



## AESTHETICS MARKET OUTLOOK

A Survey of Seventy Dermatologists and Plastic Surgeons

Panel Intelligence LLC  
 May 2008

### STUDY DESCRIPTION

<b>Topic</b>	Aesthetics Market Outlook
<b>Respondent Type</b>	Physicians
<b>Specialties Covered</b>	Dermatologists and Plastic surgeons
<b>Region</b>	United States
<b>Methodology</b>	Online survey, self-administered via a Panel Intelligence website Duration: 15 minutes Size: 70 Dermatologists and Plastic surgeons Fielding Dates: 04/07/2008-04/09/2008

### OBJECTIVES

To quantify current practices and future trends in the aesthetic procedures.

- Determine the impact of the economy on the elective dermatology and plastic surgery procedures.
- Review changes in breast augmentation procedures and the use of silicone.
- Examine trends in the use of BOTOX.

### INCLUSION CRITERIA AND RESPONDENT DEMOGRAPHICS

<b>Inclusion Criteria</b>	<ul style="list-style-type: none"> <li>▪ US (70) dermatologists and plastic surgeons</li> <li>▪ Board -certified or board-eligible in specialty</li> <li>▪ At least 2 years of experience post-training</li> </ul>
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### PRODUCTS AND COMPANIES MENTIONED IN THIS REPORT

Company	Product	Ticker Symbol
Allergan, Inc.	Botox, Juvederm	AGN
Medicis Pharmaceutical Copr.	Restylane	MRX
Obagi Medical Products, Inc.	not specified	OMPI
SkinMedica, Inc.	not specified	SKMD
Mentor Corp.	not specified	MNT
BioForm Medical, Inc.	not specified	BFRM

## Key Findings

- **Physician Mixed on Impact of Economy.** Nearly half of respondents indicate their new customer volume increased by 11% compared to last year and 37% said their average revenue per customer increased by 10%. Plastic surgeons had mixed opinions about the volume of breast augmentation procedures in the past year, while nearly two-thirds say that volume of dermal filler procedures increased by an average of 13%. Also, nearly half of the respondents say the volume of their BOTOX procedures increased by 12% and 55% of respondents did not see any volume fluctuations in skinceuticals or laser procedures compared to last year. Economy only slightly affects the businesses of 60% of physicians.
- **Breast Augmentation Cases Steady, But Shifting to Silicone.** Plastic surgeons performed an average of 24 breast augmentation procedures in the 1<sup>st</sup> quarter of 2008. Compared to 4<sup>th</sup> quarter 2007, the number of consults and number of actual breast augmentation procedures this year largely remained the same. Proportion of saline versus silicone implants used by practices has changed slightly in favor of silicone in the past year (+8.5%). On average, plastic surgeons report paying \$431 per single saline implant and \$776 per silicone implant in 1<sup>st</sup> quarter of 2008. Mentor implants are used in more patients than Allergan products (56% to 41%).
- **BOTOX Slightly Down in Q1'08 Compared to Q1'07.** Physicians performed an average of 74 BOTOX procedures in 1<sup>st</sup> quarter of 2008, which is approximately 3% less than during the same time in 2007. No major volume changes were seen among dermal fillers and skinceuticals overall. Reported BOTOX price per bottle has increased by 4% from an average of \$436 in Q1/2007 to \$455 in Q1/2008. Respondents commonly indicated that neurologists, ophthalmologists and family practice physicians are also using BOTOX for their patients (i.e., for migraines and blepharospasms).

## INCLUSION CRITERIA AND RESPONDENT DEMOGRAPHICS

<b>Inclusion Criteria</b>	<ul style="list-style-type: none"> <li>▪ US (70) dermatologists and plastic surgeons</li> <li>▪ Board -certified or board-eligible in specialty</li> <li>▪ At least 2 years of experience post-training</li> </ul>
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### Question S1

What is your primary medical specialty?

n = (70)	% of Respondents	Number of Respondents
Dermatology	50.0%	35
Cosmetic surgery	1.4%	1
Plastic Surgery	45.7%	32
Facial Plastic Surgery	2.9%	2

### Question S2

Are you board certified or board eligible in your specialty?

n = (70)	% of Respondents	Number of Respondents
Yes	100.0%	70

### Question S3

Approximately how many years have you been in practice post-training?

