

**American Academy of Facial Plastic and Reconstructive Surgery
2007 Membership Survey:
Trends in Facial Plastic Surgery**

February 2008



AAFPRS

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Introduction

Objectives

- The objective of this research is to provide statistics and insights for facial plastic surgery.
- This study also provides trend information regarding the frequency of both reconstructive and cosmetic surgery – the results are compared to similar studies conducted since 2000.

Study Methodology

- A self-administered questionnaire was sent to 1,306 members and fellows of the American Academy of Facial Plastic and Reconstructive Surgery (AAFPRS), including those board certified by the American Board of Facial Plastic and Reconstructive Surgery (ABFPRS).
- Completes were split:
 - By Gender: 83% Male; 8% Female; 9% No Answer
 - By Region: 19% North East; 16% Midwest; 34% South; 26% West; 3% Outside US; 2% No Answer
- For trending purposes and consistency with previous years, only answers from those Surgeons who are ABFPRS certified are reported (N = 132 in 2007).
- Overall, 208 completed surveys were returned, representing a 16% response rate.
- All data collection, reduction and tabulations were administered by ICR (International Communications Research) in Media, PA.

Reading Notes

- The base sizes are noted for each question. In some cases, the base sizes are less than the total (N=132 ABFPRS certified Surgeons) since some surgeons performed zero procedures (for a specific procedure) in 2007. It was necessary to report “zero suppressed” findings since data from previous years were reported this way. These cases are noted.
- Where percentages add to more than 100%, it is due to either a multiple response question, or rounding to the nearest percent.
- Where percentages add up to less than 100%, this is due to the exclusion of “don’t know” and “no answer.” In some cases, physicians incorrectly entered data.
- In some cases questions were changed slightly from year to year to obtain more accurate data. As a result, we are not able to provide trend information since 2000 for these questions.
- And, most importantly, ***any projections based on these results must be made with extreme caution.*** The total base size is small (N=132) and has a margin of error of $\pm 8.25\%$.

About AAFPRS

- The AAFPRS is the world’s largest association of facial plastic and reconstructive surgeons – with over 2,700 members – whose cosmetic and reconstructive surgery focuses on the face, head and neck. Academy fellows are board-certified and subscribe to a code of ethics. In addition, the AAFPRS provides consumers with free information and brochures and a list of qualified facial plastic surgeons in their area by visiting the AAFPRS Web site: www.FACEMD.org.

Contact Information

- For more information, or to schedule an interview with an AAFPRS spokesperson, please contact the Academy’s public relations firm, Behrman Communications at (212) 986-7000 and ask to speak to Natalie Ferro.

Major Findings

- ABFPRS certified surgeons report performing an average of 789 facial cosmetic surgical, cosmetic non-surgical, and reconstructive procedures per surgeon in 2007 (see page 8). This proportion is down by 9% since 2006, but increased since 2000 (+27%).
 - Increases from 2000 are primarily attributable to the increase in cosmetic non-surgical procedures among women (+48%) and men (+64%).
 - The decrease in cosmetic surgical procedures since 2006 is mainly attributable to a decrease in cosmetic surgical procedures among men (-31%).
- Compared to 2000, African American (+40%), Hispanic (+19%), and Caucasian (+7%) cosmetic surgical patients increased (see page 9). The proportion of Asian-American cosmetic surgical patients is down slightly since 2000 (-8%).
 - In the past year there has been little change among Caucasian and African American cosmetic surgical patients; Asian American and Hispanic cosmetic surgical patients have decreased since 2006 (-28% and -13%, respectively).
- In 2007, the most popular cosmetic surgical procedures were: Facelift (68 procedures per surgeon, on average), blepharoplasty (62 procedures), and rhinoplasty (49 procedures). The most common cosmetic non-surgical procedures were Botox (381 procedures), Hyaluronic acid (178 procedures), microdermabrasion (158 procedures), and chemical peels (157 procedures) (see pages 10-12).
- Facelifts were the most notable increase in the number of procedures from 2006 to 2007. The most notable decreases from 2006 to 2007 were: hair transplants, Collagen, lip augmentations, Poly-L-Lactic Acid, and microdermabrasion. The following are notable changes from 2006 (see page 13):

