



Tracking Today's Top Diet Trends By Sharon Palmer, RD

The results of the Nutrition and You: Trends 2011 annual public opinion survey, released by the Academy of Nutrition and Dietetics (the Academy) during the 2011 Food & Nutrition Conference & Expo, found that taste, cost, and convenience remain strong motivators for choosing foods. The survey, which included information gathered from more than 750 adults, found a 9% increase in the proportion of respondents saying they simply don't want to give up the foods they like. One-half of the respondents also reported that they are "doing all they can" to achieve balanced nutrition and a healthy diet, although current obesity rates clearly indicate that they're not.¹

Yet today's consumers have a strong sense that their diet can directly impact their health. Sixty-seven percent of those surveyed indicated that diet and nutrition is extremely important to them personally. And people consider a multitude of factors—from price to pesticides— before they decide what to put on their plates. They are increasingly interested in where their food comes from, asking questions about how it is grown, whether the plants were genetically modified, what synthetic inputs such as fertilizers and pesticides were used, how the animals were cared for, and what the carbon footprint is for producing it. Food industry expert Jim Carroll summed it up well in the May 2011 issue of **Observer Food Monthly** when he said, "Never before has our culture been so engaged in discussing and experimenting with and agonizing over and fantasizing about and plain enjoying what is on the end of our forks."²

Many factors, ranging from food availability to health perceptions, are coming together to influence how consumers will make food and health choices every day. With the help of several food and nutrition experts, I've identified several food and nutrition trends that have surfaced recently, many of which you're likely to hear about from clients interested in such topics. These nutrition experts have weighed in on the latest consumer attitudes on diet to note which top food and nutrition trends are starting to gain steam in 2012 as well as strategies and recommendations for how RDs can utilize this information to help clients improve their overall health.

Top 13 Food and Nutrition Trends

1. Economic Worries in the Supermarket Aisles

What RDs should know: Barbara Ruhs, MS, RD, an Arizona-based supermarket dietitian, believes that today's tough economic times, with increased rates of unemployment and mortgage defaults, may trump other considerations at the checkout lane. "Families are much more cost-conscious and are seeking values when shopping. Consumers balance the cost vs. nutrition vs. convenience vs. taste." More people will search for economic ways to eat healthful

foods, such as using coupons, buying fresh only in season, and purchasing more preserved fruits and vegetables, Ruhs adds.

According to the Food Marketing Institute US Grocery Shopper Trends 2001 survey—which evaluated data among two surveys including more than 2,000 US grocery shoppers—rising fuel costs, higher commodity prices and increasing international market demand for food are pushing food inflation higher and higher. The majority of shoppers drive less than 5 miles to their primary store, but 60% do not shop for groceries at the store closest or most convenient to their home. Two-thirds of respondents said the No. 1 reason they bypass the closest store was to seek lower prices. The survey also found that, while consumers are interested in nutrition, money worries are getting in the way of making healthful choices when deciding what to eat.³

What this means for RDs: Keep in mind that you need to factor in economic concerns when making diet recommendations. Establish food budgeting priorities for clients early on during nutrition counseling. If food costs are a major concern, include budget-friendly food choices, such as choosing fresh produce only when it's in season and canned, frozen, or dried during the off season; putting beans and lentils on the menu at least three times per week as a healthful, economical meal choice; and visiting the bin section of the natural foods store to get better prices on minimally processed whole grains, nuts, and legumes. You can also gather coupons for your favorite products from food manufacturers, who are often happy to help dietitians meet their patients' needs.

2. A New Emphasis on Healthier Foods

What RDs should know: Jeannie Gazzaniga-Moloo, PhD, RD, a spokesperson for the Academy who presented the recent survey findings, says about one-half of consumers say they are eating more vegetables and whole grain foods today than they did five years ago. Ruhs adds, "You will see more innovative packaging ideas to sell more fruits and vegetables, convenient produce snacks such as small apples and carrots and dips, and healthier packaged foods with less sodium, less sugar, and more fiber."

