
 - h. Mission
 - i. Santa Fe Tortilla Company
2. Any store brand of soft corn tortillas in a 16 ounce size are also available.

→ Show Slide Twenty

WHOLE WHEAT FLOUR TORTILLAS

Any of the following whole wheat flour tortillas in a 16 oz size only:

- Any store brand whole wheat flour tortillas
- Guerrero Tortillas de Harina Integral
- La Banderita Fajita Whole Wheat Tortillas
- Mission Whole Wheat Tortillas (medium, soft taco)

Trainer:

1. As mentioned earlier, an exciting new whole grain option for Arizona WIC participants is whole wheat flour tortillas in addition to the soft corn tortillas.
2. The allowable brands of whole wheat flour tortillas, in a 16 ounce size, beginning October 1st, 2011 include:
 - a. Guerrero – Tortillas de harina integral
 - b. La Banderita – Fajita Whole Wheat Tortillas
 - c. Mission – Whole Wheat Tortillas (Medium, Soft Taco)
3. Any store brand of whole wheat flour tortillas, in a 16 ounce size, are also available.

→ Show Slide Twenty-One and Slide Twenty-Two

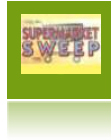


Trainer:

1. This slide shows how the line item for the whole grains on the new checks will read. It reads as follows:
 “16 ounces (1 – 16 oz package) or 32 ounces (2 – 16 oz packages)” for the child category “WIC approved bread, brown rice, and/or tortillas (whole wheat or corn)”

VI. Activity Three – Fact Or Not A Fact (10 Minutes)

→ Show Slide Twenty-Three



Fact or Not A Fact!

Trainer:

1. Teams will determine whether a statement about an authorized whole grain product is a Fact or Not a Fact:

- a. Beginning October 1st, 2011 children can purchase whole wheat flour tortillas in sizes up to 32 ounces.

Answer: Not a Fact. Whole wheat flour tortillas will be a new product offered to all categories, including children, but sizes will be available in 16 ounces only. Children receive 32 ounces of whole grain products each month; therefore, children will receive 2 – 16 ounce packages.

- b. Participants can purchase any store brand of any of the food items in the whole grains category.

Answer: Fact. Properly labeled store brand options in 16 ounce sizes are allowed for all of the whole grain foods.

- c. Mission brand tortillas are allowable for both corn tortillas and whole wheat flour tortillas.

Answer: Fact. Both Mission brand soft corn tortillas and Mission whole wheat flour tortillas are allowable whole grain options.

- d. Participants can purchase 16 ounce packages of 100% whole wheat bread, rolls, and buns now and with the new food list options beginning October 1st, 2011.

Answer: Not a Fact. Beginning October 1st, 2011 participants will no longer be allowed to purchase rolls and buns due to lack of availability of 16 oz package sizes.

Activity Wrap-Up:

These questions serve as reminders about the differences in the whole grain options between the current food list and the new food list.

VII. Fruits and Vegetables Discussion (20 Minutes)

→ Show Slide Twenty-Four



Trainer:

1. As mentioned earlier, AZ WIC is increasing the types of fruit and vegetable options available to participants by keeping the fresh variety, but also adding canned and frozen options.
2. Although, with this option also comes complexity and possible confusion at the point of purchase for participants. For this reason, it is really important that participants feel confident about how to properly select the allowable canned and frozen options and how to simplify price calculations based on the amount of their Cash Value Voucher (CVV).
3. Participants are able to combine multiple CVV's, such as two \$5.00 CVV's and one \$6.00 CVV for a total of \$16.00 to make their fruit and vegetable purchase.
4. With the new options, participants are also able to combine fresh, canned, and frozen varieties up to the CVV value in a single purchase.
5. Let's continue by starting with looking at the allowable fruit options.