| Overall Increases (since 2006): | Changes among Women (since 2006): | Changes among Men (since 2006): |
|----------------------------------|--|---|
| Facelifts (up by 29%) | Calcium Hydroxyapatite, PMMA beads (up by 71%) | Facelifts (up by 58%) |
| | Chemical peels (up by 43%) | Microdermabrasion (down by 81%) |
| Overall Decreases (since 2006): | Facelifts (up by 28%) | Lip augmentations (down by 74%) |
| Hair transplants (down by 76%) | Rhinoplasty (up by 18%) | Hair transplants (down by 74%) |
| Collagen (down by 50%) | Hair transplants (down by 83%) | Poly-L-Lactic Acid (down by 67%) |
| Lip augmentations (down by 46%) | Lip augmentations (down by 39%) | Fat injections (down by 55%) |
| Poly-L-Lactic Acid (down by 45%) | | Collagen (down by 53%) |
| Microdermabrasion (down by 40%) | | Ablative skin resurfacing (down by 51%) |

Major Findings, continued

- Women continue to be the most likely candidates for facial plastic surgery – 81% of all surgical procedures and 82% of all non-surgical procedures are performed on women (see page 8). Men and women are almost evenly split in terms of reconstructive procedures.
 - The most common cosmetic surgical procedures undergone by women were: facelifts (average of 59 procedures per surgeon that performed at least one procedure in 2007), blepharoplasty (48 procedures), lip augmentations (24 procedures), rhinoplasty (36 procedures), and ablative skin resurfacing (26 procedures).
 - The most common non-surgical cosmetic procedures among women were: Botox (343 procedures in 2007), microdermabrasion (162 procedures), hyaluronic acid injections (162 procedures), and chemical peels (158 procedures) (see pages 14 and 16).
 - Among male patients, the most common procedures were: Botox (44 procedures in 2007), hyaluronic acid injections (24 procedures), chemical peels (19 procedures), rhinoplasty (15 procedures), facelifts (15 procedures), microdermabrasion (14 procedures), and hair transplants (10 procedures) (see pages 15 and 17).
 - On average, surgeons performed 15 revision procedures on women and 7 on men in 2007.
- For female patients under the age of 35, most surgical procedures performed were: Rhinoplasty (60% vs. 13% or less for any other type of procedure). Most non-surgical procedures performed were: Botox (28%), hyaluronic acid (15%), chemical peels (11%), and microdermabrasion (9%) -- (see page 19).
- Surgeons estimate that approximately one out of every two (55%) procedures performed in 2007 took place at private offices, and one in four (25%) at a free-standing surgical center. Nearly one out of every five procedures (18%) were performed at hospitals, and much fewer at a medical spa (3%) (see page 20).
- Facelifts command the highest average fee per procedure (\$6696, on average), followed by: Revision surgery (\$5324), hair transplants (\$4850), and rhinoplasty (\$4824) (see page 21).
- More than one-half of patients (53%) have had multiple facial procedures in the same year (see page 22).
 - Most of those patients having multiple procedures in the same year are women (82%) vs. men (18%) (see page 23).
- According to these surgeons, the latest trends seen in their offices in 2007 were: patients being more educated about plastic surgery (88% agree), men and women requesting cosmetic surgery to remain competitive in the workplace (66% and 65%, respectively), and patients opting to undergo procedures during the colder months (58%) – (see page 24).
- In 2007 among four different popular cosmetic surgeries, African Americans were most predisposed to have received rhinoplasty (63%), as were Hispanics (45%). Asian Americans were most likely to have received blepharoplasty (39%), while Caucasians were about equally as likely to have received rhinoplasty, blepharoplasty, and facelifts (24% to 27%) – (see page 25).
- Surgeons feel that the future holds more cosmetic surgery for ethnic populations (89%) and more surgeons will offer wellness and lifestyle techniques for patients (78%) – (see page 26).