Indeed, the public's desire for healthier food in numerous venues—from supermarkets to fastfood restaurants to family restaurants—is undeniable. Carroll says the news on childhood obesity, highlighted in campaigns such as First Lady Michelle Obama's Let's Move! and chef Jamie Oliver's Food Revolution, has brought a huge awareness about the importance of healthful food choices to the general public.³ And consumers are putting their money where their mouth is by ordering up healthier food items. Case in point, in the first two months of 2011, the top-selling entree at Applebee's wasn't a high-saturated fat burger; it was a sirloin and shrimp entrée from the "diet" menu, signaling the first time that a low-calorie item ever ranked as the chain's best seller for a single month, not to mention two months in a row.

Other restaurants, such as Denny's, IHOP, and Burger King, are following suit by responding to consumer requests and offering healthier items such as turkey burgers, veggie burgers, and egg white omelettes. Many are marketing "light" menus, such as IHOP's Simple and Fit Menu,

which features items under 600 calories. In fact, IHOP reports that 8% of entrées sold at the chain are from the Simple and Fit Menu.⁴

What this means for RDs: Don't assume that your clients are uninterested in healthful food choices, and recognize that healthy has gone mainstream. Even if your patients are eating out frequently, it doesn't necessarily mean that they are indulging on every occasion. Explore how important health is to your clients during the initial screening. Discuss their recent attempts to improve their health through lifestyle, such as examples of the food choices they make at the supermarket, menu selections at their favorite restaurants, and fitness activities they enjoy every week. Develop an action plan to help them achieve their nutrition goals.

3. Whole Foods Over Processed Foods

What RDs should know: The clean food movement—loosely defined as natural foods that do not contain artificial ingredients or processing techniques—is making headway as people search for more whole foods that are minimally processed and as close to their natural state as possible. "There seems to be a trend for people seeking out more natural foods, such as fruits and vegetables, and less processed foods. I also see more people reading food labels. If it has a lot of strange sounding names on the ingredient panel, they are putting it back," says Ruth Frechman, MA, RD, a spokesperson for the Academy and author of *The Food Is My Friend Diet*.

The popularity of the clean food movement has been well noted in the food industry, with the success of many new products that are wrapped in clear labels with minimal labeling so as to let the "natural" food ingredients shine through. Just look at the success of Kind Bar and Larabar, which feature very real—and very few—ingredients, a departure from most nutrition bar ingredient lists. For example, the ingredient list of an Apple Pie Larabar includes dates, almonds, unsweetened apples, walnuts, raisins, and cinnamon.

In addition, the growing number of natural food stores, such as Whole Foods Markets, is another indicator of the public's interest in natural foods. In 2010, natural products retailers in the United States earned \$36 billion in sales—a 7% increase over 2009.⁵

Evidence of the explosion of the natural food industry was on full display at the Natural Products Expo West in Anaheim in March 2012, which featured 3,000 booths representing natural foods and beverages as well as natural home and beauty products. Nearly 60,000 visitors had a chance to sample products ranging from chia seed snacks and raw nutrition bars to coconut water and cactus juice.⁶

What this means for RDs: If your clients are interested in natural, clean foods, encourage them to make the best choices by teaching them how to identify truly whole, minimally processed foods in their diets, such as whole grains, legumes, nuts, lean animal proteins, dairy products, fruits, and vegetables. This is a good time to cut through the confusion about natural foods, which have not yet been sufficiently defined by the FDA. Many foods labeled as natural—from cookies and candy to chips and sodas—may not be the healthiest choices, so

make sure to offer your patients specific examples of foods that undeservingly carry the natural label. Teach them how to read labels and identify ingredients on food packages.

4. Sustainability and Local Foods Move Mainstream

What RDs should know: The sustainable, local foods movement moves further into the mainstream every month. "Consumers are more aware of sustainability than ever, thanks to movie blockbusters like *Food Inc* and Jamie Oliver's *Food Revolution* on television," Ruhs says. "These programs have raised awareness of how food is produced in industrialized countries; factory farms are a reality when consumer demand for cheap food is there. Real, quality food simply doesn't cost that little. Fortunately, the public is becoming more aware of the health consequences of cheap foods, and consumer demand is shifting."

For example, consumers can purchase hamburgers from fast-food restaurants and liters of soda from supermarkets for \$1, but lean poultry, fish, fruits, vegetables, and nuts are more costly. This local foods movement will also spur more interest in backyard kitchen gardens, sustainable food packaging, and sustainably produced meats and seafood.

