



THE PROFESSIONAL'S GUIDE TO

THE INBODY RESULT SHEET

Everything you need to know to interpret InBody
Results and start offering your clients the insights they
need to improve their health & wellness

SMM
Skeletal Muscle Mass

(lbs)



Body Fat Mass (lbs)



Obesity Analysis

BMI
Body Mass Index

(kg/m²)



PBF

Percent Body Fat

(%)

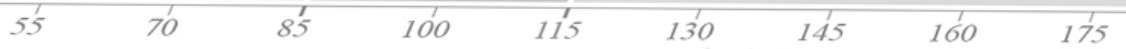


Segmental Lean Analysis

Right Arm

(lbs)

(%)

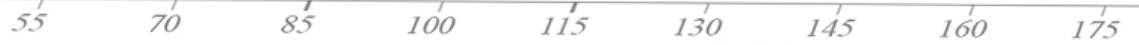


9.04

Left Arm

(lbs)

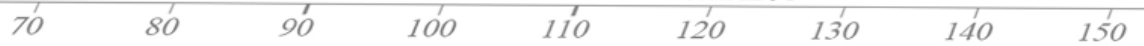
(%)



8.91

(lbs)

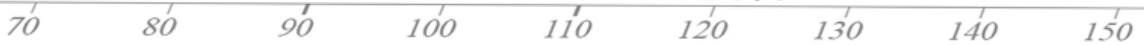
(%)



67.3

(lbs)

(%)



22.51

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INTRODUCTION

The InBody Result Sheet, if used properly, can be one of the most powerful tools at your disposal to guide, train, and care for your clients in ways that were never before possible. However, to unlock the power of the InBody Result Sheet, you need to become familiar with how it reports information, and even more importantly, what you can do with it. That's the point of this ebook.

Packed into the InBody Result Sheet is the health and fitness information that anyone who deals with the health and wellness of their clients absolutely needs if they want to be the best professional they can be.

Over the next several pages, you'll learn exactly how to read and interpret the InBody Result Sheet. You'll learn what the terms mean, why they're valuable, and the strategies you can use to implement this invaluable data into your business and with your clients.

If, after reading, you have any questions at all, you can reach out to us anytime at info@inbodyusa.com, and an InBody Specialist will be happy to assist you with anything you'd like to know.

Now, on to the Result Sheet!

* The information provided in this document is to be used for educational/informational purposes only and does not constitute medical advice. Only certified medical & health professionals may diagnose patients and provide such advice.




Below is the Result Sheet from our flagship model, the InBody 770. Although not all InBody models will have all the outputs shown below, understanding this Result Sheet will help you understand any InBody Result sheet. This ebook will divide up related portions of the Result Sheet in separate chapters. You can jump to a specific section/chapter by clicking on it on the Result Sheet below.

CHAPTER 1

CHAPTER 2

CHAPTER 3

CHAPTER 4


[InBody770]

SEE WHAT YOU'RE MADE OF

ID	Height	Age	Gender	Test Date / Time
John Doe	5ft. 08.4in.	22	Male	08.23.2016 10:22

Body Composition Analysis

Values	Total Body Water	Lean Body Mass	Weight
Intracellular Water (lbs) 70.5	109.6	149.9	163.3
Extracellular Water (lbs) 39.0			
Dry Lean Mass (lbs) 40.3			
Body Fat Mass (lbs) 13.4			

Muscle-Fat Analysis

Weight (lbs)	163.3
SMM Skeletal Muscle Mass (lbs)	87.5
Body Fat Mass (lbs)	13.4

Obesity Analysis

BMI Body Mass Index (kg/m ²)	24.1
PBF Percent Body Fat (%)	8.2

Segmental Lean Analysis

Segment	Weight (lbs)	%	ECW/TBW
Right Arm	9.04	124.4	0.368
Left Arm	8.91	122.5	0.368
Trunk	67.3	116.0	0.357
Right Leg	22.51	111.3	0.352
Left Leg	22.60	111.7	0.355

ECW/TBW Analysis

ECW/TBW	0.357
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Body Composition History

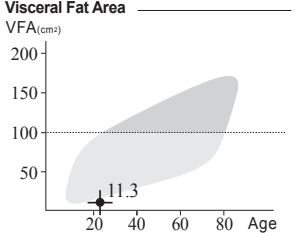
Weight (lbs)	SMM (lbs)	PBF (%)	ECW/TBW
164.2	88.5	9.0	0.357
163.0	89.2	8.5	0.362
163.2	87.1	8.7	0.359
163.3	87.2	8.0	0.358
163.5	88.0	9.2	0.362
162.1	87.1	8.5	0.360
162.8	86.5	8.3	0.356
163.3	87.5	8.2	0.357

Recent
 Total

06.16.16 10:01	06.21.16 10:12	07.08.16 10:27	07.19.16 09:45	07.28.16 09:30	08.02.16 10:56	08.13.16 10:29	08.23.16 10:22
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Visceral Fat Area

VFA_(cm²)



Body Fat - Lean Body Mass Control

Body Fat Mass - 0.0 lbs
Lean Body Mass + 0.0 lbs
(+) means to gain fat/lean (-) means to lose fat/lean

Segmental Fat Analysis

Right Arm (0.2 lbs) 16.7%
Left Arm (0.2 lbs) 16.7%
Trunk (6.0 lbs) 62.1%
Right Leg (2.2 lbs) 59.6%
Left Leg (2.2 lbs) 59.5%

Basal Metabolic Rate

1838 kcal

Leg Lean Mass

45.1 lbs

TBW/LBM

73.1%

Reactance

	RA	LA	TR	RL	LL
Xc(Ω) 5 kHz	18.7	19.0	2.2	19.5	18.6
50 kHz	27.6	27.7	3.5	30.6	29.8
250 kHz	19.8	18.4	1.6	19.5	19.6


Whole Body Phase Angle

7.3°

	RA	LA	TR	RL	LL
φ (°) 50 kHz	6.7	6.6	9.4	7.8	7.8

Results Interpretation QR Code

Scan the QR Code to see results interpretation in more detail.




Impedance

Z (Ω)	RA	LA	TR	RL	LL
1 kHz	291.2	295.4	27.4	282.4	274.6
5 kHz	282.1	286.2	26.6	273.1	266.3
50 kHz	236.3	240.6	21.5	224.2	219.9
250 kHz	206.3	210.6	17.1	193.9	189.8
500 kHz	198.4	202.4	15.5	186.9	182.8
1000 kHz	193.5	197.3	14.8	181.6	177.6

HELPFUL TIP

Be on the lookout for boxes like these. These boxes will highlight practical uses for a section that will help you understand how to use the data.

 You can click on this icon to return to the table of contents at any time



CHAPTER ONE

BODY COMPOSITION ANALYSIS AND BODY WATER

BODY COMPOSITION ANALYSIS

In this section, you'll learn:

- How to understand a body composition breakdown
- How to determine if muscle growth has truly occurred
 - How to identify swelling in the body

At the top of the result sheet is your client's basic body composition breakdown.

