

Betr Health Statement of Work - insurance Clients

Betr Health engages Independent Contractors to provide professional coaching and lifestyle change management for its Clients. A Betr Health Certified Lifestyle Implementation Coach is an individual who creates action, accountability and adherence to a prescribed nutrition and fitness plan. This individual will evaluate obstacles and provide solutions, and the coach should never have to pick a client up from a fall because they are always one step ahead. Betr Health reserves the right to pause client onboarding at any time.

The terms and conditions that govern this engagement, including compensation and duration of contract services, are presented herein.

Definition :

- a. Insurance Client: A Betr Health client utilizing their Diabetes Prevention Program (DPP) insurance benefit to participate. A covered individual must be eighteen (18) years of age or older and meet the criteria to be at risk for development of type-2 diabetes as defined by the CDC.
- b. Enrollment date: The date a DPP client completes the registration process by filling out the Health and Lifestyle Quiz.
- c. Start Date: The date which the client starts “Day 1” of level 1.
- e. Solera ID: Unique identification number Solera Health assigns to each participant that has successfully completed eligibility enrollment through their insurance.
- f. Start Weight: The client’s first reported weight
- g. Description of Coaching: Coaching is a partnership (defined as an alliance, not a legal business partnership) between the Coach and the Client that is a thought-provoking and creative process inspiring the client to maximize personal and professional potential. The objective is to facilitate the creation and ongoing development of personal health goals, and implement a strategy/plan for achieving those goals.

Coach-Client Communications:

Once the client completes enrollment, they expect communications from their coach via the Betr Health app at least once per day Monday through Friday and 1 planned phone call. The daily messaging will take place from Day 2 until Day 26. If the client requests an impromptu call from the coach, they may do so for additional support.

Scheduled Calls:

1. BETR HEALTH (INS) - Introduction Consultation. Main Objectives: (1) Introduction (2) Show resources (3) Confirm "Start Date"

Objectives:

As a Betr Health Certified Coach, the main objective for insurance clients is to reach Meaningful Engagements/Milestones. *Meaningful Engagement* (Session) shall be met by completion of the following defined set of activities in a week:

Client watches a video or reads educational article AND at least 2 of the following:

1. Records weight at least 3x/week
2. Takes picture of food at least twice (2) times/week
3. Records weekly physical activity or reports to virtual coach their physical activity at least one (1) time/week in minutes
4. Participates in one (1) 15-minute One-on-One Coach Phone Call
5. Participates in one (1) live 60 Min Weekly Group Coaching Call, or participates in one (1) weekly Group In-app Chat

The DPP Claim Submission Milestones:

1. MILESTONE 1 – When a DPP client commits to enroll in the Betr Health program, the date on which the client downloads any required software and completes registration.
2. MILESTONE 2 - Client successfully completes two or more sessions of meaningful engagement between 4 weeks of enrollment.
3. MILESTONE 3 - Client successfully completes two or more additional sessions of meaningful engagement between week 5 and the end of week 9 from enrollment
4. 7% Weight Loss - Client loses a minimum of 7% of their body weight.

Compensation:

Independent contractors will receive compensation upon reimbursement for client's meaningful engagement from insurance. The coach will not receive compensation for missed milestones. Once a client reaches a milestone it takes an average of 90 days before the payment goes through a coaches ledger.

Milestone 2 Commission Earned: \$40

Milestone 3 Commission Earned: \$50

7% Weight Loss Commission Earned: \$60

Total per insurance client is therefore \$150 for reaching all milestones.

Extra coaching: Coaches receive 60% of additional coaching if purchased.

Additional Products:

10% commission Supplements: \$99-49 monthly memberships, earned commission: \$9.90-4.90

*Note – Meal delivery is excluded from commissions. The commission is only applied for the first month of the client's subscription.

Project Refusal

Once a client has an intro call on a coaches calendar, the coach has accepted that client contract. If a coach chooses to withdraw from their contract with this client they must inform the internal team before they end contact with the client. Coaches reserve the right to withdraw from coaching a client. Betr Health reserves the right to conduct an audit and no longer provide the coach with clients.

Coach Auditing

Betr Health reserves the right to conduct an audit of their coaches' interactions with clients inside and outside of the RMDY app. Audits consist of review coach notes, forms, procedural practices, client interaction, team feedback and client feedback.