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## AFDO Webinar Announcement: How To Speak So Everyone Listens

AFDO is sharing a LEADERSHIP IQ (A Mark Murphy Company) webinar on how to improve your speaking skills. Please joining us on **May 29, 2019 at 12:00PM Eastern or June, 4, 2019 at 3:00PM Eastern**

When you speak, does everyone listen? Do people hang on your every word? OR, do you connect with some people but not others? Do you have trouble connecting with 'feelers' or data geeks or people who don't get to the point? A whopping 93% of leaders think they are effective communicators – yet only 11% of their employees agree. That's a huge problem for leaders, because

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Speak So Everyone Listens,” you’ll see your effectiveness as a communicator – and a leader – skyrocket.

In this recorded 1-hour webinar, you’ll learn:

- The 4 types of communication styles (Analytical, Personal, Functional and Intuitive) and how to speak to every one
- How to speak to a room filled with different communication styles (called Multipathing)
- 3 tricks for when you and your boss have different communication styles
- How to identify and speak to ‘process-driven’ people who like the nitty-gritty detail
- How to identify and speak to ‘big picture’ people who don’t want lots of detail
- How to identify and speak to ‘analytical’ people who want data, hard numbers, and dislike that ‘warm-and-fuzzy’ stuff
- How to identify and speak to people that are warm and chatty ‘feelers’
- Which modes of communication work (and don’t work), including email, voicemail, phone calls, and more
- 5 words to say when the other person isn’t listening to you
- The biggest way your communication needs to change when you’re speaking to 1 person vs. a group

[Register for May 29, 2019](#)

[Register for June 4, 2019](#)



## World Food Safety Day

**June 7, 2019 is World Food Safety Day! We've got you covered with everything you need to participate!**

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of the United Nations (FAO), and the World Health Organization (WHO).

Here are some ideas to get involved in World Food Safety Day:

- Sign the [pledge to share a food safety message](#) and receive a free surprise!
- Plan a [food safety event](#) in your area
- Download and use the [World Food Safety Day toolkit](#)

And, here are more [ideas for participating](#) in a way that works for you!

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## FDA & AFDO Webinar Announcement: CSFAN Update on Foreign Export Certification Issues for Food and Cosmetics on Exports

FDA Center for Food Safety and Applied Nutrition has made significant changes and streamlined its system for foreign export certificate issuance. Join the FDA experts to learn more about this updated system. Please feel free to share this email with anyone that you feel would benefit from this webinar.

\*Please make sure to include anyone that does certificates of expert or free sale on this call. This is for expert of food, dietary supplements, and cosmetics.

Webinar information:

CSFAN Update on Foreign Export Certification Issues - Industry  
Hosted by AFDO

Friday, Jun 7, 2019 1:00 pm | 1 hour | (UTC-05:00) Eastern Time (US & Canada)

Meeting number: 625 827 471

Password: kDrMaR3a

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Join by video system

Dial [625827471@afdo.my.webex.com](mailto:625827471@afdo.my.webex.com)

You can also dial 173.243.2.68 and enter your meeting number.

Join by phone

+1-510-338-9438 USA Toll

Access code: 625 827 471

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## Webinar Announcement: Food Safety Practices on U.S. Produce Farms Before FSMA

*JUN 3, 2019 (1:00 PM - 2:00 PM CENTRAL TIME U.S.) JUN 3, 2019 (1:00 PM - 2:00 PM CENTRAL TIME U.S.)*

Before FSMA's Produce Rule was implemented, USDA's Economic Research Service and National Agricultural Statistics Service surveyed produce growers about their food safety practices. These survey data provide USDA's first update of national food safety practices since 1999 and since microbial contamination of produce became widely recognized and researched. At the time of the survey, many growers who would be covered by the FSMA Produce Safety Rule (PSR) already had some food safety practices in place. Of these, larger growers had adopted food safety practices at higher rates than smaller growers, and small farms required more changes to meet the PSR standards than large farms.

- Gregory Astill, Speaker USDA Economic Research Service
- Travis Minor, Speaker USDA Economic Research Service
- Suzanne Thornsbury, Speaker USDA Economic Research Service
- Gretchen Wall, Moderator Produce Safety Alliance Coordinator, Cornell University

[Register for the webinar](#)

## AFDO Conference Late Fee Starts June 14 - Register Now!!

The AFDO Conference is getting closer, make sure to [register!](#)

The conference draft agenda contains a lot of educational and exciting sessions! [Check out the agenda now](#) and register for the conference! Workshops and committee meetings will be held on June 22 and 23, 2019. These are open to all attendees, please plan to attend!

For hotel information or to book your room for the conference: [Hotel Information](#)  
We hope to see all of you in Atlanta in June!

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### FDA News



## Announcement – State Contracts-Evaluation of Inspectional Performance (FMD-76)

FDA's Office of Partnerships (OP) is pleased to announce the State Contracts-Evaluation of Inspectional Performance (FMD-76) revision 3 is available. The document has an effective date of March 5, 2019. All previous editions of this document should be replaced.

[Download the document](#)

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## Potassium Chloride Constituent Update and Guidance

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“potassium chloride salt” in the ingredient statement on food labels as an alternative to the common or usual name “potassium chloride.”

[FDA Issues Draft Guidance Regarding Use of an Alternative Name for Potassium Chloride in Food Labeling](#)

[Draft Guidance for Industry: The Use of an Alternate Name for Potassium Chloride in Food Labeling](#)

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## Other Training Opportunities



## Preventive Controls for Human Foods and Foreign Supplier Verification Programs

**Preventive Controls for Human Foods Course (PCQI)**

[Course Information](#)

**Foreign Supplier Verification Programs Course (FSVP)**

[Course Information](#)



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July 9, 2019, 1pm ET

[GMPs for OTCs – Improving Compliance as FDA Eyes Enforcement Actions](#)

June 13, 2019 at 1pm eastern

[Understanding the Food Fraud Puzzle](#)

June 18, 2019, at 1pm eastern

Denton, TX

August 13, 2019

Andover, MA

November 12, 2019

Long Island, NY

[Dietary Supplement Labeling Compliance Review Seminar](#)

November 12-13 2019, Irvine, CA

[Food Labeling Compliance Seminar](#)

November 14-15, 2019, Irvine, CA

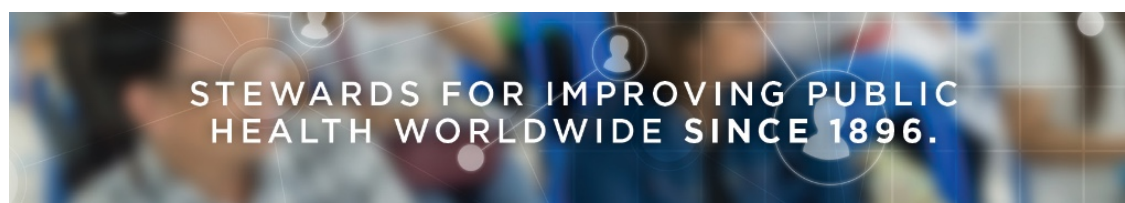
[Dietary Supplement Good Manufacturing Practices \(GMP\) Compliance Seminar](#)

November 14-15, 2019, Irvine, CA

## Laws and Regulations Committee Updates

### Laws and Regulations Committee Update

**A collection of current food, drug, device, and consumer product regulatory issues and news**

[Update from May 20 - 21, 2019](#)[Update from May 22 - 23, 2019](#)[Update from May 24, 2019](#)[Back to top](#)

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