

THE PREPARED AMERICAN

Official Newsletter of The Family Protection Association

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Family Protection Association (FPA) provides information, tools, training, and support for the welfare of American families.

There are more threats to our safety and security than ever before, and we want to unite members with our common goal of protecting our families at all costs. Let's keep our families healthy, safe, and secure.

BASIC FOOD SAFETY FOR YOUR FAMILY



When we're shopping for ingredients and cooking meals for our families, there are a ton of things to consider, such as:

- Reading food labels
- Checking expiration dates
- Meal and budget planning
- Preparing tasty meals everyone in the family will enjoy

It's a lot to take in, and it can make us forget to focus on basic food safety.

Food safety is a very important consideration overlapping every step in the process, from

making the right purchases to proper storage, cooking and even cleaning.

So, to help make sure you're keeping your family 100% safe when it comes to food, we put together a checklist.

Pro Tip: Cut this article out, laminate it and stick it on your fridge with a magnet and marker so you can help your whole family practice food safety!

Tick off the boxes every time you shop or prepare a meal, then wipe it off at the end of the day so it's ready to use again.

Article continued on page 4



Family Protection ASSOCIATION

The **Prepared American** is the official monthly publication of the **Family Protection Association (FPA)**. We provide you with the **information, tools, training, and support** you need to succeed.

WHY WE EXIST

We live in uncertain times, and now more than ever, the **health, welfare, and safety** of the American family is threatened like never before.

OUR MISSION

We equip you with the **tools, insights, and community** to protect your family from all threats, at all costs. From **health and safety to self-preparedness**, and invitations to test new gear, FPA has you covered. We aim to provide **10x the value** of your modest membership fee.

OUR MEMBERS

Our members are hard working Americans like you, from all walks of life and backgrounds, united in the same cause.

Over the years, FPA has helped over **100,000 people** care for and protect the safety, security, and success of their families.

Let's continue working together to **keep your family safe.**

YOUR ELITE MEMBER BENEFITS:

- * The option to **test and keep gear** valued at up to \$150.00 for **FREE** (just cover the shipping cost). Look out for our emails, text notifications and announcements in the Facebook community.

- * Thousands of **discounts, savings and giveaways** on movie tickets, oil changes, pizza, car rental and much much more. Members often tell us they're saving \$150+ a month! Visit: **www.FPAdiscounts.com** and fill in your information.

- * This **monthly printed publication** delivered to your door, with **articles, tips and training on developing new skills**, along with a **test** to evaluate your progress.

- * Monthly **sew-on patch** to mark your ascent through the levels of our survival skills training program

- * Commemorative **collectible challenge coins**

- * The **online community** on Facebook, where our members share ideas and tips about family protection. To join, visit **www.FPAmembers.com** and click on the **+Join Group** button. Please allow 24 hours for approval.

- * Some other **surprise gifts** from time to time!

CHANGE OF ADDRESS? CONTACT US:

Email: support@familyprotectionassociation.com

Call: 512-900-3151 (7am-11pm CST M-F, and 10am-7pm Sat)

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MEET THE EXPERTS

CRAIG CAUDILL



Craig Caudill has spent a lifetime practicing and teaching survival, preparedness and self-reliance skills. He is the director of the Nature Reliance School and teaches these skills in the midwestern and southeastern U.S.

He is an incredibly active blogger and writer for several different blogs and self-reliance magazines. He has appeared on educational television teaching self-reliance skills multiple times.

He has a worldwide student base who study with him through his online self-reliance school. Craig considers himself a student in all things and is regularly studying with other instructors, thinking and practicing outside the box of conventional wisdom, and honing both his abilities and teaching methods.

His students have included military operators, law enforcement special response units, and many average ordinary law-abiding citizens.

DAVE SCOTT



Dave is the Program Director and Lead Instructor at Earth Native Wilderness School. Dave found a lifelong love for nature as a young child exploring Texas' wild places with his brother, Michel. As a teenager, a passion for wilderness survival skills and self-reliance grew while he was involved with his county's local search and rescue team.

