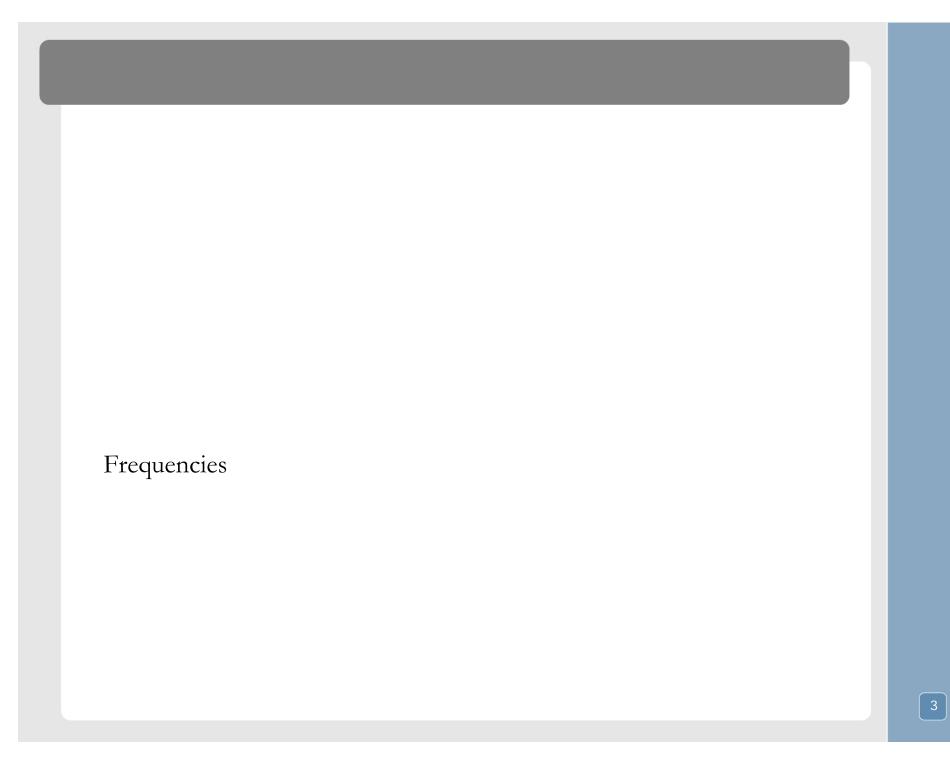


Survey Methodology

- ► Self-selected online survey
- ► Email invitations mailed to 133,158 physicians
- ► 3,660 respondents
- ► Response rate: 3%
- ► Margin of error at 95% confidence level: 1.6%
- ► In the field between September 11 and September 28



What Candidates Should Know from Physicians' Perspectives

No healthcare reform is complete without tort reform	20%
Inserting government into healthcare puts government between doctors and physicians	19%
Insurance companies have too much control over treatment: denials, treatment protocols, drugs; come between doctor and patient	13%
We need healthcare for all / universal coverage	12%
Doctors are under-reimbursed / reimbursement is continually being cut	12%
Regulations (the business side of healthcare) too onerous and expensive (EHR); driving private practitioners out of business	9%
Morale among doctors is low / best and brightest will not enter medicine / contributing to shortage	7%
Practicing, front-line doctors (not academics, not the AMA) need to be involved in healthcare reform decisions	7%
Patients (even those on Medicare/aid) need to be responsible for some healthcare costs - reduces over-utilization	5%
If rates keep being cut, physicians will no longer accept Medicare/aid	4%
The ACA needs to be repealed	4%
Need a single payer healthcare system	4%
Preventative care is less costly	4%
Patient accountability: noncompliance = penalty; doctors can't be penalized on reimbursement when patients do not comply	3%
Need free market competition for doctors and hospitals - get rid of all middlemen (insurance, Medicare/aid); safety net only	2%
Focus on fraud, waste and abuse – especially in Medicare/aid	2%
Hospitals are too powerful in ACOs – focus should be on provider-based billing	2%
Primary care doctors need a raise; need to encourage residents and students to enter primary care – shortage looming	2%
Insurance companies need to be able to compete across state lines	1%
Need to address futile end-of-life care; some rationing is necessary	1%
For-profit entities drive up healthcare costs; healthcare should be a not-for-profit industry	1%
Eliminate SGR	1%

Frequencies

Q2. The Affordable Care Act is a factor in the election, even though it was upheld by the Supreme Court. Which of the following best describes your feelings about the ACA?

