



Real Appeal

State of Nevada

Data through January 2024

Dashboard Report



1,124

Enrollment

Members enrolled since program inception



85%

At-Risk

Members with BMI > 30, or BMI between 25 to 29.99 and a qualifying comorbidity



610

Engagement

Members attending one or more coaching sessions

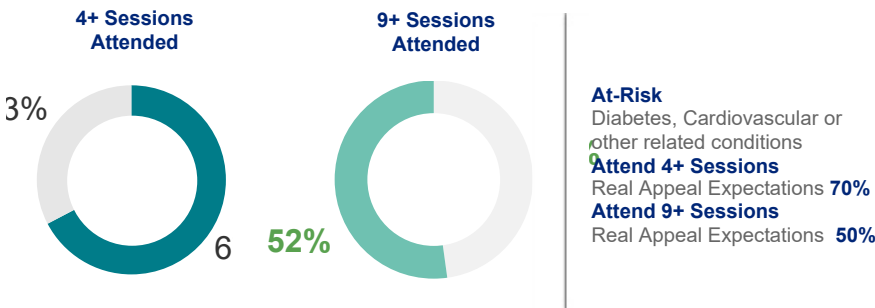


385

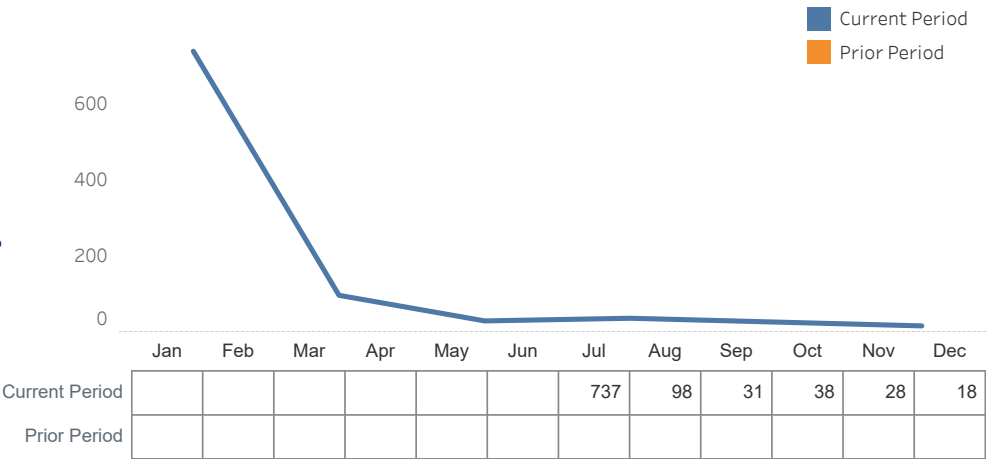
Currently Engaged

Members actively engaged due to logging activity within the last six weeks

At-Risk Attendance



At-Risk Enrollment



At-Risk Weight Loss

32%
5%+ Weight Loss

Attended 4+ Sessions
In Program 16+ Weeks

4.1
Average lbs. Loss
(per member)

Attended 4+ Sessions
In Program 16+ Weeks



447
Members Reporting
Weight Loss

3,322
Total Pounds Lost

5%+ Loss: Real Appeal Expectations **33%**

5%+ Loss: Represents members that have reported weight loss

Disqualification Criteria:

- Younger than 18 years old
- BMI under 23 (based on client set up)
- Anorexia or bulimia nervosa
- Severe chronic or acute illness
- Pregnancy

