

Appendix to “Can Financial Incentives Help People Trying to Establish New Habits? Experimental Evidence with New Gym Members”

FOR ONLINE PUBLICATION

The following pages include the full study enrollment packets for the four randomized treatment arms:

- (1) Item incentive
- (2) Money 30 incentive
- (3) Money 60 incentive
- (4) Control group

Each study enrollment packet includes four parts:

- (a) Recruitment Flyer*
- (b) Informed Consent document*
- (c) 2-page survey
- (d) Contact information form

* Only the flyer and consent document vary between the four arms.

The name of the fitness center has replaced by [Gym] in all documents.

All materials were approved by the Case Western Reserve University IRB and University of California, Santa Barbara IRB.

1. Enrollment packet for Item incentive

Participate in a [Gym Name] Research Study

We are conducting a study about financial incentives for exercise with members of [Gym].



What does the study involve?

- Answer a short survey about your experience with exercise and goals on the next pages.
- Consent to allow the research team to analyze your check-in records for first 6 months of membership (records will be kept private).

How will I be compensated for participating?

- You will be eligible for a prize worth \$30 that you can select on the sheets to follow.
- You get your prize as long as you visit [Gym] on at least 9 days over your first 6 weeks as a member.
- If you make enough visits, you can pick up your prize at [Gym] after 6 weeks.

The next sheet in the packet has the consent form for participating that gives more details. If you want to participate, you will need to complete the consent form. The sheets after that have the survey and prize-choice forms. Your membership at [Gym] will not be affected by your decision about whether or not to participate.

[University] and [University] Research Participant Information and Consent Form

Principal Investigator: Dr. Mariana Carrera (phone: 216-368-5537; email: mariana.carrera@case.edu)

DESCRIPTION OF THE RESEARCH

You are invited to participate in a research study about exercise behavior. The study is being conducted with new members of [Gym]. The purpose is to compare the effectiveness of different incentives to visit [Gym].

WHAT WILL MY PARTICIPATION INVOLVE?

If you agree to participate, the researchers will be given access to your attendance at [Gym] from the gym's computerized login records. Records of attendance will include all past visits and any future visits up to one year after the date you consent to participate.

If you agree to participate, we ask that you complete a short survey on the following pages about your prior experience with exercise and expectations for visits to [Gym].

If you agree to participate, you will be eligible to receive a prize of your choosing from a list of prizes on a page to follow. Each prize is worth approximately \$30 at Amazon.com. **In order to receive the prize you select, you will need to visit [Gym] on at least 9 days within 6 weeks from the date your membership at [Gym] becomes active.** At the end of 6 weeks, the research team will use the computerized login records generated when you check in at the front desk to verify whether or not you have made visits on at least 9 days. If you visited on at least 9 days you will then be able to pick up your prize at [Gym]. The only other criteria for receiving the prize is that you do not request to withdraw from the study within 6 weeks of joining [Gym]. You can, however, cancel your membership to [Gym] within this first 6 weeks without withdrawing from the study and in that case, provided you have visited on at least 9 days, you will still receive the prize.

Beyond completing the forms in this study packet, you do not need to do anything else as part of your participation in the study. We ask, however, that during the first 6 weeks of your membership that you check in at the front desk only when you anticipate exercising for at least 10 minutes at [Gym].

ARE THERE ANY RISKS OR BENEFITS TO ME?

We do not anticipate any risks or direct benefits to you from participating in this research study. Your participation may have benefits to society because it will help add to a growing body of research about wellness.

WILL I BE COMPENSATED FOR MY PARTICIPATION?

If you participate in the study, visit [Gym] on at least 9 days in the first 6 weeks of membership, and do not contact us to withdraw from the study within the first 6 weeks of your membership at [Gym], you will receive the prize you select.

HOW WILL MY CONFIDENTIALITY BE PROTECTED?

While there will probably be publications as a result of this study, your name will not be used. Only group characteristics will be published. Research records will be kept in a locked file, and access will be limited to the researchers, the University review boards responsible for protecting human participants, and regulatory agencies.

Dr. Mariana Carrera of [University] is collaborating on this study with Dr. Heather Royer (phone: 510 409 3346; email: heather.royer@ucsb.edu) of the [University]. Dr. Royer as part of the research team will also be given access to research records for purposes of analysis.

WHOM SHOULD I CONTACT IF I HAVE QUESTIONS?

You may ask any questions about the research at any time. If you have questions about the research you should contact Principal Investigator Dr. Mariana Carrera at 216-368-5537 or via email at mariana.carrera@case.edu. If you have questions you would like answered prior to deciding on participation in the study, we ask that you take this packet of study forms with you and return them to [Gym] or directly to Dr. Carrera after having your questions answered by Dr. Carrera.

