

# Let's Talk About Why Incentives Matter

Bravo delivered an aggregate report to one of our clients in Q1 of 2018. This particular client had two different incentive plans simultaneously in place for their wellness program.



Both subgroups had access to the same tools and resources as part of their wellness plan. These two incentive structures have been in place for four years.

## GROUP A

**\$2,340/year in premium reduction offered for the following:**

- Complete an on-site screening or meet with their doctor
- Tobacco-free or complete smoking cessation course
- Pass or improve blood pressure, cholesterol, body mass index and glucose



**87.1% of the enrolled population participated**

## GROUP B

**\$500 HRA contribution for the following:**

- Complete an on-site screening or meet with their doctor



**50% of the enrolled population participated**

**66.3%  
(201 of 303)  
reduced one  
or more risks**



**Analysis of participants with 2-4 of the following health risks showed improvements in:**

- Body Mass Index  $\geq 30$  Kg/m<sup>2</sup>
- Blood Pressure  $\geq 140/90$  mmHg
- LDL Cholesterol  $\geq 160$  mg/dL
- Glucose  $\geq 126$  mg/dL
- Tobacco Use



**32.9%  
(83 of 252)  
reduced one  
or more risks**

For over 9 years, Bravo has helped hundreds of clients realize industry-leading participation rates and health improvements.



LET'S TALK ABOUT HOW WE CAN HELP

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