→ **Show Slide Twenty-Five**



FROZEN FRUITS

- Any combination of **store brand, Dole** or **Cascadian Farm** brands of frozen fruits.
- **CAN BUY:**
 - Any size and type of container
 - Any plain fruit or mixed fruit
 - Organic

Trainer:

1. We will start by looking at the allowable frozen fruit options.
2. Starting October 1st, 2011 participants will be able to purchase the following brands of frozen fruits: Dole, Cascadian Farms, or any store brand.
3. Participants **CAN** buy: Any size and type of frozen container, any plain fruit or mixed fruit variety, and organic varieties of the allowable brands.

→ **Show Slide Twenty-Six**



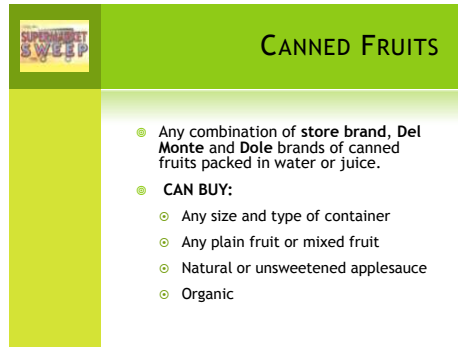
FROZEN FRUITS
CONTINUED

- **CANNOT BUY:**
 - Added sugars, fats, oils, or salt
 - Artificial sweeteners such as Splenda or NutraSweet
 - Added ingredients
 - Smoothies

Trainer:

1. Participants **CANNOT** buy any frozen fruits with the following:
 - a. No added sugars, fats, oils, or salts
 - b. No artificial sweeteners (such as Splenda or NutraSweet)
 - c. No added ingredients
 - d. No frozen smoothies
2. Time will be allowed in the closing activity for staff to practice how they would communicate these cannot buy limitations with participants so it can be easily understood.

→ **Show Slide Twenty-Seven**



CANNED FRUITS

- Any combination of store brand, Del Monte and Dole brands of canned fruits packed in water or juice.
- **CAN BUY:**
 - Any size and type of container
 - Any plain fruit or mixed fruit
 - Natural or unsweetened applesauce
 - Organic

Trainer:

1. Next we will discuss the new canned fruit options.
2. Beginning October 1st, 2011 participants will be able to purchase the following brands of canned fruits: Dole, Del Monte, and any store brand canned in water or juice.
3. Participants CAN buy any size and type of canned container, any plain single fruit or mixed canned fruit, and organic canned fruits.
4. Participants will also be allowed to purchase natural or unsweetened applesauce under the canned fruit option.

→ **Show Slide Twenty-Eight**



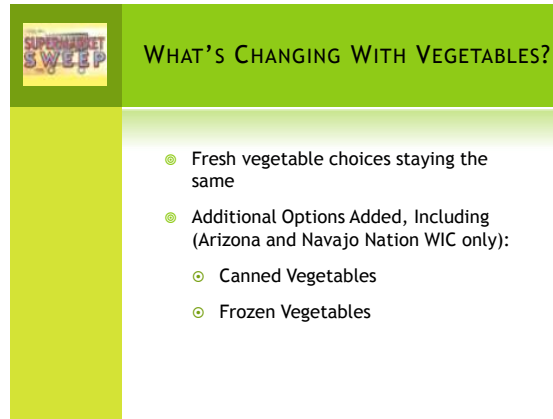
CANNED FRUITS
CONTINUED

- **CANNOT BUY:**
 - Fruit packed in syrup such as heavy, light, or extra light
 - Fruit with added sugars, fats, oils, artificial sweeteners or salt
 - Fruit packed in sweetened fruit juice or nectar
 - Fruit cocktail, cranberry sauce, or pie filling

Trainer:

1. Participants CANNOT buy the following canned fruits:
 - a. No fruits canned in syrups (including heavy, light, and extra light syrup).
 - b. No fruits with added sugars, fats, oils, artificial sweeteners, or salt.
 - c. No fruits in sweetened fruit juice or nectar.
 - d. No fruit cocktails, cranberry sauce, or canned fruit pie filling.

→ Show Slide Twenty-Nine



Slide 29: WHAT'S CHANGING WITH VEGETABLES?

