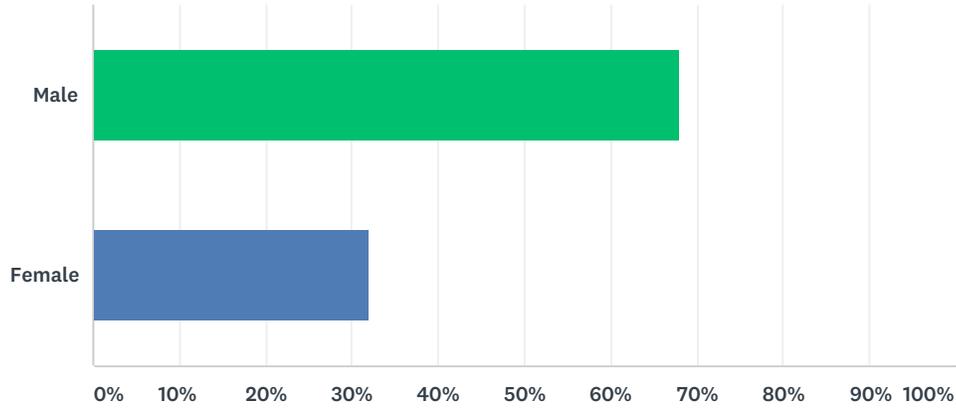


Q2 Are you male or female?

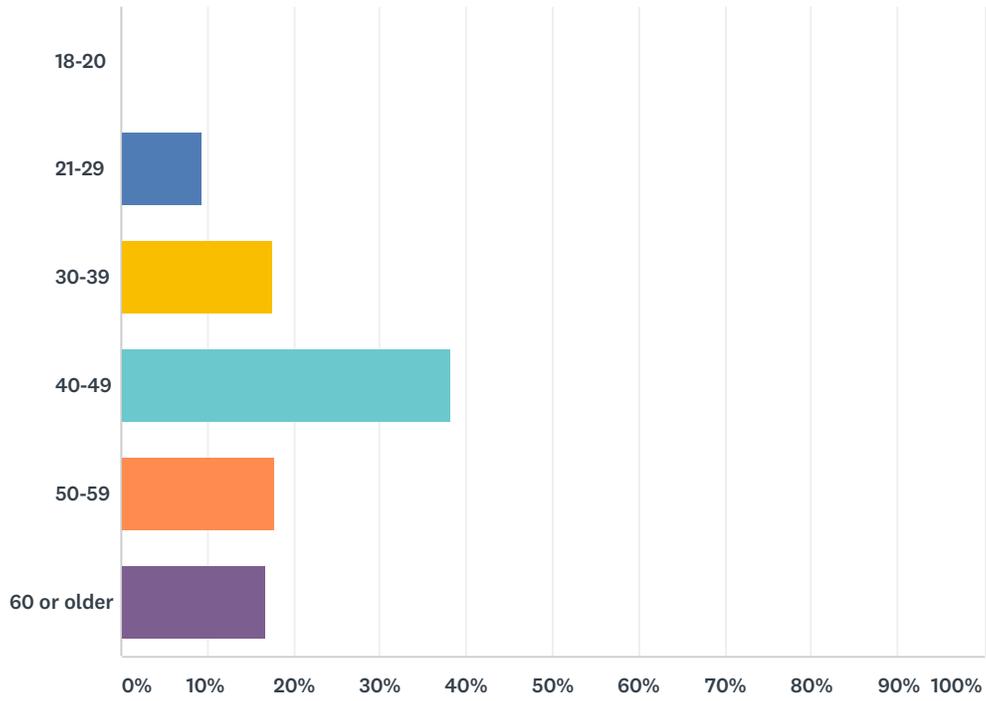
Answered: 446 Skipped: 96



ANSWER CHOICES	RESPONSES	
Male	67.94%	303
Female	32.06%	143
TOTAL		446

Q3 What is your age?

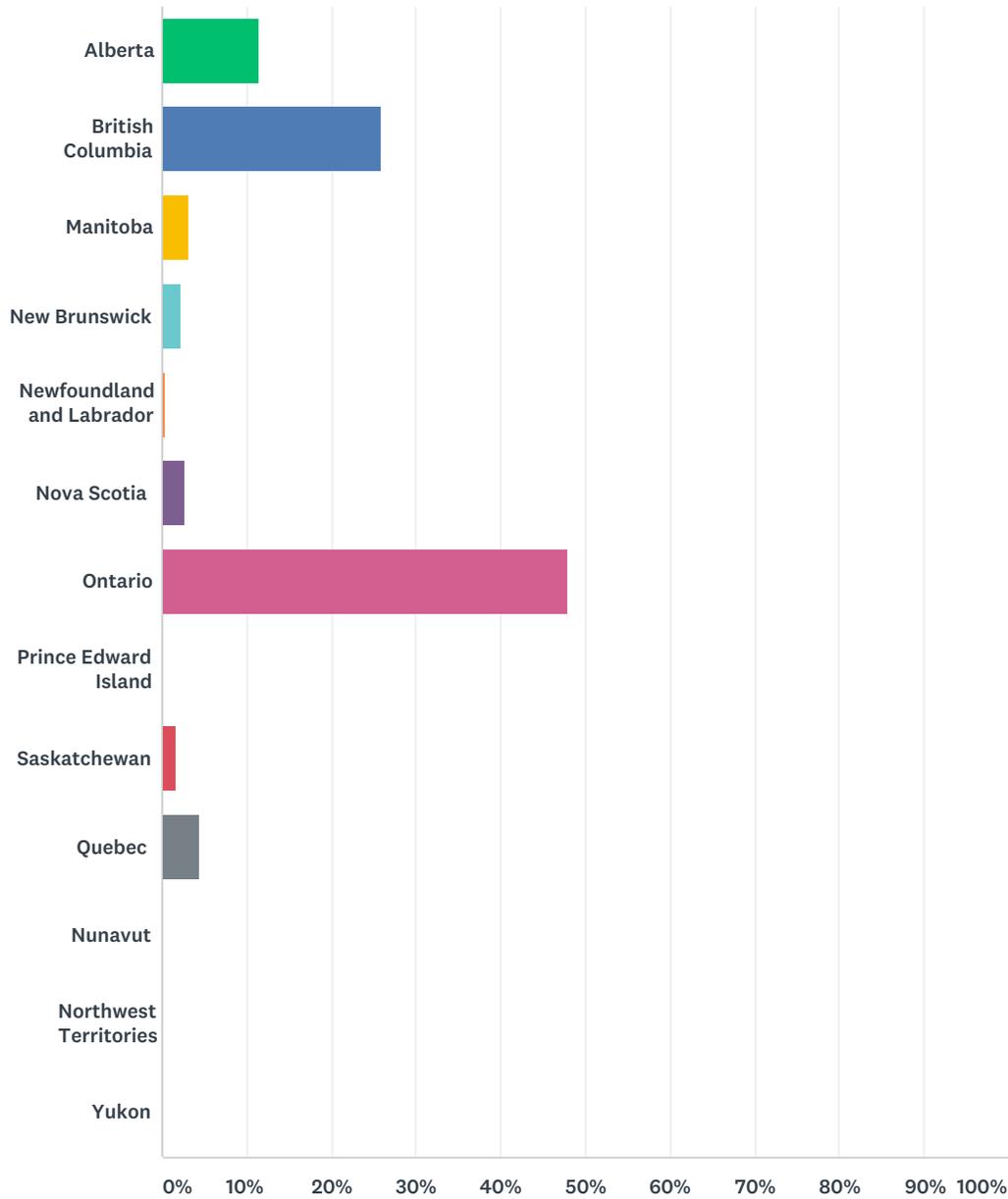
Answered: 446 Skipped: 96



ANSWER CHOICES	RESPONSES	
18-20	0.22%	1
21-29	9.42%	42
30-39	17.49%	78
40-49	38.34%	171
50-59	17.71%	79
60 or older	16.82%	75
TOTAL		446

Q4 In which province/territory do you currently practice?

