

## FREQUENT QUESTIONS

### Where do I weigh in?

You conveniently weigh in between 8<sup>th</sup> – 22<sup>nd</sup> every month at any local pharmacy, health or fitness centre, doctors' surgery or weight loss group and have a health professional (such as a pharmacist or nurse) sign your weight certificate provided by us. We may advise you where to weigh in conveniently and reliably.



### How exactly do I earn my rewards?

When you have selected your weight loss target and time period, we provide you with a personal incentive plan. This spells out in detail how you earn your rewards month by month. All plans have the same basic structure: half of your potential reward is made up of your **target monthly earnings** and the other half is an end-of-plan **bonus** if you are at your goal weight at the end of your plan. You earn your monthly rewards at a set rate for every pound you lose or keep off from your beginning weight, up to a safe maximum. Every month, upon receiving your weight certificate, we calculate your earnings for that month and credit your account, and send you a statement. You collect your accumulated earnings at the end of your plan provided you are still active in the programme. See *sample plan on page 2*.

### What does it cost to participate in the trial?

There are two different plan levels on offer with different fees and rewards. The higher the fee level, the greater the rewards.

**Fee Level A** has a participation fee of £45 and then £10 a month for the life of your plan.

**Fee Level B** has a participation fee of £90 and then £20 a month for the life of your plan.

The fees are paid by credit or debit card and you will be charged the participation fee upon applying. Your monthly fees are charged upon starting your plan and continue for the life of your plan.


### Example:

A plan to lose **50 lbs over 7 months and maintain the weight loss for 5 months** on the different plan levels will be as follows:

	<u>PLAN LEVEL A</u>	<u>PLAN LEVEL B</u>
Maximum Total Monthly Earnings	<b>£150</b>	<b>£327.50</b>
Target Bonus	<b>£150</b>	<b>£327.50</b>
Maximum Total Reward	<b>£300</b>	<b>£655</b>
Total length of plan	<b>12 months</b>	<b>12 months</b>
Joining fee	<b>£45</b>	<b>£90</b>
Monthly fee	<b>£10</b>	<b>£20</b>
Total plan cost	<b>£165</b>	<b>£330</b>
	<i>(£10 x 12 months + £45)</i>	<i>(£20 x 12 months + £90)</i>



**Sample weight loss incentive plan – lose 50 lbs over 7 months and maintain the weight loss for 5 months**



## WEIGHT LOSS INCENTIVE PLAN


### Lesley Roberts

	Initial Weigh-in	MONTH										Final Weigh-in	TOTAL	
	0	1	2	3	4	5	6	7	8	9	10	11	12	
Target Weigh Date	15-Jan	15-Feb	15-Mar	15-Apr	15-May	15-Jun	15-Jul	15-Aug	15-Sep	15-Oct	15-Nov	15-Dec	15-Jan	
Last Weigh Date		22-Feb	22-Mar	22-Apr	22-May	22-Jun	22-Jul	22-Aug	22-Sep	22-Oct	22-Nov	22-Dec	22-Jan	
Start Weight	250.0	242.9	235.7	228.6	221.4	214.3	207.1	200.0	200.0	200.0	200.0	200.0	200.0	
<b>Your target weight this month (lbs)</b>		242.9	235.7	228.6	221.4	214.3	207.1	200.0	200.0	200.0	200.0	200.0	200.0	
<b>Target loss per month (lbs)</b>		7.1	7.1	7.1	7.1	7.1	7.1	7.1	0.0	0.0	0.0	0.0	0.0	<b>50.0</b>
<b>Cumulative target loss (lbs)</b>		7.1	14.3	21.4	28.6	35.7	42.9	50.0	50.0	50.0	50.0	50.0	50.0	
<b>Rate per pound per month (£)</b>	£0.33													
<b>Your maximum earnings per month (£)</b>		£2.38	£4.76	£7.14	£9.52	£11.90	£14.29	£16.67	£16.67	£16.67	£16.67	£16.67	£16.67	<b>£150.00</b>
<b>Target Bonus (£)</b>														<b>£150.00</b>
<b>Maximum Total Payment (£)</b>														<b>£300.00</b>

Please note: You will not increase your earnings or bonus by losing more weight than cumulative targets.

