



**Choosing Lower Fat Milk**  
**A NUTRITION IN-SERVICE FOR STAFF**

**“Got Milk?”**  
**~ California Milk Processor Board**



This institution is an equal opportunity provider.  
Washington WIC does not discriminate.

For persons with disabilities this publication is available on request in other formats. To submit a request, please call 1-800-841-1410.



## A lesson on the health benefits of lower fat milk and for inspiring WIC clients to make that choice.

- Who:** Participants: WIC Staff, range of 2-15 participants with a varying degree of maternal, infant and child nutrition knowledge and WIC experience.  
Leader: WIC RD/Nutritionist
- Why:** Due to its health benefits, lower fat milk is recommended for women and children over age two. WIC staff can assist clients with this change, by becoming familiar with the nutritional benefits of lower fat milk and strategies for changing to lower fat milk.
- When:** A monthly in-service that is designed to be 30 to 60 minutes - depending on the discussion and the number of staff attending.
- Where:** The session was designed for a WIC classroom, meeting room or large office depending on the size of the group.
- What:** By the end of this session staff will have:
- Explored factors that affect milk preference and purchasing.
  - Examined the food package changes related to milk types.
  - Reviewed the WIC nutrition risk for children 12 – 23 months of age related to reduced or fat free milk.
  - Analyzed two handouts on low fat milk, identifying the difference between milk types and the nutritional benefits of lower fat milk.
  - Identified barriers to the use of lower fat milk.
  - Practiced using Explore, Offer, Explore to talk with clients about switching to lower fat milk.
- Materials Needed:** Flip chart and easel or white board, paper and markers.  
Copies of:
- Interview Sheet (back of Leader section)
  - Handout “Low Fat Milk is a Healthy Choice” order from [myFulfillment](http://myFulfillment) (one for each participant), or download from: [http://www.nationaldairycouncil.org/SiteCollectionDocuments/education\\_materials/wic/Low-Fat%20Milk%20Handout\\_English.pdf](http://www.nationaldairycouncil.org/SiteCollectionDocuments/education_materials/wic/Low-Fat%20Milk%20Handout_English.pdf)
  - Handout “Moove to Low-fat Milk ” (one for each participant) download from

[http://www.nal.usda.gov/wicworks/Sharing\\_Center/VA/milk\\_handout.pdf](http://www.nal.usda.gov/wicworks/Sharing_Center/VA/milk_handout.pdf)

- In-service *Participant Copy*
- In-service *Feedback Form*

**Background** Please review before leading group:

**Reading for Leaders:**

- Washington State WIC Manual, Volume 1, Chapter 14 - Nutrition Risk Criteria – Reduced Fat or Non-fat Milk (12 - 23 months)

For further review and consult:

- “Build Strong Kids with Dairy Foods” module at [www.WICHealth.org](http://www.WICHealth.org). Module includes information about the importance of adding dairy foods to children’s diets and easy ways to achieve this.

**How:**

- Schedule in-service.
- Review background information.
- Review in-service *Leader Copy* (*italicized print indicates leader speaking*).
- Prepare materials needed.
- Have fun!

**Introduction / Warm-Up****1 minute**

*Welcome! I will be the leader for this month's nutrition training. I encourage all of you to participate. Together we can explore our topic and discover strategies to support our WIC clients.*

*By the end of this session you will have:*

- *Explored factors that affect milk preference and purchasing.*
- *Examined the food package changes related to milk types.*
- *Reviewed the WIC nutrition risk for children 12 – 23 months of age related to reduced or fat free milk.*
- *Analyzed two handouts on low fat milk, identifying the difference between milk types and the nutritional benefits of lower fat milk.*
- *Identified barriers to the use of lower fat milk.*
- *Practiced using Explore, Offer Explore to talk to clients about switching to lower fat milk.*

**Part 1****10 minutes****Exploring your milk choice**

*Please divide into pairs. Using the Interview Sheet I am handing out, interview your partner. After three minutes, switch roles. We will share some of what you discovered.*

Remind participants to switch after three minutes. At end of the time call pairs back to the group.

*From what you learned during the interview, let's make a list of factors that affect what type of milk people choose.*

Compile responses on a flip chart or white board.

**Part 2****5 minutes****WIC Food Changes and Risk Review**

*Review the following information about the WIC food changes:*

The U.S. Department of Agriculture's Food and Nutrition Service charged the Institute of Medicine (IOM) to review the WIC food package and make recommendations to better align the food package with current nutrition research and guidelines. To limit the intake of fat, saturated fat and cholesterol in the WIC food package, the IOM recommended the changes in the following table.