The Food Marketing Institute trends survey showed that consumers continue to show strong support for locally grown products, with eight in 10 saying they purchase these products occasionally.³ Perhaps there is no better illustration of the rise of local foods than the growth in numbers of farmers' markets and community-supported agriculture (CSA), organizations that allow consumers to purchase a share of the local produce grown on farms, which showcase local produce and, increasingly, grass-fed livestock, eggs, and even seafood. The number of farmers' markets increased by 17% last year, according to the USDA.⁷ And LocalHarvest, an organic and local food website that helps shoppers connect with CSAs, reported that the total number of shares offered by their CSAs is about 390,000, which represents 0.5% of all households in the United States. They estimate that if the number of CSAs keeps growing at the same rate that CSAs have been joining LocalHarvest over the last three years, by 2020 there will be more than 18,000 CSAs in the United States.⁸

The National Restaurant Association's What's Hot in 2012 survey of nearly 1,800 professional chefs indicates that four of 10 of the association's survey trends revolve around local foods: locally sourced meats and seafood, locally grown produce, hyper-local foods, and locally produced beer and wine.⁹

What this means for RDs: Embrace the local food movement—after all, you are the local food and nutrition expert in your community. Supporting local foods funnels dollars into your local community and benefits small farmers. In addition, fresh local foods—picked ripe sometimes that very morning—taste much better and may encourage your clients to include more fresh produce in their diet. And they usually result in fewer resources needed to transport food for long distances.

Educate your clients on how to access farmers markets and CSAs in your area. But keep in mind that local foods may not always be the best eco-friendly choice; if produce is grown in the winter in hothouses, they can require more fossil fuels to produce. And many healthful foods,

including olive oil, walnuts, salmon, and lemons, may not be cultivated in your geographic region. Your best advice should be to promote the purchase of as many fresh, local foods as possible with the remaining staples coming from local supermarkets.

5. High Tech Meets Food and Nutrition

What RDs should know: Numerous websites and apps are starting to offer many resources, including coupons, nutrition information for certain products, and assistance tracking weight, diet, and fitness goals. "Most consumers have access to the Internet and utilize it as a reliable source of information. Mobile apps now help consumers shop for better values and compare nutrition facts of foods, and this is only the beginning," Ruhs says. And don't forget how easy it is to look up recipes and cooking tips on the Internet—in 2010 there were more than 1.5 billion visits to food and recipe websites.¹⁰

This high-tech trend also extends into the food industry, where companies offer an everexpanding selection of high-tech ways to get to know your food product, from voting on Facebook for your favorite flavors (Ben & Jerry's Ice Cream) to using an app to view how your food was grown (HarvestMark Food Traceability).

Restaurants are also becoming tech savvy; the National Restaurant Association calls technology the top restaurant trend for 2012. Nine of 10 restaurants say their establishment will be using Facebook this year, and there is increasing interest in using smart devices to add efficiency to ordering. Nearly four in 10 consumers say they'd be likely to use an electronic ordering system and menus on tablet computers at table service restaurants.¹¹

What this means for RDs: Get your tech on! Support the food and nutrition information movement by staying connected to popular food and nutrition apps and websites so you can speak the same language as your clients. Studies suggest that tracking diet and exercise goals—whether with pen and paper or the help of apps and websites—is an effective weight-loss strategy. Though apps and websites can help people manage their nutrition goals by tracking calories intake, exercise, and weight loss, remember that many websites dole out inaccurate nutrition advice. Refer your patients to reliable, helpful apps and websites, such as those reviewed by the Academy (www.eatright.org/appreviews). In fact you can create your own list of the best apps and websites, similar to what nutrition expert Mitzi Dulan, RD, provides on her website (www.nutritionexpert.com/index.php?link=links).

6. A Return to Home Cooking

What RDs should know: Thanks to heightened sensitivity over food dollars as well as health, people are spending more time in the kitchen. "We will see a back to basics and preference for convenient fresh foods that will support quick, easy, and healthy home cooking—for example, presliced fresh vegetables that can be easily and quickly added to create a stir-fry dish," Gazzaniga-Moloo says.