If you have questions related specifically to [Gym], you can contact the Director of [Gym], Bryn Mota at 216-368-1121.

If you are not satisfied with response of the research team, have more questions, or want to talk with someone about your rights as a research participant, you should contact [Gym]'s Institutional Review Board at (216) 368-6925.

Your participation is completely voluntary. If you decide not to participate or to withdraw from the study it will have no effect on your relationship or membership with [Gym].

On the next page you will be asked to confirm whether or not you wish to participate in the study. Your signature indicates that you have read this consent form, had an opportunity to ask any questions about your participation in this research and voluntarily consent to participate or decline participation. If you consent to participate, you will receive an email confirming participation that provides you access to a copy of this form. If you would like an additional copy, please contact Dr. Carrera at the address provided above.

Do you agree to participate in the study?

Yes, I would like to participate:

Please complete remaining forms in this packet and return when complete.

No, please do not include me in the study:

Please return the packet without completing the remaining forms.

Name (please type): _____

Date: _____

[Gym]

Membership Survey

Confidentiality: The following short survey asks a number of questions that are useful for conducting research about our membership and for better understanding the needs of our members. All of your answers will be kept strictly private and confidential.

Name: _____

Gender: Male Female Other/Prefer not to state

Age: _____

Marital Status: Currently Married Currently Unmarried

Highest Level of Education: less than HS degree HS degree or GED Associate's Degree
 Bachelor's degree Graduate/Professional degree

How often do you shop on Amazon.com?

Never/Very Rarely Occasionally Frequently

On average over the past year, how often would you say you have exercised (e.g., gym, jogging, etc...)?

Less than once per week About once per week About 2 or 3 times per week 4+ times per week

Which statement best describes your past experience with establishing and sticking to a regular exercise routine?

- I have never tried to establish an exercise routine.
- I have repeatedly tried to establish an exercise routine, but I have never been successful.
- I have at times established a regular exercise routine, but have been unable to stick to it for long periods.
- Although I struggle with my commitment occasionally, I am usually able to keep up a regular exercise routine.
- I am a workout buff: I keep a regular exercise routine without much problem at all.

 Please flip over and complete the back

[Gym] Membership Survey

Confidentiality: The following short survey asks a number of questions that are useful for conducting research about our membership and for better understanding the needs of our members. All of your answers will be kept strictly private and confidential.

In a typical week, how many days per week do you plan to attend 1-2-1?

- Less than once per week on average 1 day 2 days 3 days 4 days 5 days 6+ days

How confident are you that you will keep to this planned level of attendance?

- Very unconfident Fairly unconfident Fairly confident Very confident

What do you think is the chance you will attend [Gym] at least 9 times in your first 6 weeks as a member?

- 0-20% 21-40% 41-60% 61-80% 81-100%

Please state whether you agree or disagree with the statement: "Exercising is not something I would necessarily choose to do for enjoyment, rather it is something that I feel I ought to do."

- Strongly disagree Somewhat disagree Neutral Somewhat agree Strongly agree

Please tell us which of the following activities you have interest in and might want to learn more about:

- | | | |
|--|---|---|
| <input type="checkbox"/> Cardiovascular exercise | <input type="checkbox"/> Group Exercise (<i>see list</i>) | <input type="checkbox"/> Health and lifestyle |
| <input type="checkbox"/> Weight training | <input type="checkbox"/> Cycling Classes | <input type="checkbox"/> Nutrition |
| <input type="checkbox"/> Running or walking | <input type="checkbox"/> Dancing | <input type="checkbox"/> Weight loss |
| <input type="checkbox"/> Pilates reformers | <input type="checkbox"/> Tai Chi, Martial Arts | <input type="checkbox"/> Massage therapy |
| <input type="checkbox"/> Older or Younger Adult | <input type="checkbox"/> Stress reduction | <input type="checkbox"/> Smoking cessation |
| | | <input type="checkbox"/> Tanning |

Other (please list): _____

Thank you for taking the time to fill out this survey!

Prize Selection Packet

Please open to select your prize.

Prize Choice Sheet

Please use this form to **select one** prize that you will receive provided you make 9 visits to [Gym] over the first 6 weeks of your membership. We will email you to confirm your selection.

Each of these products is currently available on Amazon.com for a price of approximately \$30. In addition, each product has at least 50 reviews on Amazon.com averaging a 4+-star rating.

