

COMMUNITY SHOPPER'S GUIDE

Thursday, March 15, 1984/Section C

Recipes

Stay ahead with a balanced diet

March is National Nutrition Month. This year's theme is "Everybody Wins With Good Nutrition -- Stay Ahead With A Balanced Diet." Be a winner by improving your eating habits -- it's easy.

In the last decade more and more people have jumped on the nutrition band wagon. If you are not sure how to go about turning some bad habits into good ones, start small. It will be easier and more manageable if you take it one step at a time.

First, identify the areas where you might need improvement. Eating a better breakfast? Limiting snacks? Restricting sodium or sugar? Then, whatever you decide to work on, consult with a physician or registered dietitian before making any sweeping dietary changes. The following recipes reflect some of the ways people are working to improve their nutritional status.

The popularity of preparing foreign and ethnic dishes at home becomes evident on a visit to the supermarket. Foreign food sections are expanding and a greater variety of fresh produce from around the world is available to meet consumer demand. One of the most popular cuisines prepared at home is Chinese. Oriental cooking has a double appeal; it is economical and nutritious. A pound of meat and sliced fresh vegetables combine to generously serve four when served over rice in a typical Oriental main dish.

To prepare Oriental Garden Stir-Fry, first freeze the round steak for about 1 hour, to make slicing easier. A wok's sloping sides are designed so a small amount of oil remains in the base. As ingredients are cooked in oil to the desired degree of doneness, they are pushed up the sides of the wok, where they keep warm while excess oil from the food drains back down to the base of the wok. Sliced carrot, green onion, water chestnuts and fresh pea pods add color, texture and flavor.

According to Campbell's AMERICAN FOOD PREFERENCES Study, today's consumers are looking for products that are fresh and healthy. No where is this more apparent than where salads are concerned. Salad bars are popping up everywhere -- even in fast food restaurants. On the homefront, people are becoming

more adventuresome, not only do they want to eat light, they also want variety. They're experimenting with different salad greens and making pasta salads, as well as creating new salad dressings. It's easy to create a homemade dressing. Dressing Italiano gets off to a fast start with a can of condensed tomato soup. Seasoned with Parmesan cheese, basil, oregano and garlic, this dressing would do any salad proud.

Many people are now more conscious when buying bread and opt for products made with whole grain flour. A combination of all-purpose and whole wheat flours form the basis of Spiced Zucchini Loaf. Canned condensed cream of asparagus soup adds a special touch of spring flavor. Shredded zucchini squash and chopped walnuts perk up the texture and taste. This quick bread would be a delicious accompaniment to a garden salad for a light lunch.

Campbell's AMERICAN FOOD PREFERENCES Study reports that consumption of almost all desserts have declined in the past 10 years, with the exception of fruit. Why? Part of the reason may be more people are watching their weight. Also more women are working and consequently have less time to fix desserts. Whatever the reasons, the one exception has been fruit desserts. More people are enjoying desserts made with fresh fruit than ever before. Fruited Noodle Pudding is one do-ahead dessert guaranteed to be a cook and crowd pleaser. Ricotta cheese, plain yogurt and canned condensed Cheddar cheese soup make a creamy base for this quick to fix treat. Delicately seasoned with allspice this dish made with diced pears can be served warm or chilled.

No matter what part of your diet needs reworking, meet the challenge in a creative and delicious way. Be knowledgeable, but be adventuresome. Eating right doesn't have to be drudgery. Remember, you will end up a winner.

ORIENTAL GARDEN STIR-FRY

1 tablespoon salad oil
Please see page C4



Oriental Garden Stir-Fry, a nutritious main dish with round steak, carrots, onions, pea pods, chestnuts and several other scrumptious ingredients, can be made quickly in a wok or skillet.

Better Living

Fashion: Adaptation to fit your needs requires a good imagination

By JOANNE FALLS
Home Economics Extension Agent

Have you ever left a fashion show feeling disappointed because of the high-priced and extreme fashions shown?

No doubt this has happened to every fashion conscious person somewhere down the line. Remember that every fashion show, and every fashion magazine, contains something that some low-income people can copy to improve their wardrobes and to update the clothes they already have. Sometimes adaptation to fit your own needs requires imagination and careful wardrobe planning.

Many times a scarf or a belt can make or mar an outfit. Costume jewelry can change the look. A new blouse can

spruce up an old suit and make it look new.

Embroidered designs can change the whole costume. Pearls can work wonders to transform a simple dress.

These are some spring thoughts to consider:

- 1) Think long skirts with short jackets.
- 2) Think long jackets with slim skirts or short skirts.
- 3) Think white. The white suit with dark blouse or blouse with broad stripes will be worn.
- 4) Think neutral tones or cream tones.



Falls

- 5) Think pale green with soft pink.
- 6) Think belted waistline with feminine soft fashions.
- 7) Think of slimline linens.
- 8) Think knit and save time, energy and money because knit is washable.
- 9) Think pink-blended with grey.
- 10) Think grey suit with red blouse.
- 11) Think belted waistline with feminine soft fashions.
- 12) Think long, pleated skirt.
- 13) People who sew should think lace, ruffles and beautiful buttons and bows and neckties.
- 14) Think coat dress.

