

Twenty Takeaways from the JTA

Question	POCA	All
Treatment Styles Used Most	77% Auricular 77% Miriam Lee 74% Master Tung 74% NADA 73% Tan Balance 65% TCM/Channel Theory 44% TCM/Zang Fu 39% 8 Extras 36% Classical Chinese Med 16% Japanese Styles 6% Five Element 4% Korean Styles	64% TCM/Channel Theory 61% Auricular 57% TCM/Zang Fu 52% Classical Chinese Med 42% 8 Extras 40% NADA 40% Tan Balance 36% Tung 33% Miriam Lee 18% Japanese Styles 17% Five Element 3% Korean Styles
Tools Used Most	Mostly needles, some ear seeds and herbs	Wide variety, more adjunct therapies, more write-ins
Diagnosis Styles Used Most	65% Channel Theory 43% 8 Principles 37% Zang Fu 34% Qi/Blood Fluids	61% 8 Principles 61% Zang Fu 60% Channel Theory 56% Qi/Blood Fluids
Diagnosis Methods	97% Listen 50% Pulse 34% Palpation 25% Tongue 17% 10 Questions	97% Listen 75% Pulse 67% Tongue 64% Palpation 61% 10 Questions
Musculoskeletal Diagnosis	Listen, look, touch	Listen, look, touch; about 20% use specific tests
Doctors/labs/BP/BMI	Almost never across the board	Mostly not often, but more than POCA, especially review labs and take BP
Refuse Tx Drugs & Alcohol	24% Yes	26% Yes
Learn about TIC in school?	75% No 10% Mentioned 10% Don't Remember 3% Yes, a focus 2% What do you mean	43% No 25% Mentioned 13% Don't Remember 12% What do you mean 7% Yes, a focus *At least some respondents equated trauma-informed care with first aid.

Twenty Takeaways from the JTA

Business Type	24% Non-profit	1% Non-profit (Private practice)
Practice Role Employment Status	48% Employee 71% Full-time 28% Part-time <1% Unemployed 0% Retired	8% Employee 61% Full-time 35% Part-time 3% Unemployed 1% Retired
Average Tx/hour	5	1-2
Prices Pricing Structures	Average \$18 88% Sliding Scale 49% Prepaid/GC 35% Packages 8% Fixed Fee 3% Insurance	Average \$79 90% Fixed Fee 40% Insurance 29% Packages 22% Prepaid/GC 9% Sliding Scale
Personal Gross Income; % Household Income	Average \$35,000 Average 63% of income	Average \$58,000
Career Path (Reality) vs School Representation	47% Not at all 38% Very little 13% To some extent 1% A lot <1% Entirely	32% To some extent 26% Very little 19% Not at all 17% A lot 6% Entirely
Loan Balance	Average \$109,000	Average \$109,000
Worth it?	67% Yes, But 20% No 13% Yes	46% Yes, But 41% Yes 13% No
Wish I'd Learned	Wide range of suggestions, but practice management was significantly common across both groups.	
Years in Practice Age	Average 8-9 years Most 35-54	Average 9-10 years Most 35-54
Gender/Race/Ethnicity	Predominantly white and female.	
Case Study responses	More likely to give points, especially Tan/Tung	More likely to say impossible without tongue and pulse