	Count	Percent
Total	3641	100%
Repeal and replace	1984	55%
Implement and improve	1469	40%
Not sure	188	5%

Q3. With which political party / affiliation do you most identify?

	Count	Percent
Total	3653	100%
Republican	1276	35%
Independent	933	26%
Democrat	892	24%
Libertarian	218	6%
Unaffiliated	268	7%
Other	66	2%

Frequencies

Q4. If the election were held today, which candidate would have your vote?

	, , ,	
	Count	Percent
Total	3660	100%
Mitt Romney (Republican)	2023	55%
Barack Obama (Democrat, Incumbent)	1330	36%
I am currently undecided, but will vote in November	185	5%
I am not planning to vote in November	32	1%

Q5. For whom did you vote in 2008?

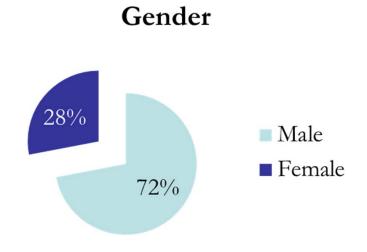
	Count	Percent
Total	3609	100%
John McCain (Republican)	1600	44%
Barack Obama (Democrat)	1424	40%
Bob Barr (Libertarian)	32	1%
Ralph Nader (Independent	27	1%
I did not vote in the 2008 election	287	8%
Confidential	239	6%

Demographics

Age, Gender & Region

Age	(n=3567)
Younger than 24	0.1%
Between 25 and 34	20%
Between 35 and 44	26%
Between 45 and 54	26%
Between 55 and 64	30%
65 or older	18%

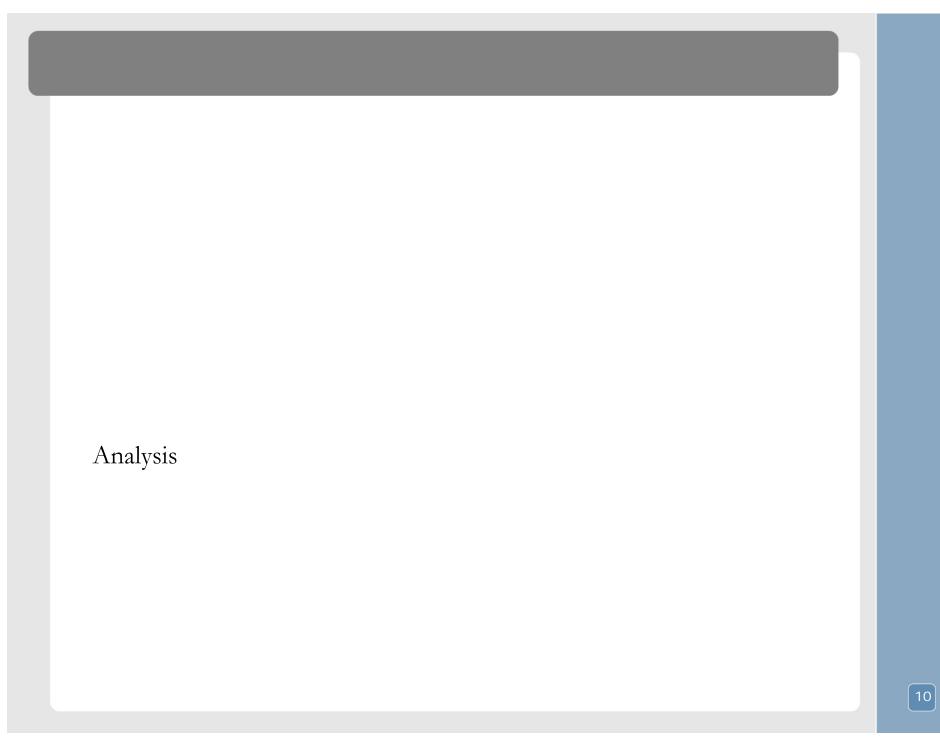
Region	(n=3518)
Southeast	29%
Midwest	19%
Mid Atlantic	14%
Pacific	13%
Southwest	10%
Mountain	8%
New England	6%



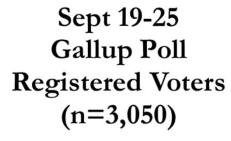
Ownership of Current Practice & Specialty

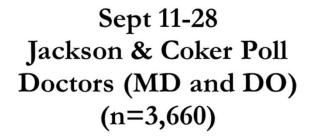
	(n=3558)
Own / retain ownership in a practice	32%
Hospital employee (W-2)	19%
Independent or LT physician	14%
Practice is owned by a hospital or health system	14%
Work for a physician – owned practice, but do not have an ownership stake	13%
Retired	5%
Unemployed	2%