If you would like to see any of these products, we have one of each available here at [Gym] for you to take a look. Simply let the front-desk staff know which one(s) you would like to see.

choose



Ninja Master Prep: 5,551 reviews, ★★★★★, #1 Best Seller

Crushes ice into snow in seconds, blends frozen fruits into creamy smoothies, and chops fresh ingredients evenly! Mince, dice, chop, blend, and puree for consistent results in the 16 oz (2 cup) chopper bowl and achieve perfect frozen blending in the 48 oz (6 cup) pitcher. Storage lids included. Removable parts are dishwasher safe.

choose



Anker 8W Single-Port Portable Foldable Outdoor Solar Charger with PowerIQ 1,115 Reviews, ★★★★★

Single-Port Power: 8 watt monocrystalline solar array provides enough power to charge one device at a time. Roughly the size of an iPad Air and weighs less than 1 pound. Well-placed eyeholes allow easy attachment to backpacks while hiking or tents while camping. Compatible with ALL USB-charged devices (except the Asus Transformer and iPod Classic).

choose



Google Chromecast HDMI Streaming Media Player 19,032 Reviews, ★★★★★

Stream online video, music, photos and more to your TV using your smartphone, tablet, or laptop. Supports a growing number of apps including Netflix, YouTube, HBO Go, Hulu Plus, Pandora, and ESPN. Plug into any HDTV and connect to your home WiFi network.

choose



The Rocky Peak BEST Ultralight Single Person Parachute Hammock 53 reviews, ★★★★★

Made with Super Strong 210T parachute nylon fabric -Soft Breathable Fabric supports up to 400lbs and setup only takes minutes. Measures 8ft 6in x 4ft 7in and weighs only 1 lb 5 oz with all attachments included - Everything folds nicely into a sack about the size of a grapefruit.



choose



Logitech Wireless Desktop MK320 Combo: 2,405 Reviews, ★★★★★

Comfortable full-size keyboard and sculpted mouse with snap-on wireless receiver works with Windows-based PCs, USB port. One-touch hot keys let you instantly watch videos, play music and launch applications. Go for months without changing batteries- up to 15 for keyboard and up to five for mouse. 2.4 ghz wireless gives you a long range and reliable connection.



choose



T-fal 4-Cup 1750-Watt Electric Travel Cordless Kettle with Variable Temperature and Auto Shut Off: 1,292 reviews, ★★★★★

This 1-liter Electric Kettle is the perfect way to quickly heat water for tea, instant coffee or soup! With an adjustable temperature control for perfect brewing, locking lid, 360 rotating base, and auto shut-off, the kettle guarantees safety and ease of use.



choose



PLAY X STORE Wireless Bluetooth Stereo Earbuds: 132 Reviews, ★★★★★

Forget about dangling wires getting in your way. Connect to your phone or music player with Bluetooth. Bluetooth 4.1 +EDR with AptX. Multipoint Connection: 2 Devices Can be Connected at the Same Time. Voice Prompt: Voice notice when there is an incoming call or low battery. HiFi Grade Design: CD sound quality level without distortion.



choose



Bluetooth Shower Speaker: 578 reviews, ★★★★★

The iFox shower speaker is not just water resistant -- it's certified capable of being fully immersed in water up to 3 feet in depth. It lasts for up to 10 hours playing time between charges. The suction cup attaches strongly to glass, ceramic, or any other smooth surface in the shower or anywhere. Connect your Smartphone, tablet, computer etc. via Bluetooth in less than 6 seconds.



choose



Redragon M801 Mammoth 16400 DPI Programmable Laser Gaming Mouse for PC with weight tuning: 2,437 reviews, ★★★★★

Built for gamers: up to 16400 DPI, 12000 FPS, 1000 Hz polling rate, 30G acceleration and an Avago sensor, Omron micro switches. 5 memory profiles, 9 programmable buttons, an 8-piece weight tuning set. Durable smooth TEFLON feet pads, contoured body, and high-end 6ft braided-fiber cable with gold-plated USB connector for ultimate gaming control.

Research Study Contact Information

Email: Please provide an email address where we can confirm your participation in the study and contact you about picking up your study prize. Please use an email address that you will check regularly. This email address will not be shared with anyone outside the research team and will not be used to contact you for any purposes other than those listed in these research forms.

Email (please print clearly): _____

Phone number: Please provide a phone number where we can contact you if we have any problems sending to the email address you provided. We will call this number only if we have a problem contacting you via email. This phone number will not be shared with anyone outside the research team and will not be used to contact you for any other purpose.

Phone number (please print clearly): _____

2. Enrollment packet for Money 30 incentive

Participate in a [Gym Name] Research Study

We are conducting a study about financial incentives for exercise with members of [Gym].