Major Findings, continued

Regional Findings

- There were a few regional differences however, please note that they are based on very small base sizes: (North East - 29; Midwest - 23; South – 50; West – 27) so should be interpreted with caution.
- The following are regional differences in location of procedures:
(percents in bold are significantly higher over italicized percents)

| | Total | North East | Mid west | South | West |
|----------------|----------|------------|-----------|-----------|-----------|
| | <u>%</u> | <u>%</u> | <u>%</u> | <u>%</u> | <u>%</u> |
| Private Office | 55 | 39 | 43 | 60 | 72 |
| Hospital | 18 | 39 | 17 | 14 | 7 |
| Free-Standing | 25 | 17 | 40 | 25 | 19 |
| Medical Spa | 3 | 5 | 1 | 2 | 2 |

- There are significant differences between the regions in terms of race/ethnicity of the patients; these differences mirror the population of those regions: *(percents in bold are significantly higher over italicized percents)*

| | Total | North East | Mid west | South | West |
|---------------|----------|------------|-----------|----------|-----------|
| | <u>%</u> | <u>%</u> | <u>%</u> | <u>%</u> | <u>%</u> |
| African Amer. | 5 | 7 | 5 | 6 | 2 |
| Asian Amer. | 6 | 5 | 3 | 4 | 10 |
| Caucasian | 81 | <i>80</i> | 88 | 81 | 79 |
| Hispanic | 8 | 8 | 4 | 9 | 8 |

- The following are regional differences in types of procedures:
 - The percentage of practices performing reconstructive procedures in 2007 is significantly higher in the North East (93% each male and female) than the Midwest (70% each male and female) and Western (67% males; 70% females) regions.
 - Revision procedures among females is significantly higher in the North East (97%) than all other regions (74% Midwest; 76% South; 78% West).
 - Microdermabrasion is performed on females under 35 more in the West (22%) than the other regions (North East, 3%; Midwest, 4%; South, 6%).
- Surgeons in the South (46%) are more likely to have noticed an increase in the trend towards Mother and Daughters undergoing facial plastic surgery together than in the Midwest (17%).

Major Findings, continued

Regional Findings (continued)

