

# Six Pillars For Success

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# Pillar One

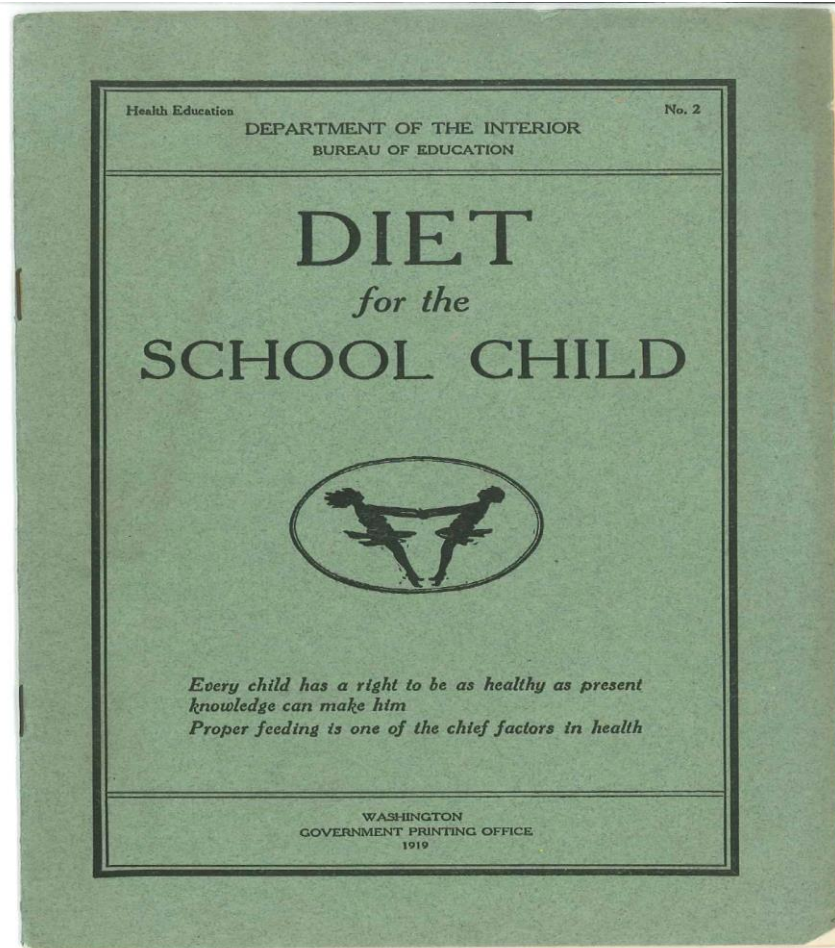
## History

*You can't move forward if you don't  
know where you have been*

# FULL CYCLE

# 1915

What have we  
learned?