The Institute of Food Technologists reports, based on their top trends for 2012, that people are still cooking, with 55% of grocery shoppers preparing more meals at home than in 2009,

approaching a 20-year high. Fifty-three percent of meal preparers now make dinner, including an entrée, four or more nights per week; 90% do so at least once per week.¹⁰

What this means for RDs: Research consistently finds that people who eat out more frequently—especially at fast-food restaurants—consume more calories and weigh more. So take advantage of this renewed interest in home cooking, which allows your clients to take better charge of their health by controlling their food intake. Remember to provide patients with plenty of easy, simple recipes. Offer cooking tips for creating simple meals with few ingredients. Encourage clients to try one new recipe each week to create a collection of easy go-to dishes the whole family will love. Create a list of local healthful cooking classes that you can offer to your clients—better yet, start a cooking class in your own community.

7. Convenience Reigns Supreme

What RDs should know: Time will still be a precious commodity, pushing the popularity of convenience foods such as frozen or refrigerated prepared meals, meal helpers, canned soups, and boxed side dish mixes. "Lack of time seems to be a common problem with busy, working people when it comes to make healthy choices," Frechman says. She believes there will be a rising demand for "survival" cooking classes that teach families how to make affordable, simple, healthful meals together.

Surveys find that people are not confident about their cooking skills, fueling the convenient home-cooking trend. The Institute of Food Technologists reports that heat-and-eat meat/poultry, microwaveable entrées, fresh-cut vegetables suitable for meal preparation, small appliances, frozen prepared products, and products with simple instructions, pop-up timers, and serving instructions have also risen in popularity in the past one to two years.¹⁰

What this means for RDs: Dietitians will need to face the convenience food battle head on. Unfortunately, many convenience foods are high in sodium and contain little or no fruits, vegetables, or whole grains. Explore which foods your clients are choosing to evaluate their nutritional intake. Establish nutritional goals that acknowledge clients' time constraints or lack of confidence with their cooking skills. Show them products that can be prepared quickly, such as bags of prechopped fresh or frozen vegetables that can be mixed with tofu, sliced cooked chicken, or shrimp to create a stir-fry. Point out convenient food products that are better choices, such as no-salt-added canned beans and reduced-sodium soups. Offer easy cooking techniques, such as using a rice cooker to cook up whole grains while whipping together a stirfry.

8. Probiotics Madness

What RDs should know: As study after study highlights the potential advantages of probiotics, especially regarding digestive health and immune function, people will become even more intrigued with these "friendly" bacteria. The food, beverage, and supplement products containing strains of probiotics will continue to expand, right along with the number of people interested in digestive health benefits, according to Gazzaniga-Moloo.

According to a Natural Marketing Institute report, 60% of the general population recognized the term "probiotics" in 2009 compared with only 14% in 2004. And that number is set to increase as probiotics go further into the mainstream, moving into a larger number of products, including enhanced yogurt, live-cultured foods, cheese, beverages, and supplements. While awareness of the term may be growing, the Natural Marketing Institute survey indicates that consumers aren't exactly sure what the products do, with 55% of those surveyed unable to associate any benefits.¹²

What this means for RDs: This is your chance to be the nutrition expert by clearing up confusion over probiotics. While research indicates that probiotics may have specific benefits, it's important to remind your patients that they should match the specific strain or genus of probiotics to the proven benefit, from treating diarrhea to aiding constipation. It's like finding the right antibiotic to treat the right infection.

Review the clinical benefits established for particular probiotics before recommending for or against them. To ensure live, active bacteria are present, products need to be stored properly according to package directions. Also remember that many probiotics come in foods and beverages that may be high in sugars and calories.

9. In Search of 'Inherent Goodness'

What RDs should know: Consumers are becoming even more aware of foods with inherent goodness, such as berries and omega-3–rich foods. "Consumers have shown us that they prefer to add foods with specific health components, for example, antioxidants and omega-3s, to their diet to support health rather than give up the foods they enjoy," Gazzaniga-Moloo says.

According to the Institute of Food Technologists, a recent focus on natural functionality and inherent nutrition are beginning to shift interest away from traditionally fortified foods. For the past two decades, 88% of adults have believed it's better to get their nutrients from foods that are naturally rich in vitamins and minerals, while 67% believe it's important to get them from dietary supplements, and 53% believe fortified foods are an important avenue to meet their nutrient needs. However, people are losing interest in fortified foods: Thirty-five percent of adults were not making any effort to consume fortified foods in 2010 compared with 28% in 2009. Instead, consumers are moving even more toward products that are naturally high in vitamins, minerals, or nutrients, such as juices, whole grains, and healthful protein sources.¹⁰

What this means for RDs: This new push for natural functionality is likely to be good news to most dietitians—it's better for patients to get their B vitamins in whole grains and resveratrol in grapes and red wine rather than to pop dietary supplements willy-nilly. Yet it's essential to help your patients keep their overall nutritional intake in perspective. For example, it may be difficult for some people to meet their calcium and vitamin D needs without a supplement, and fish oil supplements may benefit a variety of conditions, such as heart disease and arthritis. And including a variety of nutrient-rich, whole foods—rather than sticking to a few favorites—will give people a better chance of meeting their nutritional needs.