n = (70)	Mean	Median	Minimum	Maximum	Standard Deviation
Years in practice post-training	15.1	14.0	4	35	7.7

### Question S4

On average how many customers per month does your practice have?

n = (70)	Mean	Median	Minimum	Maximum	Standard Deviation
Number of Customers per month in practice	468.1	400.0	40	999	315.2

### Question S5

Which of the following procedures are performed in your practice?

n = (70)	% of Respondents	Number of Respondents
<b>Dermal fillers</b>	97.1%	68
<b>Biologicals and topicals</b>	97.1%	68
<b>Breast augmentation</b>	51.4%	36

### Question S6

Which of the following products do you use in your practice?

n = (70)	% of Respondents	Number of Respondents
<b>BOTOX</b>	97.1%	68
<b>Restylane</b>	85.7%	60
<b>Juvederm</b>	81.4%	57
<b>Physician dispensed cosmeceuticals</b>	81.4%	57
<b>Radiesse</b>	60.0%	42

### Question S7

Please select from below your geographic region.

n = (70)	Number of Respondents
Alabama	1
Arizona	3
Arkansas	1
California	7
Connecticut	1
Florida	6
Georgia	4
Illinois	3
Indiana	1

**Continued...**

Iowa	1
Kentucky	2
Maryland	4
Massachusetts	1
Michigan	1
Minnesota	1
Mississippi	1
New Jersey	6
New York	9
North Carolina	1
Ohio	4
Oregon	1
Pennsylvania	3
Tennessee	1
Texas	4
Virginia	1
Washington	2

## SECTION ONE: OVERALL TRENDS

### Question Q1

Please indicate the percentage of increase or decrease in your new customer volume compared to the same time last year.

n = (70)	% of Respondents	Number of Respondents
Decreased by	12.9%	9
No change	40.0%	28
Increased by	47.1%	33

Base: Percentage of decrease in new customer volume compared to the same time last year

n = (9)	Mean	Median	Minimum	Maximum	Standard Deviation
Decreased by	10.6	10.0	5	25	6.3

Base: Percentage of increase in new customer volume compared to the same time last year

n = (33)	Mean	Median	Minimum	Maximum	Standard Deviation
Increased by	10.8	10.0	0	20	5.2

### Question Q2

Please indicate the percentage of increase or decrease in frequency of visits by your repeat customers compared to the same time last year.

n = (70)	% of Respondents	Number of Respondents
Decreased by	8.6%	6
No change	62.9%	44
Increased by	28.6%	20

Base: Percentage of decrease in frequency of visits by repeat customers compared to the same time last year

n = (6)	Mean	Median	Minimum	Maximum	Standard Deviation
Decreased by	10.8%	10.0%	5%	20%	4.9%

Base: Percentage of increase in frequency of visits by repeat customers compared to the same time last year

n = (20)	Mean	Median	Minimum	Maximum	Standard Deviation
Increased by	10.8%	10.0%	5%	25%	5.9%

### Question Q3

Please indicate the percentage of increase or decrease in average revenue per customer visit compared to the same time last year.

n = (70)	% of Respondents	Number of Respondents
Decreased by	14.3%	10
No change	48.6%	34
Increased by	37.1%	26

Base: Percentage of decrease in average revenue per customer visit compared to the same time last year.

n = (10)	Mean	Median	Minimum	Maximum	Standard Deviation
Decreased by	11.0%	10.0%	5%	25%	6.6%

Base: Percentage of increase in average revenue per customer visit compared to the same time last year.

n = (26)	Mean	Median	Minimum	Maximum	Standard Deviation
Increased by	9.8%	7.5%	0%	25%	6.7%

### Question Q4

Please indicate the percentage of increase or decrease in the volume of the following procedures compared to the same time last year.