What does the study involve?

- Answer a short survey about your experience with exercise and goals on the next pages.
- Consent to allow the research team to analyze your check-in records for first 6 months of membership (records will be kept private).

How will I be compensated for participating?

- You will be eligible for a \$30 Amazon.com Gift Card.
- You get the gift card as long as you visit [Gym] on at least 9 days over your first 6 weeks as a member.
- If you make enough visits, you can pick up the gift card at [Gym] after 6 weeks.

The next sheet in the packet has the consent form for participating that gives more details. If you want to participate, you will need to complete the consent form. The sheets after that have the survey. Your membership at [Gym] will not be affected by your decision about whether or not to participate.

[University] and [University] Research Participant Information and Consent Form

Principal Investigator: Dr. Mariana Carrera (phone: 216-368-5537; email: mariana.carrera@case.edu)

DESCRIPTION OF THE RESEARCH

You are invited to participate in a research study about exercise behavior. The study is being conducted with new members of [Gym]. The purpose is to compare the effectiveness of different incentives to visit [Gym].

WHAT WILL MY PARTICIPATION INVOLVE?

If you agree to participate, the researchers will be given access to your attendance at [Gym] from the gym's computerized login records. Records of attendance will include all past visits and any future visits up to one year after the date you consent to participate.

If you agree to participate, we ask that you complete a short survey on the following pages about your prior experience with exercise and expectations for visits to [Gym].

If you agree to participate, you will be eligible to receive a \$30 Amazon.com gift card. **In order to receive the \$30 Amazon.com gift card, you will need to visit [Gym] on at least 9 days within 6 weeks from the date your membership at [Gym] becomes active.** At the end of 6 weeks, the research team will use the computerized login records generated when you check in at the front desk to verify whether or not you have made visits on at least 9 days. If you visited on at least 9 days you will then be able to pick up the gift card at [Gym]. The only other criteria for receiving the prize is that you do not request to withdraw from the study within 6 weeks of joining [Gym]. You can, however, cancel your membership to [Gym] within this first 6 weeks without withdrawing from the study and in that case, provided you have visited on at least 9 days, you will still receive the \$30 Amazon.com gift card.

Beyond completing the forms in this study packet, you do not need to do anything else as part of your participation in the study. We ask, however, that during the first 6 weeks of your membership that you check in at the front desk only when you anticipate exercising for at least 10 minutes at [Gym].

ARE THERE ANY RISKS OR BENEFITS TO ME?

We do not anticipate any risks or direct benefits to you from participating in this portion of the research study. Your participation may have benefits to society because it will help add to a growing body of research about wellness.

WILL I BE COMPENSATED FOR MY PARTICIPATION?

If you participate in the study, visit [Gym] on at least 9 days in the first 6 weeks of membership, and do not contact us to withdraw from the study within the first 6 weeks of your membership at [Gym], you will receive the \$30 Amazon.com gift card.

HOW WILL MY CONFIDENTIALITY BE PROTECTED?

While there will probably be publications as a result of this study, your name will not be used. Only group characteristics will be published. Research records will be kept in a locked file, and access will be limited to the researchers, the University review boards responsible for protecting human participants, and regulatory agencies.

Dr. Mariana Carrera of [University] is collaborating on this study with Dr. Heather Royer (phone: 510 409 3346; email: heather.royer@ucsb.edu) of the [University]. Dr. Royer as part of the research team will also be given access to research records for purposes of analysis.

WHOM SHOULD I CONTACT IF I HAVE QUESTIONS?

You may ask any questions about the research at any time. If you have questions about the research you should contact Principal Investigator Dr. Mariana Carrera at 216-368-5537 or via email at mariana.carrera@case.edu. If you have questions you would like answered prior to deciding on participation in the study, we ask that you take this packet of study forms with you and return them to [Gym] or directly to Dr. Carrera after having your questions answered by Dr. Carrera.

If you have questions related specifically to [Gym], you can contact the Director of [Gym], Bryn Mota at 216-368-1121.

If you are not satisfied with response of the research team, have more questions, or want to talk with someone about your rights as a research participant, you should contact Case Western Reserve University's Institutional Review Board at (216) 368-6925.

Your participation is completely voluntary. If you decide not to participate or to withdraw from the study it will have no effect on your relationship or membership with [Gym].

On the next page you will be asked to confirm whether or not you wish to participate in the study. Your signature indicates that you have read this consent form, had an opportunity to ask any questions about your participation in this research and voluntarily consent to participate or decline participation. If you consent to participate, you will receive an email confirming participation that provides you access to a copy of this form. If you would like an additional copy, please contact Dr. Carrera at the address provided above.