Your weight loss incentive plan is: **Lose 50 lbs over 7 months and maintain for 5 months**

50-7-5-A



Pounds for Pounds from Weight Wins [www.weightwins.com](http://www.weightwins.com)  
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### Why do you charge a fee?

We need to charge a fee to fund the cost of the trial, including administering your personal plan throughout your membership.

### What do I get for my fee?

- Our popular, easy-to-follow Weight Loss Guide and supply of Daily Tick Sheets.
- A welcome gift such as a Pounds for Pounds mug.
- Monthly weigh-ins and earnings statements for the life of your plan.
- Your financial reward!
- And above all, 'The motivation to succeed'!

You pay the fee just as you would to join a gym or weight loss group – but cheaper . . . Think of it as an investment in your health and weight loss success – and your chances of success are considerably higher than with traditional weight loss methods. Finally, the programme pays for itself as you succeed!

### Will you give me a diet and fitness plan?

We will give you general weight loss tips and daily tick sheets. Over half of participants make progress simply through sensible eating and exercise. However, our programme works with any specific diet or fitness plan, including commercial plans.



### What kind of vouchers can I choose?

You decide whether to take your reward in cash or vouchers for a wide selection of high street retailers, leisure experiences or holidays including:



### What plan is best for me?

You may choose any amount of weight loss target provided it would not cause you to fall below a healthy, normal weight. You may also choose a plan to maintain your weight loss for a given time period. The more challenging the plan, the larger your incentive.

Long-term weight loss is not easy. In deciding your plan, you should **be realistic** and consider:

- What are your objectives? A 'tune-up' for a holiday or wedding, or a permanent change of lifestyle?
- How confident are you of success? Consider your experience, your strategy and your degree of motivation. If you have not successfully dieted before, you should consider starting with an easier, short-term plan. You can always follow it up with a second plan to lose more weight over a longer period.
- How much are you motivated by money? A more ambitious plan with larger rewards may make you more successful.

### Is it safe?

We have designed our programme to be as safe as possible. Our plans set a target amount and rate of weight loss that is safe and achievable through sensible eating and moderate exercise. You will not be rewarded for losing more weight than specified in your plan.

If you are pregnant or have an eating disorder, you are regrettably not eligible. If you are under 21 or over 65, nursing a baby, or have certain **medical conditions** such as diabetes, **you must obtain your doctor's permission**.

### What happens if I drop out?

You may cancel your plan at any time. If you cancel your plan for a certified medical reason, we will pay you your accumulated earnings and you will not be charged the remaining monthly fees. If you drop out for other than a certified medical reason, you will not receive your accumulated earnings and will be charged the remaining monthly fees.

### What if I become pregnant?

You will not be eligible to continue the programme if you become pregnant, but will receive your accumulated earnings or a refund of fees, whichever is the greater amount. You will not be charged the remaining monthly fees.



### **What happens if I miss a monthly weigh-in?**

If you miss a weigh-in, you will remain in the programme but will not receive earnings for the month. However, if you miss three consecutive weigh-ins we will deem that you have cancelled your plan and you will not receive your accumulated earnings and will be charged the remaining monthly fees.

### **What if I earn rewards for losing weight, then put the weight back on?**

Once you have earned an incentive, you keep it (provided you remain in the programme). Going forward, you will still earn money for every pound you have lost from your beginning weight.

## **Any further questions?**

**Please call us on  
020 7462 6804  
(9am – 5pm Mon – Fri)**

**Or email [info@weightwins.com](mailto:info@weightwins.com)**