- Fresh vegetable choices staying the same
- Additional Options Added, Including (Arizona and Navajo Nation WIC only):
 - Canned Vegetables
 - Frozen Vegetables

Trainer:

1. We will now discuss the new vegetable options. As a reminder, the fresh vegetable option will remain the same, and the canned and frozen vegetable options will be effective October 1st, 2011.

→ Show Slide Thirty and Thirty-One



Slide 30: FROZEN VEGETABLES

- Any combination of store brand, Green Giant or Birds Eye brands of frozen vegetables.
- CAN BUY:
 - Any size and type of container
 - Any vegetable mixtures without potatoes
 - Sweet potatoes and yams without added sugar or syrup
 - Organic
 - Steamer bags

Slide 31: FROZEN VEGETABLES CONTINUED

- CANNOT BUY:
 - Breaded or flavored vegetables
 - Any potatoes other than sweet potatoes or yams
 - French fries, tater tots, hash browns, or mashed potatoes
 - Vegetables with sauce such as cheese, butter, or teriyaki sauce
 - Vegetables with added sugar, oil, fat, pasta, rice, or any other ingredients

Trainer:

1. Beginning October 1st, 2011 participants CAN buy the following brands of frozen vegetables: Green Giant, Birds Eye, and any store brand in any size and type of packaging, including steamer bags. Sweet potatoes and yams without added sugar or syrup are allowed. Participants can buy organic varieties.
2. Participants CANNOT buy breaded or flavored vegetables, any potatoes (other than sweet potatoes or yams), frozen french fries, tater tots, hash browns, or mashed potatoes, vegetables in sauce, or vegetables with added sugars, oils, fats, pasta, rice, or other ingredients.

→ Show Slide Thirty-Two and Slide Thirty-Three

The image shows two presentation slides side-by-side. Both slides have a green header with the text 'CANNED VEGETABLES' and a small 'SUPERMARKET SWEEP' logo in the top left corner. The left slide lists guidelines for what can be bought, while the right slide lists what cannot be bought.

CANNED VEGETABLES

- Any combination of store brand, Del Monte, Green Giant, or Libby's brands of canned vegetables.
- **CAN BUY:**
 - Any size and type of container
 - Regular and low sodium allowed
 - Any vegetable mixtures without potatoes
 - Sweet potatoes and yams without added sugar or syrup
 - Tomato pastes, purees or whole crushed tomatoes
 - Organic

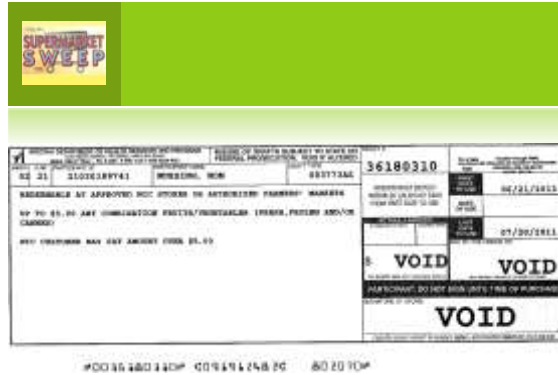
CANNED VEGETABLES
CONTINUED

- **CANNOT BUY:**
 - Vegetables with added fats, sugars, or oil
 - Added pastas or rice
 - Potatoes other than sweet potatoes or yams
 - Pickled, creamed or sauced vegetables
 - Soups, ketchups, relish, olives, salsas
 - Sauced, stewed, or diced tomatoes

Trainer:

1. Now we will discuss canned vegetable options. Beginning October 1st, 2011 participants will be able to purchase the following brands of canned vegetables: Del Monte, Green Giant, Libby's, and any store brand in any size or container.
2. Participants CAN buy organic, regular or low sodium, any vegetable mixtures without potatoes, sweet potatoes and yams without added sugar or syrup, tomato pastes, purees, and whole crushed tomatoes.
3. Participants CANNOT buy canned vegetables with added sugars, fats, or oils, added pastas or rice, potatoes (other than sweet potatoes or yams), pickled, creamed, or sauced vegetables including sauced, stewed, or diced tomatoes. Participants also CANNOT purchase soups, ketchups, relish, olives, or salsas.