#### Breast augmentation:

n = (36)	% of Respondents	Number of Respondents
Decreased by	33%	12
No change	36%	13
Increased by	31%	11

Base: Percentage of decrease in the volume of the Breast augmentation procedure compared to the same time last year.

n = (12)	Mean	Median	Minimum	Maximum	Standard Deviation
<b>Decreased by</b>	11.7%	10%	5%	20%	4.4%

Base: Percentage of increase in the volume of the Breast augmentation procedure compared to the same time last year.

n = (11)	Mean	Median	Minimum	Maximum	Standard Deviation
<b>Increased by</b>	10.9%	10%	5%	20%	4.9%

**Dermal filler procedure:**

n = (68)	% of Respondents	Number of Respondents
<b>Decreased by</b>	16%	11
<b>No change</b>	24%	16
<b>Increased by</b>	60%	41

Base: Percentage of decrease in the volume of the Dermal filler procedure compared to the same time last year.

n = (11)	Mean	Median	Minimum	Maximum	Standard Deviation
<b>Decreased by</b>	14.1%	10.0%	5%	40%	10.2%

Base: Percentage of increase in the volume of the Dermal filler procedure compared to the same time last year.

n = (41)	Mean	Median	Minimum	Maximum	Standard Deviation
<b>Increased by</b>	13.3%	10.0%	5%	30%	6.7%

**Botox:**

n = (68)	% of Respondents	Number of Respondents
Decreased by	15%	10
No change	37%	25
Increased by	48%	33

Base: Percentage of decrease in the volume of the Botox procedure compared to the same time last year.

n = (10)	Mean	Median	Minimum	Maximum	Standard Deviation
Decreased by	12.5%	10.0%	5%	30%	6.8%

Base: Percentage of increase in the volume of the Botox procedure compared to the same time last year.

n = (33)	Mean	Median	Minimum	Maximum	Standard Deviation
Increased by	12.0%	10.0%	5%	25%	5.9%

**Skincare (Obagi, SkinMedica, etc):**

n = (57)	% of Respondents	Number of Respondents
Decreased by	16%	9
No change	51%	29
Increased by	33%	19

Base: Percentage of decrease in the volume of the Skincare procedure compared to the same time last year.

n = (9)	Mean	Median	Minimum	Maximum	Standard Deviation
Decreased by	13.3%	10.0%	5%	40%	11.2%

Base: Percentage of increase in the volume of the Skinceuticals procedure compared to the same time last year.

n = (19)	Mean	Median	Minimum	Maximum	Standard Deviation
Increased by	13.3%	10.0%	5%	30%	8.3%

**Laser/Light based Aesthetics:**

n = (57)	% of Respondents	Number of Respondents
Decreased by	8.8%	5
No change	59.6%	34
Increased by	31.6%	18

Base: Percentage of decrease in the volume of the Laser/Light based Aesthetics procedure compared to the same time last year.

n = (5)	Mean	Median	Minimum	Maximum	Standard Deviation
Decreased by	15%	10%	5%	50%	15.5%

Base: Percentage of increase in the volume of the Laser/Light based Aesthetics procedure compared to the same time last year.

n = (18)	Mean	Median	Minimum	Maximum	Standard Deviation
Increased by	15.5%	10%	5%	50%	10.8%

**Question Q5**

Do you believe the economy is impacting your business?

n = (70)	Yes, strongly	Yes, moderately	Yes, slightly	No, I don't think so
Impact of Economy on business	4.3%	18.6%	58.6%	18.6%

**Question Q6**

Will you be expanding your treatment offerings by purchasing new products?

n = (70)	% of Respondents	Number of Respondents
<b>Yes</b>	40.0%	28
<b>No</b>	60.0%	42

**Question Q7**

Are you spending more on advertising or offering more discounts to increase business volume?

n = (70)	% of Respondents	Number of Respondents
<b>Yes</b>	21.4%	15
<b>No</b>	78.6%	55

Base: Yes, please describe (n=15)

ID	Verbatim
20067	More Intro Discounts
20077	Some Ads And Some Reductions For Good Patients.
20151	Discounts And New Cosmetic Line
20184	Open Houses To Advertise Our Practice And Procedures
20263	Web
20278	Website
20316	We Offer Specials On Fillers Intermittently And Packages For Laser Treatments
20347	Creating Website, Business Cards
20361	More Internet Advertising
20366	Starting TV Campaign
20370	Discounts
20512	Discount
20589	More Ad
20690	Multiple Procedure Discounts, Repeat Business Discounts
20703	Lowered Prices

## SECTION TWO: BREAST AUGMENTATION

### Question Q8

On average, how many breast augmentation procedures have you performed in the 1<sup>st</sup> quarter of 2008?