Answered: 446 Skipped: 96



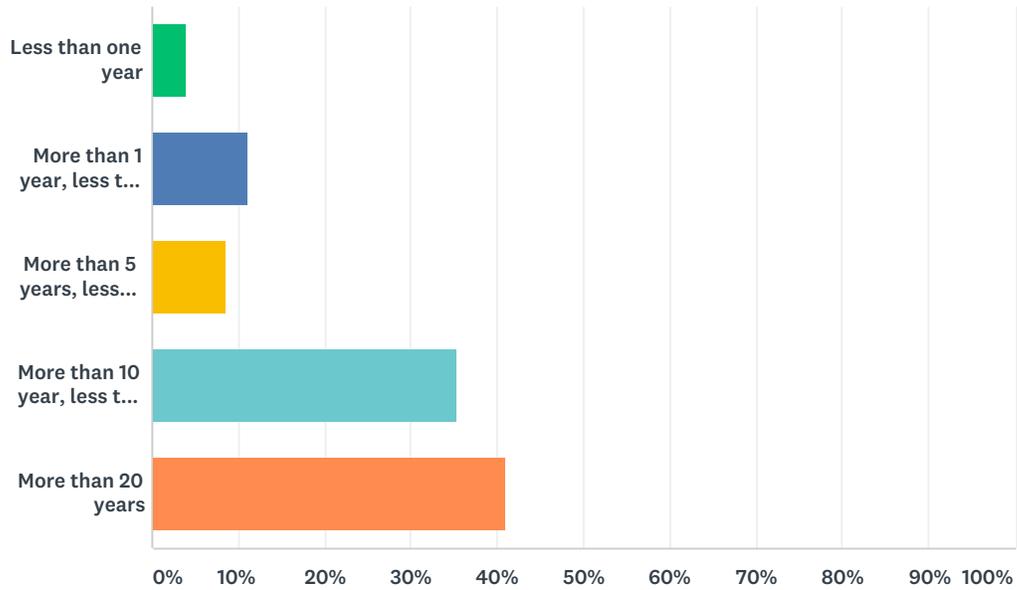
ANSWER CHOICES	RESPONSES	
Alberta	11.43%	51
British Columbia	26.01%	116
Manitoba	3.14%	14
New Brunswick	2.24%	10
Newfoundland and Labrador	0.45%	2
Nova Scotia	2.69%	12

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Ontario	47.98%	214
Prince Edward Island	0.00%	0
Saskatchewan	1.57%	7
Quebec	4.48%	20
Nunavut	0.00%	0
Northwest Territories	0.00%	0
Yukon	0.00%	0
TOTAL		446

Q5 How many years have you been in practice?

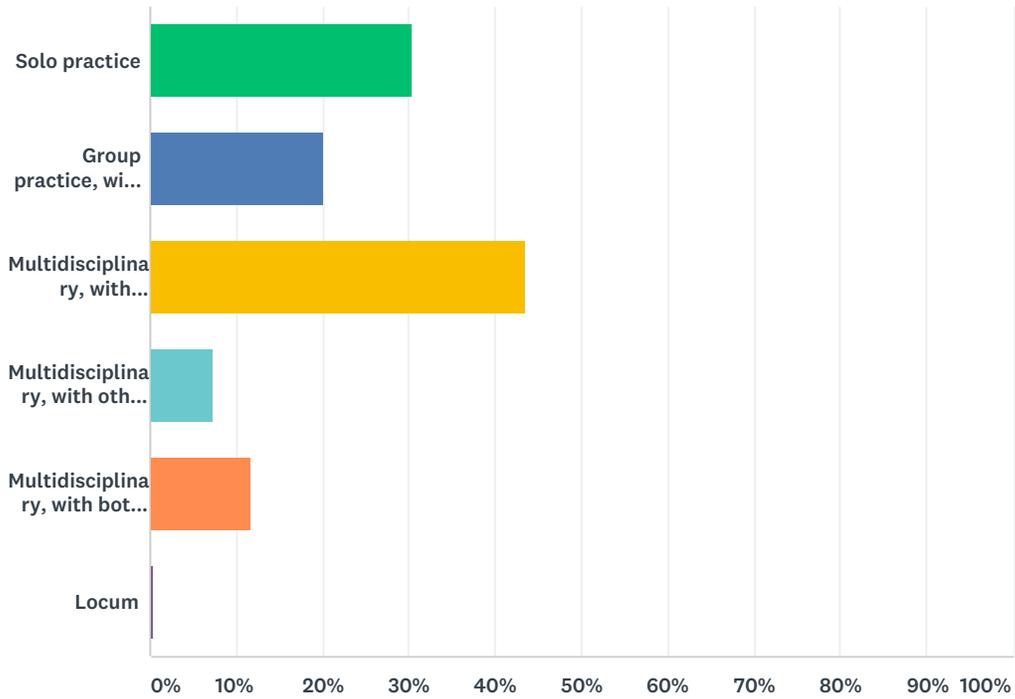
Answered: 446 Skipped: 96



ANSWER CHOICES	RESPONSES
Less than one year	4.04% 18
More than 1 year, less than 5 years	10.99% 49
More than 5 years, less than 10 years	8.52% 38
More than 10 year, less than 20 years	35.43% 158
More than 20 years	41.03% 183
TOTAL	446

Q6 Which of the following applies to your practice?