→ Show Slide Thirty-Four

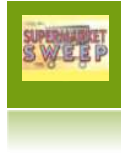


Trainer:

1. The new CVV will start printing October 1st, 2011 and read:
“..any combination fruits/vegetables (fresh, frozen, and/or canned)”
2. Allow time for staff to discuss all of the new brands and varieties of fruits and vegetables and discuss points of confusion they may anticipate with participants.
3. Remind staff that the training will conclude with an opportunity for staff to practice how they can communicate these changes to participants in their own words.

VIII. Activity Four – Supermarket Trivia (10 Minutes)

→ Show Slide Thirty-Five



Supermarket Trivia!

Trainer:

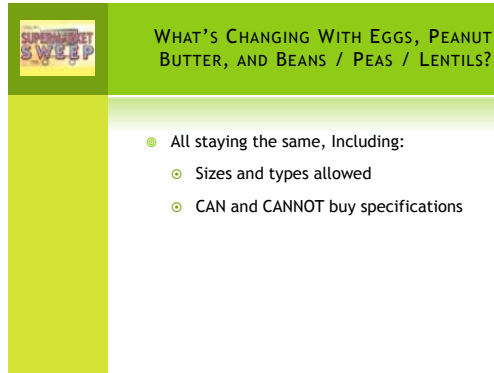
1. Teams will be asked three trivia questions about allowable canned and frozen fruits and vegetables from the new FFY2012 food list:
 - a. What are the allowable brands for canned fruits?
Answer: Del Monte, Dole, and Store Brands.
 - b. Name three “cannot buy” rules for frozen vegetables.
Answer: Any three of the following – cannot buy breaded or seasoned vegetables, any potatoes (other than sweet potatoes or yams), french fries, tater tots, hash browns, or mashed potatoes, vegetables with sauce, or vegetables with added sugar, syrup, oil, fat, pasta, rice, or any other ingredients.
 - c. What is your closest farmers’ market?
Answers will vary depending on location of clinic. (Note to Trainer – This question is asked to reinforce the opportunity for staff to promote the redemption of their CVV at a farmers’ market.)

Activity Wrap-Up:

Most of these trivia questions require reference back to the food list to find the answer. It is difficult to memorize the CAN buy and CANNOT buy requirements. Reinforce with staff the importance of having participants refer back to their food list with questions.

IX. Discussion (20 Minutes)

→ Show Slide Thirty-Six



The slide features a green header with the title "WHAT'S CHANGING WITH EGGS, PEANUT BUTTER, AND BEANS / PEAS / LENTILS?". On the left side, there is a vertical green bar and a small image of a "SWEET SWEEP" product. The main content area is white and contains a bulleted list.

- All staying the same, Including:
 - Sizes and types allowed
 - CAN and CANNOT buy specifications

Trainer:

1. We now transition to the protein food category including eggs, peanut butter, and beans/peas/and lentils.
2. There are not any changes to these food items in the new food list and all of the can and cannot buy criteria will remain the same.
3. We do have an added option in this category now which has been of great demand from our participants – This is the canned beans option.

→ Show Slide Thirty-Seven



NEW...CANNED BEANS

Can buy any following brands and varieties of beans in up to 16 oz size:

- **Bush's** (Pinto, Black, Dark Red Kidney, Garbanzo, Cannellini White Kidney, and Great Northern)
- **El Mexicano** (Pinto and Garbanzo)
- **Shurfine** (Premium Great Northern, Premium Dark Red Kidney, Premium Light Red Kidney, Premium Pinto, Premium Black, and Premium Garbanzo)
- **Springfield** (Fancy Black, Fancy Blackeye, and Fancy Pinto)
- **Valu Time** (Pinto)
- **Western Family** (Premium Great Northern, Premium Black, and Premium Garbanzo, Premium Light Red Kidney)
- **Albertson's** (Cannellini, Garbanzo, Great Northern, and Whole Pinto)
- **Food Club** (Dark Red Kidney, Garbanzo, Great Northern, and Pinto)
- **Fry's/Kroger** (Black, Blackeye Peas, Cannellini Kidney, Garbanzo, Great Northern, Dark Red Kidney, Light Red Kidney, and Pinto)
- **Safeway** (Black, Garbanzo, Lima, Red, Light Red Kidney, and Pinto).
- **Great Value** (Black, Great Northern, Red, and Pinto)

Trainer:

1. Canned beans must be purchased in a 16 ounce can size.
2. There are a variety of brands available with canned beans.
3. Participants CAN buy only the following brands:
 - a. **Bush's** (Pinto, Black, Dark Red Kidney, Garbanzo, Cannellini White Kidney, and Great Northern)
 - b. **El Mexicano** (Pinto and Garbanzo)
 - c. **Shurfine** (Premium Great Northern, Premium Dark Red Kidney, Premium Light Red Kidney, Premium Pinto, Premium Black, and Premium Garbanzo)
 - d. **Springfield** (Fancy Black, Fancy Blackeye, and Fancy Pinto)
 - e. **Valu Time** (Pinto)
 - f. **Western Family** (Premium Great Northern, Premium Black, and Premium Garbanzo, Premium Light Red Kidney)
 - g. **Albertson's** (Cannellini, Garbanzo, Great Northern, and Whole Pinto)
 - h. **Food Club** (Dark Red Kidney, Garbanzo, Great Northern, and Pinto)
 - i. **Fry's/Kroger** (Black, Blackeye Peas, Cannellini Kidney, Garbanzo, Great Northern, Dark Red Kidney, Light Red Kidney, and Pinto)
 - j. **Safeway** (Black, Garbanzo, Lima, Red, Light Red Kidney, and Pinto).
 - k. **Great Value** (Black, Great Northern, Red, and Pinto)
4. It is important to note that there are different varieties of beans allowable under each brand. In addition, the specific store brands are named in the canned bean category, it is not inclusive of any store brand.
5. Ask staff to share if they are familiar with what brands they identify from the list match to WIC authorized stores.

→ Show Slide Thirty-Eight

CANNED BEANS
CONTINUED

CANNOT BUY:

- Beans in brands and varieties not listed
- Beans with added fats, oils or meat

Trainer:

1. Participants CANNOT buy canned beans in any brand or variety not listed, this includes canned beans with added fats, oils, or meat.

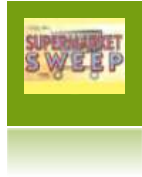
→ Show Slide Thirty-Nine and Forty

Trainer:

1. The new canned beans option will start printing on the checks October 1st, 2011.
2. The beans line item will read:
 “1 lb dry beans/peas/lentil or up to 64 oz canned beans”
 Or
 “18 oz (16 to 18 oz) peanut butter or 1 lb dry beans/peas/lentil or up to 64 oz canned beans”

X. Activity Four – Supermarket Trivia Continued (10 Minutes)

→ Show Slide Forty-One



More Supermarket Trivia!

Trainer:

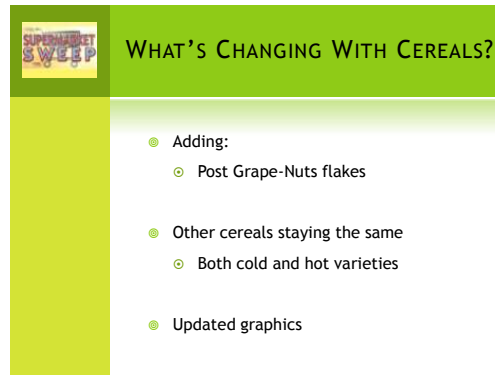
1. Teams will be asked three trivia questions about allowable canned beans from the new FFY2012 food list:
 - a. True or False: Participants can buy any store brand of canned beans.
Answer: False. Participants can only purchase those store brands listed under CAN buy.
 - b. Name the two specific categories of canned beans participants CANNOT buy.
Answer: Pork and Beans and Baked Beans.
 - c. Name three of the eleven brands of canned beans participants CAN buy.
Answer: Answers can include any three of the following – Albertsons, Bush's, El Mexicano, Food Club, Fry's/Kroger, Great Value, Safeway, Shurfine, Springfield, Valu Time, and Western Family.