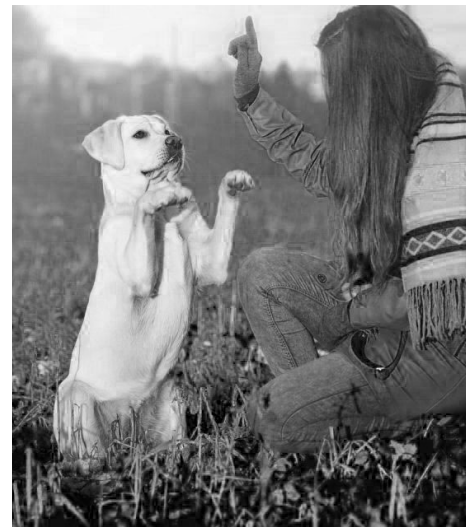
After spending five years in the US Army, Dave began pursuing his true passions full time, studying wilderness survival, wildlife tracking, youth and adult mentoring, naturalist studies, and sustainable living skills at wilderness schools across the country.

Dave has worked in Environmental Education since 2003 and, in addition to Earth Native Wilderness School, has instructed at several wilderness schools across the country including the Wilderness Awareness School and Alderleaf Wilderness College. Dave is currently one of only 20 individuals in North America qualified as a Track and Sign Specialist through the Cybertracker Conservation evaluation system, an international standard for gauging

and enhancing in-field knowledge of wildlife behavior and track and sign identification.

Dave is the co-author of *Bird Feathers: A Guide to North American Species* and gives classes on feather ID and Bird Track & Sign throughout the state. As an educator, Dave's passion is to help his students reconnect with the natural world through wildlife tracking, increased sensory awareness, wilderness survival skills, and the development of a strong sense of place.

KAT TRETINA



Kat Tretina is a professional writer based in sunny Orlando, FL. Her passion for personal finance and security is reflected in her work in the home protection industry, where she is a well respected authority.

Kat has a Master's degree in Communications and has also studied self-defense for over 15 years.

She also is active in the dog training community, working with potential protection animals and therapy dogs.

Basic Food Safety for Your Family

Continued from page 1

When Shopping

- ❑ Check inside the egg carton: eggs are clean, free from cracks and Grade A or AA
- ❑ Meat, poultry and fish are fresh: the expiration date is acceptable and the product doesn't look or smell strange
- ❑ No pre-stuffed chicken or turkey
- ❑ Fruit skin is intact with no cuts or scratches
- ❑ Ciders, juices and milk are pasteurized

Refrigerated items are put in your basket/shopping cart last and placed in a cooler to maintain temps if your trip to the store is a long journey

- ❑ Meat products are kept separate from other produce

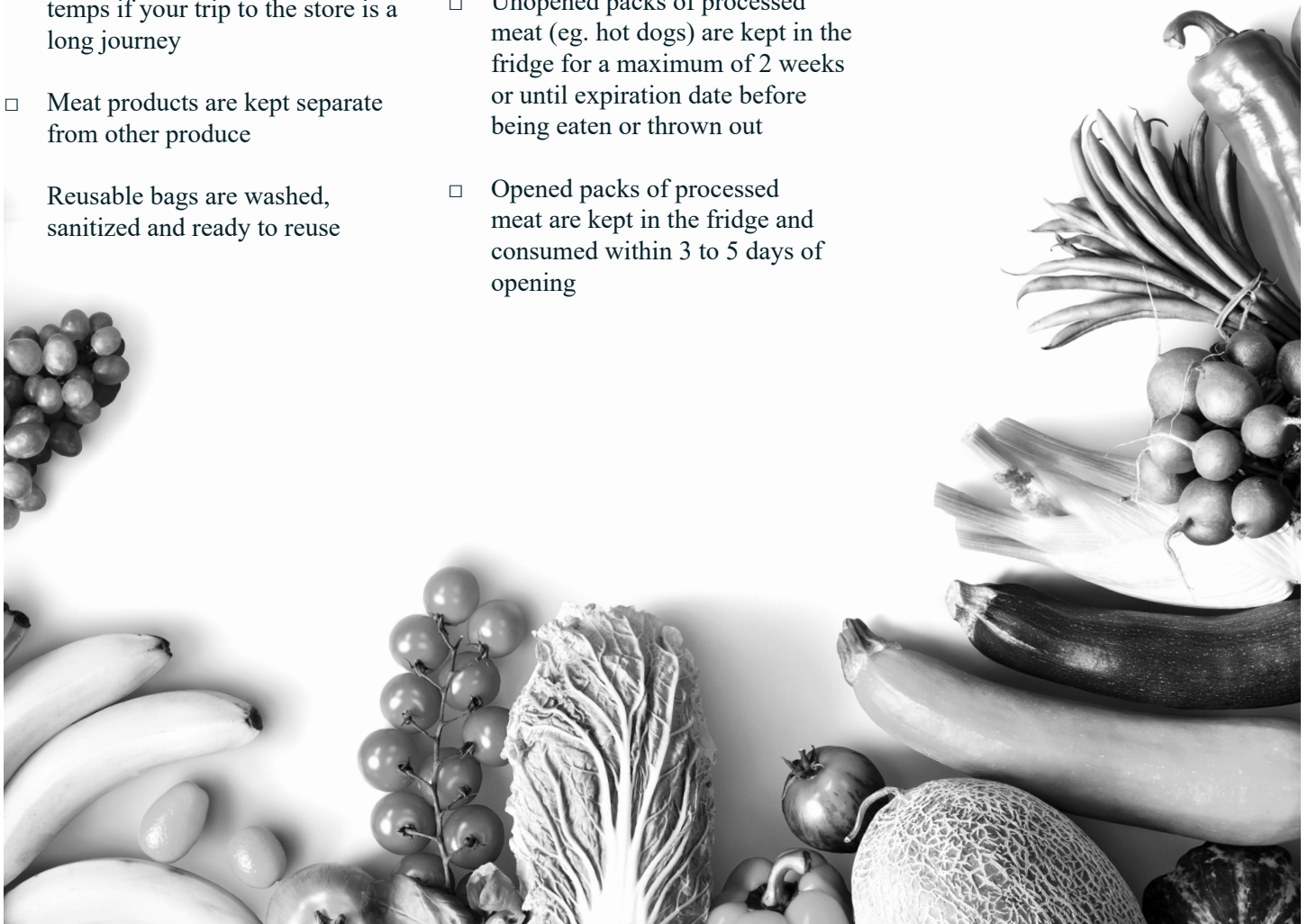
Reusable bags are washed, sanitized and ready to reuse

