



Securing Your Invitation to the Table

Food Safety Ideas to Grow Your Influence

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Is Food Safety Invited to Strategic Meetings?

- Are decisions being made without your input, forcing Food Safety to be reactive?
 - New or replacement machinery
 - New processes
 - Storing other commodities
 - New business partners
 - Applied pesticides or chemicals
 - New customers, domestic and international
 - New country of origin

Why Isn't Food Safety Invited or Consulted

- Lack Of Trust Or Expertise
 - New To The Company
- Food Safety Doesn't Add Value
 - Lack of Flexibility

Lack of Trust or Expertise



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- Know the regulations and why those regulations are in place so you can be confident when speaking.
- Be honest, if you don't know, don't make something up.
- Often times, Food Safety people are young or new to the industry. Seek out knowledge and use mentors.
- Are you responsible only for ranches, facilities or both? Are you applying the correct regulation?

New to the Company

- Do you know the process in your operation?
- Spend time with each group doing the job to learn how those employees affect Food Safety.
- Understand the commodity, to include pH, target bacteria, temperature, pre and post harvest applications, pests, shelf life, suppliers, etc.
- Food Safety must understand the operation, from growing to shipping.



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Food Safety Doesn't Add Value

- Don't just talk about compliance, talk about efficiency, cost, marketing, liability and competition.
- Be proactive and find gaps before they find you.
- Tell the executives and upper management what you need from them.
- Be an alchemist – turn Food Safety into gold!



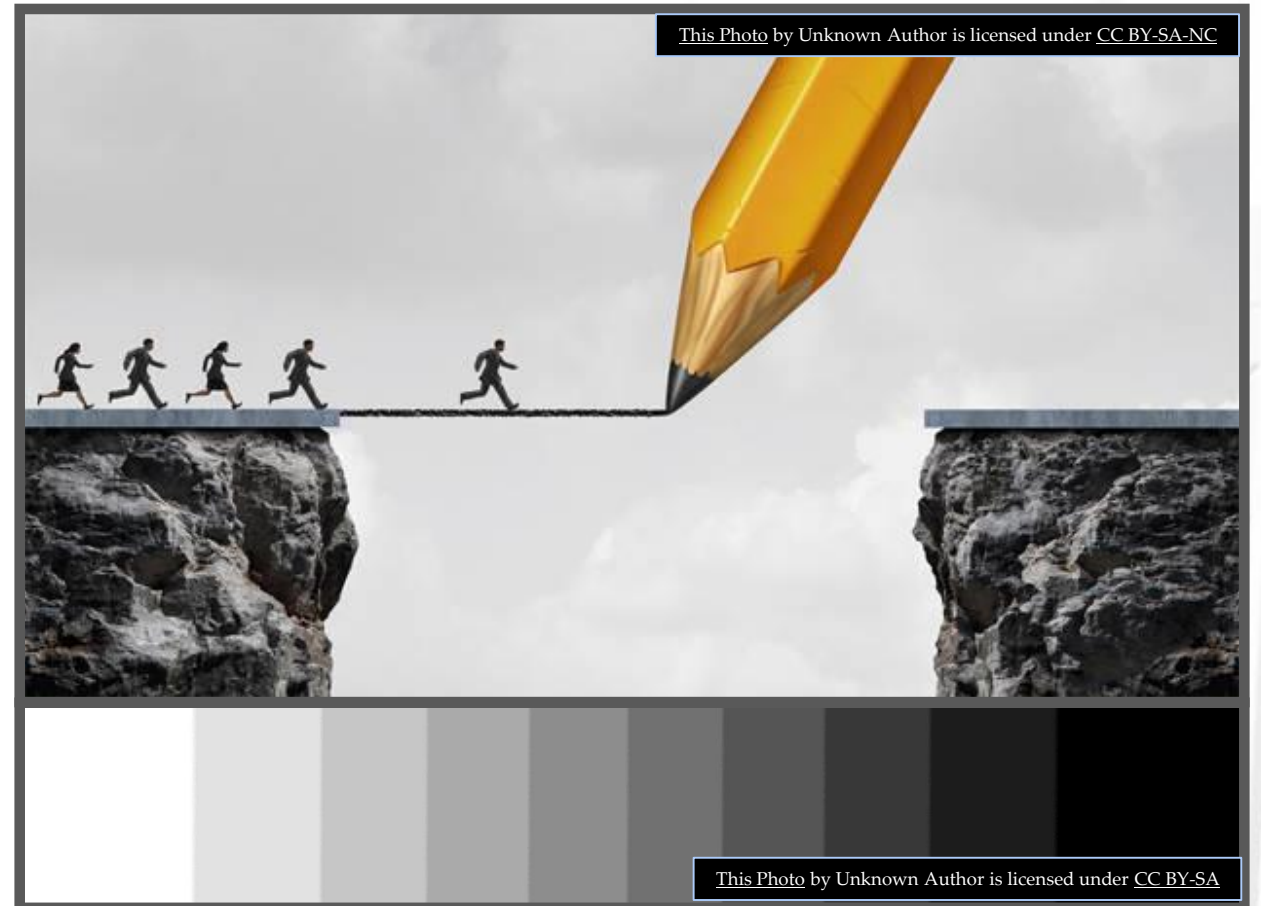
Lack of Flexibility



- Food Safety is always saying “NO”.
- Conservative approaches hinder company growth instead of building opportunities for it.
- Fear tactics are used by Food Safety.
- Do the risk assessment. Qualify acceptable versus unacceptable risks.
- Be flexible and creative to minimize risk.

Working in the Gray

- Many regulations have a start point and an end point. Fill the middle with gold!
- Work with other departments for efficient and value-adding solutions.
- Use compliance as an opportunity to rise above your competition.



Food Safety Mindset

Secure Your Seat at the Table

Food Safety people are often times introverted; quiet, structured, emotional, timid and sensitive.

Of the 4 reasons Food Safety is not invited:

50% is due to personality.

50% is due to knowledge.

Be the expert. Research what you don't know.

Engage in the company, don't sit behind a desk. Be a driving force.

Work collaboratively and seek out solutions. Prove the value of Food Safety.

Be open to opportunity. Be flexible and don't be afraid to work in the gray.

Are You an Oak or a Palm Tree



Strong and Unflexing



Malleable and Flexible

What Does Your Company Need You to Be?