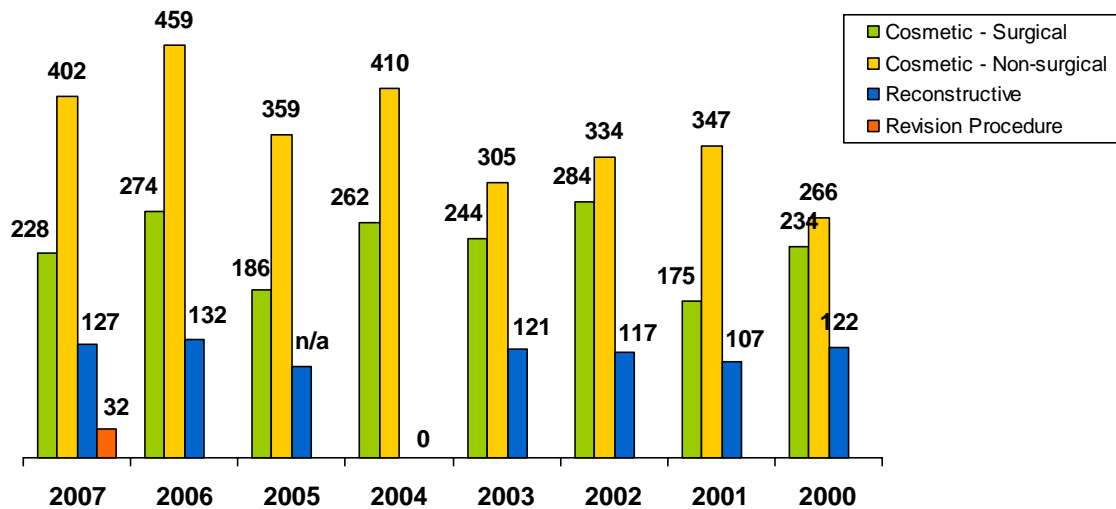
- There are significant differences in the average cost of certain procedures between regions:
 - The following are higher in the North East compared to the South:
 - Blepharoplasty (\$3,504 vs. \$2,770)
 - Chin Augmentation (\$2,316 vs. \$1,727)
 - Facelifts (\$7,558 vs. \$5,919)
 - Forehead Lift (\$4,114 vs. \$3,104)
 - Otoplasty (\$3,479 vs. \$2,492)
 - Rhinoplasty (\$5,480 vs. \$4,437)
 - Revision Surgery (\$6,759 vs. \$4,049)
 - The following are higher in the West than in the South:
 - Chin Augmentation (\$2,209 vs. \$1,727)
 - Otoplasty (\$3,186 vs. \$2,492)
 - Chemical Peels (\$798 vs. \$301)
 - Fat Injections (\$1,713 vs. \$924)
 - Hair Transplantation (\$2,265) and Lip Augmentation (\$1,206) are higher in the West than in the North East (\$389 and \$475 respectively) and Chemical Peels are higher in the West (\$798) than in the Midwest (\$188) and South (\$301).
 - In the Midwest, Microdermabrasion (\$127) is higher than in the North East (\$27) and Fat Injections (Midwest \$1,762) are higher than the South (\$924).
- There are several significant differences in the number of procedures between the regions:
 - The following average number of procedures are higher in the West compared to the North East:
 - Total: Ablative Skin Resurfacing (51 vs. 14); Botox (387 vs. 230)
 - Among Women: Ablative Skin Resurfacing (33 vs. 11); Botox (340 vs. 202)
 - Among Men: Forehead Lift (3 vs. 1); Ablative Skin Resurfacing (4 vs. 1)
 - The following procedures are higher in the West compared to the South:
 - Total: Collagen (28 vs. 3)
 - Among Women: Collagen (26 vs. 3)
 - Among Men: Chin Augmentation (4 vs. 2); Lip Augmentation (<1 vs. 0)
 - Among women, Rhinoplasty procedures are performed significantly more in the North East (46) than in the South (28).
 - Ablative Skin Resurfacing among men is performed significantly more in the Midwest (3) than the South (1).
 - Among Men, Collagen procedures are performed significantly more in the Midwest (1) than in the North East or South (both 0).



Detailed Findings

2007 Overall Totals and Trends

Average Number of Procedures Per Surgeon



Women

| | 2007 | 2006 | 2005 | 2004 | 2003 | 2002 | 2001 | 2000 | % Change Since 2000 | % Change Since 2006 |
|-------------------------|------|------|------|------|------|------|------|------|---------------------|---------------------|
| Category: | | | | | | | | | | |
| Cosmetic – Surgical | 185 | 212 | 147 | 205 | 198 | 247 | 130 | 186 | <1% | -13% |
| Cosmetic – Non-surgical | 328 | 373 | 287 | 344 | 265 | 289 | 306 | 221 | +48% | -12% |
| Reconstructive | 68 | 67 | 53 | n/a | 62 | 63 | 50 | 62 | +10% | +1% |
| Revision Procedure | 23 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |

Men

| | 2007 | 2006 | 2005 | 2004 | 2003 | 2002 | 2001 | 2000 | % Change Since 2000 | % Change Since 2006 |
|-------------------------|------|------|------|------|------|------|------|------|---------------------|---------------------|
| Category: | | | | | | | | | | |
| Cosmetic – Surgical | 43 | 62 | 39 | 57 | 46 | 37 | 45 | 48 | -10% | -31% |
| Cosmetic – Non-surgical | 74 | 86 | 72 | 66 | 40 | 45 | 41 | 45 | +64% | -14% |
| Reconstructive | 59 | 65 | 49 | n/a | 59 | 54 | 57 | 60 | -2% | -9% |
| Revision Procedure | 9 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |

Q5. Please estimate the total number of procedures you have performed in 2007.