	Values	Total Body Water	Lean Body Mass	Weight
Intracellular Water (lbs)	70.5	109.6	149.9	163.3
Extracellular Water (lbs)	39.0			
Dry Lean Mass (lbs)	40.3			
Body Fat Mass (lbs)	13.4			

Depending on the model of InBody you're using, the breakdown may look a little different, but all models start with the smallest units on the left and gradually get into the bigger categories until you get to the total body weight on the far right.

In this example, taken from the InBody 770 Result Sheet, you can see how weight is broken down into Lean Body Mass and Total Body Water, which is broken into even smaller pieces: Intracellular Water, Extracellular Water, Dry Lean Mass, and Body Fat Mass.



Starting from the top, you have **Intracellular Water** and **Extracellular Water**. Intracellular Water is the amount of body water held within the body's cells; Extracellular Water is the water outside the cells. Added together, these make up **Total Body Water**.

	Values	Total Body Water	Lean Body Mass	Weight
Intracellular Water (lbs)	70.5	109.6	149.9	163.3
Extracellular Water (lbs)	39.0			
Dry Lean Mass (lbs)	40.3			
Body Fat Mass (lbs)	13.4			

BREAKING IT DOWN

Both of these sections are useful in their own right, but monitoring Extracellular Water in particular has a lot of very pertinent uses to health professionals.

If you notice an increase in ECW, but not ICW, this could be the presence of internal swelling and/or inflammation.

Below ICW and ECW is **Dry Lean Mass (DLM)**. This is the weight of the protein and mineral content in the body. Although this is an often underused section of the Result Sheet, it can reveal some very interesting insights.

	Values	Total Body Water	Lean Body Mass	Weight
Intracellular Water (lbs)	70.5	109.6	149.9	163.3
Extracellular Water (lbs)	39.0			
Dry Lean Mass (lbs)	40.3			
Body Fat Mass (lbs)	13.4			

BREAKING IT DOWN

Because muscle is made up of mostly protein, and because DLM by definition doesn't account for body water, if you see your client's DLM increase, it's very likely that they **have truly gained muscle**.

Below DLM is **Body Fat Mass**. This reports all of the body fat in the person testing, including both the surface level (subcutaneous) and internal (visceral) fat.

	Values	Total Body Water	Lean Body Mass	Weight
Intracellular Water (lbs)	70.5	109.6	149.9	163.3
Extracellular Water (lbs)	39.0			
Dry Lean Mass (lbs)	40.3			
Body Fat Mass (lbs)	13.4			



By adding ICW, ECW, and DLM together, you get the total **Lean Body Mass (LBM)**, shown in the second column from the right. LBM is the weight of everything in the body that is not body fat. This includes muscle, water, bones, organs - everything that is not Body Fat.

	Values	Total Body Water	Lean Body Mass	Weight
Intracellular Water (lbs)	70.5	109.6	149.9	163.3
Extracellular Water (lbs)	39.0			
Dry Lean Mass (lbs)	40.3			
Body Fat Mass (lbs)	13.4			

Most of the time, increases in LBM reflect increases in muscle (which you can also see as an increase in DLM), and is considered a positive improvement in body composition. However, people who do not maintain normal body water ratios may have increased LBM due to swelling caused by certain health conditions.

EXTRAS FOR THIS SECTION ON THE INBODY BLOG

- Body Composition 101: The Beginner's Guide
- Unpacking Body Composition Lingo
- Your Body and You: A Guide To Body Water

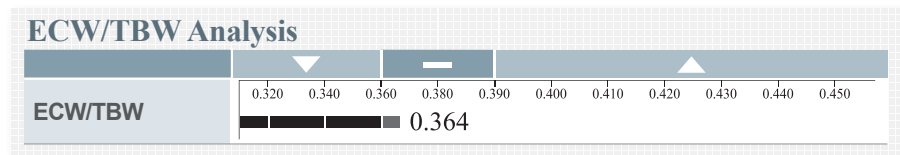
[Read](#)
[Read](#)
[Read](#)


ECW/TBW ANALYSIS

In this section, you'll learn:

- How to recognize a water imbalance

The ECW/TBW Analysis compares the ratio of ECW to TBW. Most healthy people will have an average ratio of around 0.380, with the acceptable range being between 0.360 – 0.390. Anything beyond 0.390 may indicate swelling or excess ECW.



You'll see minor fluctuations in your client's ECW/TBW - that's normal. This output is primarily used to give context to another section - the Segmental Lean Analysis.

BREAKING IT DOWN

This graph lets you quickly understand if your client has some sort of swelling in his or her body, either in a specific area (like in the case of an injury) or present throughout the entire body (often seen in obese individuals).

You can also use this to give context to LBM. High LBM and a high ECW/TBW ratio usually indicate the presence of excess body water - not just muscle.





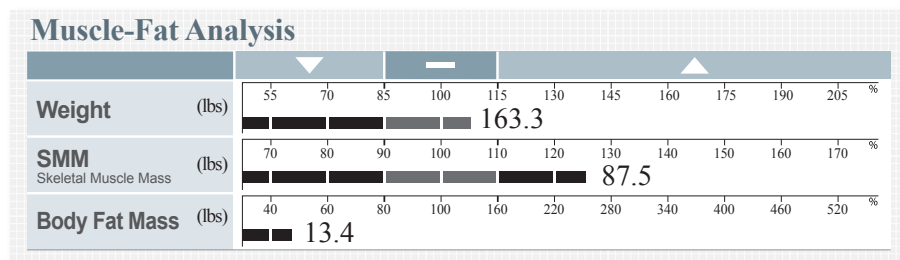
CHAPTER TWO

MUSCLE, FAT, AND OBESITY RISK

MUSCLE-FAT ANALYSIS

In this section, you'll learn:

- How to quickly identify common body compositions
- How to tell if someone is below, above, or average in weight, muscle, and fat

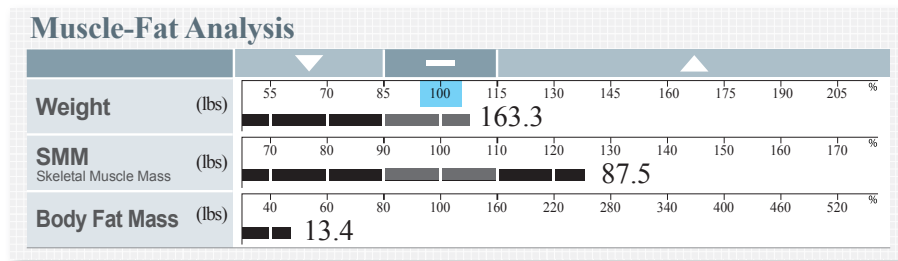


For many people, this section of the Result Sheet is one of their favorite sections.

Why? Because it allows you to categorize different body types more easily. This section makes it simple for you to give your clients a good, general idea about their current overall body composition and what changes they need to make.



HOW TO READ THE NUMBERS AT THE TOP:



The 100% mark, as well as all the percentage marks, are all based on what is considered normal for an individual of **the specific height they give when they tested**. The markings above the bar graphs allow you to compare your client to others of the same height and gender.