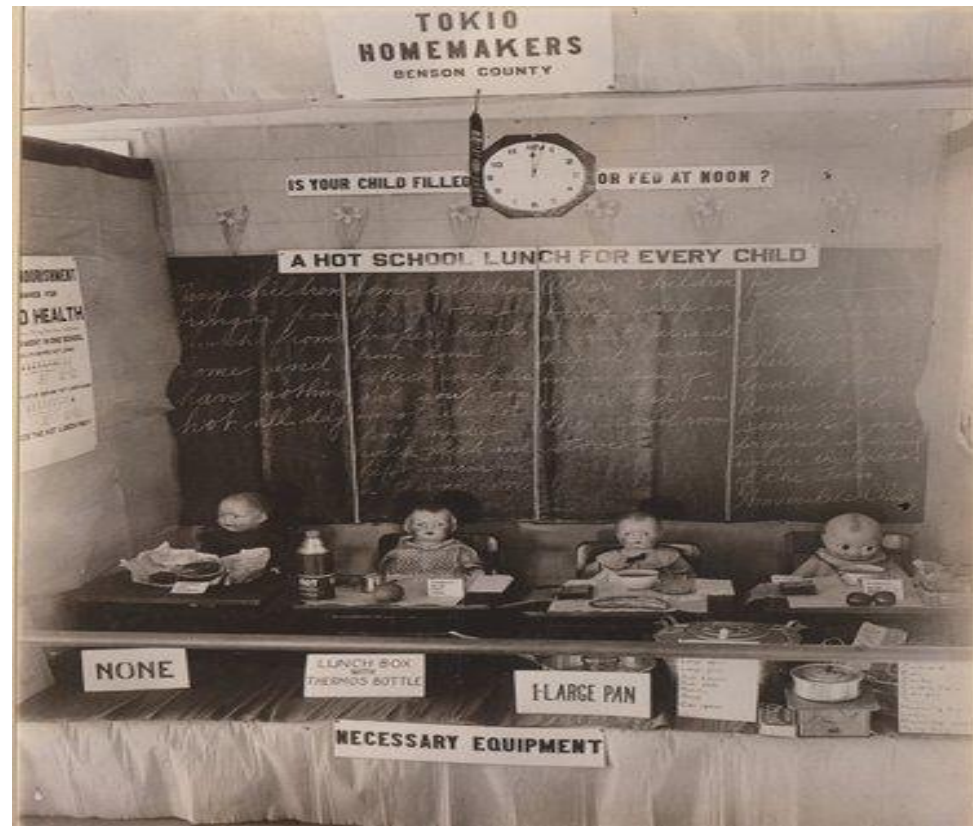




# A HOT SCHOOL LUNCH FOR EVERY CHILD

## 1928

Display at the  
North Dakota State  
Fair



# TWO ORGANIZATIONS

## 1930

**School Lunch Directors  
Conference**

**National School  
Cafeteria Association**





# NATIONAL SCHOOL LUNCH ACT

1946

Based on the health of  
young men entering  
the draft.



**Signing the National School Lunch  
Act on June 4, 1946**

# WHO MADE IT HAPPEN?





# Pillar Two

# Knowledge

*You need to know the business of  
school nutrition*





# **FEDERAL GUIDELINES**

- ✓ **Food-based menu planning**
- ✓ **Water requirement**
- ✓ **Food safety plan**
- ✓ **Professional standards**
- ✓ **Smart Snacks**

# WHAT DOESN'T WORK

**STAMPING YOUR FEET**



**CRYING**



**ENGAGING IN  
BATTLE**



# WHAT DOES WORK

- ✓ Educating Yourself
- ✓ Learning From Others
- ✓ Taking Ownership
- ✓ Be Creative
- ✓ Innovation







# BEST PRACTICES SHARING CENTER



**SFAs and SAs  
can share  
resources and  
tools they use to  
serve healthy  
menus that  
meet the new  
school meal  
regulations**

<http://healthymeals.fns.usda.gov/best-practices>

The screenshot shows the USDA Best Practices Sharing Center website. The header includes the USDA logo, the text "United States Department of Agriculture", and the "Healthy Meals Resource System TEAM NUTRITION" logo. A navigation bar contains links: Home, About HMRS, News, Topics A-Z, Get Connected, Chefs Move to Schools, Help, and Contact Us. The main content area is divided into three columns. The left column has a "Search HMRS" section with a search box and a "Go" button, and a "Browse by Subject" section with a list of categories including Recipes, Menu Planning, Best Practices, Resource Library, HealthierUS School Challenge Resources, Farm to School, Local Wellness Policy Resources, State Sharing Center, and Professional & Career Resources. The middle column is titled "Best Practices Sharing Center" and contains a welcome message, a search instruction, and three sections: "Topics" (listing items like Sodium reduction, Fruits, Vegetables, etc.), "Formats" (listing Menu, Recipe, Checklist, etc.), and "Audiences" (listing School Food Authority, State Agency, etc.). The right column is titled "Submit a best practice" and contains instructions for submitting materials via email to [hmrs@ars.usda.gov](mailto:hmrs@ars.usda.gov). At the bottom of the middle column are "Search" and "Clear form" buttons.

