

Wellness Works Coordinators' Bulletin

April 2017

Providing your wellness committee
with updates and relevant health
information!

Highlights from this Month's Bulletin:



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29th Annual Wellness Conference

**A reminder to those who have yet to register for
the 2017 Wellness Conference on Tuesday, April
25th...it's not too late!**

We have an exciting day planned! This conference is **FREE** to all of our groups. A healthy lunch will also be provided. Each wellness committee can send up to two members.

Click on this link for more information and to register:

[https://memun.org/InsuranceServices/
MaineMunicipalEmployeesHealthTrust/
WellnessWorksConference.aspx](https://memun.org/InsuranceServices/MaineMunicipalEmployeesHealthTrust/WellnessWorksConference.aspx)

We have a block of rooms reserved at the Harraseeket Inn for those who travel distances that require an overnight stay. The room rate is \$150. You can make a reservation by calling the Harraseeket Inn at 1-800-342-6423. Please be sure to mention the special group block when making this reservation (reference: Wellness Conference). The block expires on April 17, so reserve your room soon!

Please note: Scholarships to cover the cost of travel are available to groups who need it. Please contact Anne Charles to see if your group qualifies.

Developing Your Wellness Pitch

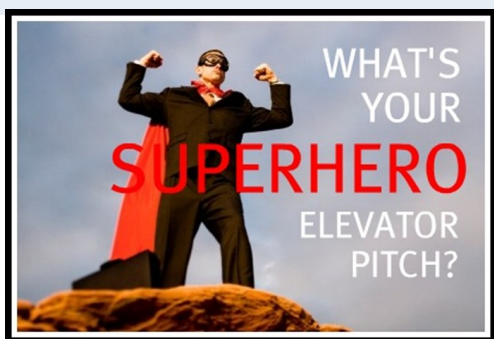
Selling employees on the benefits of a wellness program can be tough. It can be hard to explain what you do, why you do it and how it helps. Yet we know that your programs are awesome, fun, and life changing...plus they really make a difference, so how can we convince people to get involved?

One great strategy is to work with your Wellness Committee to develop an elevator pitch to quickly convince people to give your wellness program a try for themselves. An elevator pitch is a brief, persuasive speech you use to spark interest in what your program is all about. A good elevator pitch lasts no longer than a short elevator ride of 20 to 30 seconds, hence the name. Think compelling, memorable, and succinct.

You'll likely need to create variations of your elevator pitch, depending on your audience & culture. For example:

- Create one version for leadership that explains your program's benefits from an organizational standpoint.
- Have a second version for management that garners their support.
- A third version would be for employees that explains "what's in it for them."
- You may want to craft other versions for specific populations, such as fire, police and public works.

In addition to an elevator pitch that tailored to different audiences, you may also want to consider tailoring the course offerings to different settings. Our staff at Wellness Works is always willing to work with you to design a program that meets the needs of everyone. We understand that what might be of interest in the Public Works Garage might not be so popular in the Town Office and vice versa.



Keep Your Mouth Clean This Spring

Doing some spring cleaning this month? While you're busy beating rugs, cleaning curtains and organizing cabinets, don't forget to check your bathroom counter! Here are four things to add to your checklist.

Replace old or worn toothbrushes. If your toothbrush or toothbrush head is more than three months old, it's time to get a new one. Other signs for replacement include worn or frayed bristles. If it looks a little used and abused, your toothbrush is probably not getting in all of your teeth's nooks and crannies for proper cleaning. But you don't have to throw it out just yet—a used toothbrush is perfect for cleaning tight spots around the house!

Check the expiration date on your mouthwash. Most mouthwash has a shelf life which should be indicated on the bottle. Using mouthwash past the expiration date can affect the taste and its effectiveness, so make sure yours is still in its prime.

Replenish your floss supply. You should be using 18 inches of floss every time you clean your teeth. If you're flossing daily as recommended, that's roughly 45 feet of floss a month!

Schedule a dentist appointment. You're already thinking about cleaning, and now you're thinking about your oral health. Why not combine the two and schedule your regular dental appointment if it's not already on the calendar? Seeing your dentist regularly helps him or her spot problems before they become bigger issues - and require more expensive fixes. Plus, there's nothing like that clean mouth feeling you experience after a professional brushing and flossing.

Source: Delta Dental

5 Steps to an Effective Pitch

Remember, you don't have long, so be sure to put your "best stuff" in the first 8 seconds to grab your audience's attention, and get them to "lean in" and pay attention to the rest.

- **Identify your goal.** What is it that you want people to do? Get involved, why?
- **Explain what your program does.** Focus on the possibilities your program can provide, and how it helps people to achieve those possibilities. If you can, use personal stories and successes to showcase how great your program is.
- **Communicate your unique selling proposition.** What makes your program different or unique...the fact that it is free and at work is a definite bonus.
- **Keep these 9 "C"s in mind when crafting your pitch.** Ensure your pitch is:
Concise... Clear... Compelling... Credible... Conceptual... Concrete... Customized... Consistent... Conversational
- **Practice your elevator pitch again and again.** How you say it is just as important as what you say. You want to convey energy and enthusiasm. You want to get people excited, but don't want to sound too aggressive. Go for a smooth, natural, conversational tone.



Amazing Asparagus

Spring has sprung and so have those delectable and oh-so-healthy asparagus. Asparagus can rightly claim to be one of the healthiest of all veggies - providing 22 essential nutrients (many in very high quantities) and ranking in the top five for veggies with the most antioxidant power. Asparagus are also robust inflammation fighters, and thanks to their hefty dose of the fiber inulin, they are fantastic for nurturing the health of your microbiome. We just thought you might like to know how great that Asparagus is for you on your dinner table...enjoy!

Pass On the Salt

Eating less red meat? Check. Avoiding trans-fat? Check. Eating more vegetables and fruit? Check. Limiting sodium to a healthful level? Oops.

Of all the aspects of a healthy diet, perhaps the toughest one to achieve is keeping sodium down. The Dietary Guidelines for Americans recommends that younger adults consume no more than 2,300 milligrams of sodium per day. Anyone with high blood pressure or “pre-hypertension” should aim for no more than 1,500 mg per day.

But the average American consumes roughly 3,800 mg of sodium a day—men more, women less. That extra sodium may be the most dangerous thing in our diet, unnecessarily killing tens of thousands of people every year due to heart attacks and strokes.

To give you a sense of how hard it is to get down to 1,500 milligrams of sodium, consider this: two slices of bread have 200 to 400 mg, just half a cup of a typical spaghetti sauce has 300 to 600 mg, and a mere cup of canned soup has 400 to 800 mg. And you’d blow your daily sodium allowance to smithereens by eating a Smoked Turkey sandwich at Panera (1,790 mg) or a Lasagna Classico at Olive Garden (2,360 mg).

The easiest way to steer clear of excess sodium is to look for low sodium sauce, salad dressing, and other foods at the grocery store—or make your own. The American Heart Association has some phenomenal recipes and videos on their website that are low in sodium and taste delicious. Check them out at <http://recipes.heart.org>

Source: Nutrition Action



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