

Don't Give Up on

EMPLOYEE WEIGHT LOSS CAMPAIGNS

Success Shows Healthy Weight Is Possible

Health Enhancement Systems' *NutriSum: Healthy Weight for Life* program was designed after reviewing and analyzing dozens of scientific studies on what works for the long term. The core habits encouraged in *NutriSum*™ are those adopted by people who have lost weight and kept it off.

Among the more impressive statistics across thousands of participants:

- 9-14 pound weight loss average in the initial 13-week phase
- 40% increase in physical activity

- 90% increase in produce consumption
- 4.5 out of 5 level of confidence in ability to maintain weight loss.

Team competition participants did even better than those not on teams:

- 34% greater weight loss
- 29% increase in *NutriSum* points
- 31% more daily exercise minutes.

Read the inspiring success stories below for evidence.

Andrea and Frank – Lighter and Stronger



After 8 years, Andrea and Frank Fergel have lost something in their marriage... and they're okay with that. Thanks to accepting Raytheon's *NutriSum* team challenge, Frank shed 68 pounds while Andrea went down 4 dress sizes by dropping 38 pounds. And that's just the beginning.

"I have asthma, and I play soccer. For the first time, I can now run in a game without being substituted out. That's huge," Andrea emphasizes.

Frank recalls, "We started a kickboxing class the same day *NutriSum* began. At first, we could barely do half what the instructor was doing. Now we can get through the whole class. It's just really enhanced our energy."

And while they say winning the team challenge against 92 other teams helped drive determination, the strongest cog in their motivational wheel is a desire to base their lives on health, rather than their health on diets. *NutriSum* supports this goal from start to finish.

"We've tried things before, but I guess in a way we were always looking for that quick fix, so we couldn't ever stick with it for very long... or at least that was the way it was for me," Andrea adds. "*NutriSum* is different. This program promotes a mindset – it's not about deprivation, it's about choices, which makes it very empowering."

The couple agrees, however, that for self-discipline to reign, old habits must surrender.



Having reinforcement can make all the difference in how that battle is waged.

“Finding time to exercise every day was tough. Some days I’d come home from work, I’d be tired, and the last thing I felt like doing was working out,” notes Frank.

Andrea on the other hand was fired up for the physical component but struggled with changing how she ate. “Let’s just say it’s hard when it’s someone’s birthday.”

Fortunately, Frank embraces the vegetable medleys and fruit smoothies. That means he and Andrea can serve as a support system for the other’s struggles. Plus, with the help of *NutriSum*’s tracking tools, they take ownership of their progress. “I like the idea of typing everything in and getting immediate feedback. It’s accountability that shows you how far you’ve come plus how much you need to push.” Meeting their goals meant adhering strictly to *NutriSum*’s meal scheduling and food grouping recommendations.

“Every morning to start off, you’re supposed to have

your breakfast within 2 hours. We never used to do that. But now we include plenty of protein and almost all our fruit servings for that day,” Frank confirms.

“And we make a point of not eating at least 3 hours before bedtime,” adds Andrea. “We’re just really cognizant of what we’re putting in our bodies, making sure that every food choice counts.”

Their approach has worked. Andrea and Frank’s team won the Raytheon challenge for their branch, but winning isn’t everything. “We’ve given this all we have,” explains Andrea. “In the end, this is something we’ve done together — it’s a shared experience. I can say I did this, and that I did it with my husband. We shared the temptations and the trials, but also the rewards and benefits. We’ve accomplished something, and that’s really special.”

Perhaps when it comes to their marriage their loss is also... their gain.

Jackie – It *Is* Possible to Leave Diet Cola Behind



Diet cola was Jackie Salter’s drink before she took the *NutriSum* challenge. Now, she’s proud to tell you that she can’t remember the last time she had a soda. “I drink water, period.”

A retired United States Air Force functional manager, Jackie now works for Raytheon’s Naval Weapon Systems.

“It’s a desk job; I was

often very inactive and I gained weight. I didn’t like it — I didn’t feel good, and that’s when things had to change.”

When Raytheon offered *NutriSum* as part of an onsite gym competition, Jackie rolled up her sleeves and joined a team: They came in 10th place out of 93 teams.

A steady dose of reinforcement on the home front helps Jackie check off her fruit, vegetable, and whole grain servings each day. “When I started *NutriSum*, my husband and I changed the way we ate. He does the grocery shopping, and cooks dinner every day. He’s very supportive — preparing chicken, fish, veggies,

and fruits. And he does it just for me.” To boost her activity level, Jackie walks her dog, Sammy, every day after work. “He loves it!” Jackie’s work environment helps her keep the momentum going, with her boss and coworkers also committed to healthy living and *NutriSum* principles. “My boss brings in snap peas and carrots for snacking. Having his support has made it much easier for me.”

Even with a busy schedule, Jackie was able to use the *NutriSum* features to get organized, make progress toward her health goals, and stay on track. “I love the email reminders — they made me weigh in every morning. You’re really aware of what you’re eating, what you’re putting into your body. The tracking has given me more accountability. I tried meal replacement programs, but they didn’t work because I wanted food — real food.”

The Air Force kept Jackie active and in shape while she was serving, but civilian life and the desk job had taken a toll on her waistline. “I was really inactive before starting *NutriSum*, but now I make it a point to exercise. I don’t veg in front of the TV anymore and my late-night snacking is gone. My intake of sweets is minimal. I have more energy, and I’ve lost 15 pounds!” Jackie points out her clothes are getting looser, and fitness is now a high priority. In addition to walking her dog, she also

plans to start walking during the day with coworkers. Behavior change hasn't come easily, though. "This losing weight thing is no joke!" But with support from her husband, Raytheon colleagues, and *NutriSum*, she plans to continue watching what she eats, tracking her

activity, and drinking more water. "I'm still going, and I'm still motivated," Jackie comments, full of energy. "I'm a sunshiny person — I find the good in things." With an attitude like that, Jackie is well on her way to a lifetime of better health.