Activity Wrap-Up:

Reinforce with staff that it's important for staff to have participants refer back to the food list when shopping for canned beans. Some brands carry more varieties and types of canned beans than others.

XI. Discussion (10 Minutes)

→ Show Slide Forty-Two



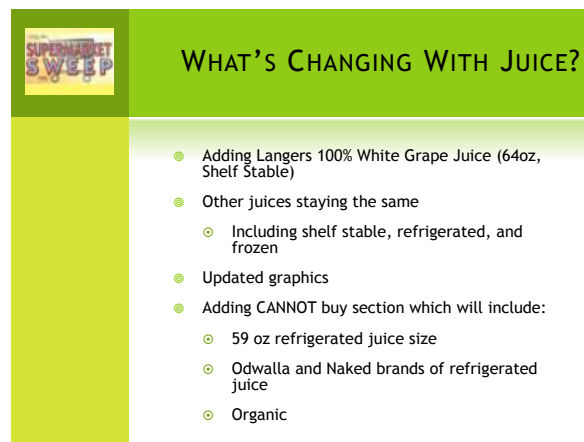
The slide features a green header with the title "WHAT'S CHANGING WITH CEREALS?" and a small "SUPERMARKET SWEEP" logo on the left. The main content area is white with a green border on the left and bottom. It contains a bulleted list of changes to the cereal food list.

- Adding:
 - Post Grape-Nuts flakes
- Other cereals staying the same
 - Both cold and hot varieties
- Updated graphics

Trainer:

1. All of the current cereals on the food list are remaining the same in both the cold and hot varieties.
2. One additional cereal was added, this cereal is Post Grape-Nuts Flakes.
3. The FFY2012 food list will include updated graphics of the new cereal.

→ Show Slide Forty-Three



The slide features a green header with the title "WHAT'S CHANGING WITH JUICE?" and a small "SUPERMARKET SWEEP" logo on the left. The main content area is white with a green border on the left and bottom. It contains a bulleted list of changes to the juice food list.

- Adding Langers 100% White Grape Juice (64oz, Shelf Stable)
- Other juices staying the same
 - Including shelf stable, refrigerated, and frozen
- Updated graphics
- Adding CANNOT buy section which will include:
 - 59 oz refrigerated juice size
 - Odwalla and Naked brands of refrigerated juice
 - Organic

Trainer:

1. All of the current juices on the food list are remaining the same in the shelf stable, refrigerated, and frozen varieties.
2. One additional juice was added, this juice is the 64 ounce shelf-stable Langers 100% White Grape Juice.
3. Added a CANNOT buy section for juices which includes the following: CANNOT buy 59 ounce refrigerated juices, Odwalla and Naked brands of refrigerated juice, and organic juices.

→ **Show Slide Forty-Four**

A presentation slide with a green header and a light green background. The header contains the text "WHAT'S CHANGING WITH INFANT FOODS?" and a small "SUPER SWEET SWEEP" logo. The main content area lists bullet points: "Current allowed infant foods staying the same." followed by a sub-bullet "Will still be:" with three sub-points: "Any brand", "Same allowable sizes", and "CAN and CANNOT buy sections staying the same". A final bullet point states "Updated graphics and clarification of some wording".

WHAT'S CHANGING WITH INFANT FOODS?