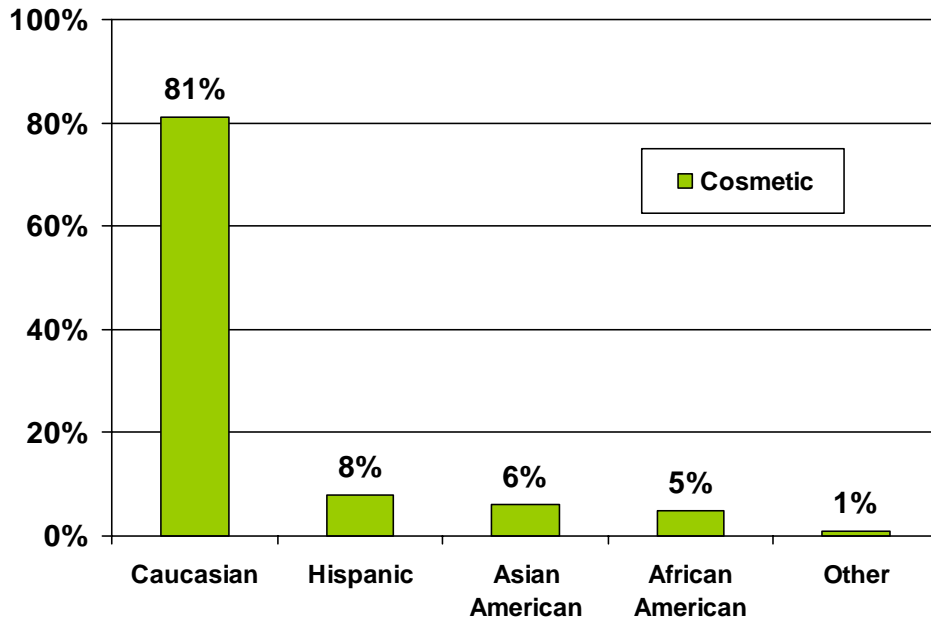
Base: N=132 ABFPRS certified Members

n/a = Data not available for reconstructive procedures/revision procedures only.

Surgeons responding zero to any procedure category are NOT included above.

2007 Overall Totals and Trends

Percentage of Patients By Ethnic Group in 2007



Percentage of Patients By Ethnic Group

| | Caucasian | | | Hispanic | | | African-American | | | Asian-American | | |
|------------------------------|-----------|------|---------------------|----------|------|---------------------|------------------|------|---------------------|----------------|------|---------------------|
| | 2007 | 2000 | % Change Since 2000 | 2007 | 2000 | % Change Since 2000 | 2007 | 2000 | % Change Since 2000 | 2007 | 2000 | % Change Since 2000 |
| <u>Category:</u> Cosmetic | 81.4 | 75.8 | +7.4% | 7.5 | 6.3 | +19.0% | 4.9 | 3.5 | +40.0% | 5.5 | 6.0 | -8.3% |
| | 2007 | 2006 | % Change Since 2006 | 2007 | 2006 | % Change Since 2006 | 2007 | 2006 | % Change Since 2006 | 2007 | 2006 | % Change Since 2006 |
| <u>Category:</u> Cosmetic | 81.4 | 77.6 | +4.9% | 7.5 | 8.6 | -12.8% | 4.9 | 5.0 | -2.0% | 5.5 | 7.6 | -27.6% |

Q1. Please estimate the following percentage of your patients by race/ethnicity.
Base: N=132 ABFPRS certified Members

