Incentive programs are a critical component of chronic disease prevention.

WHAT WE LOOKED AT:
› A three-year study of 210,000+ customers enrolled in 28 employer-sponsored plans.
› Impact of incentives on health engagement, health outcomes and medical costs.

WHAT WE LEARNED:

**Increased engagement**
- 2x as likely to set a health coaching goal.¹
- 2x as likely to achieve a health coaching goal.¹
- 30% more likely to complete their biometric screening.¹

**Better health outcomes**
- 6x more likely to meet the body mass index (BMI) target of <30 kg/m²¹
- 5x more likely to meet the blood pressure target of <140/90 mmHg
- 45% more likely to meet the cholesterol target of <240 mg/dL¹
- 30% more likely to meet the blood glucose target of <100 mg/dL (fasting) or 140 mg/dL (random)

**Lower medical costs**
- Reducing overall total medical costs by 10%¹
- 13% reduction in costs for those with two or more chronic conditions.¹

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