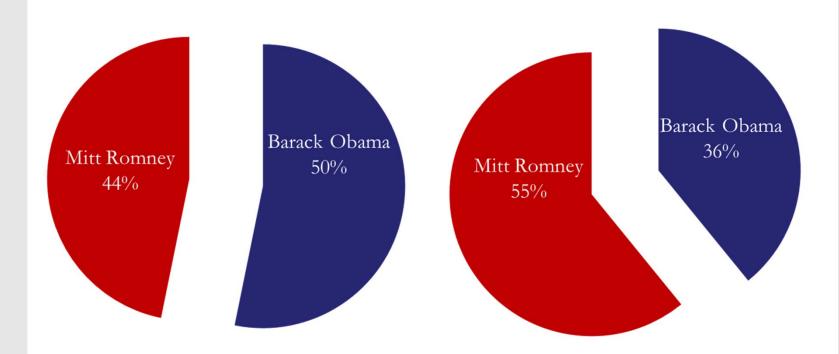
Specialty / Subspecialty	(n=3591)
Internal Medicine Subspecialties	24%
Int Med General	15%
Hospital Based	10%
Surgery Subspecialty	8%
Anesthesiology	7%
Behavioral Medicine	7%
Pediatrics	6%
OB/GYN	5%
Radiology	4%
Gen Surgery	4%
Musculoskeletal Med	3%
Ophthalmology	2%
Dermatology	1%



Registered Voters vs. Doctors







Doctor Voting Profiles:

- ► Those voting for Barack Obama are more likely:
 - Democrats
 - ▶ Voted for him in 2008
 - ► ACA attitude: Implement & Improve
 - Specialists:
 - Behavioral Medicine (Addictionology and Psychiatry)
 - Pediatrics
 - Hospital or health system employees
 - Females
 - Practicing in:
 - ▶ New England
 - Pacific

- ► Those voting for Mitt Romney are more likely:
 - Republicans
 - Libertarians
 - ▶ Voted for McCain in 2008 or say their 2008 vote is confidential
 - Attitude on ACA: Repeal & Replace
 - Specialties:
 - ► Anesthesiology
 - ► Surgery Subspecialists
 - ► Ophthalmologists
 - ▶ General Surgeons
 - ► Radiologists
 - Retain ownership stake in a practice
 - Males
 - Practicing in Southeast

How Doctors Would Vote if Election Held Today

Republican Doctors (n=1274)

- ► 94% plan to vote for Mitt Romney
- ► 3% plan to vote for Barack Obama
- ▶ 2% are undecided
- ► 1% plan to vote for another candidate
- ► 0.2% are not planning to vote

Democrat Doctors (n=892)

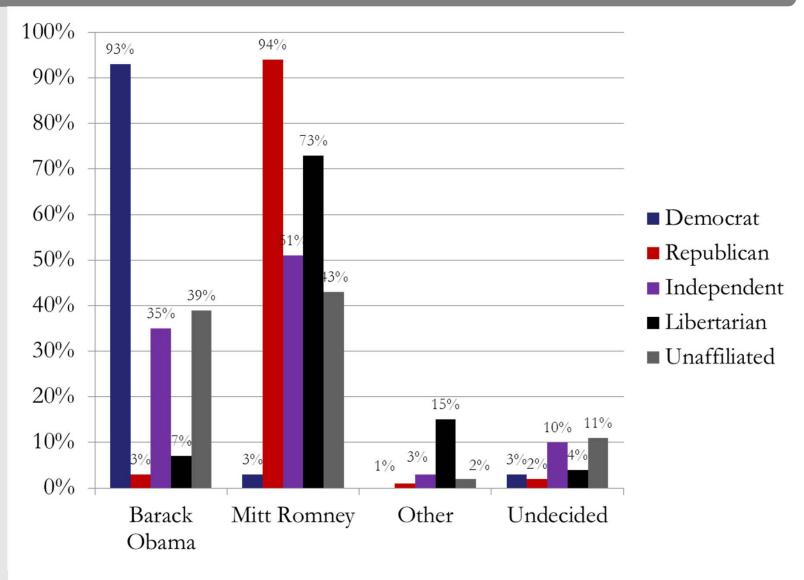
- ▶ 93% plan to vote for Barack Obama
- ➤ 3% plan to vote for Mitt Romney
- ▶ 3% are undecided
- ► 0.4% not planning to vote
- ▶ 0.4% planning to vote for another candidate