2007 Totals and Trends in Selected Procedures

Average Number of Procedures Performed Per Surgeon

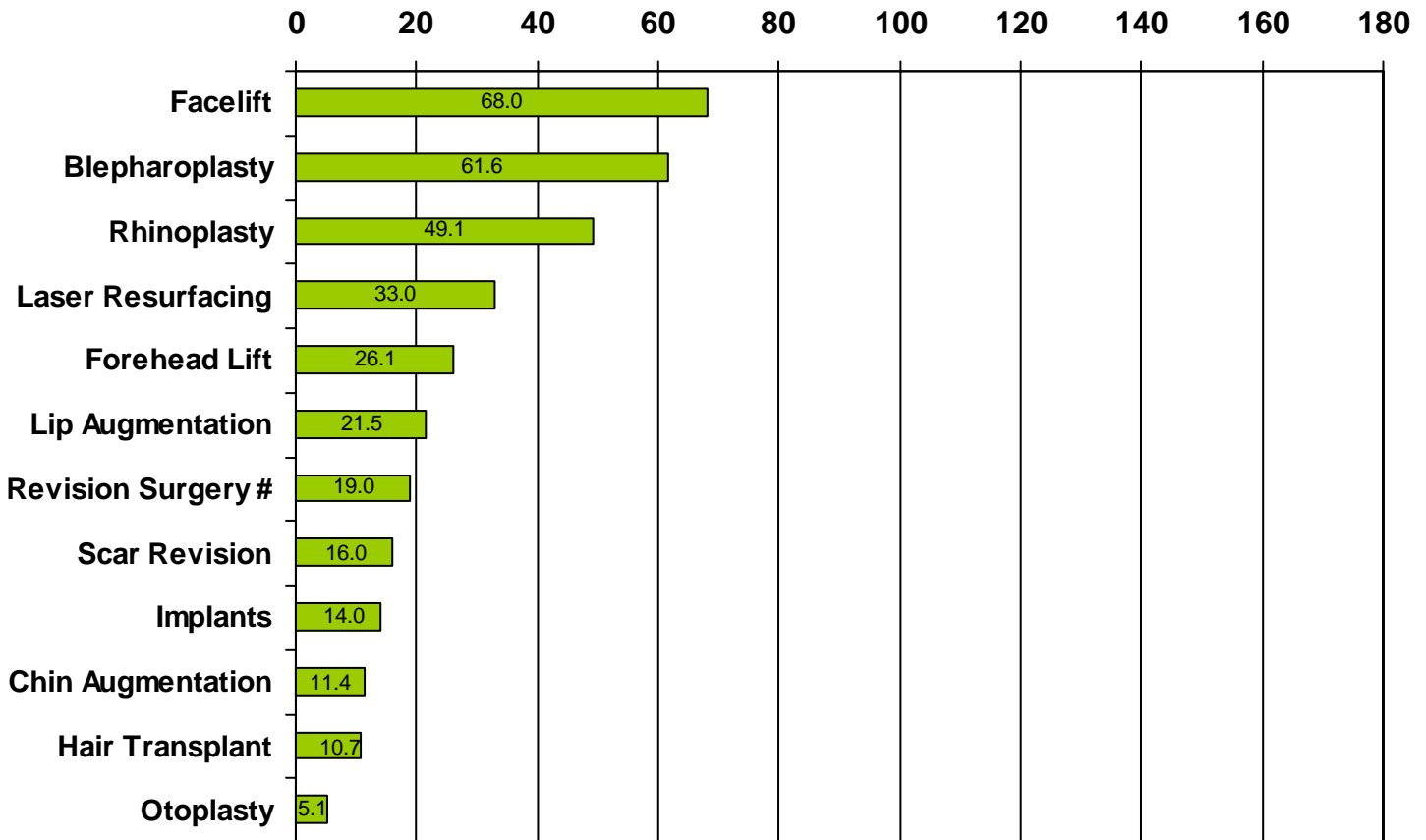
| | 2007 | 2006 | % Change 2007 vs. 2006 | 2005 | % Change 2007 vs. 2005 | 2004 | % Change 2007 vs. 2004 | 2003 | % Change 2007 vs. 2003 |
|---------------------------------------|-------|-------|------------------------------|-------|------------------------------|-------|------------------------------|-------|------------------------------|
| Blepharoplasty | 61.6 | 57.5 | 7% | 55.7 | 11% | 66.5 | -7% | 68.9 | -11% |
| Botox | 380.9 | 384.0 | -1% | 315.6 | 21% | 355.0 | 7% | 171.8 | 122% |
| Implants | 14.0 | 18.0 | -22% | 9.8 | 43% | n/a | -- | n/a | -- |
| Calcium Hydroxyapatite, PMMA beads | 52.9 | 49.9 | +6% | 46.3 | 14% | n/a | -- | n/a | -- |
| Chemical Peels | 157.2 | 162.0 | -3% | 125.6 | 25% | 134.4 | 17% | 110.6 | 42% |
| Chin Augmentation | 11.4 | 14.2 | -20% | 10.6 | 8% | 12.4 | -8% | 14.1 | -19% |
| Collagen/Cosmoderm/ Cosmoplast | 20.1 | 40.1 | -50% | 17.2 | 17% | n/a | -- | n/a | -- |