Storage at Home

- ❑ Refrigerator temperature is 40°F (5°C) or lower
- ❑ Freezer temperature is 0°F (-18°C) or lower
- ❑ Frozen and refrigerated goods are packed away first when brought home from the store
- ❑ Eggs are kept on a shelf in your fridge and in their original carton, not the fridge door
- ❑ Meat, poultry and fish are put into separate bags and stored on the lowest shelf to keep their juices from spreading
- ❑ Raw ground meat, poultry and fish are either cooked or frozen within 1 to 2 days
- ❑ Unopened packs of processed meat (eg. hot dogs) are kept in the fridge for a maximum of 2 weeks or until expiration date before being eaten or thrown out
- ❑ Opened packs of processed meat are kept in the fridge and consumed within 3 to 5 days of opening

Preparing and Cooking Fruits & Vegetables

- ❑ Wash and rinse all fruits and veggies under running water (preferably from a faucet with a filter)
- ❑ Firm fruits and veggies (eg. carrots, melons and cucumbers) are scrubbed with a clean produce brush
- ❑ Fruits and veggies that need to be cut/peeled are also washed to prevent bacteria from the rind being carried to the inside with the knife/peeler
- ❑ Leafy greens (eg. lettuce, cabbage, spinach) have the outside layer removed and thrown away before and after washing



Preparing and Cooking Meat, Poultry, Fish, and Egg Products

- Hands are washed with warm, soapy water before and after handling raw products
- Raw meat, poultry, fish and eggs are kept separate from other foods on the counter
- Never wash or rinse raw meat, poultry or fish - cooking them will get rid of any germs
- Use a separate cutting board and utensils for your meat, poultry and fish and never use them for other produce
- All dishes with raw meat, poultry, fish or cracked eggs are immediately rinsed off and not reused until after they've been properly washed
- Thaw frozen items in the refrigerator or microwave, not at room temperature
- Cook thawed items immediately
- Throw away any leftover (raw) produce, including fish marinades
- After cooking a stuffed chicken or turkey, remove the stuffing and refrigerate it separately if there are any leftovers
- Thoroughly cook eggs and do not allow any to stand at room temperature for longer than 2 hours
- Only use pasteurized eggs if a dish needs to be served with raw egg
- Meat should be cooked until its juices are clear
- Ground meat and poultry should be cooked until no longer pink

- Turn burgers over, stir and/or rotate food halfway through the cooking process and use 50% power for cooking large pieces of meat to ensure it's cooked in the center