**WIC Food Changes Related to Milk Types**

<b>Client Category and Age</b>	<b>Standard food package</b>
Children 12 – 23 months of age	Whole milk (3.5%) only
Children 2 – 5 years of age	Lower fat milk only – includes reduced fat (2%), low fat (1%), and fat free
Women	Lower fat milk only – includes reduced fat (2%), low fat (1%), and fat free

In order for a woman or a child 2 - 5 years of age to receive whole milk, the client must have a qualifying medical condition and written documentation from a medical provider.

Note: Since the new WIC food rules were published, the American Academy of Pediatrics (AAP) has released new recommendations about dietary intake as it relates to child obesity. The AAP now indicates that lower fat milk would be appropriate for children 12 – 23 months of age for whom overweight is a concern or who have a family history of obesity or cardiovascular disease.<sup>1</sup> USDA is in the process of revising WIC rules to align with the AAP. Washington WIC will update its WIC policies once USDA provides its guidance.

<sup>1</sup>Lipid Screening and Cardiovascular Health in Children, Pediatrics 2008, 122: 198-208

*Which Washington State WIC nutrition risk pertains to drinking lower fat milk?*

Reduced Fat or Non-fat Milk (12 – 23 months)

This risk is defined as routinely feeding reduced fat (2%), low fat (1%) or fat free milk as the primary milk source between 12 and 23 months of age.

*What stands out to you about any of this information in Part 2?*

**Part 3****8 minutes****Health Benefits of Lower Fat Milk**

Distribute the two handouts; Low Fat Milk is a Healthy Choice and Move to Low Fat Milk.

*In groups of two or three, take five minutes to analyze these two handouts. Using the handouts as references, write down the answers to the following questions:*

- *What are the similarities and differences between whole milk, 2% milk, 1% milk, and fat free milk?*
- *What are the health benefits of using lower fat milk?*

After five minutes, call the groups back. Compile answers from group on white board or flip chart (you can ask for a volunteer to record for you).

*Which information about lower fat milk will be helpful when discussing this topic with clients?*

**Part 4****10 minutes****Barriers to the Use of Lower Fat Milk**

*Divide up into new pairs. With your partner make a list of “barriers” or reasons why switching to lower fat milk may be difficult for our clients. You have three minutes. Please begin.*

Possible responses might be:

- Whole milk or “Vitamin D” milk is more nutritious
- Prefer taste and texture of whole milk over lower fat milk
- Don’t like to drink “blue” milk
- Don’t understand different labeling or names of milk – not sure what % means, whole and Vitamin D sound better, confusing to find right kind

After three minutes, ask each group to share one response. Compile responses on flip chart or white board. Continue to compile responses, one from each group until there are no more.

*Now, take three more minutes and come up with strategies to help overcome these barriers. We will share your ideas. Wait three minutes.*

*What strategies did you come up with?*

Possible answers might be:

- Change slowly – if now drinking whole milk, switch to 2%, then 1%, etc.
- Try mixing whole and 2% milk together, over time gradually reduce the amount of whole milk and increase the amount of 2% milk until fully drinking 2% milk
- Use lower fat milk for cooking
- Use a colored glass when drinking fat free milk (it won’t look so “blue”)

**Part 5****7 minutes****Practice Using Explore, Offer, Explore**

*Use Explore, Offer, Explore.*

*Explore...Explore what the client knows, or would like to know*

*Offer...Offer information in a neutral, nonjudgmental manner*

*Explore...Explore about the client's thoughts, feelings, and reactions*

*In your pairs, brainstorm how Explore, Offer, Explore might happen with a client who considering switching from whole milk to a lower fat milk.*

*Note: Questions from the Interview Sheet could be used as the first Explore question.*

*You have 5 minutes. Please begin.*

*Wait 5 minutes.*

*Who would like to share their discussion?*

**Closing****1 minute**

*Thanks for participating today. We heard some great discussion and ideas that will help us to better serve our WIC clients.*

*Please fill out a Feedback Form – your input is greatly appreciated.*

Collect Feedback Forms.

Make any notes you have as a leader.

Review participants' Feedback Forms.

Document this training.

**Optional Activities****Taste Testing**

Have a taste test featuring whole, 2%, 1% and fat free milk. Let everyone taste the different types of milk. Have the containers covered so that they can't see the color very well. See if staff can guess them by taste only.

