Obesity in America

Our society is characterized by environments that promote large portions, unhealthy foods, and physical inactivity. Two out of three adults in the United States are either overweight or obese. Obesity is linked to diabetes, heart disease, and cancer. People are considered overweight if their body-mass index (BMI) is between 25 and 29.9 and obese if their BMI is higher than 30.

The medical care costs of obesity in the United States are staggering, accounting for 10% of healthcare costs. Annual medical costs due to obesity are in excess of $147 billion.1

UnitedHealthcare is teaming with employers to help reduce the burden of the obesity crisis

UnitedHealthcare is working to reduce obesity and obesity-related conditions through the Lose and Win program. This evidence-based comprehensive healthy weight program focuses on nutrition, physical activity, stress management and positive thinking. The program helps adults achieve and maintain a healthy weight through educational materials, engaging onsite sessions, and group support at the worksite.

Healthy lifestyle policies, environmental change initiatives that encourage healthy choices and make them convenient and affordable, and worksite group support programs, such as the Lose and Win program, are the keys to having a significant impact in combating obesity.

More than 72 million U.S. adults are obese. Persons who are obese have medical costs that are $1,429 higher than those of normal weight.


**Lose and Win Program**

The Lose and Win program is available at no additional cost to UnitedHealthcare employer groups. The eight-week program is facilitated at the worksite by a trained volunteer from within your company. The volunteer goes through a one hour training and then leads the eight onsite sessions. By offering this program at the worksite, you give your employees convenient access to information to help them make healthier choices while also providing a supportive environment.

Lose and Win provides you with the information and resources you need to facilitate an eight-week weight loss program at your worksite. This program is designed to provide your employees with the information and skills they need to make healthy lifestyle changes such as:

- Estimate appropriate portion sizes
- Incorporate physical activity into everyday life
- Plan healthy meals
- Choose healthier options when dining out
- Manage stress

**How do I get started?**

To get started with the Lose and Win program contact your UnitedHealthcare Health Strategies Consultant or Field Account Manager and inform them of your plan to launch the program. Next visit: www.uhctoolsforwellness.com and review the program materials under the Nutrition and Weight Management toolkit.

**How do I become a Facilitator?**

To become a trained Lose and Win program facilitator, contact your UnitedHealthcare Health Strategies Consultant or Field Account Manager to set up a training session.

**What does the training include?**

The Lose and Win Program training includes review of basic facilitator skills, a complete overview of the program and best practices for facilitating a successful program at your worksite.

You will also learn how to access all of the program materials, including:

- Lose and Win Facilitator Guide
- Lose and Win Participant Guide
- PowerPoint presentations
- Weekly tip sheets
- Podcasts
- An announcement letter to introduce the program
- Participant sign-up sheets
- Attendance sheets
- Customizable posters and flyers
- Certificate of completion awards
How can I measure program results?

UnitedHealthcare provides a customizable Lose and Win Pre and Post questionnaire administered via a Zoomerang survey link. Your Health Strategies Consultant or Field Account Manager will work with you to complete the Survey Request Form. The survey allows customers to include their company logo and add up to three customized questions. Once this form is submitted, the customized survey links will be emailed to your facilitator within two weeks. The facilitator will then send the pre-questionnaire survey link to the participants after week one and the post-questionnaire survey link to the participants after week eight. Once the program is completed, your Health Strategies Consultant will enter the aggregate data into a PowerPoint presentation and share the results with you.

Roles and Responsibilities

<table>
<thead>
<tr>
<th>UnitedHealthcare</th>
<th>Employer</th>
</tr>
</thead>
<tbody>
<tr>
<td>▶ Provide access to all materials</td>
<td>▶ Provide an aggregate summary of program results</td>
</tr>
<tr>
<td>▶ Provide a training session to facilitators</td>
<td>▶ Communicate and promote participation in the Lose and Win program</td>
</tr>
<tr>
<td>▶ Offer ongoing support throughout the duration of the program</td>
<td>▶ Enthusiastically celebrate participation in the program</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Facilitator</th>
</tr>
</thead>
<tbody>
<tr>
<td>▶ Become familiar with all Lose and Win materials</td>
</tr>
<tr>
<td>▶ Participate in training to review content and learn how to lead onsite sessions</td>
</tr>
<tr>
<td>▶ Determine days, times, and locations for onsite meetings and coordinate registration</td>
</tr>
<tr>
<td>▶ Determine how you will distribute materials</td>
</tr>
<tr>
<td>▶ Plan a fun event for your kick-off meeting</td>
</tr>
<tr>
<td>▶ Facilitate all onsite sessions</td>
</tr>
<tr>
<td>▶ Determine how you will promote attendance</td>
</tr>
<tr>
<td>▶ Take attendance at each meeting</td>
</tr>
<tr>
<td>▶ Act as contact for questions from participants</td>
</tr>
<tr>
<td>▶ Celebrate program completion</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Participant</th>
</tr>
</thead>
<tbody>
<tr>
<td>▶ Register for program</td>
</tr>
<tr>
<td>▶ Attend and actively participate in onsite sessions</td>
</tr>
<tr>
<td>▶ Keep a food and exercise journal</td>
</tr>
<tr>
<td>▶ Complete pre and post questionnaire</td>
</tr>
<tr>
<td>▶ Encourage others to achieve their goals</td>
</tr>
<tr>
<td>▶ Celebrate attainment of your own goals</td>
</tr>
</tbody>
</table>
Lose and Win Program Descriptions

The Lose and Win core eight sessions administered at the worksite are offered to help support individuals change behaviors and achieve a healthy weight. For groups that would like to continue the program, six additional modules are available and can be added consecutively at the end of the eight-week program or at different times following the completion of the core program.