Base: Breast augmentation

n = (36)	Mean	Median	Minimum	Maximum	Standard Deviation
Average Number of breast augmentation procedures	23.5	19.0	1	80	17.6

### Question Q9

Please indicate the percentage of increase or decrease in the number of breast augmentation procedures and consultations.

Base: Breast augmentation

#### Percentage of Change:

n = (36)	Mean	Median	Minimum	Maximum	Standard Deviation
Number of initial consultations, relative to 4 <sup>th</sup> quarter in 2007 (October, November, December)	-0.7%	0.0%	-30%	20%	10.5%
Number of initial consultations, relative to 1 <sup>st</sup> quarter in 2007 (January, February, March)	-2.1%	0.0%	-30%	20%	11.8%
Number of actual procedures, relative to 4 <sup>th</sup> quarter in 2007 (October, November, December)	0.3%	0.0%	-25%	20%	9.9%
Number of actual procedures, relative to 1 <sup>st</sup> quarter in 2007 (January, February, March)	-2.5%	0.0%	-50%	20%	14.5%

**Question Q10**

What proportion of augmentation procedures done in 1<sup>st</sup> quarter of 2008 are saline and silicone compared to 4<sup>th</sup> quarter of 2007 and 1<sup>st</sup> quarter of 2007?

Base: Breast augmentation

**Percentage of Augmentation Procedures:**

n = (36)	Saline	Silicone
1 <sup>st</sup> quarter of 2008 (January, February, March)	54.6%	45.4%
4 <sup>th</sup> quarter of 2007 (October, November, December)	56.4%	43.6%
1 <sup>st</sup> quarter of 2007 (January, February, March)	63.1%	36.9%

**Question Q11**

Please indicate the price per single implant you have been paying for saline and silicone implants in 1<sup>st</sup> quarter of 2008?

Base: Breast augmentation

**Price per implant in 1<sup>st</sup> quarter of 2008 (Price in \$)**

	Mean	Median	Minimum	Maximum	Standard Deviation
Saline (n=28)	\$431.25	\$425.00	\$225.00	\$800.00	\$131.52
Silicone (n=26)	\$776.35	\$800.00	\$400.00	\$1,100.00	\$198.99

**Question Q12**

Please indicate the percentage of your patients that undergo breast augmentation procedures in a typical month by type of implant and the manufacturer.

Base: Breast augmentation

**Percentage of Patients:**

n = (36)	Saline	Silicone
Allergan	41.4%	40.7%
Mentor	58.6%	53.8%
Other	0.0%	5.6%

**Question Q12, Specify**

Please indicate the percentage of your patients that undergo breast augmentation procedures in a typical month by type of implant and the manufacturer. – Other Specify (n=2)

**Silicone:**

ID	Verbatim
20296	I Don't Use Silicone
20690	None

## SECTION THREE: BIOLOGICALS, TOPICALS AND DERMAL FILLERS

### Question Q13

On average, how many aesthetic procedures have you performed in 1<sup>st</sup> quarter of 2008 using the following products?

Base: Dermal fillers, Biologicals and topicals are performed in their practice

#### Number of Aesthetic Procedures:

n = (70)	Mean	Median	Minimum	Maximum	Standard Deviation
<b>BOTOX</b>	73.5	50.0	0	300	69.6
<b>Juvederm</b>	36.2	11.0	0	454	72.3
<b>Restylane</b>	28.0	20.0	0	200	38.1
<b>Radiesse</b>	10.2	2.0	0	150	24.3
<b>Physician dispensed cosmeceuticals</b>	94.1	50.0	0	900	145.2

### Question Q14

Please indicate the percentage of increase or decrease in the number of Botox procedures and consultations.

Base: BOTOX product used in their practice

#### Percentage of change:

n = (68)	Mean	Median	Minimum	Maximum	Standard Deviation
<b>Number of initial consultations, relative to 4<sup>th</sup> quarter in 2007 (October, November, December)</b>	-0.9%	0.0%	-40%	20%	10.3%
<b>Number of initial consultations, relative to 1<sup>st</sup> quarter in 2007 (January, February, March)</b>	-0.2%	0.0%	-50%	20%	14.0%
<b>Number of actual procedures, relative to 4<sup>th</sup> quarter in 2007 (October, November, December)</b>	1.1%	0.0%	-25%	20%	8.7%
<b>Number of actual procedures, relative to 1<sup>st</sup> quarter in 2007 (January, February, March)</b>	2.9%	2.5%	-25%	20%	9.8%

### Question Q15

Please indicate the percentage of increase or decrease in the number of Juvederm procedures and consultations.

