



# Real Appeal

**State of Nevada**

Data through May 2024

# Dashboard Report

**1,292****Enrollment**

Members enrolled since program inception

**85%****At-Risk**

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

**692****Engagement**

Members attending one or more coaching sessions

**233****Currently Engaged**

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



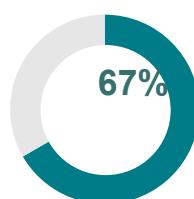
**Member Satisfaction Rating**  
**4.81**

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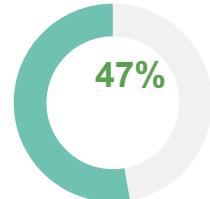
**At-Risk Attendance**

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4+ Sessions Attended



9+ Sessions Attended

**At-Risk**

Diabetes, Cardiovascular or other related conditions

**Attend 4+ Sessions**

Real Appeal Expectations **70%**

**Attend 9+ Sessions**

Real Appeal Expectations **50%**

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**At-Risk Weight Loss**

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**33%**  
5%+ Weight Loss

Attended 4+ Sessions In Program 16+ Weeks

**507**

Members Reporting Weight Loss

**4,558**

Total Pounds Lost

**5.7**

**Average Ibs. Loss**  
(per member)

Attended 4+ Sessions In Program 16+ Weeks

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

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

**Optum****Real Appeal**

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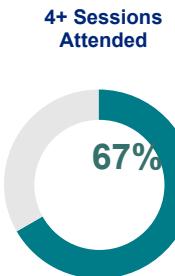
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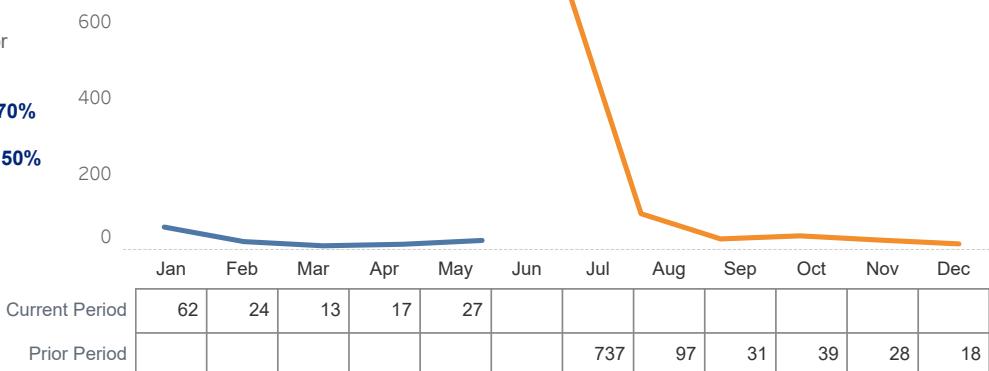
Real Appeal Expectations **70%**

**Attend 9+ Sessions**

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**At-Risk Enrollment**

Current Period  
Prior Period

**At-Risk Weight Loss**

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**5%+ Weight Loss**

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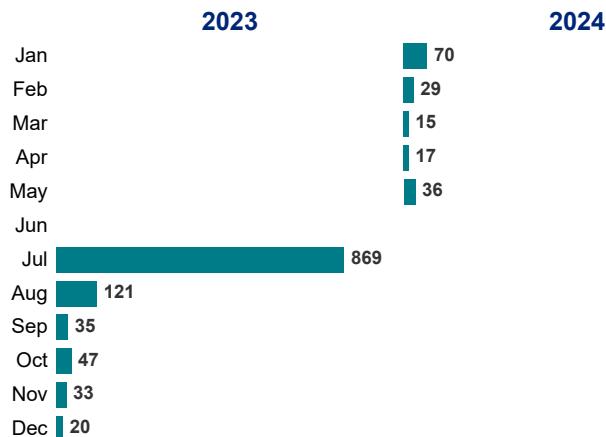
**2023**      **2024**

Enrolled	2023	2024
1,125	167	
Disqualified	2023	2024
41	6	

**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

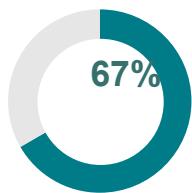
# Enrollment Summary



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

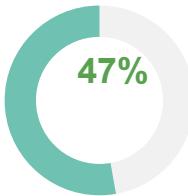
## At-Risk Class Progression & Session Engagement