	2022	2023
Enrolled		1,124
Disqualified		41

Enrollment Summary



1,124
Enrollment

Members enrolled since program inception



950
At-Risk

Members with BMI>30, or BMI between 25 - 29.9 and a qualifying comorbidity



0
Re-Enrolled

Members who completed the programs and enrolled for another period



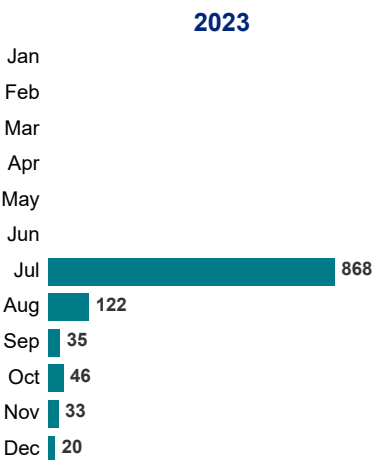
385
Currently Engaged

Members actively engaged due to logging activity within the last six weeks

Enrollments by Year

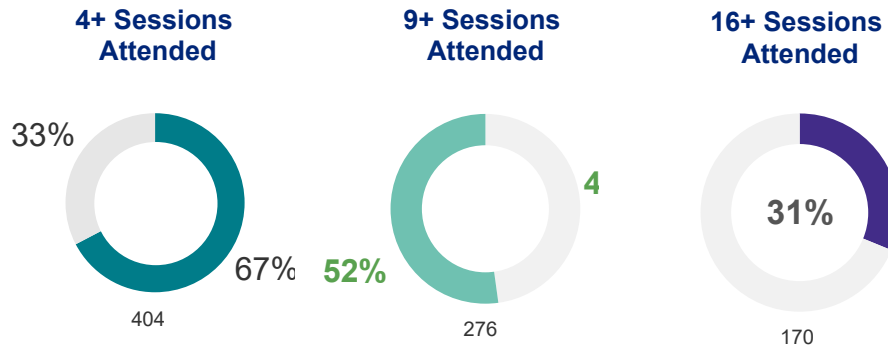
Grand Total	2023								
1,124	1,124								

Enrollments by Month



Note: Enrollments by Month only displays the last three years.

At-Risk Class Progression & Session Engagement



Real Appeal Expectations

70% Will Attend 4+ Sessions

50% Will Attend 9+ Sessions

30% Will Attend 16+ Sessions

Currently in Week / Session Engagement

	1+ Attended	4+	Attended 4+	9+	Attended 9+	16+	Attended 16+	26+	Attended 26+
1 - 3 Weeks	10	0	0%	0	0%	0	0%	0	0%
4 - 8 Weeks	23	15	65%	0	0%	0	0%	0	0%
9 - 15 Weeks	32	23	72%	12	38%	0	0%	0	0%
16 - 25 Weeks	541	362	67%	260	48%	166	31%	0	0%
26 - 52 Weeks	4	4	100%	4	100%	4	100%	4	100%
Grand Total	610	404	67%	276	48%	170	31%	4	100%

At-Risk Outcomes



447
Members with
Weight Loss



3,322
Pounds Lost



1.9%
Average Weight Loss
Members began 16+ weeks
ago & attended 4+ sessions

3.3% Book of Business



32%
4+ Attended Sessions
with 5%+ Loss
Real Appeal Expectations
33% with 5%+ Loss

Your Results

	All Weeks 1+ Attended	Began 16+ Weeks Ago		
		1+	4+	9+
1+ Attended	610	545	366	264
3%+ Loss	33%	34%	45%	52%
5%+ Loss	18%	19%	25%	30%
Total Weight Loss *	1,798	1,766	1,496	1,144
Avg. Start lbs.	214.6	214.9	214.3	214.0
Avg. lbs. Loss	2.9	3.2	4.1	4.3
Avg. % lbs. Loss	1.4%	1.5%	1.9%	2.0%

At-Risk 5%+ Weight Loss



Real Appeal Book of Business

	All Weeks 1+ Attended	Began 16+ Weeks Ago		
		1+	4+	9+
3%+ Loss	36%	37%	45%	50%
5%+ Loss	22%	22%	28%	33%
Avg. Start lbs.	218.7	218.7	218.1	217.6
Avg. lbs. Loss	5.7	5.8	7.1	8.2
Avg. % lbs. Loss	2.6%	2.7%	3.3%	3.8%

* Note: Outcomes in above charts include members who may have weight loss, weight gain, or remain unchanged.