Base: Juvederm product used in their practice

#### Percentage of change:

n = (57)	Mean	Median	Minimum	Maximum	Standard Deviation
Number of initial consultations, relative to 4 <sup>th</sup> quarter in 2007 (October, November, December)	1.3%	0.0%	-50%	50%	12.9%
Number of initial consultations, relative to 1 <sup>st</sup> quarter in 2007 (January, February, March)	3.3%	0.0%	-50%	50%	17.2%
Number of actual procedures, relative to 4 <sup>th</sup> quarter in 2007 (October, November, December)	3.1%	0.0%	-50%	50%	14.5%
Number of actual procedures, relative to 1 <sup>st</sup> quarter in 2007 (January, February, March)	7.7%	5.0%	-50%	50%	18.9%

### Question Q16

Please indicate the percentage of increase or decrease in the number of Restylane procedures and consultations.

Base: Restylane product used in their practice

#### Percentage of change:

n = (60)	Mean	Median	Minimum	Maximum	Standard Deviation
Number of initial consultations, relative to 4 <sup>th</sup> quarter in 2007 (October, November, December)	-0.9%	0.0%	-35%	20%	9.9%
Number of initial consultations, relative to 1 <sup>st</sup> quarter in 2007 (January, February, March)	-2.8%	0.0%	-40%	20%	13.6%
Number of actual procedures, relative to 4 <sup>th</sup> quarter in 2007 (October, November, December)	1.5%	0.0%	-20%	50%	10.6%
Number of actual procedures, relative to 1 <sup>st</sup> quarter in 2007 (January, February, March)	-1.8%	0.0%	-50%	25%	16.2%

**Question Q17**

Please indicate the percentage of increase or decrease in the number of Radiesse procedures and consultations.

Base: Radiesse product used in their practice

**Percentage of change:**

n = (42)	Mean	Median	Minimum	Maximum	Standard Deviation
Number of initial consultations, relative to 4 <sup>th</sup> quarter in 2007 (October, November, December)	2.5%	0.0%	-20%	50%	14.0%
Number of initial consultations, relative to 1 <sup>st</sup> quarter in 2007 (January, February, March)	0.5%	0.0%	-30%	50%	14.0%
Number of actual procedures, relative to 4 <sup>th</sup> quarter in 2007 (October, November, December)	1.7%	0.0%	-50%	50%	16.2%
Number of actual procedures, relative to 1 <sup>st</sup> quarter in 2007 (January, February, March)	0.4%	0.0%	-50%	50%	16.6%

**Question Q18**

Please indicate the percentage of increase or decrease in the number of procedures and consultations with regards to physician dispensed cosmeceuticals.

Base: Physician dispensed cosmeceuticals product used in their practice

**Percentage of change:**

n = (57)	Mean	Median	Minimum	Maximum	Standard Deviation
Number of initial consultations, relative to 4 <sup>th</sup> quarter in 2007 (October, November, December)	0.4%	0.0%	-30%	20%	8.6%
Number of initial consultations, relative to 1 <sup>st</sup> quarter in 2007 (January, February, March)	1.8%	0.0%	-50%	25%	11.0%
Number of actual procedures, relative to 4 <sup>th</sup> quarter in 2007 (October, November, December)	1.7%	0.0%	-40%	30%	10.3%
Number of actual procedures, relative to 1 <sup>st</sup> quarter in 2007 (January, February, March)	3.2%	0.0%	-50%	30%	11.4%

**Question Q19**

Please indicate the price you (the physician) pay for a single bottle/vial/syringe of each product for the following products in 1<sup>st</sup> quarter of 2008?