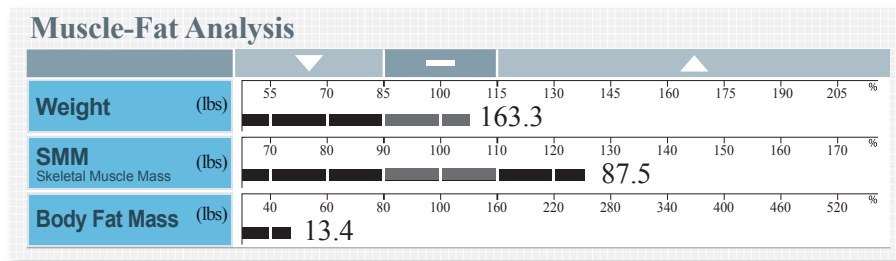
While the healthy range varies as shown above, 100% designates the average for individuals with the same height and gender. So, if the weight bar **extended to 130%**, this would mean that the person who you are testing is **30% above average**.

Similarly, if your client's weight bar extended to 70%, this would mean that your client has 30% less mass than is considered normal for their height.

BREAKING IT DOWN

This graph lets you show your client how their body composition compares against people of the same height and gender.

THE MUSCLE-FAT ANALYSIS HAS THREE COMPONENTS:



| WEIGHT

Total Body Weight

| SKELETAL MUSCLE MASS (SMM)

The total weight of your client's Skeletal Muscle. These are the muscles that can be grown and developed through exercise. Unlike LBM, which includes everything that isn't body fat, you can view an increase in SMM as actual muscle gain.

| BODY FAT MASS

This is how much body fat your client has, and combines both the surface level and internal fat.

The Muscle-Fat Analysis also tells you whether your client has a healthy balance of SMM and Body Fat Mass in respect to his or her weight.

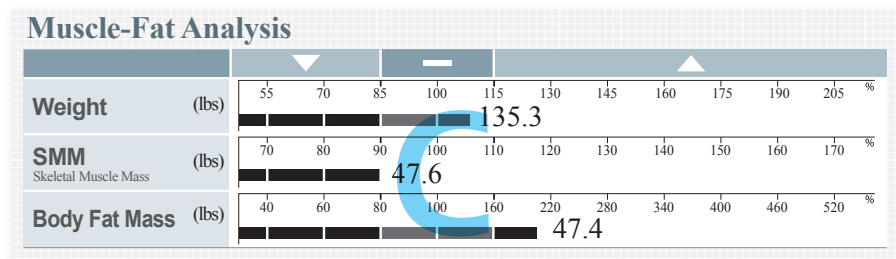
BREAKING IT DOWN

The Muscle-Fat Analysis graph allows you to get a rough understanding of your client's overall body composition in one quick glance. By looking at the lengths of each bar and how they compare to each other, you can better understand how to help your client reach their goals.

THE BASIC BODY TYPES: “C-SHAPE”

The three values presented in the Muscle-Fat Analysis are arranged in such a way as to make it simple and easy to make general observations about your client’s body composition.

You do this by forming one of the three “shapes” by connecting the endpoints of the Weight, SMM, and Body Fat Mass bars.



A C-shaped individual has a shorter bar length for SMM than for weight and Body Fat Mass. Although this is characteristic of someone who is overweight or obese, you may see this shape in someone who is normal or underweight, too.

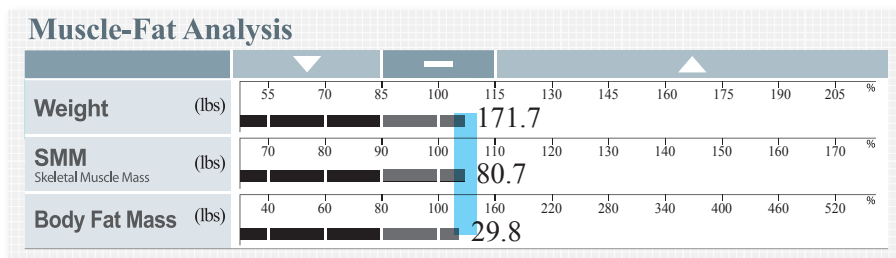
BREAKING IT DOWN

You would want to counsel a client with a Muscle-Fat Analysis graph that looks like this to reduce their Body Fat Mass (which would also lower their Weight) while improving their Skeletal Muscle Mass. Helping this person improve to an I-Shape, and eventually a D-Shape, is the goal.

THE BASIC BODY TYPES: “I-SHAPE”

An I-shaped individual has a “balanced” body composition, meaning their Weight, Skeletal Muscle Mass, and Body Fat Mass bars roughly form a straight line.

Although people with this body composition are often at a healthy weight or body fat percentage, they can still have health risks if they have too much body fat.



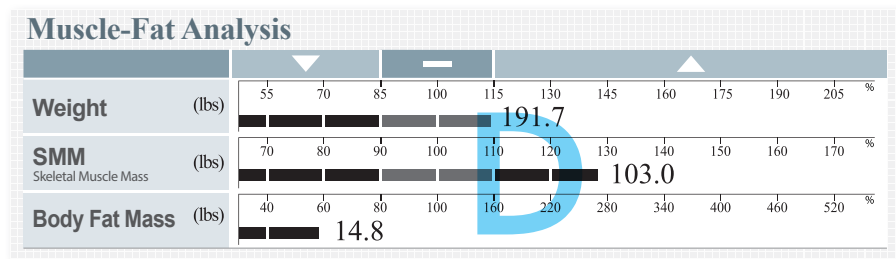
BREAKING IT DOWN

If you're working with a client that has an I-shaped body composition, you should find out from them what their overall health goals are before making recommendations.

Typically, I-shaped people don't have body compositions that put them at health risks, and so they are in a good position to focus on building muscle to gain strength and size, or lose body fat in order to gain improve overall leanness.

THE BASIC BODY TYPES: “D-SHAPE”

A D-shaped person has a longer SMM bar than both their weight and body fat bars. This is indicative of an “athletic” body type and is considered to be the ideal body composition shape.



If you are working with a client who has this type of body composition, they likely already have specific fitness goals in mind, and your job will be to help them reach them.

BREAKING IT DOWN

Your client may want to improve their strength and size. In that case, you would want to monitor their SMM bar and Body Fat Mass bars to make sure that SMM increases without a significant increase in Body Fat Mass.

Others may want to work on their leanness and lose body fat. For a client with this goal, loss of Body Fat Mass should be monitored while taking care to mitigate loss of SMM. If SMM losses become too great, make adjustments.

EXTRAS FOR THIS SECTION ON THE INBODY BLOG

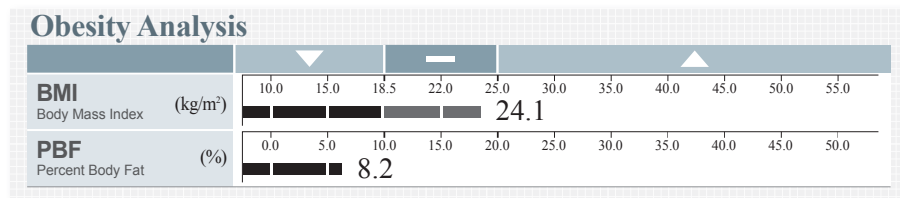
- Why Building Lean Mass Is Important For Everyone (yes even you)
- 5 Things You Didn't Know About Muscle and Fat

[Read](#)
[Read](#)


OBESITY ANALYSIS

In this section, you'll learn:

- How to assess your client's body fat percentage
- If your client's body weight and BMI hides their health risks from excess body fat

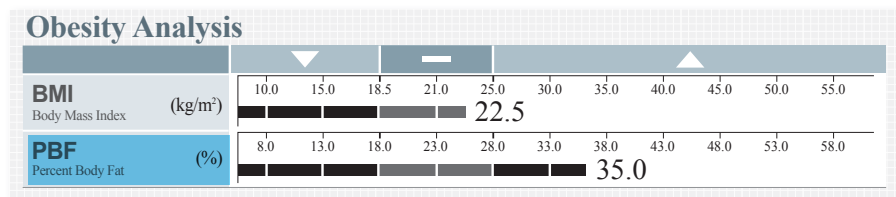


The Obesity Analysis includes the signature metric of any body composition analysis: **Percent Body Fat (PBF)**.