| Fat Injections | 32.4 | 37.4 | -13% | 28.1 | 15% | 18.0 | 80% | 57.4 | -44% |
| Forehead Lift | 26.1 | 24.4 | +7% | 20.3 | 29% | 26.2 | <-1% | 30.0 | -13% |
| Hair Transplant | 10.7 | 44.0 | -76% | 37.3 | -71% | 32.3 | -67% | n/a | -- |
| Hyaluronic Acid | 177.6 | 168.9 | +5% | 122.7 | 45% | n/a | -- | n/a | -- |
| Ablative Skin Resurfacing | 33.0 | 39.0 | -15% | 47.8 | -31% | 31.7 | 4% | 49.9 | -34% |
| Lip Augmentation | 21.5 | 39.5 | -46% | 14.8 | 45% | 22.9 | -6% | 21.5 | 0% |
| Microdermabrasion | 158.0 | 264.0 | -40% | 188.9 | -16% | 161.3 | -2% | 167.9 | -6% |
| Otoplasty | 5.1 | 6.9 | -26% | 5.1 | 0% | 5.5 | -7% | 9.5 | -46% |
| Poly-L-Lactic Acid | 28.6 | 52.0 | -45% | 24.3 | 18% | n/a | -- | n/a | -- |
| Rhinoplasty | 49.1 | 53.5 | -8% | 48.9 | <1% | 54.3 | -10% | 52.9 | -7% |
| Facelift | 68.0 | 52.8 | 29% | 38.0 | 79% | 40.5 | 68% | 37.4 | 82% |
| Scar Revision | 16.0 | 17.7 | -10% | 18.7 | -14% | 17.1 | -6% | 37.5 | -57% |
| Revision Surgery# | 19.0 | n/a | n/a | n/a | n/a | n/a | n/a | n/a | n/a |