Using a Meat Thermometer

- Use a meat thermometer placed into the thickest portion to determine whether your meat, poultry or fish is properly cooked
- Always wash your meat thermometer thoroughly with hot, soapy water
- Give meat a few moments standing time before checking the temperature
- Poultry (whole and ground) should be 165°F (74°C)
- Whole cuts of meat should have a 3-minute standing time before testing for a 145°F (63°C) serving temp
- Ground meats should be 160°F (71°C)
- Fish should be 145°F (63°C)
- Egg dishes should be 160°F (71°C)
- All leftovers should be heated to at least 165°F (74°C)

Cleaning Up

- Any and all leftovers are refrigerated as soon as possible
- All leftovers are eaten within 3 to 4 days
- Cutting boards are washed in warm, soapy water, separate from other dishes, and rinsed thoroughly with clean water before being left to dry
- Old cutting boards with cracks or deep gouges should be thrown away and replaced
- Only use paper towels to wipe your hands after handling raw meat, poultry, fish or eggs, NOT a dishcloth, and wash them with warm, soapy water before handling other produce
- Kitchen counters and other exposed preparation surfaces are properly wiped down with paper towels before using a kitchen cleaner
- Use a thin dishrag rather than a sponge to prevent bacteria build-up
- Use hot, soapy water to wash kitchen towels



DON'T FORGET ABOUT FIDO: PETS NEED PREP TOO

As preparedness minded humans we have preps for every aspect of our lives. The list of supplies we make sure we have in case the SHTF is a mile long. What about our pets, are we preparing for our pets as much as we prepare for ourselves?

Except for clothes and a few other human items, pets need all the prep humans need. Unfortunately, our pet's needs usually get overlooked in the mad dash towards preparedness. Now that the Atlantic hurricane season has begun it is the perfect time to look at your pet prep.

With the experience you have prepping, starting to plan for your pet is simple. Plan for your four-legged friends most basic needs first and work up from there. Starting with these few must-have items will make sure you're getting a good start.

Go-Bag For Your Pet: Food, treats, comfort items, vet records, medications and an ID tag.

Water

This should be part of your pet's Go-Bag but it is so important it can't be overstated. In a disaster there may be water everywhere, especially in a flood, but do not let your pets drink it! Pack a gallon of bottled water per pet instead.

Plan Your Destination

Unless your pet is a service animal, most shelters will not allow them. This means you will need to know where you want to go and have a location picked that accepts pets before you leave. Do not wait until you are on the road to try and figure this out.

Crate Ready

If your pet is accustomed to being in a crate this may not be an issue for you, but if they aren't start training now. During a disaster a crate or kennel will not only be a safe place for your pet, but somewhere they can feel comfortable. Disasters are stressful for humans, but they are 10x as stressful for pets. Provide a safe place for them that feels like home.

Having those items covered and planned for will get your pet prep started, but that's only the beginning. Your next steps will be largely based on what you are prepping for. Some disaster scenarios last a day, some a few weeks and some are never ending.

Knowing exactly what you are prepping for will ensure that not only you but also your pets are ready. Don't wait until it's too late to start thinking about your pet prep. Start now and you will know your pets will be resting as comfortably as you are in any crisis.



SURVIVAL SKILLS: BARTER AND NEGOTIATION



Barter and negotiation have many practical applications in everyday life - not just in survival scenarios.

And by applying such skills in non life-or-death situations, you won't only be rewarded with better deals on goods and services, but you'll also have the art down perfectly by the time SHTF!

Barter vs. Negotiation

First things first - there's a key difference between barter and negotiation, though the two can be applied at the same time.

To barter is to exchange specific commodities and/or services based on a mutually agreed-upon intrinsic value. Negotiation, on the other hand, takes a look at extrinsic factors to determine a trade-specific value of the goods and/or services being traded.

This is done to identify and capitalize on potential ancillary concessions and/

or incentives.

In other words, when you barter, you're looking purely at the face value of the goods and/or services. When negotiations enter the mix, you're trying to get a better deal for yourself by highlighting the other person's higher personal demand for the commodity/service in relation to its availability.

Bartering rule #1: You're not looking to

win the exchange, but to successfully trade your good(s) or service(s) for something of similar intrinsic value while expending the least amount of time and effort in reaching an agreement.

