

[IMAGE]

Naturopathy Digest 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).	54%
I recommend the products but my staff completes the transaction.	39%
My staff conducts the entire transaction.	4%
I don't sell products in my practice.	3%
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	12%	87%	1%
Herbs	19%	79%	2%
Dietary supplements	15%	81%	3%
Botanical medicine	18%	80%	2%
Antioxidants	25%	72%	3%
Minerals	18%	80%	2%
Pillows	25%	7%	68%
Topical analgesics	25%	40%	35%
Orthotics	38%	16%	46%
TENS devices	22%	4%	74%
Vibrational devices	14%	0%	86%
Exercise/balance devices	28%	8%	64%
Rehab products	25%	4%	71%
Support/bracing products	33%	5%	62%
Massage chairs	11%	0%	89%
Laser healing devices	11%	3%	86%
Reflexology products	10%	0%	90%
Books and other educational information	60%	22%	18%

3. What is your age?

25 or younger	0%
26-30	11%
31-35	30%
36-40	20%
41-45	6%
46-50	12%
51-55	15%
56-60	4%
61 or over	2%
Total	100%

4. How many years have you been in practice?

5 or less	49%
6 to 9	23%
10 to 15	14%
16 to 20	2%
21 to 25	9%
26 or more	3%
Total	100%

[IMAGE]

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