1. **ON YOUR WAY TO A HEALTHY WEIGHT** – Understand the benefits of weight loss and determine a healthy weight range. Review portion sizes and learn everyday ways to move more. Discuss the importance of tracking and setting realistic and achievable goals.

2. **MOVE TO LOSE** – Understand the benefits of physical activity and review common exercise myths. Understand the role of physical activity in weight loss, identify moderate intensity activities and learn how to plan your exercise routine.

3. **PLANNING AHEAD FOR HEALTHY EATING** – Discuss how planning ahead helps you make healthier choices. Discuss healthy meal planning and snacks and review how to read nutrition labels.

4. **HEALTHY HABITS** – Identify common triggers that lead to unhealthy behaviors and review strategies for healthier habits. Discuss ways to make home and work healthy environments for adoption of healthy habits.

5. **OVERCOMING EXERCISE BARRIERS** – Identify and discuss ways to overcome exercise barriers. Discuss personal challenges while making exercise a priority. Review helpful tips to increase activity.

6. **HEALTHY DINING IN AND OUT** – Learn about healthy eating strategies, ways to cook healthy at home and tips for making healthier choices when eating out.


8. **STAYING POSITIVE** – Discuss motivation techniques and positive self talk. Look at progress, set new goals and review components of success.

**Additional Modules**

**CREATING A HEALTHY EATING PLAN** – Understand the definition of a healthy diet; determine daily calorie needs; learn about major food groups, including proteins, carbohydrates, and fats.

**STAYING HEALTHY WHILE TRAVELING** – Learn practical tips on how to achieve and maintain a healthy eating and exercise plan while traveling.

**BOOST YOUR HEALTH WITH SUPER FOODS** – Learn about “super foods” that provide important health benefits and how to incorporate them into an every day eating plan.

**THE TRUTH ABOUT DIETARY FATS** – Understand the four major types of dietary fat and their sources. Learn how much fat is needed for a healthy balanced diet and how to avoid unhealthy fats.

**ADOPT A HEALTHY LIFESTYLE AND PREVENT TYPE 2 DIABETES** – Learn about characteristics of Type 2 diabetes and assess your risk. Learn dietary and exercise improvements as well as tips to help you prevent type 2 diabetes.

**HEALTHY EATING ON A BUDGET** – Learn tips on how to stretch a dollar, how to incorporate healthy, budget-friendly foods into your eating plan and how to incorporate low cost ingredients into favorite recipes.
What leads to a successful program?

The following tips help ensure a successful program:

- Offer an incentive for completing the pre and post questionnaire
- Offer an incentive for attending at least 6 sessions
- Send a weekly email reminder to all participants and include a healthy recipe and a tip sheet
- Provide a consistent meeting location and time each week
- Offer sessions over an eight consecutive week period. Be sure to consider school calendars and holidays when planning the program schedule.
- Post signage identifying meeting room
- Identify primary facilitator and have trained back up facilitator
- Create a supportive and trusting learning environment
- Arrange seating in u shape or circular form
- Limit class size to no more than 20 participants per session
- Plan and celebrate weight loss success at end of program!

Frequently asked questions

1. **Is this program available for UnitedHealthcare members only?**
   No, you do not have to be a UnitedHealthcare member to participate. All employees are welcome to attend the worksite sessions.

2. **Can employees who are already at a healthy weight participate?**
   Yes. Any employee looking to improve daily lifestyle choices can benefit from participating in the program.

3. **Where do I get all the materials for the class?**
   All Lose and Win materials can be found in the Nutrition and Weight Management tool kit at uhctoolsforwellness.com. Your UnitedHealthcare Health Strategies Consultant or Field Account Manager can also assist you.

4. **How do I facilitate a program if I have multiple locations?**
   Once you determine how many people want to participate in the program, you can then determine how many meeting times and locations you will need. We suggest that you train at least one facilitator for each location. You can offer the course via webinar, but our experience shows that results are better if offered in person.

5. **Can this program be spread over several months?**
   We suggest that you offer the program for eight continuous weeks to develop a supportive and trusting learning environment.
Frequently asked questions

6. **How long is each session?**
   Each session was designed to be 60 minutes. However, the sessions can be modified to fit a 30 minute or 45 minute time frame by choosing shorter class activities and limiting group discussion.

7. **Should I weigh all the participants each week?**
   Weekly weigh-ins are not part of the Lose and Win program. If you do want to weigh participants, UnitedHealthcare recommends that you work directly with your legal department to ensure that anything you do is within HIPAA compliance. Several facilitators have chosen to keep a scale in the room in a discreet location so that participants can weigh themselves privately at the same time each week.

8. **How can we motivate people to keep their food & activity journals?**
   At the first session set the expectation that participants will make three commitments:
   - attend each class
   - complete a daily food and activity journal
   - actively participate in each session
   You can offer small prizes each week or enter names into a drawing for one big prize at the end of the program for participants who completed this commitment.

9. **What if someone asks a question in class and I don’t know the answer?**
   Please feel comfortable taking the question back to your Health Strategies Consultant.

10. **Does UnitedHealthcare offer a weight loss team challenge?**
    Yes. All program materials can be found in the Nutrition and Weight Management section on uhctoolsforwellness.com.

**Educational Podcasts are available**

All of the eight core Lose and Win sessions have been pre-recorded and are available as podcasts at http://go.uhc.com/podcasts/uhc. The podcasts are offered as an educational tool to help support individuals trying to lose weight.