**Take a Look at WICHealth.org**

Have participants review [wichealth.org](http://wichealth.org) module: “Build Strong Kids with Dairy”.

Have participants look at the module prior to the in-service and share information they found useful for WIC clients. View interesting parts of the module as a group and discuss.

Discuss how this WICHealth.org module may be used for clients with internet access that are not High Risk.



## Interview Sheet

1. What kind of milk (whole, 2%, 1%, or fat free) do you normally use / purchase?
2. Who drinks the milk that you purchase?
3. When buying milk, what do you look for?
4. What has your experience been in trying different kinds of milk?
5. What influences you to buy the milk that you do?



## A lesson on the health benefits of lower fat milk and for inspiring WIC clients to make that choice.

### Learning Objectives

By the end of this session staff will have:

- Explored factors that affect milk preference and purchasing.
- Examined the food package changes related to milk types.
- Reviewed the WIC nutrition risk for children 12 – 23 months of age related to reduced or fat free milk.
- Analyzed two handouts on low fat milk, identifying the difference between milk types and the nutritional benefits of lower fat milk.
- Identified barriers to the use of lower fat milk.
- Practiced using Explore, Offer, Explore to talk with clients about switching to lower fat milk.

### Part 1

#### Exploring your milk choice

Divide into pairs. Using the Interview Sheet, interview your partner. After two minutes, switch roles. We will share some of what you discovered.

### Part 2

#### WIC Food Changes and Risk Review

The U.S. Department of Agriculture’s Food and Nutrition Service charged the Institute of Medicine (IOM) to review the WIC food package and make recommendations to better align the food package with current nutrition research and guidelines. To limit the intake of fat, saturated fat and cholesterol in the WIC food package, the IOM recommended the changes below.

#### WIC Food Changes Related to Milk Types

Client Category and Age	Standard food package
Children 12 – 23 months of age	Whole milk (3.5%) only
Children 2 – 5 years of age	Lower fat milk only – includes reduced fat (2%), low fat (1%), and fat free
Women	Lower fat milk only – includes reduced fat (2%), low fat (1%), and fat free

In order for a woman or a child 2 - 5 years of age to receive whole milk, the client must have a qualifying medical condition and written documentation from a medical provider.

Note: Since the new WIC food rules were published, the American Academy of Pediatrics (AAP) has released new recommendations about dietary intake as it relates to child obesity. The AAP now indicates that lower fat milk would be appropriate for children 12 – 23 months of age for whom overweight is a concern or who have a family history of obesity or cardiovascular disease.<sup>1</sup> USDA is in the process of revising WIC rules to align with the AAP. Washington WIC will update its WIC policies once USDA provides its guidance.

<sup>1</sup> Lipid Screening and Cardiovascular Health in Children, Pediatrics 2008, 122: 198-208

Which Washington State WIC nutrition risk pertains to drinking lower fat milk?

Reduced Fat or Non-fat Milk (12 – 23 months)

This risk is defined as routinely feeding reduced fat (2%), low fat (1%) or fat free milk as the primary milk source between 12 and 23 months of age.

What stands out to you about any of this information in Part 2?

### **Part 3**

#### **Health Benefits of Low Fat Milk**

In groups of three, take five minutes to analyze the two handouts, “Low Fat Milk is a Healthy Choice” and “Moove to Low Fat Milk.” Using the handouts as references, write down the answers to the following questions:

- What are the similarities and differences between whole milk, 2% milk and fat free milk?
- What are the health benefits of using lower fat milk?

Which information about lower fat milk will be helpful when discussing this topic with clients?

**Part 4****Barriers to the Use of Lower Fat Milk**

Divide up into new pairs or trios. With your partner make a list of the “barriers” or reasons why switching to lower fat milk may be difficult for our clients. You have three minutes.

Take three more minutes and come up with strategies to help overcome these barriers. We will share your ideas.

**Part 5****Practice Using Explore, Offer, Explore**

Use Explore, Offer, Explore.

Explore...Explore what the client knows, or would like to know

Offer...Offer information in a neutral, nonjudgmental manner

Explore...Explore about the client’s thoughts, feelings, and reactions

In your pairs, brainstorm how Explore, Offer, Explore might happen with a client considering transitioning from whole milk to a lower fat milk.

Note: You may want to use one of the questions from the Interview Sheet as your first Explore.

You have 5 minutes.

**Closing**

Thank you for participating today.

Please fill out a Feedback Form – your input is greatly appreciated.