Negotiation rule #1: Again, you're not looking to win the negotiation, but rather achieve your desired objective as closely as possible. The underlying idea is you consider external factors that can work in your favor in order to trade something of marginal intrinsic value for the completion of your goal.

At the end of the day, so long as both parties agree the exchange constitutes a fair trade, bartering is a great way to accomplish a goal without having to exchange cash. Negotiations might enter the conversation while trying to find an agreed-upon base value for completing a barter.

Negotiations can also take place when settling on a monetary value to be paid in cash.

When the Two Meet

Let's take a look at an example of bartering that ends up including some negotiation.






You need your car serviced but lack the appropriate skills to do so yourself. Cash is a little tight at the moment, so you're also unable to pay



TOP FACEBOOK GROUP CONTRIBUTORS THIS MONTH

Top Contributors ?

These are the top contributors from the last 28 days.

1		Linos Martinez	7	51
2		Giovanni Alicea	3	50
3		Robert Michael Petty	10	12
4		Jeff Green	1	28
5		Christian Ferreira	6	2

Congratulations to the top contributors in the FPA Facebook group!
Join us on Facebook at <https://www.facebook.com/groups/familyprotection-association/> for tips, ideas, news, and more.

a mechanic or workshop to do the job on your behalf.

However, your neighbor is an auto mechanic - and because you're on good terms with each other, you think he might be willing to barter his skills. You also know he and his wife have been struggling to get any alone-time,

so you offer to babysit their kids a couple of times in exchange for fixing your car.

In a simple barter situation, your neighbor will quote \$125 for a basic car service. Babysitting services typically cost \$15/hour in your area. With a little math, you agree to babysit his kids for

a total of 8.5 hours, spread out over a few sessions depending on his needs.

Now let's assume your neighbor wants to have an entire day off with his wife and asks if you'd be willing to babysit their kids for the day. You don't really want to lose your whole Saturday looking after them for 8.5 hours, so you try to negotiate it down to 6 hours instead.

In exchange for the 2.5 hours he's losing (or about \$37.50), you offer to feed his kids 2 meals. You know it'll only cost you about \$10 using what you already have in your cupboards, which means you effectively "save" about \$27.50.

If all goes well with the negotiations, your neighbor will agree to the new trade. Otherwise, you'll need to negotiate a little more until you agree.

How to Negotiate and Barter

Because there's some obvious overlap - with bartering being a simplified version that may include cash (basic purchasing) or not (true barter) - the key to both negotiations and bartering are effectively the same.

The biggest differentiator here is in how much time is spent reaching a mutually agreed-upon value to base the trade on.

Here are the 4 basic rules on how to successfully negotiate a trade:

- 1. Talk to the right person.** For example, if you're hoping to negotiate a better price at a store offering to match or beat their competitors, you probably won't get very far speaking to the cashier or a regular customer service representative. Instead, ask to talk with the



manager, who will be able to authorize the discount at the point-of-sale. Another application is talking to someone who you know (or suspect) is willing to barter their commodity/service in exchange for yours.

2. **Don't be afraid to ask.** Using the example from above, if you're unsure whether the store offers competitor price matching or if the person you want to barter with would be willing to do so, just ask. There are further possible applications for this, such as being charged a late payment fee by your bank for paying your credit card a day late. They might be willing and able to waive that fee if you have a good record otherwise - but you'll never know if you don't ask.
3. **Be prepared.** If you're attempting a barter-trade and/or negotiation, be sure you know as much as possible beforehand. For example, if you prefer shopping at Store A but Store B offers a lower price on something you want/need, bring proof with you to negotiate the price matching. Similarly,



using our example from the previous section, approach your neighbor with an understanding of how much babysitters charge in your area and how much a basic car servicing costs.

4. **Be persistent.** If you know the store does offer price matching, don't allow the manager to talk

you down. As long as you have proof a competitor is offering the same commodity at a lower price and you know it's within the T&Cs of the store's price matching service, you're within your rights to receive the lower price.

Likewise, don't immediately agree to babysit your neighbor's kids for 8.5 hours straight if you need to feed them out of your own pocket.

The Golden Rule of Negotiations

Always be respectful and know when to back down. On the flip-side, also know when negotiating a lower price is reasonable and you have researched enough to continue the negotiation.

For example, your neighbor might know feeding his kids will only cost you \$10. For this reason, he might only be willing to shorten the babysitting session by 1 hour instead of the 2.5 initially offered. You might be able to negotiate an extra half-hour off, but don't push the matter too far. It's not



worth risking the relationship over 30 minutes.

