



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

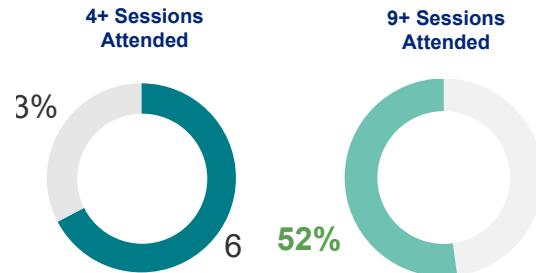
**610****Engagement**

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

Diabetes, Cardiovascular or other related conditions

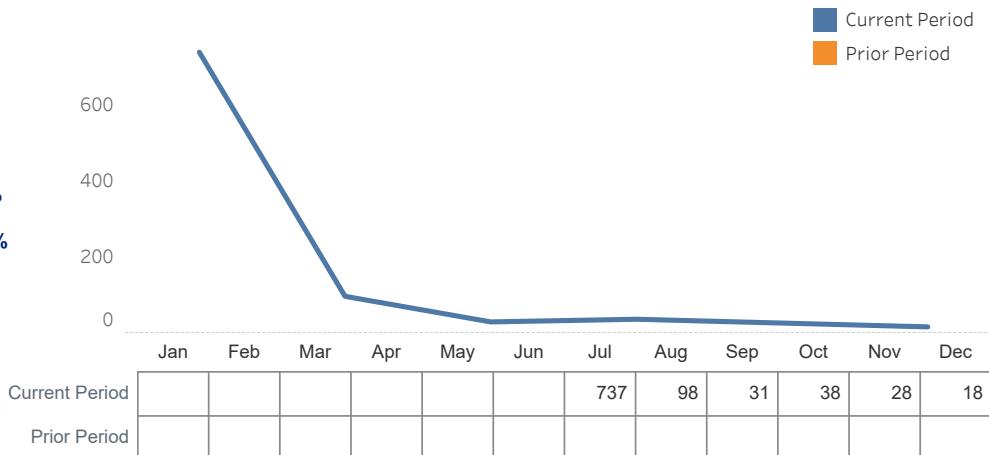
Attend 4+ Sessions

Real Appeal Expectations **70%**

Attend 9+ Sessions

Real Appeal Expectations **50%**

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

2022

2023

Enrolled		1,124
Disqualified		41

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

Enrollment Summary



Enrollments by Year



Enrollments by Month



Jan

Feb

Ma

Ap

May

Jur

ju

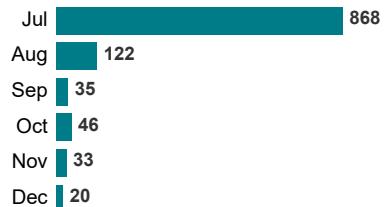
Aug

5

11

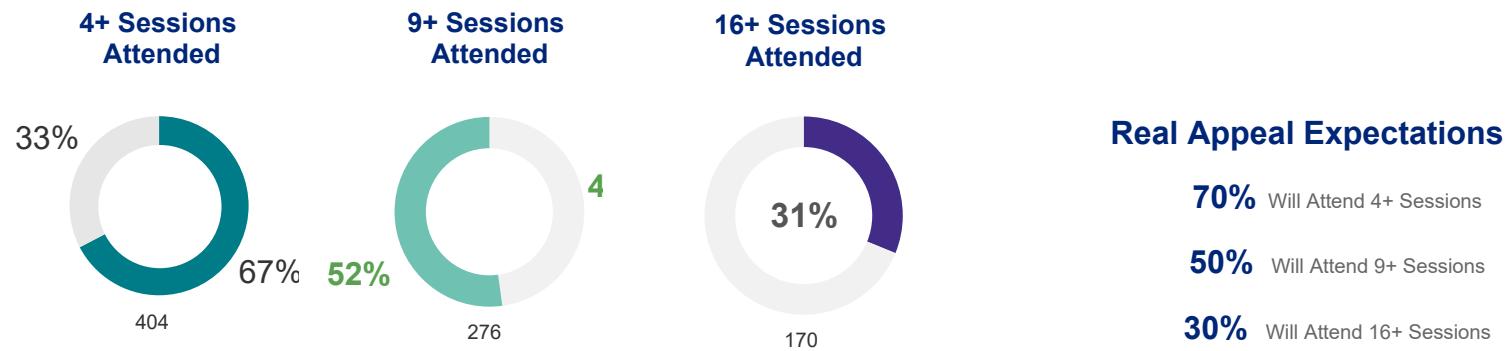
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Notes



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

At-Risk Class Progression & Session Engagement



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			At-Risk 5%+ Weight Loss
		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 Ibs. 214.6 214.9 214.3 214.0

Avg. Ibs. Loss 2.9 3.2 4.1 4.3

Avg. % Ibs. Loss 1.4% 1.5% 1.9% 2.0%

2023  32%

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 Ibs. 218.7 218.7 218.1 217.6

Avg. Ibs. Loss 5.7 5.8 7.1 8.2

Avg. % Ibs. 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 8%	319 28%	720 64%

Medical Need

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

Gender

Female	Male
938 83%	186 17%

Plan Member Type

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

Age Range

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

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

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%

Member Satisfaction



Member
Satisfaction
Rating

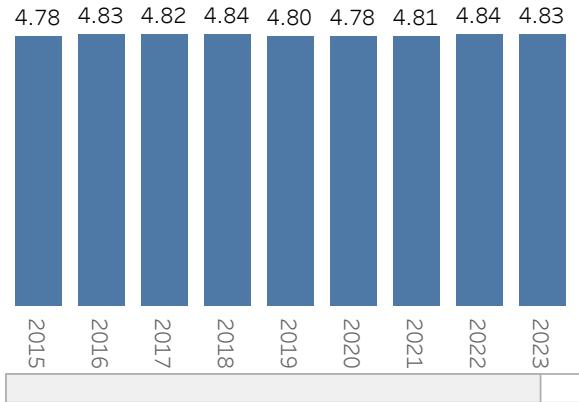
4.82

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

Completed Registration

Definition

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 \geq 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 \leq 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