Do you agree to participate in the study?

Yes, I would like to participate:

Please complete remaining forms in this packet and return when complete.

No, please do not include me in the study:

Please return the packet without completing the remaining forms.

Name (please type): _____

Date: _____

[Gym] Center

Membership Survey

Confidentiality: The following short survey asks a number of questions that are useful for conducting research about our membership and for better understanding the needs of our members. All of your answers will be kept strictly private and confidential.

In a typical week, how many days per week do you plan to attend [Gym]?

- Less than once per week on average 1 day 2 days 3 days 4 days 5 days 6+ days

How confident are you that you will keep to this planned level of attendance?

- Very unconfident Fairly unconfident Fairly confident Very confident

What do you think is the chance you will attend [Gym] at least 9 times in your first 6 weeks as a member?

- 0-20% 21-40% 41-60% 61-80% 81-100%

Please state whether you agree or disagree with the statement: "Exercising is not something I would necessarily choose to do for enjoyment, rather it is something that I feel I ought to do."

- Strongly disagree Somewhat disagree Neutral Somewhat agree Strongly agree

Please tell us which of the following activities you have interest in and might want to learn more about:

- | | | |
|--|---|---|
| <input type="checkbox"/> Cardiovascular exercise | <input type="checkbox"/> Group Exercise (<i>see list</i>) | <input type="checkbox"/> Health and lifestyle |
| <input type="checkbox"/> Weight training | <input type="checkbox"/> Cycling Classes | <input type="checkbox"/> Nutrition |
| <input type="checkbox"/> Running or walking | <input type="checkbox"/> Dancing | <input type="checkbox"/> Weight loss |
| <input type="checkbox"/> Pilates reformers | <input type="checkbox"/> Tai Chi, Martial Arts | <input type="checkbox"/> Massage therapy |
| <input type="checkbox"/> Older or Younger Adult | <input type="checkbox"/> Stress reduction | <input type="checkbox"/> Smoking cessation |
| | | <input type="checkbox"/> Tanning |

Other (please list): _____

Thank you for taking the time to fill out this survey!

Research Study Contact Information

Email: Please provide an email address where we can confirm your participation in the study and contact you about picking up your study prize. Please use an email address that you will check regularly. This email address will not be shared with anyone outside the research team and will not be used to contact you for any purposes other than those listed in these research forms.

Email (please print clearly): _____

Phone number: Please provide a phone number where we can contact you if we have any problems sending to the email address you provided. We will call this number only if we have a problem contacting you via email. This phone number will not be shared with anyone outside the research team and will not be used to contact you for any other purpose.

Phone number (please print clearly): _____

3. Enrollment packet for Money 60 incentive

Participate in a [Gym Name] Research Study

We are conducting a study about financial incentives for exercise with members of [Gym].



What does the study involve?

- Answer a short survey about your experience with exercise and goals on the next pages.
- Consent to allow the research team to analyze your check-in records for first 6 months of membership (records will be kept private).

How will I be compensated for participating?

- You will be eligible for a \$60 Amazon.com Gift Card.
- You get the gift card as long as you visit [Gym] on at least 9 days over your first 6 weeks as a member.
- If you make enough visits, you can pick up your gift card at [Gym] after 6 weeks.

The next sheet in the packet has the consent form for participating that gives more details. If you want to participate, you will need to complete the consent form. The sheets after that have the survey. Your membership at [Gym] will not be affected by your decision about whether or not to participate.

[University] and [University] Research Participant Information and Consent Form

Principal Investigator: Dr. Mariana Carrera (phone: 216-368-5537; email: mariana.carrera@case.edu)

DESCRIPTION OF THE RESEARCH

You are invited to participate in a research study about exercise behavior. The study is being conducted with new members of [Gym]. The purpose is to compare the effectiveness of different incentives to visit [Gym].

WHAT WILL MY PARTICIPATION INVOLVE?

If you agree to participate, the researchers will be given access to your attendance at [Gym] from the gym's computerized login records. Records of attendance will include all past visits and any future visits up to one year after the date you consent to participate.

If you agree to participate, we ask that you complete a short survey on the following pages about your prior experience with exercise and expectations for visits to [Gym].