10. Organic Health Halo

What RDs should know: The interest in all things organic continues to climb. The Food Marketing Institute trends report indicates that, despite recent pressure on price and value,

interest in organic is holding its own.³ "Organic produce continues to carry a health halo, with more than half of consumers saying they believe it is healthier than conventionally grown produce," Gazzaniga-Moloo says. Look for growth in organic store brands to make the price tag a little more affordable.

In fact, one Cornell University study investigating the health halo effect of organic foods found that subjects preferred almost all the taste characteristics of foods labeled organic, even though they were actually identical to their conventionally labeled counterparts. The foods labeled as organic were also perceived to be significantly lower in calories and fat and higher in fiber. Overall, organically labeled chips and cookies were considered to be more nutritious than their nonorganic counterparts.¹³

What this means for RDs: Set the record straight on the meaning of organic foods. The USDA has established a National Organic Program (<u>www.ams.usda.gov</u>) with standards to guide the cultivation and processing of organic foods, which offer many environmental and health benefits due to restrictions on the use of synthetic inputs such as fertilizers, pesticides, and genetically engineered ingredients. But that doesn't mean organic equals healthful. Organic junk foods, such as candy, cookies, crackers, chips, sodas, and even vodka, abound. Shed light on how your patients should evaluate the nutritional qualities of all foods, including organic ones. Encourage clients to choose organic whole foods such as fruits, vegetables, grains, dairy products, meats, and eggs first.

11. The Sodium Red Flag

What RDs should know: The health establishment's harsh warnings against sodium have finally sunk in, and more people are expressing concern about sodium levels in their food choices. The Academy's trends survey found that major media coverage and manufacturer reformulations have pushed low sodium into the top three food attributes consumers are hearing about. "I see more people aware of the sodium content in foods. As our population ages, they are more concerned about their health and what they are consuming. The large amounts of sodium in food is an issue to them," Frechman says.

The Food Channel listed the taste of real food without the addition of salt as one of their top trends in 2012, reporting that adding less sodium to foods allows people to enjoy the taste of ingredients the way they were meant to be. They credit menu labeling and the clean food movement as the impetus for people wanting to rid their foods of extraneous ingredients such as sodium.¹⁴

What this means for RDs: Use this trend to gain momentum in helping your patients attain optimal health. For too long the sodium facts on the nutrition panel have been ignored. Now it's time to put more attention on the large amounts of sodium found in many processed foods—soups and side dish mixes can contain 1,000 mg per serving, and restaurant meals 2,000 mg per plate.

The food industry is pitching in by cutting back the salt in many foods. Today, there are many options on supermarket shelves for trimming sodium—lower-sodium versions of soups,

vegetables, beans, side dishes, and entrées abound. For many people new to cutting back on salt, at first foods may seem bland. So offer tasty suggestions such as using herbs, spices, and low-sodium seasoning blends to enhance flavor. Help people celebrate the pure flavors of real foods.

12. Sweet, Natural Alternatives

What RDs should know: The popularity of so-called natural sugar alternatives has and will continue to rise, according to Gazzaniga-Moloo.

While stevia, a "natural" sweetener from the leaves of the tropical stevia plant, and agave nectar, a honeylike sweetener produced from the agave plant, may be perched as the king and queen of natural sweeteners because of their popularity, look for newcomers such as monk fruit sweetener and palm sugar to make a splash. And more food and beverages will include these alternative sweeteners in their formulation. According to Nutraceuticals World's list of top food trends for 2012, an interest in pure and natural sweeteners is at the forefront, with more products promoting natural sweetening ingredients such as stevia, agave, and coconut sugar.¹⁵

What this means for RDs: Get to know these natural sweeteners because your clients certainly are. Some may not be as natural as they claim to be—for example, agave and palm sugar require processing steps that make them less processed than high fructose corn syrup but more processed than honey. And the safety of some sweeteners has been called into question. For example, concerns have been raised by the Center for Science in the Public Interest over proper testing that proves stevia is safe. Further, some sweeteners such as agave and palm sugar still fall under the added sugar umbrella, as they provide similar amounts of calories and carbohydrates as sucrose.

