

Approaching Your Principal's

When you approach your principal's you need to have downloaded and printed the following information (these are all on our Web site):

- 1) Approaching Principals PDF (this document)
- 2) PDF of the "Wellness Policy Fundamentals"
- 3) PDF on the "Good Food and Play" CDs
- 4) PDF on CSNA Nutrition Standards

During your visit to the principal you want to accomplish the following:

- 1) Tell the principal about the "Wellness Policy" and tell them that you are there to help.
- 2) Quickly explain the four basic requirements of the policy and hand them a printed copy of the "Wellness Policy Fundamentals" you downloaded.
- 3) Tell them that the CSNA supports the use of "Good Food and Play" CDs to fulfill the nutrition education requirement. Ask them to order "Good Food and Play" CDs for their school. Tell them that at \$2 a CD you would hope that the school could afford a CD for each child in their school. If the school cannot afford one per child, ask them to order 150 CDs for use within their library and media center, plus some additional individual CDs for the principal to hand out to specific children. Take all of the order information (see the order page of the PDF on the "Good Food and Play" CDs) and get a PO number. Place the order on the www.goodfoodandplay.com Web site.
- 4) Give them a copy of the "CSNA Nutrition Standards" and assure them that you have taken the responsibility to meet those requirements.

For your principals the Wellness Policy will be one more item in a myriad of things that make being a principal so difficult. Our goal is to take the bulk of the "Local Wellness Policy" burden from their shoulders. You should be confident that your visit and suggested nutrition education solution would be welcomed. At the CNSA, we want to be the leaders in the battle against childhood obesity. The "Wellness Policy" gives us an opportunity to take that leadership role.