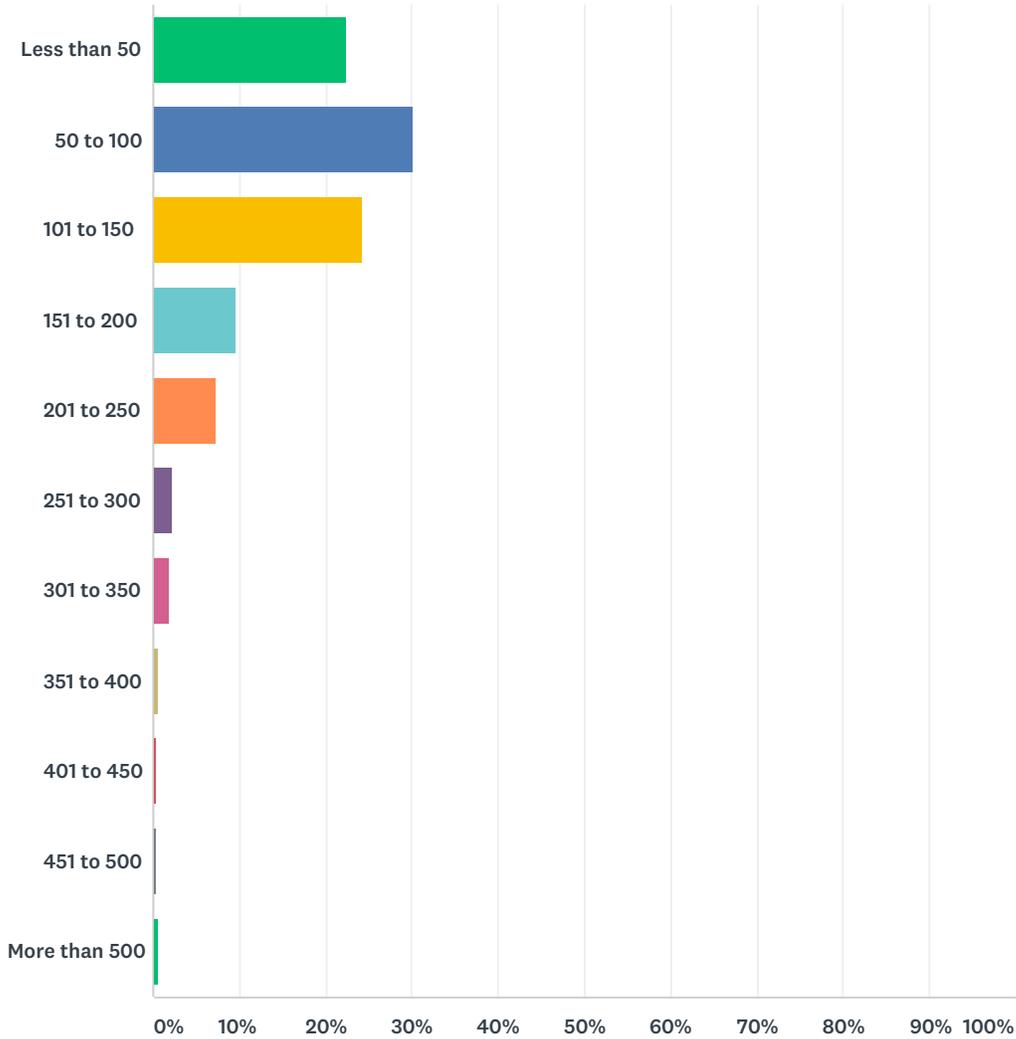
Answered: 446 Skipped: 96



ANSWER CHOICES	RESPONSES	
Solo practice	30.27%	135
Group practice, with other chiropractors	20.18%	90
Multidisciplinary, with alternative health care providers. i.e. RMT, naturopath, etc.	43.50%	194
Multidisciplinary, with other medical practitioners, i.e. MD, physiotherapist, etc.	7.40%	33
Multidisciplinary, with both alternative and medical health practitioners	11.66%	52
Locum	0.45%	2
Total Respondents: 446		

Q7 In a typical week, how many patients do you see?

Answered: 446 Skipped: 96



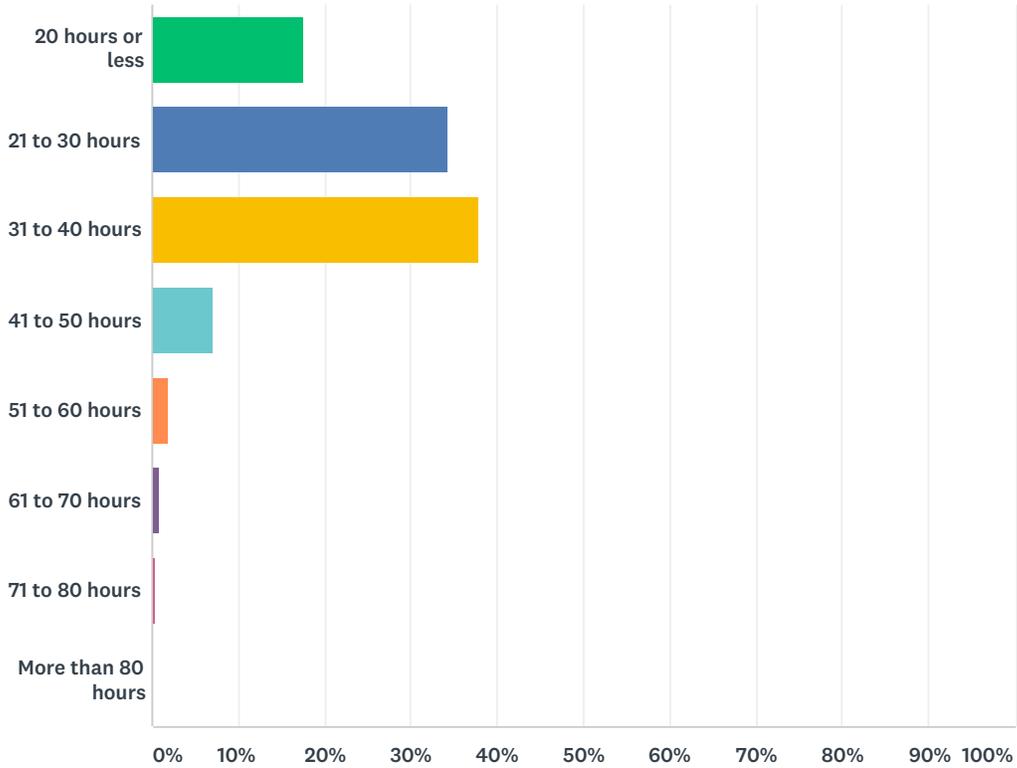
ANSWER CHOICES	RESPONSES	
Less than 50	22.42%	100
50 to 100	30.04%	134
101 to 150	24.22%	108
151 to 200	9.64%	43
201 to 250	7.40%	33
251 to 300	2.24%	10
301 to 350	1.79%	8
351 to 400	0.67%	3
401 to 450	0.45%	2
451 to 500	0.45%	2

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More than 500	0.67%	3
TOTAL		446

Q8 In a typical week, how many hours do you spend in clinical practice?

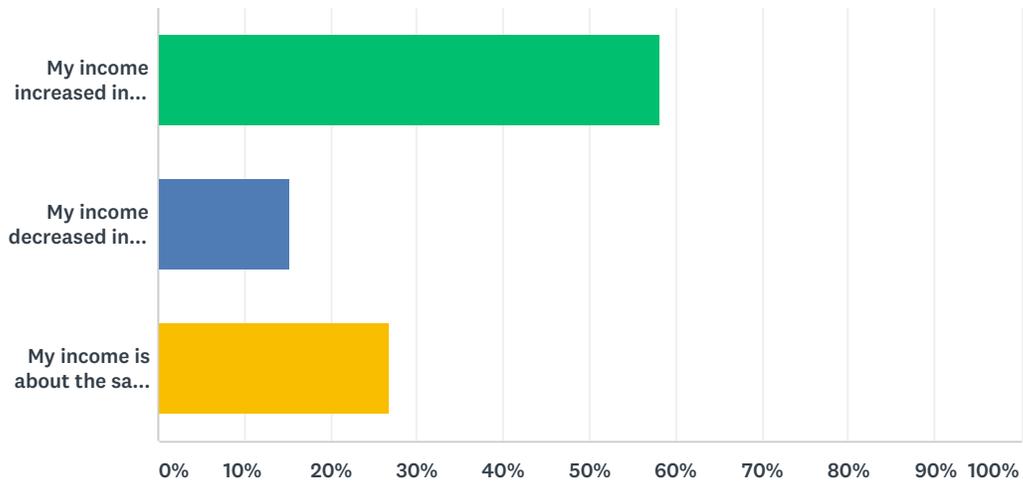
Answered: 446 Skipped: 96



ANSWER CHOICES	RESPONSES	
20 hours or less	17.49%	78
21 to 30 hours	34.30%	153
31 to 40 hours	37.89%	169
41 to 50 hours	7.17%	32
51 to 60 hours	1.79%	8
61 to 70 hours	0.90%	4
71 to 80 hours	0.45%	2
More than 80 hours	0.00%	0
TOTAL		446

Q9 Comparing your annual from the previous year, which of the following statement is true?