Natural sugars can make people feel that they are healthy, thus these products may be consumed without restraint. Considering the Dietary Guidelines recommends cutting back on added sugars for optimal health, it's important to remind people to keep added sugars—no matter what their source—to a minimum.

13. Fed Up With Nutrition Misinformation

What RDs should know: The information superhighway is a bog of myths, urban legends, and unscientific information on nutrition. You'll find unproven dietary cures for cancer, baldness, and impotency all over the Internet. And anyone—regardless of their lack of nutrition education—can start a blog dishing out the best diet advice for weight loss, detoxing, and treating disease. But look for a new appreciation for science-based, practical nutrition information to arise. "I see people fed up with misleading nutrition information. More than ever, people want realistic ways to achieve a healthy lifestyle, not magic cures," Frechman says. This trend has also hit the media and food industry as more media outlets, from magazines and newspapers to websites and blogs, and food companies are seeking professional nutrition experts—RDs—to provide accurate nutrition information to the public.

What this means for RDs: It's a great time to be a dietitian! Your services are in demand. Offer to provide valuable nutrition information in your own practice setting, whether by creating a website for your practice and filling it with reliable, credible information or sending out a newsletter with practical diet tips for good health. Start a blog, develop a list of reliable nutrition websites, refer your patients to articles written by RDs, start a library of nutrition books penned by RDs, or write a column for a dietetic practice group or local newspaper. Just get out there and disseminate accurate nutrition information to the public—further enforcing the mantra that RDs are *the* nutrition experts.

—Sharon Palmer, RD is a contributing editor at **Today's Dietitian**, a freelance food and nutrition writer in southern California, and author of **The Plant-Powered Diet**.

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Examination

1. How are economic concerns impacting consumer food choices related to healthfulness?

- A. Consumers may purchase lower-cost foods instead of more healthful ones.
- B. Consumers may eat out more often.
- C. Consumers may choose more convenience foods over healthful ones.
- D. Consumers may be more picky about their food choices.

2. Which of the following factors contribute(s) to consumers' interest in healthful foods?

- A. First Lady Michelle Obama's Let's Move! campaign
- B. Chef Jamie Oliver's Food Revolution program
- C. Childhood obesity statistics
- D. All of the above

3. How can you use the clean food movement to counsel your clients to make better food choices?

- A. Inform your clients that the term "natural" on food packages is always deceiving.
- B. Encourage clients to focus on consuming whole, minimally processed foods.
- C. Caution clients to avoid falling into the clean food trap.
- D. All of the above

4. The popularity of the local foods movement is demonstrated by a rising increase in which of the following?

- A. The number of farmers' markets and community-supported agriculture groups
- B. The number of meals eaten at restaurants
- C. The availability of locally sourced meat, seafood, beer, and wine
- D. A and C

5. How is technology influencing the way people make food choices?

- A. Consumers use Facebook to share in a discussion about food choices.
- B. Consumers find recipes and nutrition information on websites.
- C. Consumers download coupons when they go shopping.
- D. All of the above

6. Why are convenience foods rising in popularity?

- A. They cost less.
- B. They are more nutritious.
- C. They are a solution for busy people who don't have good cooking skills.
- D. They take up less storage space.

7. What percentage of people recognize the term "probiotic"?

- A. 50%
- B. 60%
- C. 70%

D. 90%

8. What techniques can you use to counter the "health halo" that tends to surround all organic foods?

- A. Recommend clients avoid organic foods.
- B. Educate clients on what organic really means per USDA standards.
- C. Show clients how to read food labels, including ingredients lists and Nutrition Facts panels. D. B and C

9. Which of the following is a popular "natural" sweetener now available?

- A. Stevia
- B. Corn sugar
- C. Beet sugar
- D. Cane sugar

10. How can you take advantage of the public's interest in accurate nutrition information?

A. Guide clients to be wary of information found on the Internet.

B. Suggest articles and books written by RDs.

C. Provide more accurate nutrition information in your practice through your website,

- newsletter, blog, or other media.
- D. All of the above