Supplementary Table S1.Professionals’ response rates to the three surveys (T0, T1, T2).

|  |  |  |  |
| --- | --- | --- | --- |
| **Professionals** | **T0** | **T1** | **T2** |
| Manager\* | 11/12 (92%) | 11/15 (73%) | 11/16 (69%) |
| Project leader + manager | 6/6 (100%) | 3/3 (100%) | 5/5 (100%) |
| Project leader | 9/9 (100%) | 11/11 (100%) | 7/7 (100%) |
| Project leader + counselor | 4/4 (100%) | 4/4 (100%) | 6/6 (100%) |
| Counselor\* | 28/30 (93%) | 24/30 (80%) | 28/29 (97%) |
| Physician\* | 13/14 (93%) | 12/16 (75%) | 16/24 (67%) |
| **Total** | **71/75** **(96%)** | **65/79 (82%)** | **73/87** **(84%)** |

*Note.* Professionals were asked to fill out a survey at three moments in time (T0: April 2013, T1: June 2014, T2: September 2015). *\**At T0 en T1, one counselor did not finish the survey completely. At T2, one manager and one physician did not finish the survey completely. Response rates included professionals that filled in parts of the survey.

Supplementary Table S2. Professionals’ opinion on activities of the implementation strategy

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| *‘****To what extent were the following aspects essential for successful implementation?’*** | **Unimportant** | **Neutral** | **Important** | **Essential** |
| The financial incentive | 4% (2) | 15% (8) | 36% (20) | 45% (25) |
| The training course in Motivational Interviewing | 0 | 15% (8) | 53% (29) | 33% (18) |
| The advisory support from national coordinators | 0 | 11% (6) | 67% (37) | 22% (12) |
| The materials (e.g. handbook, posters, banners)  | 0 | 20% (11) | 64% (35) | 16% (9) |
| Writing project plans, annual plans and annual reports | 2% (1) | 29% (16) | 55% (30) | 15% (8) |
| The regional meetings for counselors | 0 | 27% (15) | 60% (33) | 13% (7) |
| The national meetings | 0 | 29% (16) | 60% (33) | 11% (6) |

*Note.* This question was part of the last survey (T2) filled out at the end of the program period

Supplementary Table S3.Latent class analyses results

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | Number of parameters | Bayesian Information Criterion | Posterior Probabilities | Number of patients per class |
| 1 class | 10 | 26643.719 | 1.00 | 1719 |
| 2 class | 20 | 26035.728 | 0.940/0.947 | 1038/681 |
| 3 class | 30 | 25657.144 | 0.924/0.936/0.948 | 730/961/28 |
| 4 class | 40 | 25482.045 | 0.938/0.886/0.825/0.969 | 841/749/113/16 |
| 5 class | 50 | 25416.363 | 0.785/0.945/0.954/0.899/0.974 | 622/550/415/116/16 |
| 6 class | 60 | 25402.416 | 0.715/0.772/0.886/0.949/0.965/0.899 | 291/622/110/415/16/265 |

Supplementary Table S4. Descriptions of the reach of the program on patient level

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | Total % (N) | Year 1 (Y1)% (N) | Year 2 (Y2)% (N)  | Year 3 (Y3)% (N) |
| Age\* (n=5754, Y1=1222, Y2=2365, Y3=2167)  |  |  |  |  |
| 12 – 17 years | 8.5% (487) | 8.0% (98) | 7.6% (180) | 9.6% (209) |
| 18 – 44 years | 27.1% (1558) | 29.3% (358) | 27.9% (659) | 25.0% (541) |
| 45 – 64 years | 46.8% (2694) | 46.3% (566) | 45.9% (1086) | 48.1% (1042) |
| 65 years and older | 17.6% (1015) | 16.4% (200) | 18.6% (440) | 17.3% (375) |
| Gender (n=5873, Y1=1316, Y2=2390, Y3=2167) |  |  |  |  |
| Male | 47.6% (2798) | 46.4% (611) | 47.4% (1132) | 48.7% (1055) |
| Female | 52.4% (3075) | 53.6% (705) | 52.6% (1258) | 51.3% (1112) |
| Rehabilitation treatment\* (n=5873, Y1=1316, Y2=2390, Y3=2167)  |  |  |  |  |
| Inpatient  | 5.9% (348) | 5.3% (70) | 5.2% (125) | 7.1% (153) |
| Outpatient  | 76.6% (4497) | 75.2% (989) | 76.4% (1826) | 77.6% (1682) |
| Treatment based on consultation | 12.1% (709) | 14.4% (190) | 10.8% (258) | 12.0% (261) |
| External  | 5.4% (319) | 5.1% (67) | 7.6% (181) | 3.3% (71) |
| Setting\* (n=5873, Y1=1316, Y2=2390, Y3=2167) |  |  |  |  |
| Rehabilitation center | 70.1% (4115) | 76.4% (1005) | 67.4% (1612) | 69.1% (1498) |
| Rehabilitation department of the hospital  | 29.9% (1758) | 23.6% (311) | 32.6% (778) | 30.9% (669) |
| Diagnose\* (n=5335, Y1=1158, Y2=2187, Y3=1990) |  |  |  |  |
| Brain disorders (e.g. stroke) | 31.5% (1683) | 28.2% (327) | 30.3% (662) | 34.9% (694) |
| Disorders of locomotor system | 18.3% (978) | 18.8% (218) | 19.2% (420) | 17.1% (340) |
| Chronic pain | 14.0% (749) | 15.1% (175) | 12.4% (271) | 15.2% (303) |
| Neurologic disorders | 13.3% (709) | 14.3% (166) | 13.3% (291) | 12.7% (252) |
| Disorders of organs  | 10.2% (546) | 10.4% (120) | 11.6% (253) | 8.7% (173) |
| Other disorders (e.g. amputation, spinal cord injury) |  12.6% (670) | 13.0% (152) | 13.3% (290) | 10.4% (228) |

*Note.* \* Chi-squared tests showed significant differences (p<.05) between patients reached in the first, second and third year of the program period.