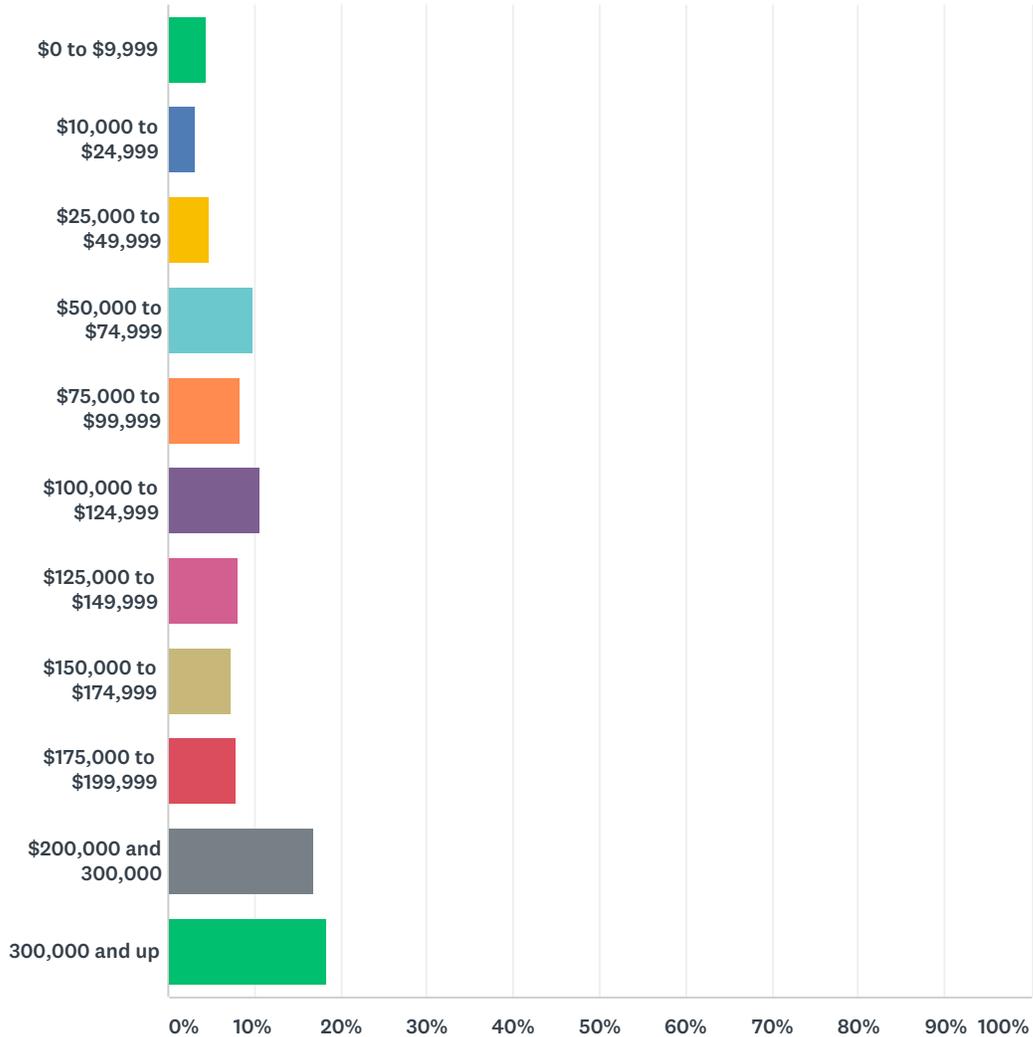
Answered: 446 Skipped: 96



ANSWER CHOICES	RESPONSES	
My income increased in 2016, compared to 2015	58.07%	259
My income decreased in 2016, compared to 2015	15.25%	68
My income is about the same in 2016 as it was in 2015	26.68%	119
TOTAL		446

Q10 What was your GROSS ANNUAL income in 2016?

Answered: 446 Skipped: 96



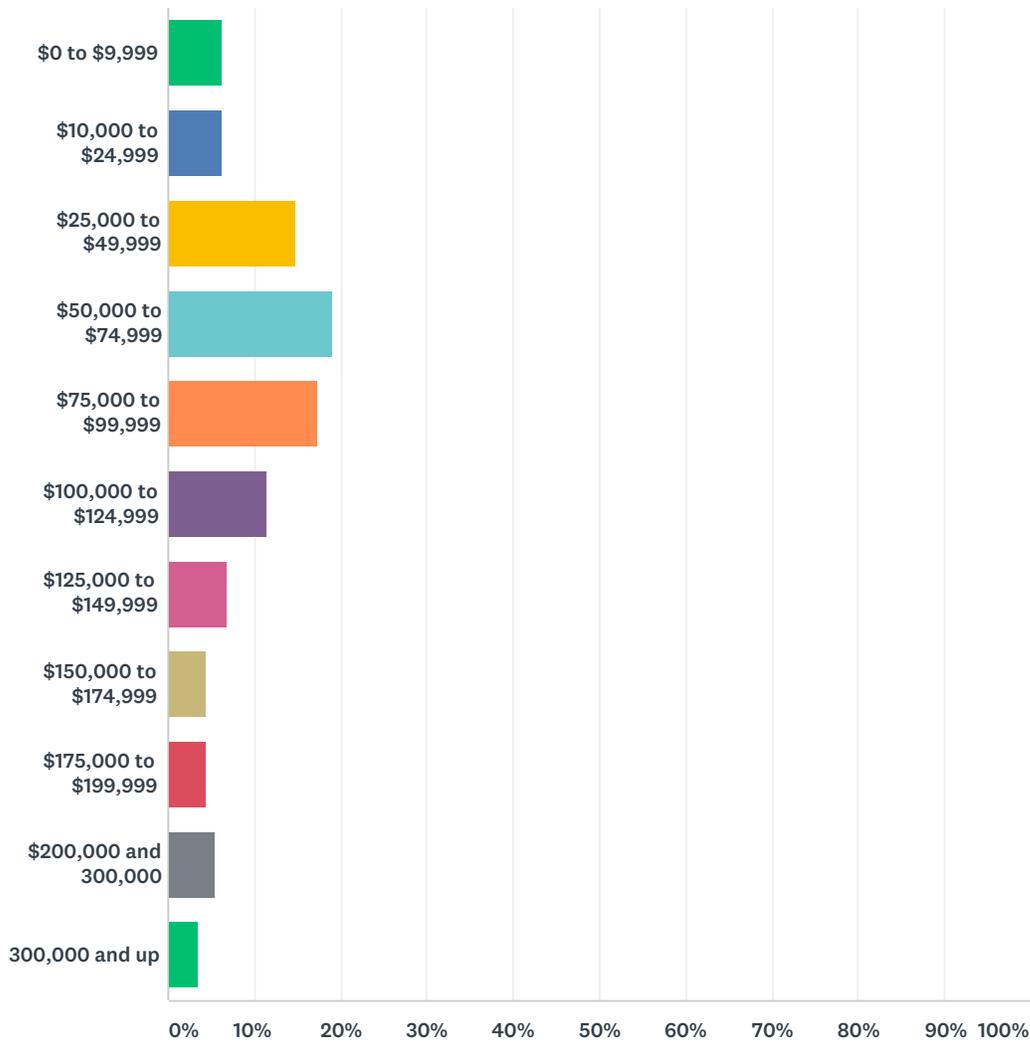
ANSWER CHOICES	RESPONSES	
\$0 to \$9,999	4.48%	20
\$10,000 to \$24,999	3.14%	14
\$25,000 to \$49,999	4.71%	21
\$50,000 to \$74,999	9.87%	44
\$75,000 to \$99,999	8.30%	37
\$100,000 to \$124,999	10.76%	48
\$125,000 to \$149,999	8.07%	36
\$150,000 to \$174,999	7.40%	33
\$175,000 to \$199,999	7.85%	35
\$200,000 and 300,000	17.04%	76