Comparably, if you're at a garage sale or market and want to negotiate a lower price for something, don't be disrespectful if the seller says no or offers less of a discount than you hoped for. You might be able to negotiate a little further, but once they say they can't (or won't) go any lower, either take the deal or leave it.

Remember: you want the commodity or service the other person is offering. This means they technically have more power than you in this situation, unless they're desperate to sell or desperate for what you have to offer in return. So, while you're looking for a good deal, you also need to make them an offer they can't refuse.

Final Thoughts

To wrap up, let's make sure you

understand the differences between bartering and negotiation, and when one is more appropriate than the other. Simple bartering is most appropriate when time and convenience is more important than the effort of trying to negotiate a better deal.

To use our example of the store from earlier, if you find out they don't offer a price matching service, you can either trade your cash for their goods at the displayed price (barter) or take your business to a competitor with lower prices. There's no negotiation possible here, so you base your decision on your understanding of the store and the intrinsic value of the goods.

Negotiation, on the other hand, relies on less obvious motivators than the intrinsic value. Continuing with our example of the store, you might have a genuine preference for the one with the higher display price or value your time in running to another location to make

the purchase.

In this case, the effort of taking your business elsewhere outweighs the effort of negotiating a lower price in accordance with the store's policies. Here, you're relying not only on the store's price matching policy, but them valuing you as a customer enough to process the appropriate discount.

But before you rush out to start practicing barter and negotiation, test your skills with our short quiz!

If you pass the quiz with at least 7/10 correct answers, reward yourself by testing your barter and negotiation skills at the nearest garage sale or farmer's market!



TEST YOUR KNOWLEDGE

After studying this training, we encourage you to test your knowledge with this quiz. The answers are at the bottom right.

1. Barter and negotiation are useful for:

- A. SHTF survival scenarios
- B. Exchanging goods and/or services with other people in everyday situations
- C. Exchanging goods and/or services in lieu of cash or for a lower price
- D. All of the above

2. Barter and negotiation are...

- A. Interchangeable terms for the same practice
- B. Totally different practices
- C. Similar practices with a few key differences
- D. Similar practices, but cannot be used together

3. The goal of bartering is to...

- A. Get a better price for something you want/need
- B. Exchange goods and/or services of a similar intrinsic value
- C. Use other factors to trade based on extrinsic value
- D. Both A and C

4. The goal of negotiation is to...

- A. Get a better price for something you want/need
- B. Exchange goods and/or services of a similar intrinsic value
- C. Use other factors to trade based on extrinsic value
- D. Both A and C

5. An example of barter is...

- A. Exchanging babysitting services for mechanical services
- B. Paying cash for a commodity or service in a store/outlet at the displayed price value
- C. Both A and B
- D. Neither A nor B

6. An example of negotiation is...

- A. Agreeing to exchange goods and services at a lower price in your favor
- B. Using external factors to determine an extrinsic value to base your trade on
- C. Both A and B
- D. Neither A nor B

7. The 4 basic rules of barter and negotiation are:

- A. Talking to the right person; making an inquiry; being prepared; being persistent
- B. Talking to the right person; knowing they're willing and able to barter/negotiate; being prepared; being persistent
- C. Talking to the right person; making an inquiry; deciding on terms during the conversation; being persistent
- D. Talking to the right person; making an inquiry; being prepared; accepting the first offer made

8. As a general rule, grocery stores are...

- A. Never willing to barter or negotiate
- B. Willing to barter goods/services in lieu of cash, but never to negotiate
- C. Sometimes willing to negotiate lower prices, but not to barter goods/services in lieu of cash
- D. Willing to barter goods/services in lieu of cash as well as to negotiate lower prices

9. The golden rule of barter and negotiation is:

- A. Be respectful and know when to accept an offer
- B. Be respectful, but never take no for an answer
- C. Be respectful, but never accept a higher price than you were hoping for
- D. Be respectful, but only if the other person meets all of your demands by the second offer

10. When discussing a potential barter or negotiation...

- A. The person who makes the first offer has all the power
- B. The person who receives the first offer has all the power
- C. Both parties share an equal amount of power in the exchange
- D. The power dynamic shifts from one person to the other if the conversation goes on long enough

QUIZ ANSWERS

1d, 2c, 3b, 4d, 5c, 6c, 7a, 8c, 9a, 10b



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