**1<sup>st</sup> quarter of 2008 (January, February, March):**

Price Per Procedure	n	Mean	Median	Minimum	Maximum	Standard Deviation
<b>BOTOX</b>	51	\$455.00	\$500.00	\$40.00	\$610.00	\$134.52
<b>Juvederm</b>	42	\$298.38	\$250.00	\$150.00	\$700.00	\$127.96
<b>Restylane</b>	46	\$289.07	\$240.00	\$140.00	\$750.00	\$136.99
<b>Radiesse</b>	29	\$382.90	\$300.00	\$150.00	\$800.00	\$175.59
<b>Physician dispensed cosmeceuticals</b>	37	\$64.03	\$50.00	\$12.00	\$242.00	\$53.66

**4<sup>th</sup> quarter of 2007 (October, November, December):**

Price Per Procedure	n	Mean	Median	Minimum	Maximum	Standard Deviation
<b>BOTOX</b>	49	\$445.00	\$500.00	\$50.00	\$610.00	\$132.02
<b>Juvederm</b>	38	\$306.05	\$250.00	\$150.00	\$700.00	\$136.08
<b>Restylane</b>	43	\$278.88	\$240.00	\$60.00	\$800.00	\$141.19
<b>Radiesse</b>	27	\$406.63	\$300.00	\$150.00	\$950.00	\$209.27
<b>Physician dispensed cosmeceuticals</b>	37	\$64.00	\$50.00	\$12.00	\$236.00	\$52.99

**1<sup>st</sup> quarter of 2007 (January, February, March):**

Price Per Procedure	n	Mean	Median	Minimum	Maximum	Standard Deviation
<b>BOTOX</b>	48	\$436.06	\$492.50	\$40.00	\$610.00	\$131.02
<b>Juvederm</b>	37	\$306.89	\$250.00	\$180.00	\$700.00	\$132.88
<b>Restylane</b>	42	\$290.17	\$240.00	\$140.00	\$760.00	\$142.48
<b>Radiesse</b>	26	\$400.15	\$300.00	\$150.00	\$800.00	\$200.30
<b>Physician dispensed cosmeceuticals</b>	37	\$65.65	\$50.00	\$12.00	\$220.00	\$56.43

**Question Q20**

What other medical professionals are using BOTOX for their patients? (n=70)

**Medical Professional:**

ID	Verbatim
20067	Dermatologists
20077	None
20078	Neurology
20080	None
20088	Ophthalmologists
20107	Broad Range Of Categories
20114	Dermatologists
20137	Don't Understand Question
20146	Plastic Surgeon
20148	Neurologist
20151	Dermatology
20157	Physical Med And Rehab
20162	Neurologists
20166	Neurologists, Urologists, Ophthalmologists
20175	Physiatrists
20184	Neurologists
20200	Ob/Gyn ... Anesth... Fam Phys ... Neurology
20201	Neurologists
20204	Neurologists
20210	Neurologist

**Continued...**

<b>20244</b>	Neurologists, Ophthalmologists
<b>20263</b>	Neurologist
<b>20277</b>	Ophtho, Dentistry, Plastics, Ent, Im, Fp
<b>20278</b>	None
<b>20287</b>	Neurologist; Ophthalmologist
<b>20296</b>	Neurologistsm
<b>20316</b>	Neurologists
<b>20326</b>	Ophthalmologists
<b>20334</b>	Derms, Plastics, Ent
<b>20336</b>	Na
<b>20346</b>	No Other Use In Our Practice
<b>20347</b>	Dermatologists, Plastic Surgeons, Neurologists, But Really Many Other Specialties Are Using To Increase Profits
<b>20361</b>	Eye Surgeons
<b>20362</b>	Family Practice
<b>20366</b>	Dermatologists
<b>20368</b>	Family Practice
<b>20370</b>	Medical Doctors
<b>20390</b>	Derm, Colorectal, Ophthalmology
<b>20400</b>	Ophthalmology
<b>20433</b>	Dermatologists, Pediatricians, Neurologist
<b>20472</b>	Pain Management, Neurology
<b>20476</b>	Ob/Gyn, Primary Care, Neurologists,
<b>20479</b>	Plastic Surgery, Internists
<b>20485</b>	?
<b>20506</b>	Neurology
<b>20507</b>	Nurse Injectors
<b>20512</b>	General Practice
<b>20535</b>	Neurologist
<b>20553</b>	Neurologists
<b>20558</b>	Neurologists
<b>20562</b>	Neurologists, General Surgeons, Urologists, Ob/Gyn, Fp
<b>20574</b>	None
<b>20575</b>	0
<b>20582</b>	Plastic Surgeons