If you agree to participate, you will be eligible to receive a \$60 Amazon.com gift card. **In order to receive the \$60 Amazon.com gift card, you will need to visit [Gym] on at least 9 days within 6 weeks from the date your membership at [Gym] becomes active.** At the end of 6 weeks, the research team will use the computerized login records generated when you check in at the front desk to verify whether or not you have made visits on at least 9 days. If you visited on at least 9 days you will then be able to pick up the gift card at [Gym]. The only other criteria for receiving the prize is that you do not request to withdraw from the study within 6 weeks of joining [Gym]. You can, however, cancel your membership to [Gym] within this first 6 weeks without withdrawing from the study and in that case, provided you have visited on at least 9 days, you will still receive the \$60 Amazon.com gift card.

Beyond completing the forms in this study packet, you do not need to do anything else as part of your participation in the study. We ask, however, that during the first 6 weeks of your membership that you check in at the front desk only when you anticipate exercising for at least 10 minutes at [Gym].

ARE THERE ANY RISKS OR BENEFITS TO ME?

We do not anticipate any risks or direct benefits to you from participating in this portion of the research study. Your participation may have benefits to society because it will help add to a growing body of research about wellness.

WILL I BE COMPENSATED FOR MY PARTICIPATION?

If you participate in the study, visit [Gym] on at least 9 days in the first 6 weeks of membership, and do not contact us to withdraw from the study within the first 6 weeks of your membership at [Gym], you will receive the \$60 Amazon.com gift card.

HOW WILL MY CONFIDENTIALITY BE PROTECTED?

While there will probably be publications as a result of this study, your name will not be used. Only group characteristics will be published. Research records will be kept in a locked file, and access will be limited to the researchers, the University review boards responsible for protecting human participants, and regulatory agencies.

Dr. Mariana Carrera of [University] is collaborating on this study with Dr. Heather Royer (phone: 510 409 3346; email: heather.royer@ucsb.edu) of the [University], Santa Barbara. Dr. Royer as part of the research team will also be given access to research records for purposes of analysis.

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Your participation is completely voluntary. If you decide not to participate or to withdraw from the study it will have no effect on your relationship or membership with [Gym].

On the next page you will be asked to confirm whether or not you wish to participate in the study. Your signature indicates that you have read this consent form, had an opportunity to ask any questions about your participation in this research and voluntarily consent to participate or decline participation. If you consent to participate, you will receive an email confirming participation that provides you access to a copy of this form. If you would like an additional copy, please contact Dr. Carrera at the address provided above.

Do you agree to participate in the study?

Yes, I would like to participate:

Please complete remaining forms in this packet and return when complete.

No, please do not include me in the study:

Please return the packet without completing the remaining forms.

Name (please type): _____

Date: _____

[Gym] Center

Membership Survey

Confidentiality: The following short survey asks a number of questions that are useful for conducting research about our membership and for better understanding the needs of our members. All of your answers will be kept strictly private and confidential.

Name: _____

Gender: Male Female Other/Prefer not to state

Age: _____

Marital Status: Currently Married Currently Unmarried

Highest Level of Education: less than HS degree HS degree or GED Associate's Degree
 Bachelor's degree Graduate/Professional degree

How often do you shop on Amazon.com?

Never/Very Rarely Occasionally Frequently

On average over the past year, how often would you say you have exercised (e.g., gym, jogging, etc...)?

Less than once per week About once per week About 2 or 3 times per week 4+ times per week

Which statement best describes your past experience with establishing and sticking to a regular exercise routine?

- I have never tried to establish an exercise routine.
- I have repeatedly tried to establish an exercise routine, but I have never been successful.
- I have at times established a regular exercise routine, but have been unable to stick to it for long periods.
- Although I struggle with my commitment occasionally, I am usually able to keep up a regular exercise routine.
- I am a workout buff: I keep a regular exercise routine without much problem at all.

 Please flip over and complete the back

[Gym] Center

Membership Survey

Confidentiality: The following short survey asks a number of questions that are useful for conducting research about our membership and for better understanding the needs of our members. All of your answers will be kept strictly private and confidential.

In a typical week, how many days per week do you plan to attend [Gym]?

- Less than once per week on average 1 day 2 days 3 days 4 days 5 days 6+ days

How confident are you that you will keep to this planned level of attendance?

- Very unconfident Fairly unconfident Fairly confident Very confident

What do you think is the chance you will attend [Gym] at least 9 times in your first 6 weeks as a member?

- 0-20% 21-40% 41-60% 61-80% 81-100%

Please state whether you agree or disagree with the statement: "Exercising is not something I would necessarily choose to do for enjoyment, rather it is something that I feel I ought to do."