It's a deceptively simple metric – a division of body fat mass by total weight – but it is a much better indicator of the risk of obesity than BMI, which is one of the major reasons BMI is still included in the analysis – to highlight its flaws by comparing it to PBF.



WHAT'S THE DIFFERENCE BETWEEN BMI AND PBF?



On the InBody Result Sheet, you'll see a set of ranges for BMI and PBF. 18.5 – 24.99 kg/m² is the normal range according to the World Health Organization. This normal range is presented on the Result Sheet, although the InBody device can be programmed to use a different range.

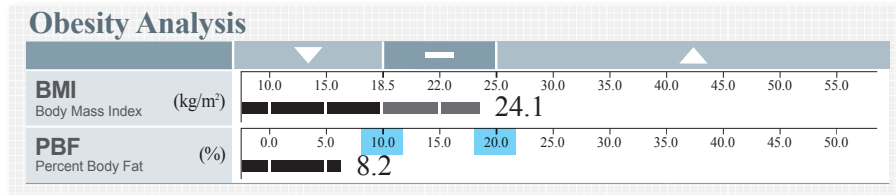
For PBF, the ranges differ for men and women, as women tend to carry more body fat than men due to their reproductive system as well as genetics. The example above is a graph that represents a female individual, and the normal range for females is set at 18-28%, with the average being 23%.

BREAKING IT DOWN

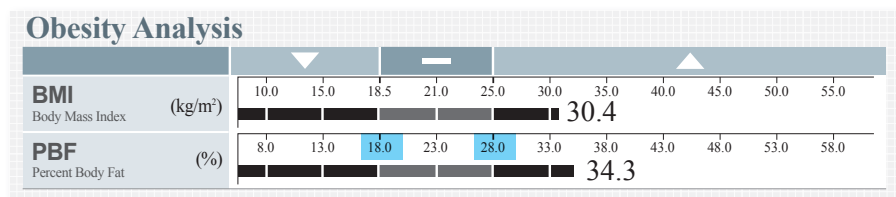
You can show your client their body fat percentage to help them understand their health and fitness better. BMI should not be used. According the WHO, BMI is a population-level measure of obesity, and a rough guide for individuals.

THE HEALTHY RANGE

For men, the healthy range is between **10-20%**



For women, the healthy range is between **18-28%**



If you'd like more information on how InBody sets the PBF ranges for men and women, send an email to clinical@inbodyusa.com.

EXTRAS FOR THIS SECTION ON THE INBODY BLOG

- Why You Need To Know Your Body Fat Percentage
- BMI's Fat Secret

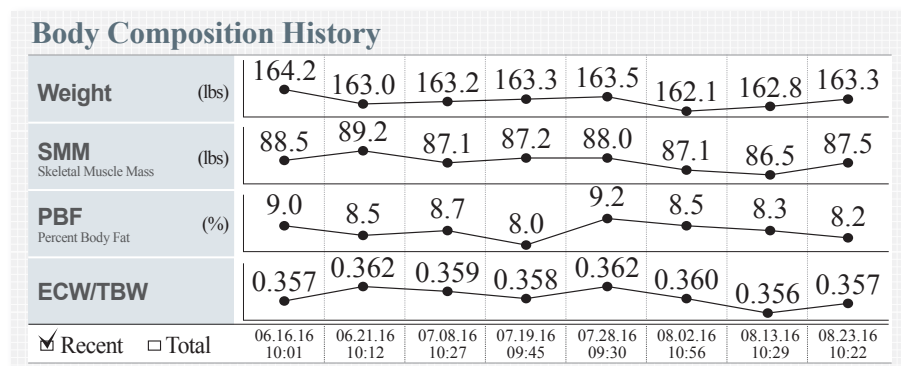
[Read](#)

[Read](#)

BODY COMPOSITION HISTORY

In this section, you'll learn:

- How to recognize trends in body composition
- How to identify positive or negative changes in body composition with respect to weight

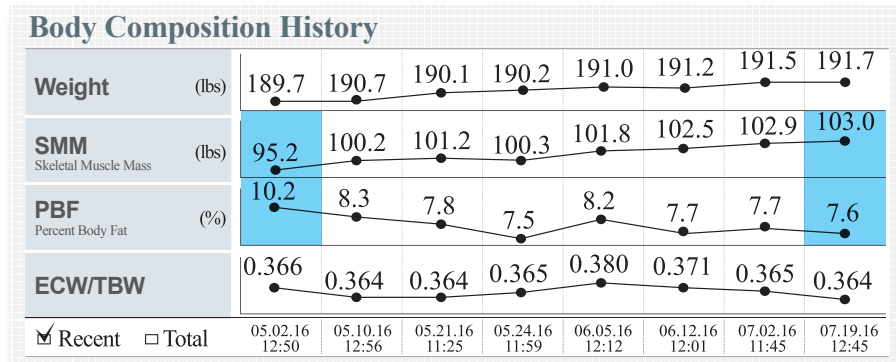


At the bottom of the Result Sheet is the **Body Composition History**, which automatically tracks some of the most important body composition metrics. This makes it really easy to identify trends over time.

Take, for example, the results above. These results represent an athletic, D-shaped individual whose goal was to gain muscle and lose body fat.



TRACKING POSITIVE CHANGE



As you can see, the program this individual adopted has clearly been successful. In a little over two months, his weight has only increased 2 pounds, yet has gained almost **8 pounds of muscle** and dropped his **percent body fat by 2.6%**. By any measure, this would be an indication of great success!

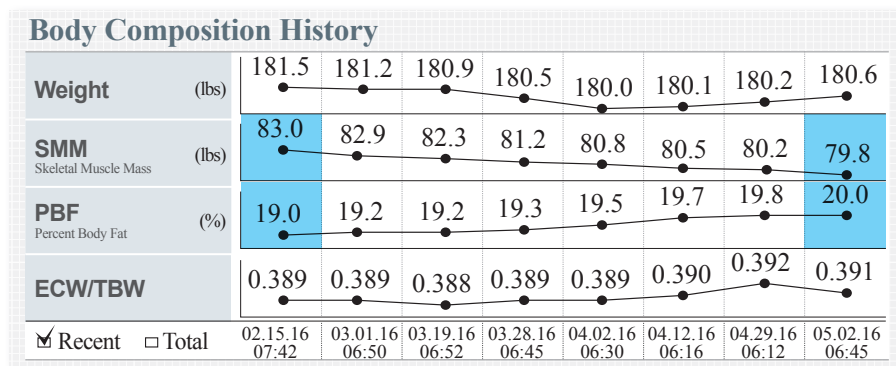
BREAKING IT DOWN

If your client's results look like the above example, the current exercise and/or diet regimen they've adopted would appear to be effective. Little modifications to diet or exercise are likely needed, but you should continue to monitor trends carefully.