# BEST PRACTICES SHARING CENTER



Users can search by:

**TOPIC:**

**Sodium reduction**

**Fruits**

**Vegetables**

**Meal pattern**

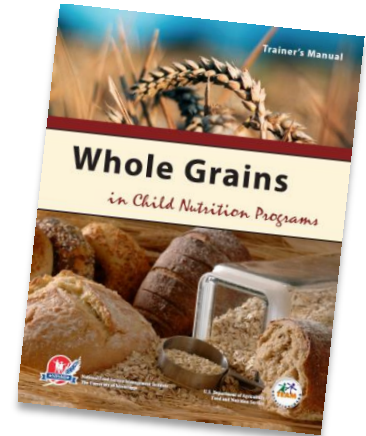
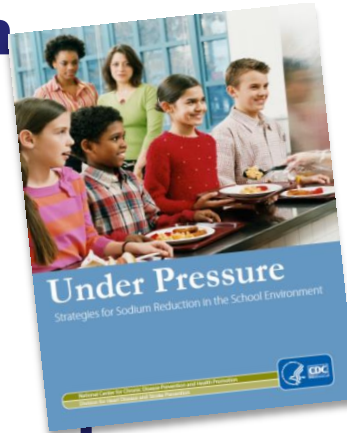
**Fluid milk**

**Meat / Meat alternates**

**Dietary specifications (calories, sat.  
fat, *trans* fat)**

**Planning tools**

**Monitoring tools**



# BEST PRACTICES SHARING CENTER



Users can search by:

**FORMAT:**

**Menu**

**Recipe**

**Checklist**

**Training material**

**Success story / Method of  
implementation**

Healthy Hunger-Free Kids Act  
Meal Pattern Calculator

	Monday	Tuesday	Wednesday	Thursday	Friday	Weekly Totals
Requirements						
Grains (48 oz equivalent) (120 cups/week)	exp	exp	exp	exp	exp	0.000 No
Vegetables (258 oz equivalent) (1 3/4 cups/week)	exp	exp	exp	exp	exp	0.000 No
Grain Products (258 oz equivalent)	exp	exp	exp	exp	exp	0.000 No
Meat/Beans/Eggs (258 oz equivalent)	exp	exp	exp	exp	exp	0.000 No
Dairy (258 oz equivalent)	exp	exp	exp	exp	exp	0.000 No
Fruits (258 oz equivalent)	exp	exp	exp	exp	exp	0.000 No
Additional Vegetable to reach total	exp	exp	exp	exp	exp	0.000 No
Daily Vegetable Totals	No	No	No	No	No	0.000 No
Grains (1 oz equivalent) (8-10 oz equivalent)	not eq	not eq	not eq	not eq	not eq	0.000 No
Meat/Beans/Eggs (1 oz equivalent) (8-10 oz equivalent)	not eq	not eq	not eq	not eq	not eq	0.000 No
Dairy (1 cup/day) (16 cups/week)	exp	exp	exp	exp	exp	0.000 No

Child Nutrition Services, Kansas State Department of Education, 9/20/2010 8:55:02





# Pillar Three

## Networking

*Learning from others can give you a  
new perspective*

# GET ON THE ROAD



# MEET NEW PEOPLE







# Pillar Four

## Customer Service

*If I had a choice, would I choose your restaurant?*

# CUSTOMER SERVICE

- ✓ Involves everything related to the SNP and everyone who influences the customer's eating practices.
- ✓ Is a combination of product, price, support, information, and delivery that has value to the customer





# CUSTOMER SERVICE STARTS WITH

# YOU

*YOU*

**You**

*you*

Y  
O  
U

**YOU**

*you*



# HOW EASY IS IT TO DO BUSINESS WITH YOU?





# FROM A STUDENT PERSPECTIVE





# Students

- Cafeteria atmosphere
- Hours of operation
- Cleanliness of serving area
- Staff appearance
- School garden produce
- Special events



# FROM A TEACHER PERSPECTIVE





# Teachers

- Information about the program
- Flexibility
- Parent – teacher conferences
- Curriculum enhancements

# FROM A PARENT PERSPECTIVE







# Parents

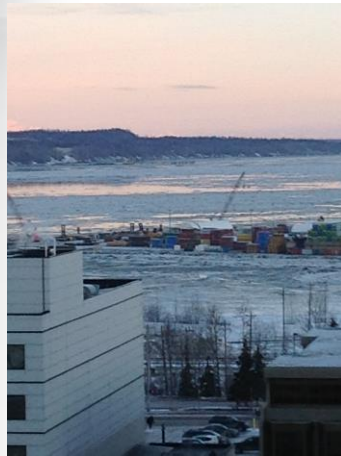
- Information about the program
- Website
- Easy to contact
- Parent – teacher conferences

A photograph of a classical Greek temple, likely the Parthenon, with a large column in the foreground. The temple is made of light-colored stone and has a blue sky in the background.