**Continued...**

<b>20584</b>	Neurologists
<b>20587</b>	Dermatologists, Neurologists, Gi Internists, Family Practice
<b>20589</b>	Doctors
<b>20593</b>	Neurologist
<b>20622</b>	Dentists, Neurologists
<b>20638</b>	Neurology
<b>20640</b>	Dermatology
<b>20650</b>	Ophthalmologist
<b>20663</b>	Neurology, Anesthesia, Ophthalmology, Orthopedics
<b>20670</b>	Neurologist
<b>20671</b>	Dermatologists, Neurologists
<b>20679</b>	Nero
<b>20690</b>	Neurologists, Internists
<b>20692</b>	Neurologists, Ent,
<b>20703</b>	Ophthalmologist
<b>20709</b>	Dermatology

**Purpose of Use:**

<b>ID</b>	<b>Verbatim</b>
<b>20067</b>	Hyperhidrosis ;Migraine
<b>20077</b>	None
<b>20078</b>	Migraines
<b>20088</b>	Blepharospasm
<b>20107</b>	Cosmetic
<b>20114</b>	Wrinkles
<b>20137</b>	?
<b>20146</b>	Cosmetic
<b>20148</b>	Blepharospasm, Migraines
<b>20151</b>	Wrinkle Reduction
<b>20157</b>	Contractures
<b>20162</b>	Headaches
<b>20166</b>	Bladder Problems, Blepharospasm, Headaches
<b>20175</b>	Treatment Of Torticollis
<b>20184</b>	Headaches
<b>20200</b>	Torticollis... Muscle Spasm... Sweating

**Continued...**

<b>20201</b>	Spasticity
<b>20204</b>	Spastic Diseases
<b>20210</b>	Spasm And Headaches
<b>20244</b>	Migraines, Blepharospasm
<b>20263</b>	Spasticity
<b>20277</b>	Rhytids
<b>20287</b>	Decrease Spasticity Of Muscles
<b>20296</b>	Igraines
<b>20316</b>	Headache
<b>20326</b>	Strabismus
<b>20334</b>	Cosmetic
<b>20336</b>	Na
<b>20346</b>	None
<b>20347</b>	Primary Decrease Dynamic Rhytids
<b>20361</b>	Blepharospasm
<b>20362</b>	Cosmetic Use
<b>20366</b>	Cosmetic
<b>20368</b>	Cosmetic
<b>20370</b>	Wrinkles
<b>20390</b>	Cosmetic, Hyperhidrosis, Rectal Fissures, Blepharospasm
<b>20400</b>	Strabismus
<b>20433</b>	Muscle Relaxation
<b>20472</b>	Pain Control , Tics
<b>20476</b>	Efacement Of Facial Rhytids, Relaxation Of Muscles Fro Function
<b>20479</b>	Cosmetic
<b>20485</b>	?
<b>20506</b>	Spastic Disorders
<b>20507</b>	Wrinkles
<b>20512</b>	Cosmetic
<b>20535</b>	Myansthenea Gravis
<b>20553</b>	Migraines
<b>20558</b>	Headache
<b>20562</b>	Cosmetic And Medical
<b>20574</b>	N/A
<b>20582</b>	Anti Aging Regimen

**Continued...**

<b>20584</b>	Migraine
<b>20587</b>	Cosmetic, Torticollis, Sphincter Fissures, Hyperhidrosis
<b>20589</b>	Treatment
<b>20593</b>	Migraine
<b>20622</b>	Spasm, Headache
<b>20638</b>	Has
<b>20640</b>	Wrinkles
<b>20650</b>	Strabismus
<b>20663</b>	Muscle Spasm, Pain Relief, Migranes, Muscle Imbalance
<b>20670</b>	Migraines
<b>20671</b>	Cosmetic, Hyperhidrosis, Migraines
<b>20679</b>	Migraine
<b>20690</b>	Muscular Blockade, Cosmetic Uses In Spas
<b>20692</b>	Migraine Headaches, Muscle Spams, Vocal Cord Spasms
<b>20703</b>	Blepharospasm
<b>20709</b>	Excessive Sweating