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300,000 and up	18.39%	82
TOTAL		446

Q11 What was your NET ANNUAL earnings (after taxes and expenses) in 2016?

Answered: 446 Skipped: 96



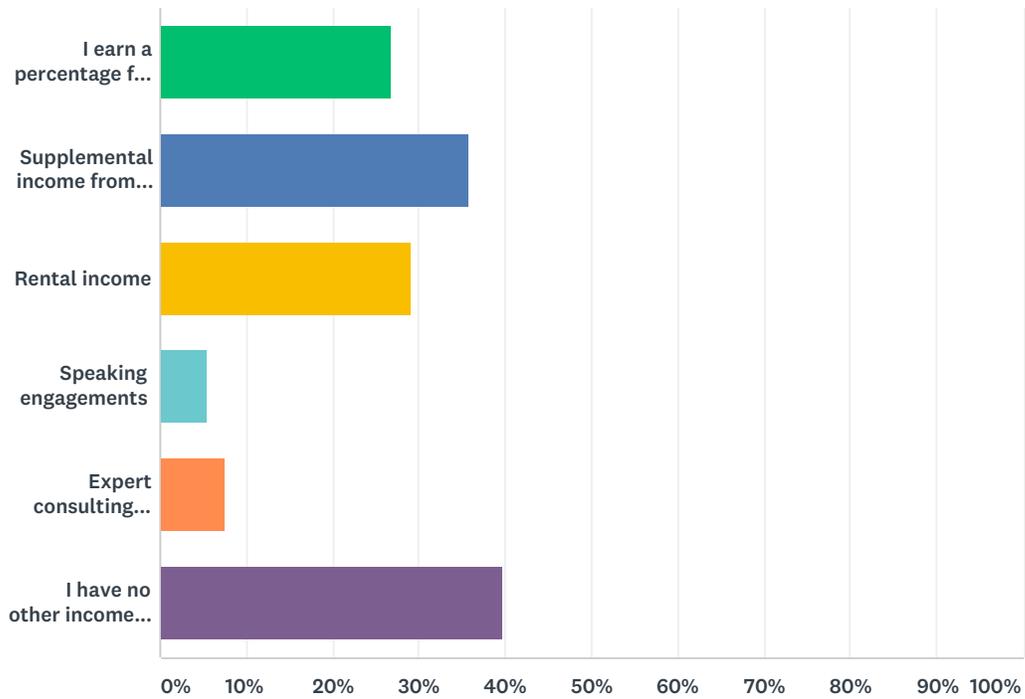
ANSWER CHOICES	RESPONSES	
\$0 to \$9,999	6.28%	28
\$10,000 to \$24,999	6.28%	28
\$25,000 to \$49,999	14.80%	66
\$50,000 to \$74,999	19.06%	85
\$75,000 to \$99,999	17.26%	77
\$100,000 to \$124,999	11.43%	51
\$125,000 to \$149,999	6.95%	31
\$150,000 to \$174,999	4.48%	20
\$175,000 to \$199,999	4.48%	20

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\$200,000 and 300,000	5.38%	24
300,000 and up	3.59%	16
TOTAL		446

Q12 Aside from clinical practice, what other sources of income do you have? Check all that apply.