TRACKING NEGATIVE CHANGE

The Body Composition History also makes it easy to raise red flags when negative changes in body composition occur, especially when they are disguised by a seemingly “positive” change of reduced body weight.



If you have a client whose graph looks similar, by testing this client’s body composition and seeing their overall trend, you would be able to see that much of this weight loss is due to the **slow loss of muscle, leading to a higher percentage body fat.**

BREAKING IT DOWN

A graph like this can be a real eye-opener for a client because it shows that negative changes in body composition can occur if his or her weight remains the same or even decreases for the wrong reason.

This person needs to be guided towards a solution that helps them retain their muscle mass with some combination of nutrition and strength training.

EXTRAS FOR THIS SECTION ON THE INBODY BLOG

- Why Tracking Changes in Body Composition Leads To Results
- How To Set a Body Composition Goal That’s Right For You

[Read](#)
[Read](#)



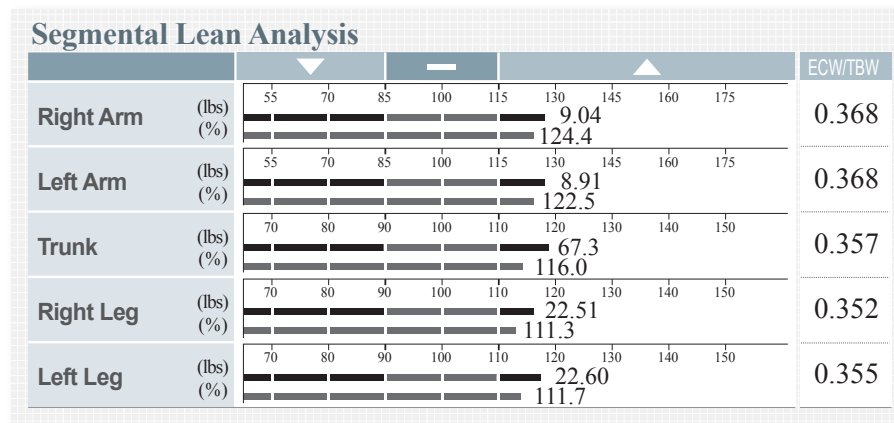

CHAPTER THREE

SEGMENTAL LEAN ANALYSIS: YOUR MAGNIFYING GLASS

SEGMENTAL LEAN ANALYSIS

In this section, you'll learn:

- How to spot problem areas in your client's development
 - How your client compares to others
- If your client is sufficiently developed in all sections of their body
 - If your client has muscle imbalances



There are many valuable outputs on the Result Sheet. However, the Segmental Lean Analysis, if used properly is arguably **the most powerful section** of the Result Sheet.



LEAN BODY MASS VS. MUSCLE MASS

In order to fully understand this section, you must fully understand **what it is not**. The information in the Segmental Lean Analysis shows how much Lean Body Mass is contained in each segment; not how much “muscle” is in each segment.

This is an important distinction, which you can learn more about in our blog post [“Lean Body Mass vs. Skeletal Muscle Mass: What’s The Difference?”](#)

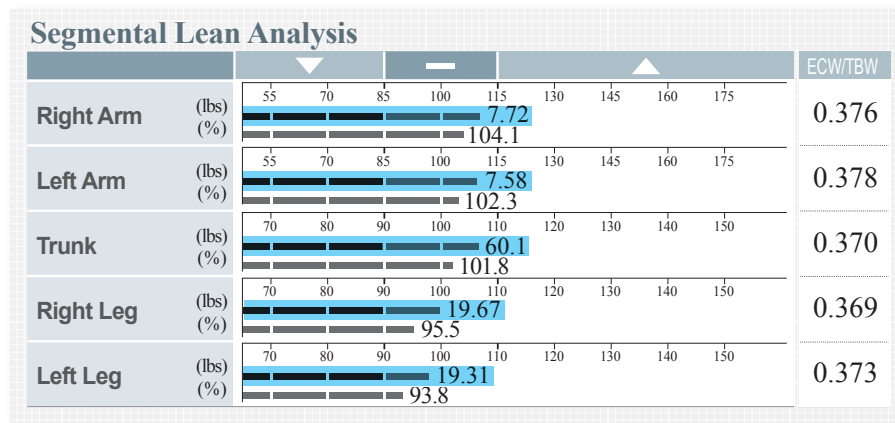
While it is true that Skeletal Muscle gains in a body segment will be reflected as gains in the Segmental Lean Analysis chart, **not every gain in Lean Body Mass can be explained by muscle**. That’s because Lean Body Mass also accounts for body water. This makes this chart useful not just for tracking muscle, but also for injury and disease states.



TOP AND BOTTOM BARS

The InBody divides the body into **5 body segments**: the two arms, two legs, and the trunk, which can be thought of as covering the area between the neck and legs. The information for each body segment is reported as two bars.

| THE TOP BAR



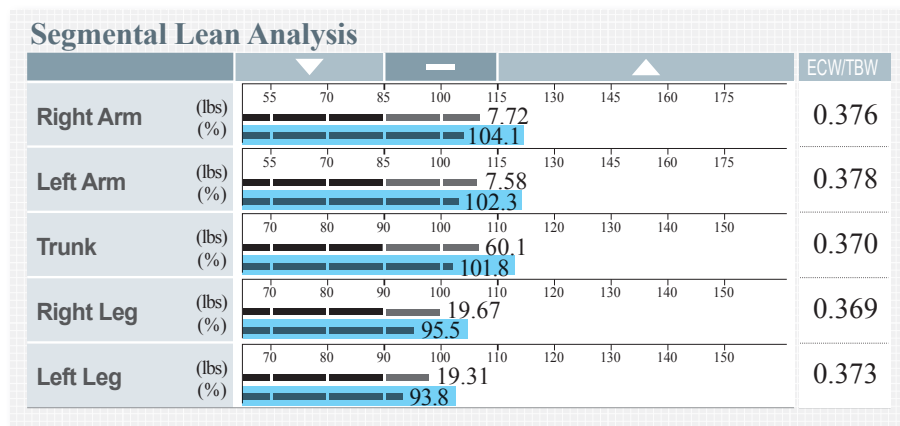
The **top bar** shows how much Lean Body Mass in pounds is in a given segment. Just like with the Muscle-Fat Graph, the top bar of the Segmental Lean Analysis compares the pounds of Lean Body Mass against the average expected amount of Lean Body Mass for that person’s height.

Your clients should always work to be at **100% or higher**.



| THE BOTTOM BAR

The **bottom bar** is different. The number shown by the bottom bar is the percentage and makes it easier to quickly understand see how close to (or past) 100% each bar extends.



What is this bar showing? It's comparing your client's Lean Body Mass against **their measured body weight**. This shows whether or not your client has enough Lean Body Mass to **support their own body weight**, where 100% = sufficient.