# Pillar Five

# Tell Your Story

*Everywhere to everyone*



# YOUR STORY





# REACH OUT TO MEDIA



# **BE PRESENT IN YOUR SCHOOL COMMUNITY**

- ✓ **Fall Registration**
- ✓ **Parent Teacher Conferences**
- ✓ **Homecoming Parade**
- ✓ **Wellness Fairs**
- ✓ **Blogs**
- ✓ **Twitter**





# TALK TO DECISION MAKERS

1. Invite them to school
2. Tell a local story
3. Visit them often
4. Write letters







# Pillar Six

# Passion and Attitude


*Nothing is impossible to those that  
want to make it happen*

A photograph of ancient Greek temple columns, likely the Parthenon, showing the intricate carvings and the weathered stone.

# **The Dual Challenge of Childhood Hunger and Obesity**

Millions of children live in households with food insecurity... and for many, school meals may be the only healthy food all day.





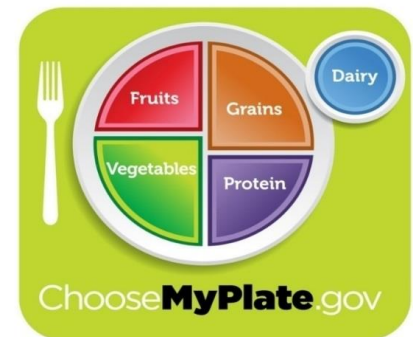
**Ask more of yourself than you thought possible – nothing is impossible. We must not accept things as they are, but instead, should help make things as they need to be.**

**Mary deGarmo Bryan**



# IT TAKES A VILLAGE

- ✓ **Childhood obesity belongs to all of us**
- ✓ **School meals are part of the solution**
- ✓ **Changes in lifestyle**
- ✓ **Basic nutrition messaging**





# **PASSION**

## **Passionate People**

- ✓ Are more creative, innovative, productive
- ✓ Make positive impacts in their lives
- ✓ Take less sick days

**Passion is the magic ingredient in stories of lasting success.**



# **TAKE THE F TEST**

- ✓ **Flow:** if you loose track of time while doing something.
- ✓ **Failure:** if you persist despite failure.
- ✓ **Free:** if you go above and beyond when you are passionate about the purpose





# QUESTIONS

- ✓ **Who are you and what do you really do?**
- ✓ **What value to you bring to what you do?**
- ✓ **When did you loose your passion?**
- ✓ **Why do you do what you do?**
- ✓ **How do you find your passion again?**



# **ATTITUDE CHECK**

- ✓ **Write the alphabet A – Z**
- ✓ **Put a number under each letter 1 – 26**
- ✓ **Write Knowledge**
- ✓ **Write Hardwork**
- ✓ **Write Attitude**



## QUOTE OF THE MONTH

If...

ABCDEFGHIJKLMNOPQRSTUVWXYZ

EQUALS...

1234567891011121314151617181920212223242526

THEN...

$$K \cdot N \cdot O \cdot W \cdot L \cdot E \cdot D \cdot G \cdot E \\ 11 \cdot 14 \cdot 15 \cdot 23 \cdot 12 \cdot 5 \cdot 4 \cdot 7 \cdot 5 = 96\%$$

$$H \cdot A \cdot R \cdot D \cdot W \cdot O \cdot R \cdot K \\ 8 \cdot 1 \cdot 18 \cdot 4 \cdot 23 \cdot 15 \cdot 18 \cdot 11 = 98\%$$

Both are important, but fall just short of 100%.

BUT

$$A \cdot T \cdot T \cdot I \cdot T \cdot U \cdot D \cdot E \\ 1 \cdot 20 \cdot 20 \cdot 9 \cdot 20 \cdot 21 \cdot 4 \cdot 5 = \underline{\underline{100\%}}$$

Coincidence  
OR  
Not ???



# **BE THE ONE IN A MILLION**

**You cannot change your destination overnight but you can change your direction immediately.**

**Jim Rohn**



# OUR COMMITMENT

*All children  
have  
access to  
safe,  
nutritious,  
and  
balanced  
meals.*





# **THANK YOU!**

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