

[IMAGE]

Dynamic Chiropractic 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).	27%
I recommend the products but my staff completes the transaction.	64%
My staff conducts the entire transaction.	5%
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	28%	60%	11%
Herbs	33%	33%	33%
Dietary Supplements	27%	43%	30%
Pillows	24%	70%	6%
Topical analgesics	19%	67%	14%
Orthotics	21%	65%	15%
TENS devices	17%	41%	41%
Vibrational devices	16%	13%	71%
Exercise/balance devices	36%	41%	24%
Rehab products	34%	42%	23%
Support/bracing products	21%	64%	14%
Massage Chairs	21%	11%	69%
Laser healing devices	11%	4%	84%
Books and other educational information	49%	17%	35%

[IMAGE]

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