

[IMAGE]

Acupuncture Today Product Recommendation Survey

September 11, 2006

1. If you offer products to your patients, who conducts the transaction?

I conduct the entire transaction (the doctor).	73%
I recommend the products but my staff completes the transaction.	20%
My staff conducts the entire transaction.	3%
I don't sell products in my practice.	4%
Total	100%

2. Which of the following products do you recommend or sell to your patients?

	I recommend this product	I sell this product	Neither
Nutritional supplements	45%	42%	12%
Herbs	16%	82%	2%
Dietary supplements	43%	38%	19%
Botanical medicine	27%	37%	35%
Antioxidants	46%	28%	26%
Minerals	43%	31%	27%
Pillows	25%	9%	66%
Topical analgesics	24%	58%	18%
Orthotics	33%	4%	63%
TENS devices	16%	11%	73%
Vibrational devices	9%	4%	87%
Exercise/balance devices	34%	5%	61%
Rehab products	27%	3%	70%
Support/bracing products	29%	6%	66%
Massage chairs	9%	1%	90%
Laser healing devices	7%	4%	90%
Reflexology products	14%	4%	83%
Books and other educational information	64%	17%	18%

3. What is your age?

25 or younger	0%
26-30	5%
31-35	13%
36-40	15%
41-45	13%
46-50	20%
51-55	18%
56-60	10%
61 or over	6%
Total	100%

4. How many years have you been in practice?

5 or less	44%
6 to 10	27%
11 to 15	12%
16 to 20	8%
21-25	6%
26 or more	3%
Total	100%

[IMAGE]

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