BREAKING IT DOWN

In the above example, the 3 upper body segments are over 100%, but the lower body segments are not.

If you're working with a client like this, they may benefit from exercises that target Lean Body Mass development in their legs. This will help them achieve a more balance body composition and may have other positive effects, such as body fat reduction, as well.



WHICH CLIENTS MAY BE AT RISK FOR UNDERDEVELOPMENT?

Any person can theoretically be underdeveloped in a body segment, and without Segmental Lean Analysis, identifying this can be difficult. However, several groups of clients may be at more risk than others. Here are three.

1. Sedentary adults

Sedentary adults who do not exercise commonly have below 100% Segmental Lean Mass especially in their legs, primarily due to jobs that require them to sit throughout most of the day.

2. “Skinny Fat” individuals (sarcopenic obese)

People with “**skinny fat**” profiles have more fat than is healthy for their bodies coupled with a low amount of Lean Body Mass. Their relatively overdeveloped fat or underdeveloped muscle mass contributes to their body weight, and may result in scores below 100% for one or more body segment.

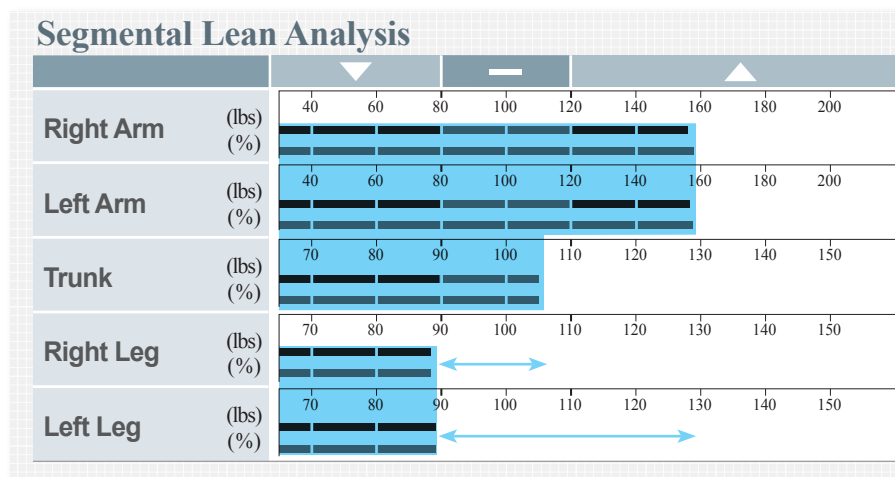
3. The elderly

The elderly are at particular risk for not having sufficiently developed Lean Body Mass due to their tendency to lose muscle as a result of increasing inactivity. This impacts their ability to care for themselves as they age and puts them at greater risk of falling and broken bones.



UPPER/LOWER MUSCLE IMBALANCE

Upper/lower body imbalances are a fairly common in today's increasingly sedentary workforce, and you'll likely encounter cases where the upper body is developed, but the lower body isn't, like in the example below.



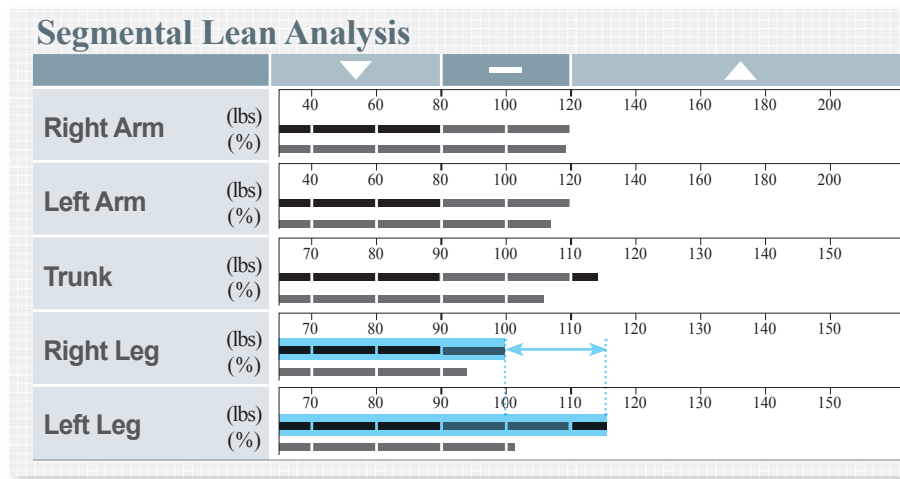
BREAKING IT DOWN

If your client looks like this, he or she needs to increase the LBM in their lower legs. Even though the upper body is sufficiently developed, the lower body is still at risk for injury due to the low amount of Lean Body Mass. This client, despite their upper body, risks developing health issues if they keep this body composition.



RIGHT/LEFT MUSCLE IMBALANCE

Another imbalance the Segmental Lean Analysis can reveal is the imbalance between the right and left arms and/or legs.



Although this client has a balanced upper body, there’s a significant imbalance between the right and left legs. There are many reasons why this could have occurred: For example, an injury can cause swelling and cause the LBM values to go up.

BREAKING IT DOWN

If you are working with a client whose body composition looks like this, it is helpful to find out more about his or her medical history to determine whether an imbalance is due to swelling or from underdeveloped LBM.

EXTRAS FOR THIS SECTION ON THE INBODY BLOG

- [Lean Body Mass vs. Skeletal Muscle Mass: What’s the Difference?](#)
- [Does Muscle Turn Into Fat?](#)

[Read](#)
[Read](#)





CHAPTER FOUR

CUSTOMIZABLE OUTPUTS

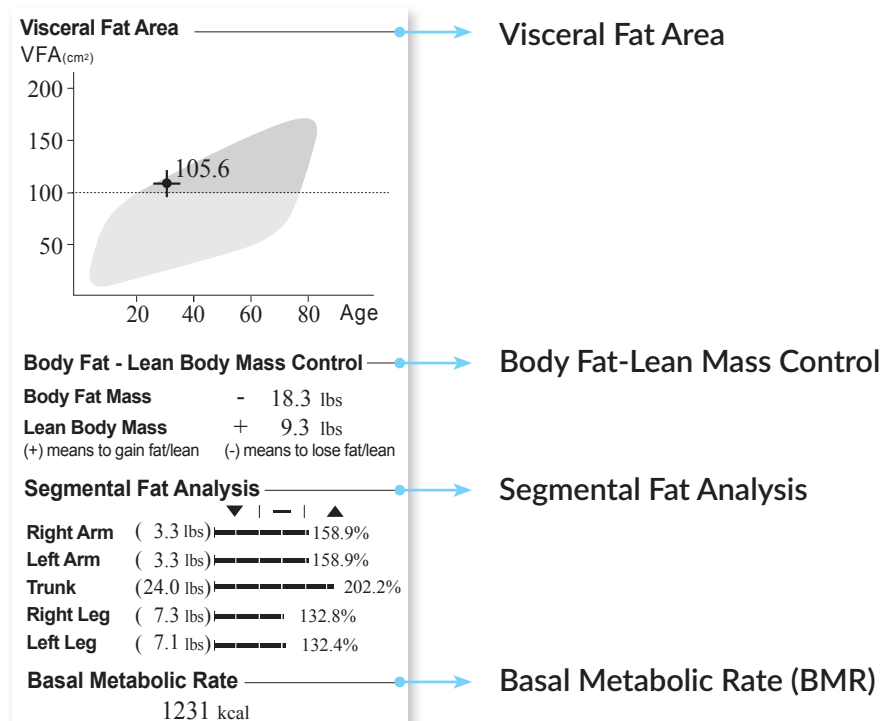
CUSTOMIZABLE OUTPUTS

In this section, you'll learn:

- How to track visceral fat and segmental fat
- How to guide a client to their average weight
- How to use BMR to offer nutritional guidance

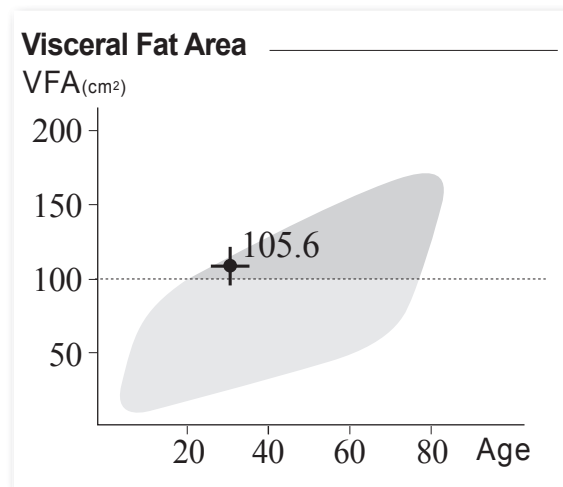
On the right hand side of the Result Sheet are a series of additional outputs that you can mix and match to suit your business needs. Depending on which InBody unit you are using, the outputs available may vary.

In the following pages, you'll learn about 4 of the most use outputs. All of these are available on the InBody 770. These are:



VISCERAL FAT AREA

As you may know, there are two main types of body fat: **subcutaneous** and **visceral**. The Visceral Fat Area* graph allows you to determine how much harmful visceral fat your client has.



The graph looks a bit complicated but is actually quite simple to read. The “100” on the left side of the graph represents 100 cm² of visceral fat.

You should advise your clients to stay below this line for optimal health and to reduce health risks.

BREAKING IT DOWN

Research has found that visceral fat is particularly influenced by cardiovascular exercise. Encouraging your client to engage in more cardiovascular exercise may improve his or her health by promoting loss of visceral fat.

* Visceral Fat Level on InBody 570 Result Sheet

BODY FAT-LEAN BODY MASS CONTROL

This section makes it incredibly simple to set goals for your client. It is designed to help your client reach their ideal body composition, which is defined as the average PBF for their gender (15% for men, 23% for women).

Body Fat - Lean Body Mass Control —

Body Fat Mass - 18.3 lbs

Lean Body Mass + 9.3 lbs

(+) means to gain fat/lean (-) means to lose fat/lean

Depending on your client's current Muscle-Fat balance, this section of the Result Sheet will recommend adjusting Body Fat Mass and/or LBM in order to reach the target PBF.

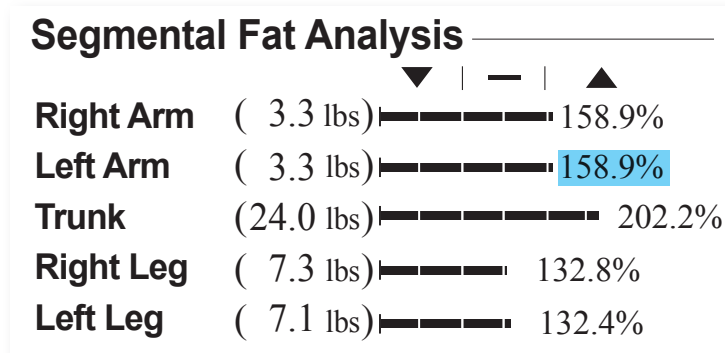
If your client is overfat, the InBody will advise losing a certain number of pounds of fat mass and maintaining or increasing LBM. The InBody will never recommend losing LBM.

BREAKING IT DOWN

These recommendations are meant to be general guidelines for helping individuals achieve optimal health. However, your clients may have their own set of goals, and these should be discussed prior to planning a routine for meeting those goals.



SEGMENTAL FAT ANALYSIS



In the above example, the person above has 3.3 pounds of body fat in their left arm. For a person of their height and gender, that's 158.9%, or **58.9% more body fat** than the average person with the same height and gender.

BREAKING IT DOWN

This section can be used to track your client's improvements in body composition and changes in body fat, over time. While studies have shown that you can't "spot target" body fat with exercise, you can use this section to encourage your clients and give them a more detailed account of the improvements they are making.

BASAL METABOLIC RATE (BMR)

The Basal Metabolic Rate, or BMR, is the number of calories your client needs in order to maintain their basic essential functions. This value allows you to **guide your clients' nutritional plans**, which is essential to helping them reach their body composition goals.

Basal Metabolic Rate _____
1231 kcal

Your clients might not fully understand what the BMR is, and they may think that their BMR is the number of calories they should eat in a day - **This is NOT the case!**

BMR does not take into account any calories needed to perform daily activities, and so your client's actual caloric need for the day is likely **much higher than their BMR.**

EXTRAS FOR THIS SECTION ON THE INBODY BLOG

- How To Use BMR To Hack Your Diet
- Your Metabolism and Your Body Composition

[Read](#)[Read](#)



CHAPTER FIVE

UNLOCKING THE POWER OF THE RESULT SHEET

CASE STUDY #1

Member Retention
Chuze Fitness



“

It's something I know is going to keep the members there because now they have a tool that's going to allow them to track their progress.”

”

Corey Brightwell
Co-founder, Chuze Fitness



CHUZE FITNESS

In this section, you'll learn:

- How tracking members with the Body Composition History added significant value to existing programs
- How the Result Sheet became a vehicle for member retention
- How the Result Sheet allowed for **new member retention strategies**, like competitions

What started off as a simple need to track results became much, much more.

Business was booming for Chuze Fitness, and the Team Training group exercise classes were rapidly becoming one of the most popular draws for members. However, this new volume of members presented Cory Brightwell, Chuze Fitness' co-founder, with a new problem: how was he doing to reliably track progress for all the participants?

Already, Chuze had made the conscious decision to step away from using traditional body weight scales. Brightwell wanted to break people's fixation with body weight and remove what can be a discouraging barrier for people's motivation.

So, he brought in an InBody 570. The results were immediate.

"The InBody for us was a simple, easy-to-use tool for members. All they have to do is come up with their workout clothes, take their shoes and socks off, stand it for a couple minutes and boom, they've got it, they're done," said Brightwell.



Tracking the progress for Chuze members became a breeze, and the detailed information on the InBody result sheet proved to be a lure for the members. Chuze's members began wanting to know the impact all their hard work at Chuze was having on their bodies. Were they losing body fat like they planned? How much muscle had they gained over the past month? These questions kept the members engaged with their fitness – **and coming back to Chuze, month after month.**

“It's a huge retention tool. It's something I know is going to keep the members there because they now have a tool that's going to allow them to constantly track their progress, and that's huge,” remarked Brightwell.