Enrollee Characteristics & Outcomes

BMI

** 23-24.9	25-29.9	>=30
85	319	720
8%	28%	64%

Medical Need

At-Risk	Not At-Risk
950	174
85%	15%

Gender

Female	Male
938	186
83%	17%

Plan Member Type

Employee	Spouse/Other
1,061	63
94%	6%

Age Range

18-29	30-39	40-49	50-64	65-69	70+
75	266	294	446	33	10
7%	24%	26%	40%	3%	1%

Attendance & Weight Loss

		% 4+	5%+ Loss
>=30	Female	65.5%	17.6%
	Male	65.1%	15.9%
25-29.9	Female	63.9%	14.6%
	Male	61.5%	23.1%
** 23-24.9	Female	39.5%	9.3%
	Male	50.0%	0.0%

Book of Business Attendance & Weight Loss

		% 4+	5%+ Loss
>=30	Female	75.8%	22.6%
	Male	71.8%	25.4%
25-29.9	Female	68.6%	19.3%
	Male	61.7%	18.7%
** 23-24.9	Female	47.9%	15.2%
	Male	40.1%	11.3%

**On occasion individuals with a BMI <23 will be included in this category.

Member Satisfaction

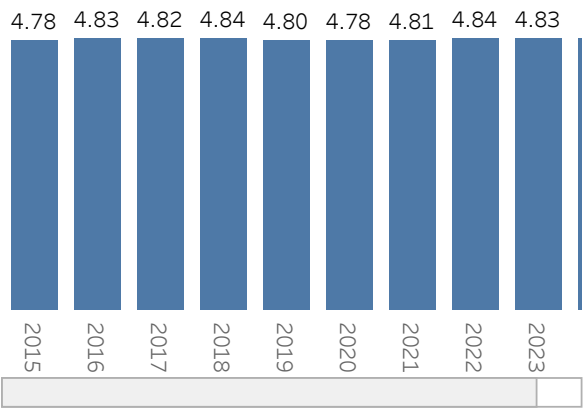


Member
Satisfaction
Rating

4.82

Book of Business 4.82

Average Rating
On a Scale 1-5
(with 5 being the Highest)



Total Ratings

Classroom Experience

5,062,278

Registration & Enrollment

Relationship

	Relationship	Grand Total	2023
Registered	Employee	1,098	1,098
	Spouse/Other	67	67
Disqualified	Employee	37	37
	Spouse/Other	4	4
Enrolled	Employee	1,061	1,061
	Spouse/Other	63	63
At-Risk	Employee	896	896
	Spouse/Other	54	54
Not At-Risk	Employee	165	165
	Spouse/Other	9	9
Re-Enrolled	Employee	0	0
	Spouse/Other	0	0

Month

	Total	Jul	Aug	Sep	Oct	Nov	Dec
Registered	1,165	900	127	37	47	33	21
Disqualified	41	32	5	2	1	0	1
Enrolled	1,124	868	122	35	46	33	20
At-Risk	950	737	98	31	38	28	18
Not At-Risk	174	131	24	4	8	5	2
Re-Enrolled	0	0	0	0	0	0	0

Appendix

Measure

Definition

Completed Registration

Based on valid insurance the member is eligible for the program.
Member can be counted 1+ times in this section if they re-enroll.

At-Risk	Member medically qualified to participate in the program.
At-Risk Weight Loss	Members medically qualified to participate in the program and have tracked weight loss.
At-Risk Engagement & Attendance	Members who medically qualify to participate. % Engaged attended ≥ 1 session % Engaged attended 4+ sessions % Engaged attended 9+ sessions
Disqualified	Medically excluded or found ineligible.
Enrolled	Member has been identified to participate in the At-Risk or Not At-Risk program and has selected a class to participate in.
Engaged	Attended 1+ sessions
Active	Member in program for ≤ 52 weeks and has participated in the past 6 weeks
Average Pounds Start	Average weight when enrolled

At-Risk Measurements

Total Pounds Lost	At-Risk members with weight loss
3%+ Loss	At-Risk members who lost $\geq 3\%$
5%+ Loss	At-Risk members who lost $\geq 5\%$
Average Pounds Lost	At-Risk members average pounds lost (Total At-Risk Pounds Lost) / (At-Risk Members)

Outcomes

All	At-Risk participants regardless of class participation or length in program
1+	Members attended 1+ sessions
4+ Attended 16+ Weeks	At-Risk participants 4+ class participations, in program 16+ weeks