By sewing yourself, you can have unique clothes at a fraction of the cost that leading stores charge. In addition

you have the advantage of a better fit and stronger fabrics that will withstand daily wear for work and frequent washing.

According to Elise Amour, Folkwear Marketing coordinator, designs start with an intuitive sense of what people want from clothing--energy-efficient clothing that can be layered, for example, or simple clothes with classic lines. She says you can make Folkwear garments with basic sewing knowledge.

Many of the classic designs from the past reappear as the latest fashion looks. Designer Ralph Lauren revived the prairie skirt a few years ago, and the dropped-waist style of the 1920's tea frock is a new look for 1984.

Yesterday's designs are today's styles.



Foster

Allen

Edrington

Miller

Chronicle Camera

Should prayer be permitted?

By AUDREY L. WILLIAMS
Chronicle Staff Writer

The Chronicle polled area citizens and asked their opinions of prayer in public schools.

James Edrington, student at WSSU: "Everyone should have a little Christianity in their lives. Prayer is definitely needed in the school system because we should be closer to God."

Norma Hicks, domestic: "Prayer is something everybody needs. If the kids can't get it at home they could get it at school. I hope they pass the prayer bill, myself."

Warren Foster, contractor: "I think prayer in the schools is a good thing. It's a lot of crime and drugs. It's a lot of crime and drugs. It's a lot of crime and drugs."

Angela Miller, student at WSSU: "I'm a student at East Forsyth High School. I'm a student at East Forsyth High School. I'm a student at East Forsyth High School."

Gwendolyn Medley, housewife: "I'm a housewife. I'm a housewife. I'm a housewife. I'm a housewife. I'm a housewife."

Mary Marshall, retired: "Prayer helps the children and it helped us when we had it. There are a lot of children who don't know anything about prayer."

Carrie Carruthers, retired: "I think prayer in the schools is fine, especially as bad as children are now; they need it."

Angela Miller, student at WSSU: "We need to get religion back in the schools because it's important to have moments of silent meditation. You never know, it might be your last prayer."

Alma McQueen, housewife: "There should be prayer everywhere, not just in the schools. We used to have devotion when I was a little girl and the day went so much better."

Neil Batchelor, unemployed: "Prayer shouldn't be mandated by the government. I don't have anything against prayer in the schools, but you can't force it on anyone either. Anyway, how would you regulate it?"

Gwendolyn Medley, housewife: "When I was in school, prayer made my day go a lot better."

Mary Marshall, retired: "Prayer helps the children and it helped us when we had it. There are a lot of children who don't know anything about prayer."

Coping

Apply the psychology of selling

By CHARLES FAULKNER
Syndicated Columnist

In my last column, I told you that you can sell any product to anyone at anytime. You need only to learn the proper principles of psychology that apply to selling. Successful salespeople are not people who know about astrology or who wear lucky charms around their necks. Rather, they are people who convince clients to buy their merchandise by saying the right thing at the right time and by doing the right thing at the right time. They are masters of persuasion who have learned and applied the psychology of selling. You can too.

One of the major faults of unsuccessful salespeople is that they allow their personal insecurities to become involved in the sales progress. If Ms. Jones refuses to purchase their product, they attempt to sell to Mr. Smith. However, if Mr. Smith also refuses to make a purchase, they connect the experiences and think that something is wrong with themselves.

If two people dislike them they believe that everyone else will dislike them. In simple terms, they begin to think that something is wrong with themselves rather than with their selling techniques. They think that something is wrong with their product rather than with the person to whom they are attempting to sell.

Unsuccessful salespeople develop anxiety and begin to anticipate failure even before they meet the next client. This attitude is wrong. It makes the salesperson a victim of his or her own fears and interferes with the presentation. The anxious salesperson will soon find selling emotionally draining and will have very little success with it.

To be successful, you must accept each interaction with clients as separate and unrelated. If you fail to make a sale, forget about it immediately. If you fail to make several sales, do not take it personally because it probably has nothing to do with you as an individual. Remember, selling is a science. There is no luck in selling. When you

apply the correct psychology, you will easily sell your product. When you apply the wrong psychology, you will not sell. So, if you are having trouble selling, analyze your technique.

Winners are never personally affected by anything that the client says. Instead, you must think: "I will remain cool and calm throughout our entire interaction regardless of what the client says."

Now, master these principles and make the commitments: 1) Confidence. Say aloud repeatedly: "I have the ability to persuade anyone to purchase my product or to like me in spite of any objections that they might have."

Never accept no as a final answer. Losers discontinue their efforts to sell at the first indication of rejection. Winners continue to pursue their client and use a variety of psychological techniques until the client says yes. It might be best to change the subject temporarily or continue your presentation on another day but the client remains eternally a potential sale. After all, people do change their minds.

2) Psychology. Repeat the following statement: "I will accept any objection, reinterpret it and use it to sell my product."

Always be receptive to and positive about any client. If your client says: "I cannot spare the money at this time to purchase your product," your response should be, "I certainly understand your thinking on this matter but your sacrifice to buy at this time will result in saving many dollars in service and value to you in the future because of our superior engineering and equipment." If your client says: "Your product is too expensive," you might say, "Perhaps our product costs just a bit more than others but our product is immensely superior to any similar item and you will actually save money in the long run."

The bottom line is: Never give up.