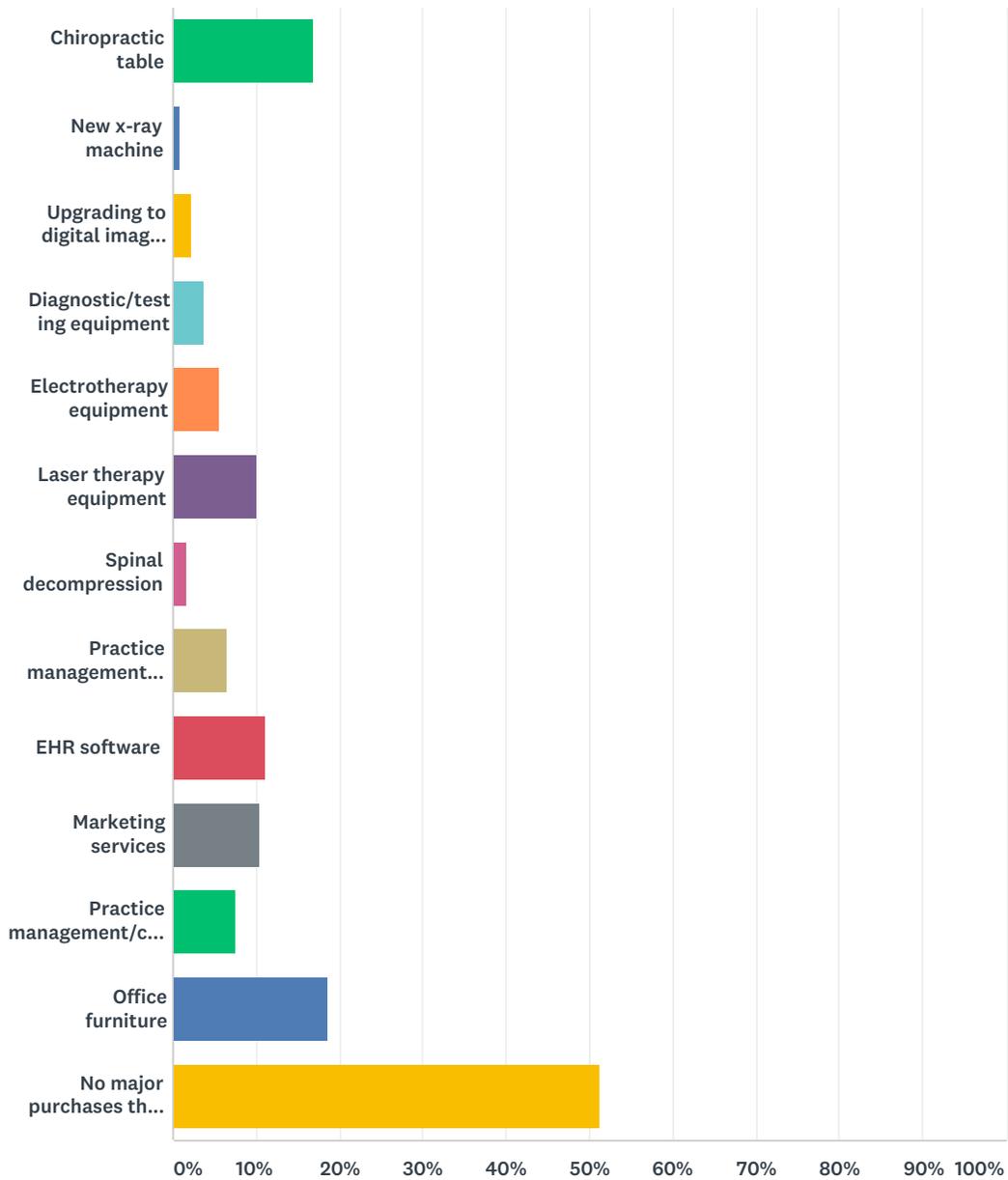
Answered: 446 Skipped: 96



ANSWER CHOICES	RESPONSES	
I earn a percentage from associates at my clinic	26.68%	119
Supplemental income from product sales	35.87%	160
Rental income	29.15%	130
Speaking engagements	5.38%	24
Expert consulting services	7.62%	34
I have no other income outside clinical practice	39.69%	177
Total Respondents: 446		

Q13 What products or services, if any, will you or do you plan to purchase or upgrade for your practice in the next 12 months? Check all that apply.

Answered: 446 Skipped: 96



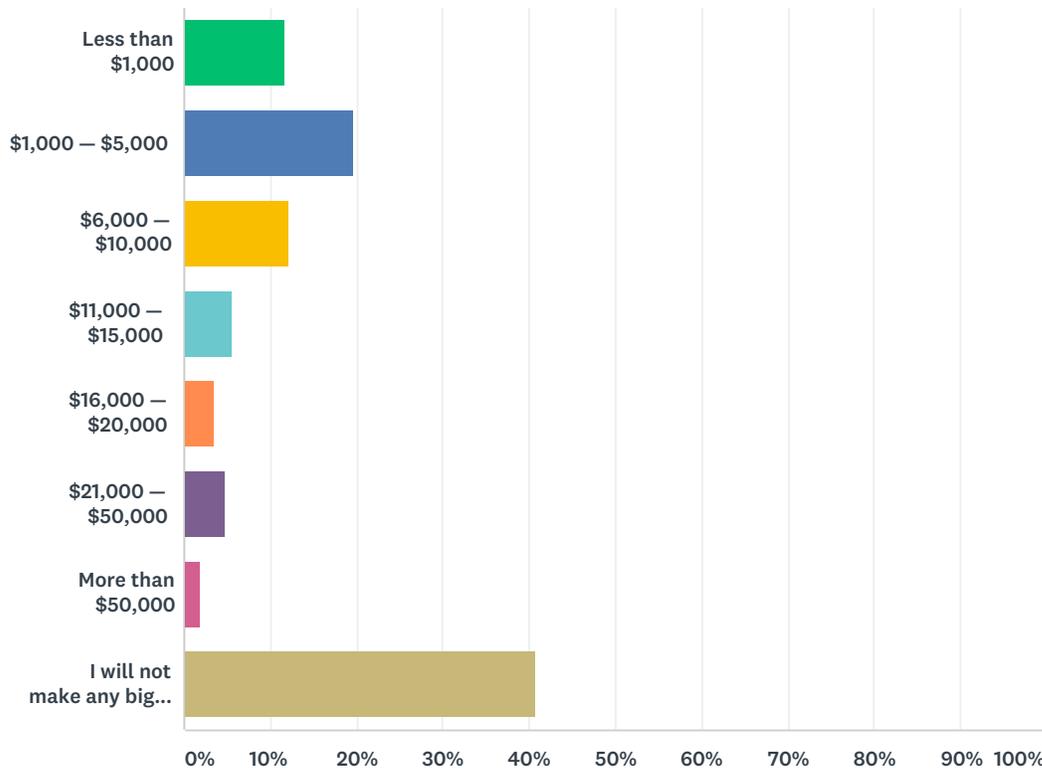
ANSWER CHOICES	RESPONSES	
Chiropractic table	17.04%	76
New x-ray machine	0.90%	4
Upgrading to digital image capture	2.24%	10
Diagnostic/testing equipment	3.81%	17
Electrotherapy equipment	5.61%	25

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Laser therapy equipment	10.09%	45
Spinal decompression	1.57%	7
Practice management software	6.50%	29
EHR software	10.99%	49
Marketing services	10.54%	47
Practice management/consulting services	7.62%	34
Office furniture	18.61%	83
No major purchases this year	51.35%	229
Total Respondents: 446		

Q14 How much would you be spending or do you plan to spend on the above-mentioned purchases in the next 12 months?

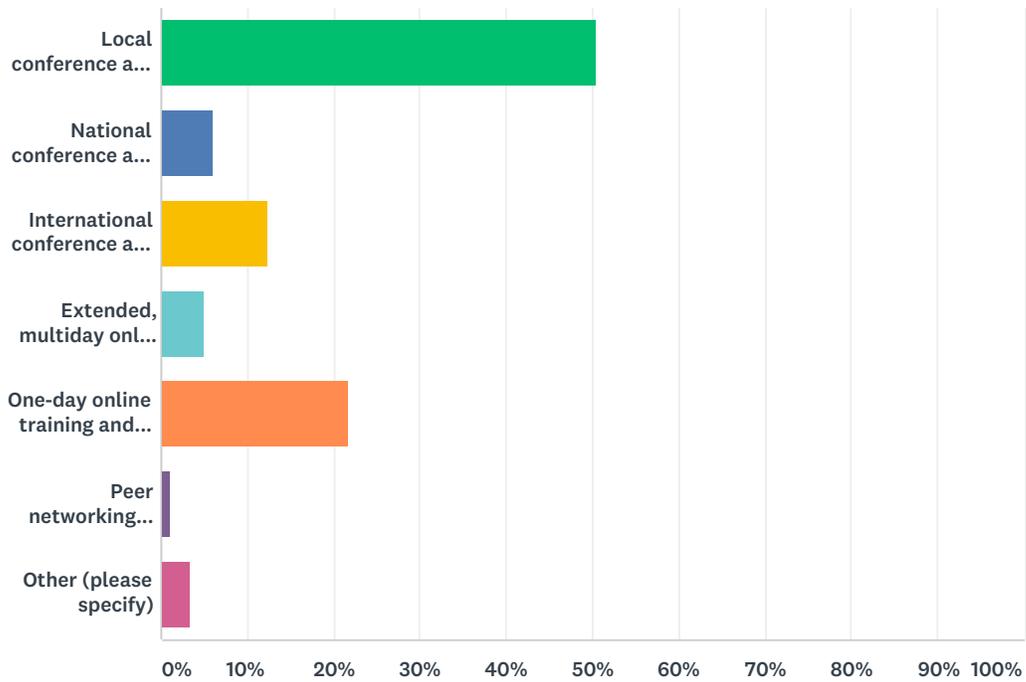
Answered: 446 Skipped: 96



ANSWER CHOICES	RESPONSES	
Less than \$1,000	11.66%	52
\$1,000 — \$5,000	19.73%	88
\$6,000 — \$10,000	12.11%	54
\$11,000 — \$15,000	5.61%	25
\$16,000 — \$20,000	3.59%	16
\$21,000 — \$50,000	4.71%	21
More than \$50,000	1.79%	8
I will not make any big purchases for my practice this year	40.81%	182
TOTAL		446