- Strongly disagree Somewhat disagree Neutral Somewhat agree Strongly agree

Please tell us which of the following activities you have interest in and might want to learn more about:

- | | | |
|--|---|---|
| <input type="checkbox"/> Cardiovascular exercise | <input type="checkbox"/> Group Exercise (<i>see list</i>) | <input type="checkbox"/> Health and lifestyle |
| <input type="checkbox"/> Weight training | <input type="checkbox"/> Cycling Classes | <input type="checkbox"/> Nutrition |
| <input type="checkbox"/> Running or walking | <input type="checkbox"/> Dancing | <input type="checkbox"/> Weight loss |
| <input type="checkbox"/> Pilates reformers | <input type="checkbox"/> Tai Chi, Martial Arts | <input type="checkbox"/> Massage therapy |
| <input type="checkbox"/> Older or Younger Adult | <input type="checkbox"/> Stress reduction | <input type="checkbox"/> Smoking cessation |
| | | <input type="checkbox"/> Tanning |

Other (please list): _____

Thank you for taking the time to fill out this survey!

Research Study Contact Information

Email: Please provide an email address where we can confirm your participation in the study and contact you about picking up your study prize. Please use an email address that you will check regularly. This email address will not be shared with anyone outside the research team and will not be used to contact you for any purposes other than those listed in these research forms.

Email (please print clearly): _____

Phone number: Please provide a phone number where we can contact you if we have any problems sending to the email address you provided. We will call this number only if we have a problem contacting you via email. This phone number will not be shared with anyone outside the research team and will not be used to contact you for any other purpose.

Phone number (please print clearly): _____

4. Enrollment packet for control group

Participate in a [Gym Name] Research Study

We are conducting a study about financial incentives for exercise with members of [Gym].



What does the study involve?

- Answer a short survey about your experience with exercise and goals on the next pages.
- Consent to allow the research team to analyze your check-in records for first 6 months of membership (records will be kept private).

How will I be compensated for participating?

- You will receive a Gift Card from Amazon.com worth \$30 as compensation for participating.
- You can pick up the gift card at [Gym] after 6 weeks.

The next sheet in the packet has the consent form for participating that gives more details. If you want to participate, you will need to complete the consent form. The sheets after that have the survey. Your membership at [Gym] will not be affected by your decision about whether or not to participate.

Research Participant Information and Consent Form

Principal Investigator: Dr. Mariana Carrera (phone: 216-368-5537; email:

mariana.carrera@case.edu) **DESCRIPTION OF THE RESEARCH**

You are invited to participate in a research study about exercise behavior. The study is being conducted with new members of [Gym]. The purpose is to compare the effectiveness of different incentives to visit [Gym].

WHAT WILL MY PARTICIPATION INVOLVE?

If you agree to participate, the researchers will be given access to your attendance at [Gym] from the gym's computerized login records. Records of attendance will include all past visits and any future visits up to one year after the date you consent to participate.

If you agree to participate, we ask that you complete a short survey on the following pages about your prior experience with exercise and expectations for visits to [Gym].

If you agree to participate, you will be eligible to receive a \$30 gift card to Amazon.com. You will be able to pick up this gift card at [Gym] 6 weeks after the start of your membership. The only criteria for receiving the gift card is that you do not request to withdraw from the study within 6 weeks of joining [Gym]. You can, however, cancel your membership to [Gym] within this first 6 weeks without withdrawing from the study and in that case you will still receive the \$30 gift card.

Beyond completing the forms in this study packet, you do not need to do anything else as part of your participation in the study. We ask, however, that during the first 6 weeks of your membership that you check in at the front desk only when you anticipate exercising for at least 10 minutes at [GYM].

ARE THERE ANY RISKS OR BENEFITS TO ME?

We do not anticipate any risks or direct benefits to you from participating in this research study. Your participation may have benefits to society because it will help add to a growing body of research about wellness.

WILL I BE COMPENSATED FOR MY PARTICIPATION?

If you participate in the study and do not contact us to withdraw from the study within the first 6 weeks of your membership at [Gym], you will receive a \$30 Amazon.com gift card.

HOW WILL MY CONFIDENTIALITY BE PROTECTED?

While there will probably be publications as a result of this study, your name will not be used. Only group characteristics will be published. Research records will be kept in a locked file, and access will be limited to the researchers, the University review boards responsible for protecting human participants, and regulatory agencies.

Dr. Mariana Carrera of [University] is collaborating on this study with Dr. Heather Royer (phone: 510 409 3346; email: heather.royer@ucsb.edu) of the [University]. Dr. Royer as part of the research team will also be given access to research records for purposes of analysis.

WHOM SHOULD I CONTACT IF I HAVE QUESTIONS?