Independent Doctors (n=933)

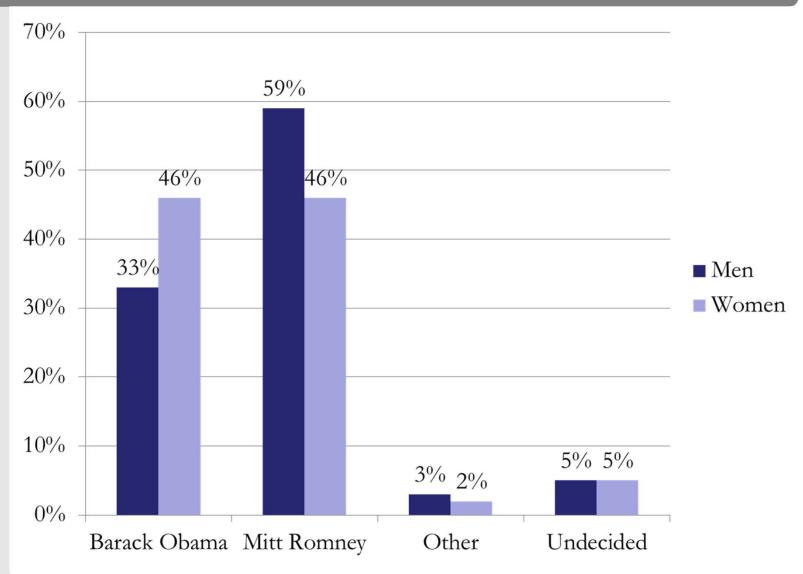
- ► 51% plan to vote for Mitt Romney
- 35% plan to vote for Barack Obama
- ▶ 10% are undecided
- ▶ 3% planning to vote for another candidate
- ► 1% not planning to vote



