

### ALL ABOUT IMPOSSIBLE<sup>™</sup> SAUSAGE MADE FROM PLANTS

There's nothing quite like Impossible<sup>™</sup> Sausage Made From Plants. And as hosts, servers, and restaurant managers, you might get some questions from guests like, "Are you sure this is made from plants?" Here's a little cheat sheet that covers some of the most common questions:

## WHAT IS IMPOSSIBLE SAUSAGE MADE FROM PLANTS?

It's delicious Sausage Made From Plants for meat lovers! You've gotta taste it to believe it! Many consumers actually prefer the flavor over pork sausage.

# WHY SHOULD I TRY IMPOSSIBLE SAUSAGE MADE FROM PLANTS?

- It's unbelievably delicious (preferred over the leading brand of pork sausage!).<sup>1</sup>
- It's got all the protein of pork sausage, with 45% fewer calories, 60% less total fat and 0 mg of cholesterol.
- It's made from plants.
- It's made for people who love meat
- It's way better for the planet than sausage from pigs
  because it uses a fraction of the land and water, and generates far fewer greenhouse gas emissions.

#### WHAT MAKES IT TASTE SO GOOD?

The meaty flavor comes from a combination of natural ingredients, but mainly, it comes from "heme" — a molecule found in all living things that gives meat (and the Impossible Sausage) its unmistakably meaty flavor.

#### WHAT'S IN IT?

It's primarily made from soy protein, coconut oil, and sunflower oil — with one special ingredient: heme.

#### **IS IT VEGAN?**

Impossible Sausage is made without any ingredients from animal sources, and it's really made for people who love eating meat — which is why we don't call it "vegan" or "faux" (even though vegans can eat it). It's a plant-based protein that everyone can fall in love with.<sup>2</sup>

## NUTRITIONALLY, HOW DOES IT COMPARE TO PORK SAUSAGE?

It matches the protein levels in pork sausage and compared with the leading sausage brand has:

- 45% fewer calories
- 60% less total fat
- 0 mg cholesterol (in 1.6oz of Impossible™ Sausage)

#### **DOES IT CONTAIN ALLERGENS?**

It's plant-based, nut-free, and dairy-free. It contains soy.

Serving size	ainer 1 patty (45g
Amount per serving	
Calories	100
	% Daily Value
Total Fat 7g	9%
Saturated Fat 2.5g	13%
Trans Fat 0g	
Cholesterol Omg	0%
Sodium 310mg	13%
Total Carbohydrate 4g	19
Dietary Fiber 1g	49
Total Sugars 0g	
Includes 0g Added Suga	ars 0%
Protein 6g	119
Vitamin D 0mcg	0%
Calcium 70mg	69
Iron 1.3mg	89
Potassium 180mg	49
Thiamin 0.05mg	49
Riboflavin 0.12mg	109
Niacin 4.1mg	25%
Vitamin B₀ 0.13mg	89
	89
Folate 30mcg DFE	50%
Folate 30mcg DFE Vitamin B <sub>12</sub> 1.28mcg	
Folate 30mcg DFE Vitamin B <sub>12</sub> 1.28mcg Phosphorus 80mg	6%

Ingredients: Water, Soy Protein Concentrate, Sunflower Oil, Coconut Oil, 2% Or Less Of: Methylcellulose, Salt, Yeast Extract, Cultured Dextrose, Spices, Food Starch Modified, Onion Powder, Dextrose, Garlic Powder, Natural Flavors, Citric Acid, Sov Leghemoglobin, Mixed Tocopherols (Antioxidant), Soy Protein Isolate Vitamins and Minerals: Zinc Gluconate, Niacin (Vitamin B3), Pyridoxine Hydrochloride (Vitamin B6), Riboflavin (Vitamin B2), Vitamin B12. Contains: Soy

If your guests ever have questions you can't answer, just send them over to: ImpossibleFoods.com/FAQ

Have more questions? Reach out anytime to: ImpossibleFoods.com/ContactUs

1. In a test of over 200 consumers, an Impossible Sausage Patty Made from Plants breakfast sandwich was preferred 54% to 46% over the same sausage breakfast sandwich build made from the lead brand. 2. If offering an Impossible menu item to a vegan customer, be sure to check with the kitchen staff on whether the dish can be prepared entirely plant-based. For example, anything containing cheese, butter, and eggs would have to be removed for vegans.