However, the ability to track progress proved to be only part of the draw. Over time, Brightwell found another way to keep his membership engaged with his InBody device: **body composition challenges**. Similar to traditional weight loss challenges, Brightwell created a program to challenge his members to improve their body composition in what became known as “Chuze to Lose” competitions.

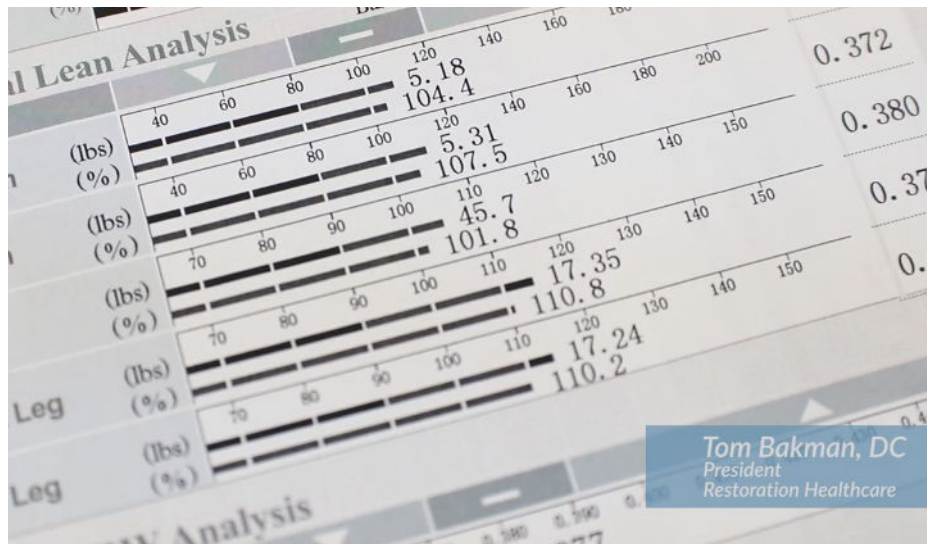
The combination of member retention and engagement proved to be essential for Chuze Fitness as they open new locations. Now, if there is Team Training, Brightwell ensures that there's an InBody there to track and push his members forward towards their goals.

WATCH VIDEO: CHUZE FITNESS



CASE STUDY #2

Validating Services with data-driven decisions
Restoration Healthcare



“

I started in my mind putting it in a business model. If it helped people realize data to make decisions, that worked better for us. If it helped them keep compliant, it was better for us.

”

Dr. Tom Bakman
President, Restoration Healthcare



RESTORATION

HEALTHCARE

In this section, you'll learn:

- How body composition data can reveal root causes to complex issues
- How tracking Visceral Fat Area and Phase Angle data can improve patient health
- How data-driven decision making validates and solidifies a medical practice

When it comes to medical care, patients care only about one thing: results. They want to feel that their doctor understands them and that the prescriptions and programs they provide are having an impact on their conditions.

Dr. Tom Bakman acutely recognizes this demand. “People want to see truth. In the world we live in right now, they want to be able to base decisions on something that’s truthful and data-driven,” said Bakman. “So, the more data that we can give them and help them understand the data, it empowers them to make better decisions as far as their healthcare.”

Bakman uses the InBody 770 at the functional medical group he founded, Restoration Healthcare. Originally, he believed that he would use it only for weight loss. “Now,” said Bakman, “we use it for every single patient that comes in the office.”

The body composition data that the Result Sheet gives Bakman allows him to find root causes to problems so he can prescribe better treatments. When athletes, particularly runners, come to Bakman with issues, he relies on the Segmental Lean Analysis to discover muscle imbalances. If the data reveals that one leg is less developed than the other, Bakman can prescribe appropriate therapies to correct it.



Bakman also finds significant value in the Visceral Fat and Phase Angle Data provided by the InBody 770 Result Sheet. He recalled a particular patient who came in with a whole host of issues, including anxiety. When he tested his patient and showed him the results, it was “a cold reality check” for him, as Bakman put it.

“His visceral fat area was off the chart; he was highly inflamed. His Phase Angle was low. He was at 35% body fat,” Bakman remembered. After identifying these issues with the InBody, Bakman put his patient on a bioidentical hormone therapy program and counseled him to on lifestyle changes he could make. When he retested his patient three months later, the data revealed that Bakman’s prescriptions were working: 9 pounds of gained Lean Body Mass, a 5% reduction in body fat, and a **40% reduction in Visceral Fat Area**.

“You think this guy’s happy?” said Bakman. “He’s incredibly happy and it wasn’t until we got the data for him to show it.”

These data-driven solutions have built Bakman’s reputation in the highly competitive Southern California medical market. Bakman uses the InBody data to partner with his patients and show the impact his prescriptions have. That’s solidified his role and helped his practice grow.

WATCH VIDEO: RESTORATION HEALTHCARE



CASE STUDY #3

Growing Your Membership
NASA Johnson Space Center/Starport Services



“

The machine has proven itself. It's passed the 'NASA test' from a trust standpoint.

”

Evan Thoman

Employee Wellness Manager, NASA Johnson Space Center



STARPORT

NASA EXCHANGE - JSC

In this section, you'll learn how NASA JSC:

- Created excitement for the corporate wellness program
- Created that excitement using the Result Sheet
- Saw a **48.6% increase** in enrollment in one year

The NASA Johnson Space Center's corporate wellness program is called "Starport Services." Their central mission is to support the health and wellness of the NASA Johnson Space Center's 11,000+ member workforce, which includes NASA government employees and contractors.

In order to get more people signed up at Starport Services, Employee Wellness Manager Evan Thoman **needed to get his workforce excited about improving their physical fitness**. That's where the InBody Result Sheet came into play.

However, before he could get his workforce excited, he **had to get them educated**.

Thoman launched a series of "Know Your Numbers" campaigns for the workforce that taught the important body composition metrics like Percent Body Fat, Lean Body Mass, Skeletal Muscle Mass, Basal Metabolic Rate, etc.

Once his workforce was able to understand the basics of body composition and how it applied to them, all that was left to do was to get people tested and their Result Sheets printed.



Once a few people had their Result Sheets, the news spread like wildfire in the Johnson Space Center. The Result Sheet **became part of a word-of-mouth campaign**, selling itself over and over again and getting more people excited to test and get involved in the program.

“People who had never, ever planned on having an assessment done...all of the sudden saw this results page that their co-workers were passing around and saw all of the data that it presented, and **then suddenly became every interested and wanted to start tracking their own metrics**,” Thoman said.

With help from his InBody, Starport Services enrollment grew from 2,800 in January to 4,280 by December – **a 48.6% increase** in just one year. Thoman found that the more educated his workforce became and the more people he was able to get tested, the more people would get excited and encourage their friends to come for a test themselves. **That helped him grow the wellness program.**

[READ MORE](#)





WE CAN HELP YOUR BUSINESS GROW

LET'S TALK.

You can improve your business by improving your services, inspiring your current members to stay with you, and build your reputation.

With InBody, you'll not only get the best product on the market, but a **dedicated partner committed to helping you reach your business goals**, just as you help your clients reach theirs.

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