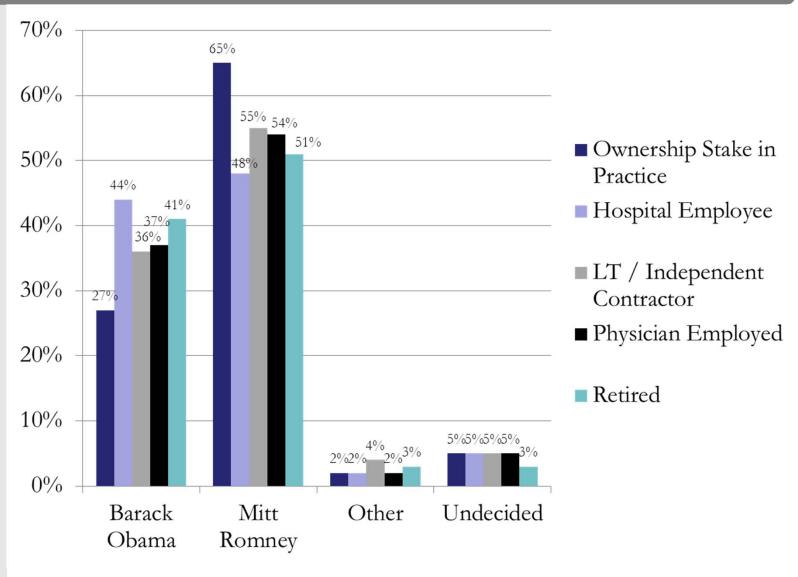
Physician Voting Plans by Party



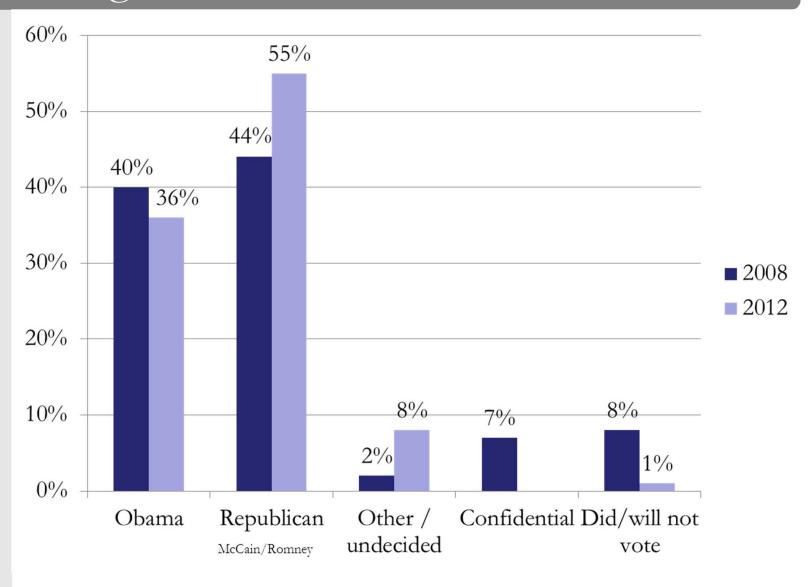
Physician Voting Plans by Gender



Physician Voting Plans by Employment

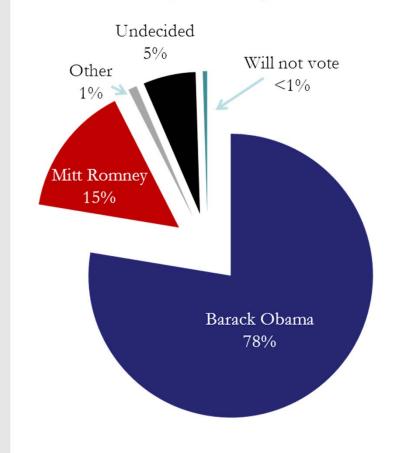


Voting Record / Plans: 2008 & 2012

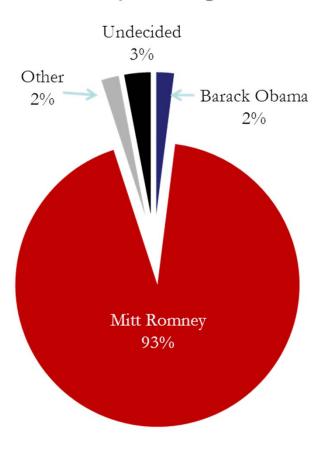


Physician Voting Plans Compared to 2008 Vote

Voted for Barack Obama in 2008, and this year voting for...



Voted for John McCain in 2008, and this year voting for...



Physicians Who Did Not Vote in 2008

Will vote for in 2012	Did not vote in 2008 (n=287)
Obama	33%
Romney	54%
Other	3%
Undecided	5%



Physician Voting Plans by Party if Election Were Held Today

	Total (3651)	Democrat (892)	Republican (1274)	Independent (933)	Libertarian (218)	Unaffiliated / Other (334)
Barack Obama	36%	93%	3%	35%	7%	36%
Mitt Romney	55%	3%	94%	51%	73%	45%
Other	3%	0.4%	0.7%	3%	15%	4%
Undecided	5%	3%	2%	10%	4%	10%
Not planning to vote	1%	0.4%	0.2%	0.8%	1%	5%

Voted for Obama in 2008 and Planning to Vote for Romney in 2012: Why?

Reason (write in responses)	(n=271)
The ACA / no tort reform	27%
Leadership style	23%
All talk / no substance / broken promises	20%
The economy / unemployment / not better off	18%
The deficit / spending / no budget / taxes	14%
Disappointed in his performance	13%
Penalties for hard work and success/ not supporting hard-working Americans / socialist policies / redistribution	11%
Weak foreign policy	8%
Lack of experience shows now	6%
Big government / making people dependent on government	5%
Continued to propagate the war / did not close Gitmo	3%

Physician Voting Plans by Gender if Election Were Held Today

	Total (3553)	Male (2570)	Female (983)
Barack Obama	36%	33%	46%
Mitt Romney	55%	59%	46%
Other	2%	3%	2%
Undecided	5%	5%	5%
Not planning to vote	1%	1%	1%

Physician Voting Plans by Employment if Election Were Held Today

	Total (3554)	Practice Ownership Stake (1150)	Hospital Employee (1180)	LT / Indep Contractor (509)	Employed by Physician Owned Practice (455)	Retired (n=181)	Un- employed (79)
Barack Obama	36%	27%	44%	36%	37%	41%	38%
Mitt Romney	55%	65%	48%	55%	54%	51%	49%
Other	2%	2%	2%	4%	2%	3%	4%
Undecided	5%	5%	5%	4%	5%	3%	8%
Not planning to vote	1%	0.4%	1%	1%	1%	1%	1%

Physician Voting Plans by 2008 Vote if Election Were Held Today

	Total (3606)	John McCain (1598)	Barack Obama (1424)	Other (59)	Confidential (238)	Did not vote in 2008 (287)
Barack Obama	36%	2%	78%	24%	21%	33%
Mitt Romney	55%	93%	15%	34%	55%	54%
Other	2%	2%	2%	34%	4%	3%
Undecided	5%	3%	5%	7%	18%	5%
Not planning to vote	1%	0.2%	0.4%	2%	2%	6%