- Current allowed infant foods staying the same.
 - Will still be:
 - Any brand
 - Same allowable sizes
 - CAN and CANNOT buy sections staying the same
- Updated graphics and clarification of some wording

Trainer:

1. All of the current infant foods sizes and CAN buy and CANNOT buy criteria is remaining the same.
2. Participants will still be able to purchase any brand of infant foods.

→ **Show Slide Forty-Five**

A presentation slide with a green header and a light green background. The header contains the text "WHAT'S CHANGING WITH INFANT CEREAL AND FORMULA?" and a small "SUPER SWEET SWEEP" logo. The main content area lists bullet points: "Updated with new graphics" followed by a sub-bullet "Beech Nut Barley infant cereal has been discontinued". Below this text is a row of six images showing various infant cereal boxes. A final bullet point states "Infant formula section is staying the same".

WHAT'S CHANGING WITH INFANT CEREAL AND FORMULA?

- Updated with new graphics
 - Beech Nut Barley infant cereal has been discontinued
- Infant formula section is staying the same

Trainer:

1. Infant cereals and the infant formula section of the food list are remaining the same.
2. The infant cereal graphics have been updated with new packaging graphics.
3. Beech Nut Barley infant cereal has been removed due to being discontinued by the manufacturer.

→ Show Slide Forty-Six

WHAT'S CHANGING WITH CANNED FISH?

- All canned fish sections staying the same, including:
 - "Any brand" and sizes
 - CAN and CANNOT buys
- Arizona going to allow sardines as well, (currently ITCA and Navajo Nation WIC only)
 - CAN and CANNOT buys will stay the same
 - i.e. CAN buy: any eligible brand, in 3.5 oz cans, flavored, seasoned or plain
 - CANNOT buy Brisling or Norwegian

Trainer:

1. All of the current canned fish options for exclusively nursing women are remaining the same including the CAN buy and CANNOT buy criteria.
2. Arizona WIC is adding a sardine option to accommodate participant demand and be consistent with ITCA WIC and Navajo Nation WIC who also share our food list.
3. Exclusively nursing women CAN buy any 3.75 ounce can of flavored, seasoned, or plain sardines. They CANNOT buy Brisling, Norwegian, or Imported sardines.
4. Exclusively nursing women CAN continue to purchase any combinations of canned fish varieties up to 30 ounces.

→ Show Slide Forty-Seven

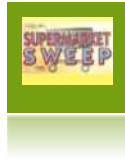
The slide displays a sample WIC check with a highlighted line item for canned fish. The line item reads: "Up to 30 ounces any combination WIC approved tuna, pink salmon, and/or sardines". The check also includes a "VOID" stamp and a "SUPERMARKET SWEEP" logo.

Trainer:

1. The line item for canned fish on the exclusively nursing women's checks will read: "Up to 30 ounces any combination WIC approved tuna, pink salmon, and/or sardines"

XII. Discussion and Wrap Up (30 Minutes)

→ **Show Slide Forty-Eight**



In Your Own Words?

Trainer: (20 Minutes)

1. “In Your Own Words” practice. Utilize the “In Your Own Words” sheets to allow staff to practice how they will explain these changes to participants.

→ Show Slide Forty-Nine and Fifty



Trainer: Timeline and Wrap-Up (10 Minutes)

1. Remind staff that the new food list will be effective October 1st, 2011.
2. Staff should start distributing the Whole Grains handout in August to prepare participants for the whole grains change.
3. New checks will automatically start printing October 1st.
4. For participants coming into the clinics in August and September receiving trimonthly issuance will receive October (+) checks with the old food verbiage.
5. If participants want the new canned and frozen options in October and beyond they will need to return to the clinic after October 1st to have their checks voided and reissued.
6. During the months of October through December participants will have both the old and new checks and vendors will be trained and have already been informed to expect both checks during the transition period.
7. Conclude the training session by asking staff what they are the most excited about with the food list changes and what they are the most worried about.
8. Challenge staff to work with each other to learn and practice explaining the new checks and food list.
9. Thank staff for their time and support of Arizona WIC and WIC families.