



Sparking *Inspiration*

# Linking Purpose to Results



# Daniel Stafford

## Senior Vice President, East Operating Group



Marathon  
Health™



# Session objectives

- **Reconnect to your organization's “why”** for investing in employer-sponsored healthcare
- **Learn from peers** on how their Marathon Health investment propelled specific results linked to their “why”
- **Gain best practices** on how to implement similar strategies at your organization



# Gary Williams

## Executive Vice President



**M** MOUNT VERNON  
- MILLS -

6 health centers

**22**

years with  
Marathon

**380**

eligible  
population

**90%**

of members  
engaged

**91**

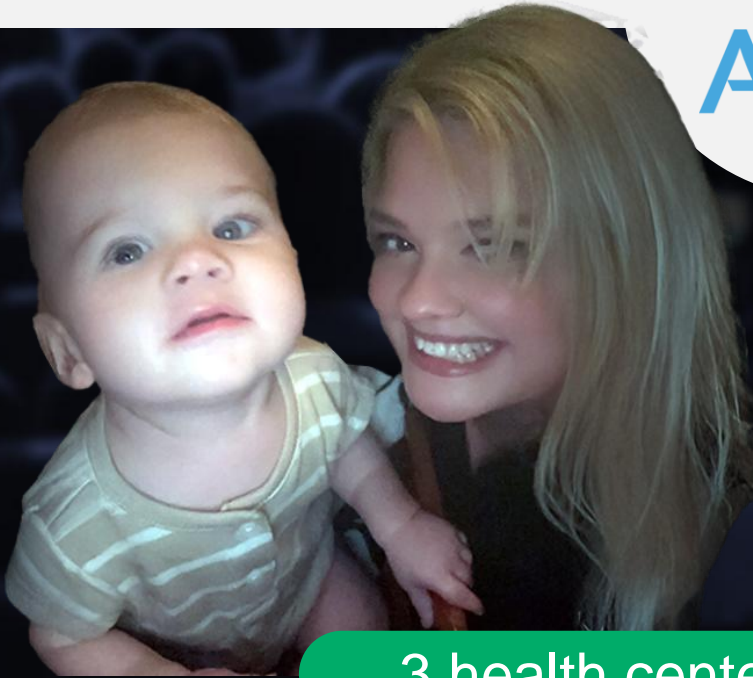
Net Promoter  
Score

**5.3**

average visits per  
engaged member  
per year

# Tricia Griggs

## Health & Wellness Manager



3 health centers + CareAnywhere

**10**

years with  
Marathon

**4k+**

eligible  
population

**43%**

of members  
engaged

**2.7**

average visits per  
engaged member  
per year

**98**

Net Promoter  
Score

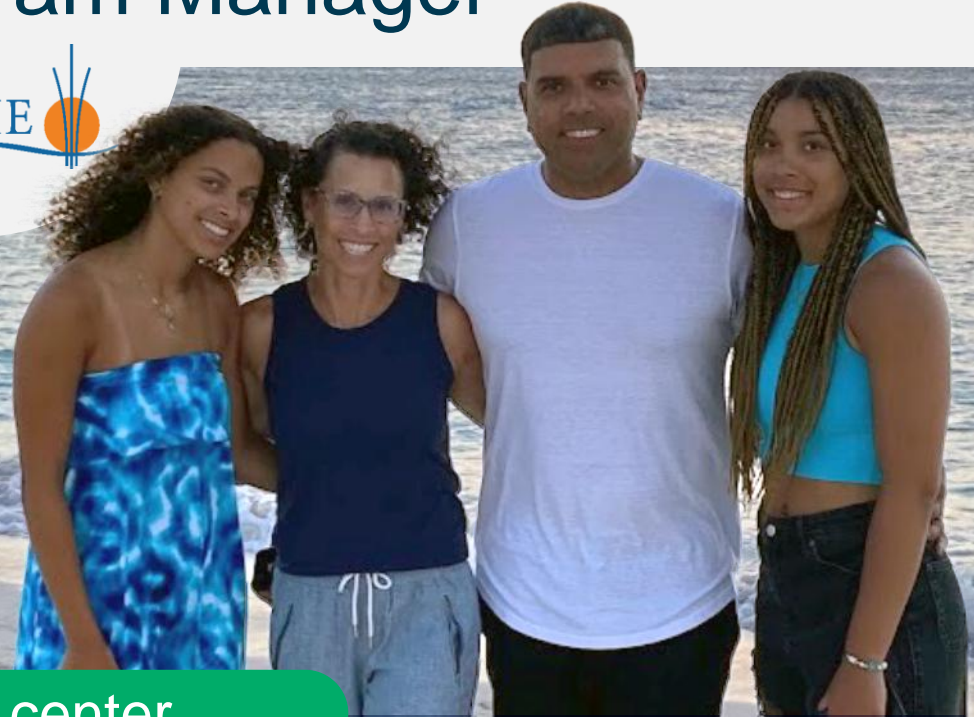
**75%**

of members  
improved  
biometrics



# Jana Goolsby

## Wellness Program Manager



1 health center

**10**

years with  
Marathon

**2.5k+**

eligible  
population

**52%**

of members  
engaged

**3.1**

average visits per  
engaged member  
per year

**92**

Net Promoter  
Score

**73%**

of members  
improved  
biometrics

2025  **ENGAGE**™

Sparking *Transformation*



# Nigel's story



2025  **ENGAGE**™

Sparking *Transformation*