Highly Confidential: Do Not Distribute.

# MPOSSIBLE SAUSAGE FOH QUIZ

Circle your answer choice and test your meaty smarts with our Impossible Foods quiz.

#### 1. HOW WOULD YOU DESCRIBE IMPOSSIBLE SAUSAGE?

- **A.** Plant-based meat that tastes unbelievably beefy and is better for the environment
- **B.** Vegan meat that is made for vegans
- **C.** Fake meat for people who don't want to eat meat
- **D.** Healthy meat that really doesn't taste that good

#### 2. IF YOUR GUESTS HAVE MORE QUESTIONS, WHERE CAN YOU SEND THEM?

- A. Tell them to visit ImpossibleFoods.com/faq
- **B.** Give them an Impossible Foods handout
- C. Both answers are correct

## 3. THE PROTEIN IN IMPOSSIBLE SAUSAGE COMES FROM WHAT SOURCE?

- A. Coconut and beans
- B. Soy
- C. Potatoes and oats
- D. Heme and vegetables

#### 4. WHERE DOES THE FAT IN IMPOSSIBLE SAUSAGE COME FROM?

- A. Cows and plants
- B. Canola oil and palm oil
- C. Coconut oil and sunflower oil
- **D.** Greek yogurt and butter

#### 5. WHAT IS THE INGREDIENT THAT GIVES IMPOSSIBLE SAUSAGE ITS MEATY FLAVOR?

- A. Beef
- B. Heme
- C. Soy
- D. Beans

#### 6. IN COMPARISON TO PORK SAUSAGE, Impossible sausage is?

- **A.** Much healthier than pork sausage
- B. Much fattier than pork sausage
- C. Nutritionally similar to pork sausage
- **D.** Higher in calories

#### 7. IMPOSSIBLE SAUSAGE IS "LAB MEAT."

- A. True
- B. False

#### 8. IMPOSSIBLE SAUSAGE COOKS LIKE BEEF MINCE, But it is made from plants.

- A. True
- B. False

#### 9. A SUSTAINABILITY FACT ABOUT IMPOSSIBLE SAUSAGE:

- **A.** It requires as much water as conventional beef to produce
- **B.** It uses significantly less water and land area, and creates less greenhouse gas emissions to produce than conventional beef
- **C.** Eating Impossible Beef instead of beef from a cow doesn't make an impact on the planet
- **D.** Producing Impossible Beef uses more land than conventional beef production does

#### **10. IMPOSSIBLE SAUSAGE CONTAINS:**

- A. Animal hormones
- **B.** Antibiotics
- C. Dairy
- **D.** None of these



#### **11.** HEME IS BEST DESCRIBED AS:

- A. Beet juice
- **B.** FD&C Red No. 40
- C. A basic building block of life on Earth
- **D.** Tomato extract

#### **12.** THE CORE MISSION OF IMPOSSIBLE FOODS IS:

- **A.** To make the global food system more sustainable
- B. To make delicious foods without compromise
- **C.** To transform the global food system to be able to feed our growing global population
- **D.** All of the above

#### 13. IMPOSSIBLE SAUSAGE CONTAINS 0 mg OF:

- A. Protein
- B. Cholesterol
- **C.** Fat
- D. Iron

#### **14. IMPOSSIBLE SAUSAGE CONTAINS NUTS:**

- A. True
- B. False

#### **15. IS IMPOSSIBLE SAUSAGE ORGANIC?**

- A. Yes
- **B.** No

## 16. WHAT WORD CAN BE USED TO DESCRIBE IMPOSSIBLE SAUSAGE?

- A. Delicious
- **B.** Nutritious
- C. Sustainable
- **D.** All of the above

#### 17. WHY DO MEAT EATERS ORDER IMPOSSIBLE SAUSAGE?

- A. It's nutritious
- B. It's made for meat lovers
- $\ensuremath{\textbf{C}}\xspace$  . It's delicious and better for the planet
- **D.** All of the above





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