**4+ Sessions Attended**



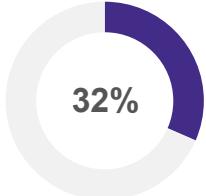
458

**9+ Sessions Attended**



316

**16+ Sessions Attended**



207

### Real Appeal Expectations

**70%** Will Attend 4+ Sessions

**50%** Will Attend 9+ Sessions

**30%** Will Attend 16+ Sessions

### Currently in Week / Session Engagement

	<b>1+ Attended</b>	<b>4+</b>	<b>Attended 4+</b>	<b>9+</b>	<b>Attended 9+</b>	<b>16+</b>	<b>Attended 16+</b>	<b>26+</b>	<b>Attended 26+</b>
1 - 3 Weeks	5	0	0%	0	0%	0	0%	0	0%
4 - 8 Weeks	18	9	50%	0	0%	0	0%	0	0%
9 - 15 Weeks	13	8	62%	6	46%	0	0%	0	0%
16 - 25 Weeks	56	37	66%	24	43%	15	27%	0	0%
26 - 52 Weeks	600	404	67%	286	48%	192	32%	96	16%
Grand Total	692	458	67%	316	47%	207	32%	96	16%

# At-Risk Outcomes



**507**

Members with Weight Loss



**4,558**

Pounds Lost



**2.7%**

Average Weight Loss

Members began 16+ weeks ago & attended 4+ sessions

3.2% Book of Business



**33%**

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+

<b>1+ Attended</b>	692	656	441	310
<b>3%+ Loss</b>	34%	35%	46%	53%
<b>5%+ Loss</b>	18%	19%	25%	31%
<b>Total Weight Loss *</b>	3,051	2,815	2,525	1,808
<b>Avg. Start Ibs.</b>	215.6	214.7	213.9	213.3
<b>Avg. Ibs. Loss</b>	4.4	4.3	5.7	5.8
<b>Avg. % Ibs. Loss</b>	2.0%	2.0%	2.7%	2.7%

**At-Risk 5%+ Weight Loss**

2024

39%

## Real Appeal Book of Business

	All Weeks 1+ Attended	Began 16+ Weeks Ago		
		1+	4+	9+

<b>3%+ Loss</b>	36%	37%	44%	50%
<b>5%+ Loss</b>	22%	22%	27%	33%
<b>Avg. Start Ibs.</b>	218.6	218.6	218.1	217.6
<b>Avg. Ibs. Loss</b>	5.7	5.8	7.1	8.2
<b>Avg. % Ibs. Loss</b>	2.6%	2.6%	3.2%	3.8%

2023

33%

\* 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
90 7%	370 29%	832 64%

## Medical Need

At-Risk	Not At-Risk
1,093 85%	199 15%

## Gender

Female	Male
1,077 83%	215 17%

## Plan Member Type

Employee	Spouse/Other
1,225 95%	67 5%

## Age Range

18-29	30-39	40-49	50-64	65-69	70+
81 6%	303 23%	346 27%	505 39%	45 3%	12 1%

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

## Attendance & Weight Loss

		% 4+	5%+ Loss
>=30	Female	65.3%	18.2%
	Male	62.8%	16.7%
25-29.9	Female	65.2%	16.3%
	Male	60.0%	20.0%
** 23-24.9	Female	40.0%	13.3%
	Male	50.0%	0.0%

## Book of Business Attendance & Weight Loss

		% 4+	5%+ Loss
>=30	Female	75.3%	22.5%
	Male	71.2%	25.2%
25-29.9	Female	68.4%	19.2%
	Male	61.1%	18.6%
** 23-24.9	Female	48.2%	15.2%
	Male	40.3%	11.4%

# Member Satisfaction



Member  
Satisfaction  
Rating

**4.81**

Book of Business 4.82

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



**Total Ratings**  
Classroom Experience **3,058**

# Registration & Enrollment

## Relationship

	Relationship	Grand Total	2023	2024
<b>Registered</b>	Employee	<b>1,268</b>	1,099	169
	Spouse/Other	<b>71</b>	67	4
<b>Disqualified</b>	Employee	<b>43</b>	37	6
	Spouse/Other	<b>4</b>	4	0
<b>Enrolled</b>	Employee	<b>1,225</b>	1,062	163
	Spouse/Other	<b>67</b>	63	4
<b>At-Risk</b>	Employee	<b>1,036</b>	896	140
	Spouse/Other	<b>57</b>	54	3
<b>Not At-Risk</b>	Employee	<b>189</b>	166	23
	Spouse/Other	<b>10</b>	9	1
<b>Re-Enrolled</b>	Employee	<b>0</b>	0	0
	Spouse/Other	<b>0</b>	0	0

## Month

	Total	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
Registered	<b>1,339</b>	901	126	37	48	33	21	72	30	15	18	38
Disqualified	<b>47</b>	32	5	2	1	0	1	2	1	0	1	2
Enrolled	<b>1,292</b>	869	121	35	47	33	20	70	29	15	17	36
At-Risk	<b>1,093</b>	737	97	31	39	28	18	62	24	13	17	27
Not At-Risk	<b>199</b>	132	24	4	8	5	2	8	5	2	0	9
Re-Enrolled	<b>0</b>	0	0	0	0	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