Linda – Old Habits Can Change

It's been said that as we get older, we become more set in our ways... less apt to change old habits. But Linda Herndon proves otherwise. After a visit to her doctor sounded a medical reveille, the 65-year-old IT asset management specialist for Raytheon made a commitment to take control of her health. And she hasn't looked back. "I had to start taking medication for high blood pressure and pricking my finger to check blood sugar several times a day because I was diagnosed with type 2 diabetes."

While the news was unsettling, it was also the wake-up call for her to make real changes in lifestyle. "I got lazy. If I hadn't been so sedentary, I wouldn't have been in that situation." As fate would have it, Raytheon introduced *NutriSum* to employees a couple weeks after Linda learned about her new health concerns. The timing couldn't have been better. "I had started making changes and lost some weight. So I was ready to participate in a program like this – that's it right there: mindset."

Linda says *NutriSum* has worked for her because it's about "modification not deprivation." "I've made adjustments – being from the south, I used to fry everything. Now I grill, broil, or bake my meat. And I used to be a snacker. But now I don't eat anything after 7 PM. When you follow *NutriSum* for your meals, you're not hungry."

Linda also joined a gym and alternates between the treadmill and stationary bike, covering the equivalent of 7 1/2 miles on intense days. Yet despite all the lifestyle alterations, she admits the benefits outweigh any sacrifices.

"*NutriSum* really isn't hard to do. I would tell anybody considering this that it's worth it... and it doesn't take long to get results if you're really interested in doing something about your health."

By following the program, Linda lost 23 pounds in the first 12 weeks. But even more astounding than the number on the scale were the numbers on her charts. "Every other day I would go to the nurse and get my blood pressure taken; then I'd have the results

sent over to my doctor once a month to evaluate. He called me at work about 2 months into *NutriSum* to inform me that I no longer had to take medicine."

Before the third month was up, her blood sugar had returned to normal as well, which meant no more diabetes drugs... and no more finger pricks. "Now I take nothing other than my vitamins and a baby aspirin."



Linda looked to *NutriSum*'s tools and resources to help guide her along the way. "I got some wonderful recipes, and I thoroughly enjoyed the daily articles. Everything is very informative – very helpful."

And while she confesses that the doctor check-ups are her primary motivation, *NutriSum* gives Linda the support to follow through. "You see the results

right in front of you. And it's uplifting. You get an encouraging pat if you didn't improve that day; you get a congratulatory pat if you did. By using this program, I will not fall back on medications."

Based on her philosophy, there's little chance of that: "You only have one body. If you don't take care of it, you may not be around long enough to enjoy it."

Tim – She Thought I Was in My Early 50s, But I'm 63



Tim Marsh doesn't act his age. Mechanical engineer for Raytheon by day, the 63-year-old drives racecars for his pastime. And though he qualifies for senior citizen discounts, he doesn't need them at the pharmacy. "I'm fortunate that I don't need the medications many others my age are taking." But Tim

is quick to point out that his nonmedicated lifestyle was in jeopardy after his past couple physicals indicated a steady increase in blood pressure and cholesterol – prompting his doctor to present a subtle ultimatum: shape up now, or drugs *would* be in his future.

Tim's first thought was to drop some pounds in an effort to restore his lab readings to normal and curb the joint stiffness and pain in his knees. When a colleague approached him about joining her team in a *NutriSum* challenge, Tim signed up. "I thought it would be good motivation – and in all honesty, I made the commitment for 2 reasons: I wanted to lose weight and to get the maximum number of points for the team."

But as Tim delved into the program, he discovered something: "*NutriSum* is not just a weight loss regimen. To comply, I needed to drink water, eat breakfast within 2 hours, eat 3 veggies and 2 fruits daily, get my whole grains, exercise for an hour a day, and stop snacking between supper and bedtime. It's not about dieting – and I've been on yo-yo diets my entire life. What makes *NutriSum* unique is that it doesn't stress weight

loss with just a single factor. I could aim for a certain number of steps every day, but if I'm eating pizza or take-out food the whole time, it's not going to do me much good. With *NutriSum*, the emphasis is on exercise *and* healthy eating – it helps you not only develop good habits, but also get rid of bad ones."

Of course habit exchange always involves a little sacrifice, and Tim admits he misses his late-night snacks. But *NutriSum*'s suggestions are less about giving up food choices than about augmenting them. "I'll never go back to the bread I was eating. I switched to whole grain, and I love it. And now I'm drinking about 110 ounces of water a day and walking 3-4 miles a day. I can't imagine having it any other way."

Why would he? Since beginning *NutriSum*, Tim has brought his blood pressure down 20 points and lost 45 pounds – down to 200. Even 4 weeks after the contest ended, he has no intention of stopping – he's on the brink of a major milestone. "I decided when I committed to do this that I wanted a single digit to be the start of my weight." With only a pound separating him from that reality, Tim's eager to get on the scale. And while he hopes to drop another 20 pounds, he takes pride in his accomplishments so far. "I feel more confident. My knees don't hurt as much. I just feel healthier... and I look better too."

While his internal transformation is most important, external validations don't hurt. "My doctor is overjoyed. My wife is really happy. And recently a coworker commented on how much weight I'd lost. She couldn't believe I was 63 – she thought I was in my early 50s. Those are just small, ancillary rewards for doing something I should have been doing all along. I credit *NutriSum* for being part of that."

Tim is proof that age is just a number after all.