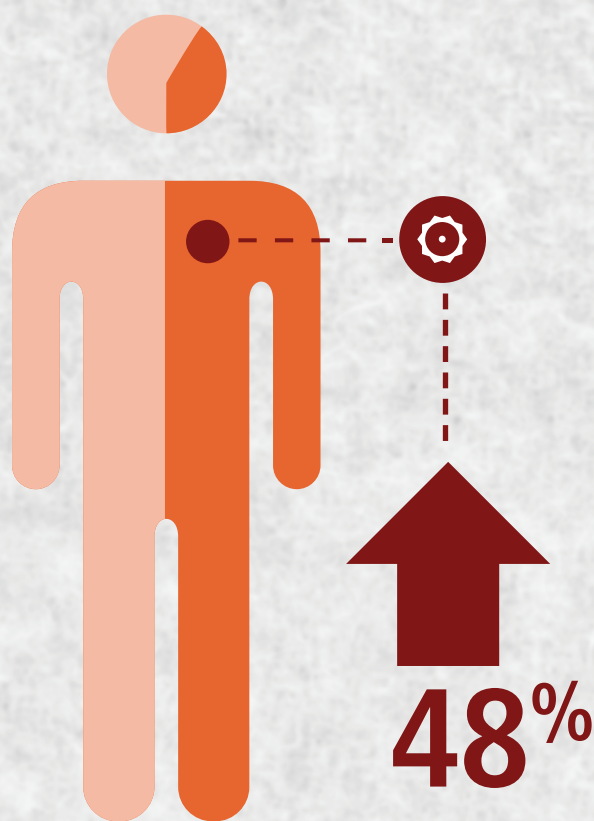


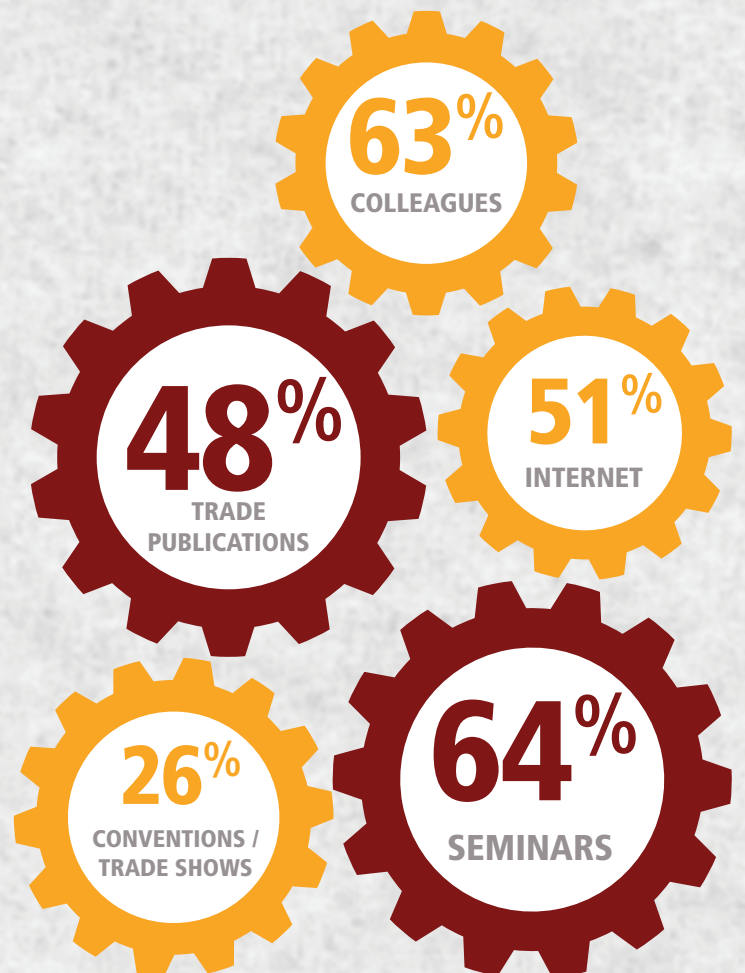
2014 EXPANDING ACUPUNCTURE PRACTICE SURVEY PRODUCTS AND SERVICES EDITION

NEARLY HALF of acupuncturists expect to increase the products and services they offer to their patients.



INFORMATION

{ Where do acupuncturists find information about new products and services? }



PRODUCTS

{ What products are acupuncturists selling to their patients? }

	Anti-Aging	Homeopathic Remedies	Weight Loss	Topical Analgesics	Nutritional Supplements
Currently Selling	16%	29%	20%	58%	53%
Thinking About Selling	13%	12%	12%	10%	10%
Would Like to Sell Someday	11%	11%	9%	7%	9%

	Rehab	TENS Devices	Pillows	Herbs
Currently Selling	8%	5%	4%	83%
Thinking About Selling	8%	8%	7%	3%
Would Like to Sell Someday	12%	9%	9%	5%



SERVICES

{ What services are acupuncturists using in their practice? }

	E-Newsletter	Practice Mgmt Software	Laser	Lab	Facial Rejuvenation	Weight Loss
Currently Using	35%	31%	19%	25%	33%	31%
Thinking About Using	26%	19%	15%	15%	13%	13%
Would Like to Use Someday	19%	15%	18%	20%	11%	8%

	Rehab	Anti-Aging	Infrared	Topical Analgesics	TENS Devices	Cupping
Currently Using	16%	24%	63%	69%	38%	85%
Thinking About Using	12%	11%	9%	7%	6%	2%
Would Like to Use Someday	14%	10%	6%	3%	10%	3%