Q15 Which of the following is your TOP preferred method for getting continuing education?

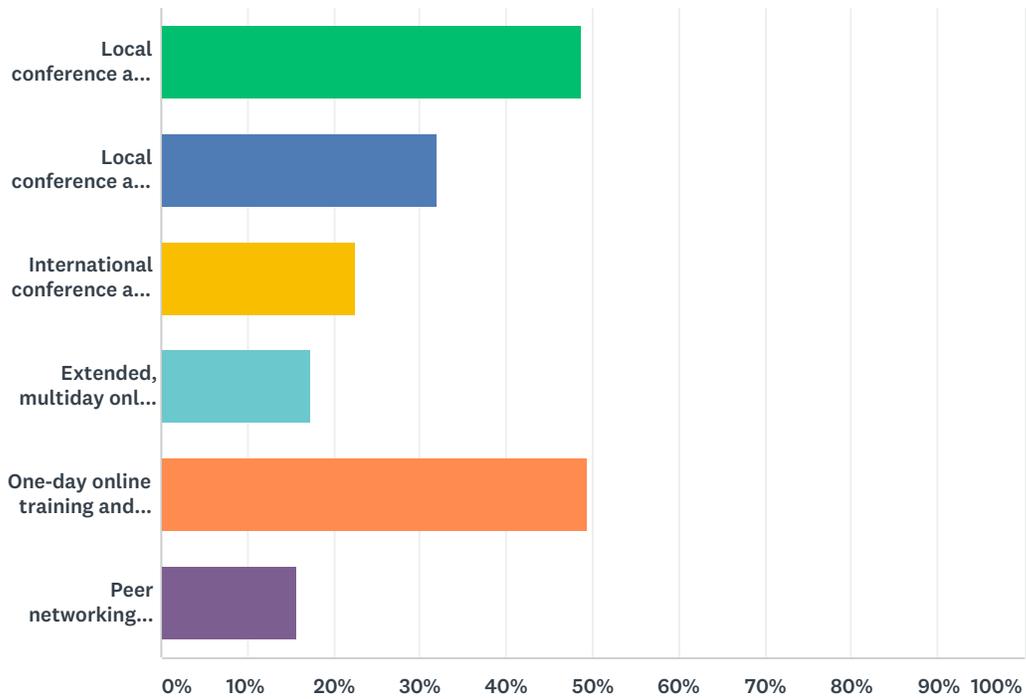
Answered: 446 Skipped: 96



ANSWER CHOICES	RESPONSES	
Local conference and seminars (within my province)	50.45%	225
National conference and seminars (within Canada)	6.05%	27
International conference and seminars	12.33%	55
Extended, multiday online courses	4.93%	22
One-day online training and/or webinars	21.75%	97
Peer networking events	1.12%	5
Other (please specify)	3.36%	15
TOTAL		446

Q16 What other forms of continuing education do you prefer? Check all that apply.

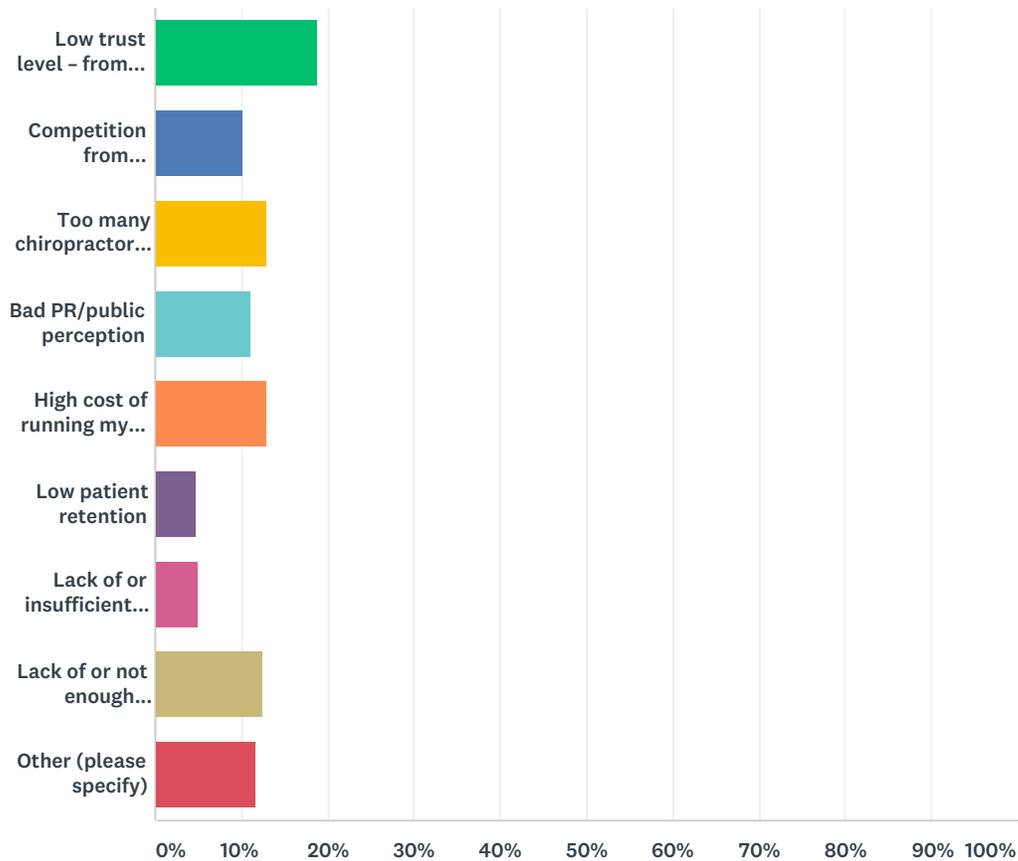
Answered: 446 Skipped: 96



ANSWER CHOICES	RESPONSES	
Local conference and seminars (within my province)	48.65%	217
Local conference and seminars (within Canada)	32.06%	143
International conference and seminars	22.65%	101
Extended, multiday online courses	17.26%	77
One-day online training and/or webinars	49.33%	220
Peer networking events	15.70%	70
Total Respondents: 446		

Q17 If you were to choose one, what do you think is the biggest challenge you are facing as a chiropractor? (Please select only one)