You may ask any questions about the research at any time. If you have questions about the research you should contact Principal Investigator Dr. Mariana Carrera at 216-368-5537 or via email at mariana.carrera@case.edu. If you have questions you would like answered prior to deciding on participation in the study, we ask that you take this packet of study forms with you and return them to [Gym] or directly to Dr. Carrera after having your questions answered by Dr. Carrera.

If you have questions related specifically to [Gym], you can contact the Director of [Gym], Bryn Mota at 216-368-1121.

If you are not satisfied with response of the research team, have more questions, or want to talk with someone about your rights as a research participant, you should contact [University]'s Institutional Review Board at (216) 368-6925.

Your participation is completely voluntary. If you decide not to participate or to withdraw from the study it will have no effect on your relationship or membership with [Gym].

On the next page you will be asked to confirm whether or not you wish to participate in the study. Your signature indicates that you have read this consent form, had an opportunity to ask any questions about your participation in this research and voluntarily consent to participate or decline participation. If you consent to participate, you will receive an email confirming participation that provides you access to a copy of this form. If you would like an additional copy, please contact Dr. Carrera at the address provided above.

Do you agree to participate in the study?

Yes, I would like to participate:

Please complete remaining forms in this packet and return when complete.

No, please do not include me in the study:

Please return the packet without completing the remaining forms.

Name (please type): _____

Date: _____

[Gym] Membership Survey

Confidentiality: The following short survey asks a number of questions that are useful for conducting research about our membership and for better understanding the needs of our members. All of your answers will be kept strictly private and confidential.

Name: _____

Gender: Male Female Other/Prefer not to state

Age: _____

Marital Status: Currently Married Currently Unmarried

Highest Level of Education: less than HS degree HS degree or GED Associate's Degree
 Bachelor's degree Graduate/Professional degree

How often do you shop on Amazon.com?

Never/Very Rarely Occasionally Frequently

On average over the past year, how often would you say you have exercised (e.g., gym, jogging, etc...)?

Less than once per week About once per week About 2 or 3 times per week 4+ times per week

Which statement best describes your past experience with establishing and sticking to a regular exercise routine?

- I have never tried to establish an exercise routine.
- I have repeatedly tried to establish an exercise routine, but I have never been successful.
- I have at times established a regular exercise routine, but have been unable to stick to it for long periods.
- Although I struggle with my commitment occasionally, I am usually able to keep up a regular exercise routine.
- I am a workout buff: I keep a regular exercise routine without much problem at all.

 Please flip over and complete the back

[Gym] Fitness Center

Membership Survey

Confidentiality: The following short survey asks a number of questions that are useful for conducting research about our membership and for better understanding the needs of our members. All of your answers will be kept strictly private and confidential.

In a typical week, how many days per week do you plan to attend 1-2-1?

- Less than once per week on average 1 day 2 days 3 days 4 days 5 days 6+ days

How confident are you that you will keep to this planned level of attendance?

- Very unconfident Fairly unconfident Fairly confident Very confident

What do you think is the chance you will attend [Gym] at least 9 times in your first 6 weeks as a member?

- 0-20% 21-40% 41-60% 61-80% 81-100%

Please state whether you agree or disagree with the statement: "Exercising is not something I would necessarily choose to do for enjoyment, rather it is something that I feel I ought to do."

- Strongly disagree Somewhat disagree Neutral Somewhat agree Strongly agree

Please tell us which of the following activities you have interest in and might want to learn more about:

- | | | |
|--|---|---|
| <input type="checkbox"/> Cardiovascular exercise | <input type="checkbox"/> Group Exercise (<i>see list</i>) | <input type="checkbox"/> Health and lifestyle |
| <input type="checkbox"/> Weight training | <input type="checkbox"/> Cycling Classes | <input type="checkbox"/> Nutrition |
| <input type="checkbox"/> Running or walking | <input type="checkbox"/> Dancing | <input type="checkbox"/> Weight loss |
| <input type="checkbox"/> Pilates reformers | <input type="checkbox"/> Tai Chi, Martial Arts | <input type="checkbox"/> Massage therapy |
| <input type="checkbox"/> Older or Younger Adult | <input type="checkbox"/> Stress reduction | <input type="checkbox"/> Smoking cessation |
| | | <input type="checkbox"/> Tanning |

Other (please list): _____

Thank you for taking the time to fill out this survey!

Research Study Contact Information

Email: Please provide an email address where we can confirm your participation in the study and contact you about picking up your study prize. Please use an email address that you will check regularly. This email address will not be shared with anyone outside the research team and will not be used to contact you for any purposes other than those listed in these research forms.

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Phone number (please print clearly): _____