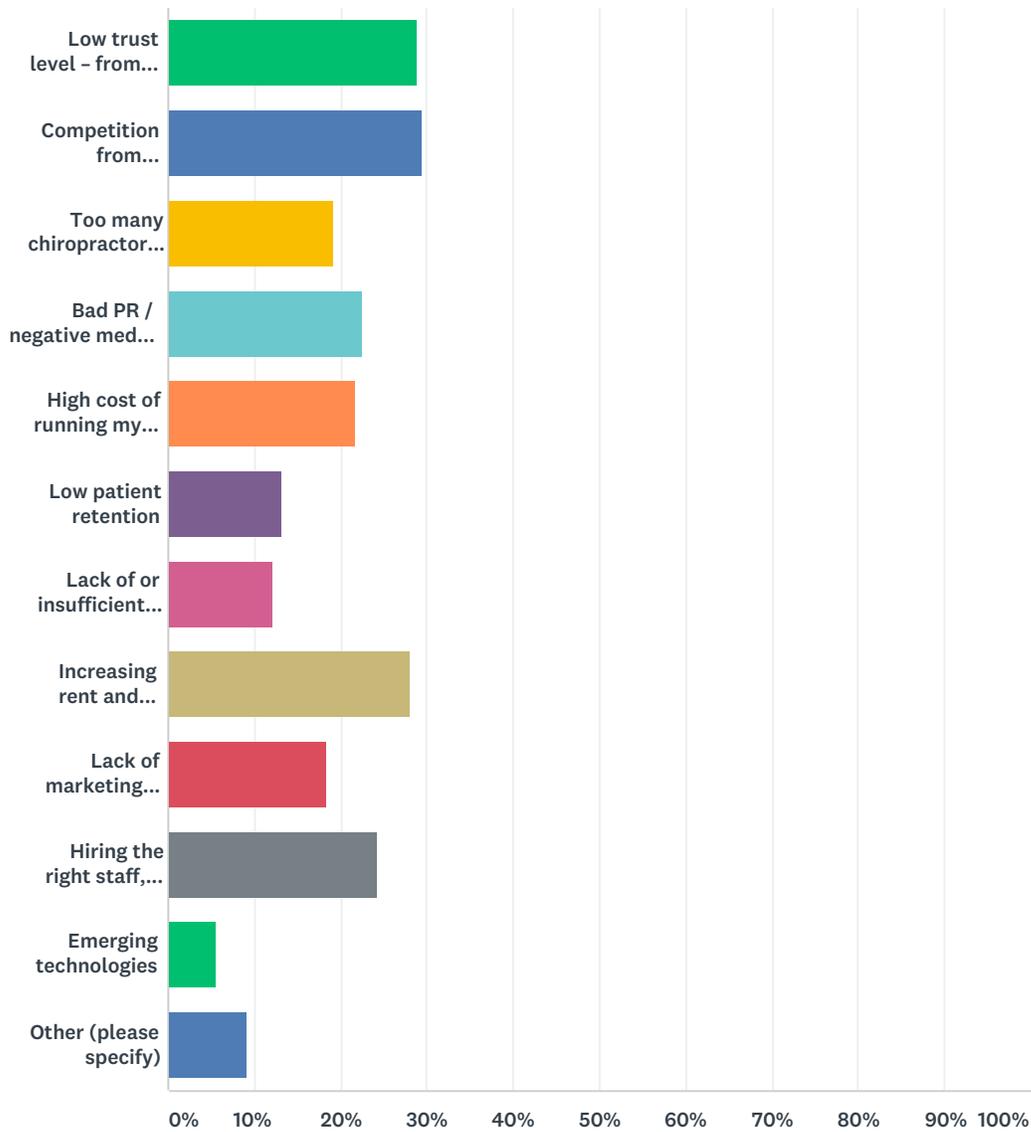
Answered: 446 Skipped: 96



ANSWER CHOICES	RESPONSES	
Low trust level – from the public and or medical community	18.83%	84
Competition from physiotherapists and/or other manual therapy practitioners	10.31%	46
Too many chiropractors, and low utilization rate	13.00%	58
Bad PR/public perception	10.99%	49
High cost of running my practice	13.00%	58
Low patient retention	4.71%	21
Lack of or insufficient business skills	4.93%	22
Lack of or not enough interprofessional collaboration	12.56%	56
Other (please specify)	11.66%	52
TOTAL		446

Q18 What other challenges are you facing in practice? Check all that apply.

Answered: 446 Skipped: 96



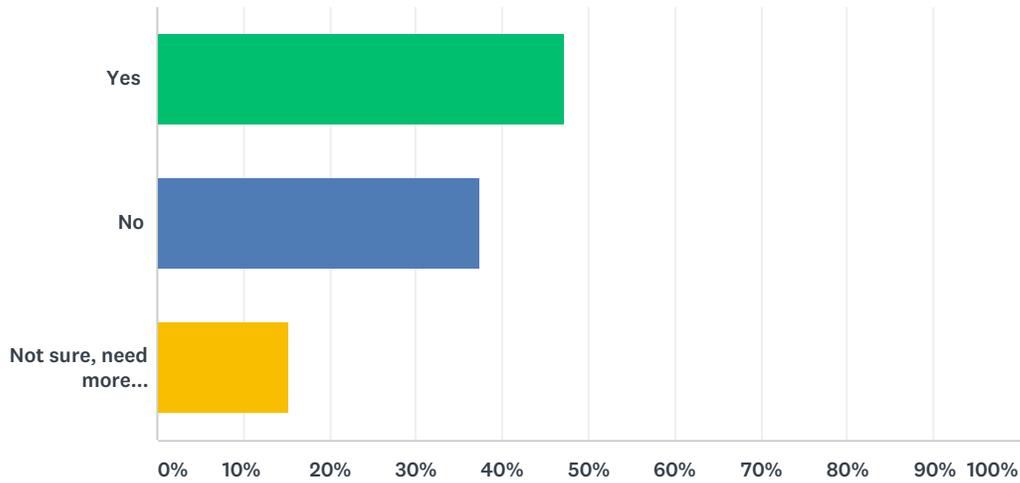
ANSWER CHOICES	RESPONSES	
Low trust level – from the public and or medical community	28.92%	129
Competition from physiotherapists and/or other manual therapy practitioners	29.60%	132
Too many chiropractors, and low utilization rate	19.28%	86
Bad PR / negative media coverage	22.65%	101
High cost of running my practice	21.75%	97
Low patient retention	13.23%	59
Lack of or insufficient business skills	12.11%	54

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Increasing rent and overhead expenses	28.03%	125
Lack of marketing skills	18.39%	82
Hiring the right staff, associates, etc	24.22%	108
Emerging technologies	5.61%	25
Other (please specify)	9.19%	41
Total Respondents: 446		

Q19 There has been debate in recent years about expanding the chiropractic scope of practice, including to allow for limited prescription rights (i.e. for treatment of MSK conditions only). Are you in favour of the move to expand the scope of practice to allow for limited prescription rights?

Answered: 446 Skipped: 96



ANSWER CHOICES	RESPONSES	
Yes	47.31%	211
No	37.44%	167
Not sure, need more information	15.25%	68
TOTAL		446