New in 2007

Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2007, as well as, which you performed most often on females under the age of 35 in 2007. Base: N=132 ABFPRS certified Members (Surgeons responding zero to any procedure category are NOT included above)

2007 Totals in Selected Surgical Procedures

Average Number of Procedures Performed Per Surgeon

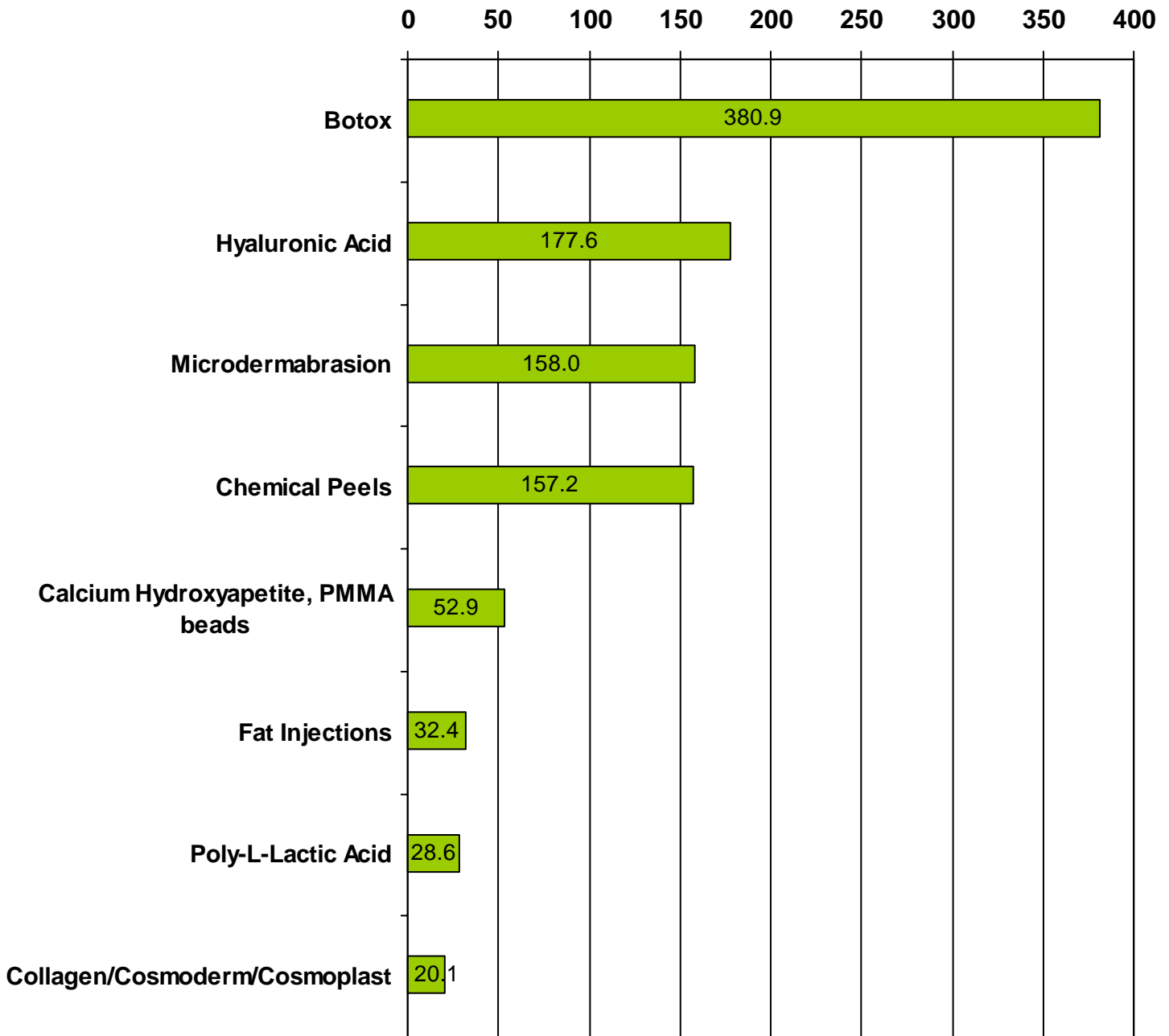


New in 2007

Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2007, as well as, which you performed most often on females under the age of 35 in 2007. Base: N=132 ABFPRS certified Members (Surgeons responding zero to any procedure category are NOT included above)

2007 Totals in Selected Minimally Invasive Procedures

Average Number of Procedures Performed Per Surgeon



Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2007, as well as, which you performed most often on females under the age of 35 in 2007. Base: N=132 ABFPRS certified Members (Surgeons responding zero to any procedure category are NOT included above)

Patients By Gender

Average Number of Procedures Performed Per Surgeon -- Zeros Excluded --

| | Total | | | Women | | | Men | | |
|-----------------------------------|-------|-------|----------|-------|-------|----------|------|------|----------|
| | 2007 | 2006 | % Change | 2007 | 2006 | % Change | 2007 | 2006 | % Change |
| Blepharoplasty | 61.6 | 57.5 | 7% | 48.0 | 47.0 | 2% | 9.6 | 10.1 | -5% |
| Botox | 380.9 | 384.0 | -1% | 343.1 | 319.8 | 7% | 44.3 | 51.8 | -14% |
| Implants | 14.0 | 18.0 | -22% | 12.3 | 15.3 | -20% | 4.8 | 4.8 | 0% |
| Calcium Hydroxyapatite PMMA beads | 52.9 | 49.9 | 6% | 48.7 | 28.5 | 71% | 6.1 | 10.5 | -42% |
| Chemical Peels | 157.2 | 162.0 | -3% | 158.3 | 110.9 | 43% | 18.5 | 32.4 | -43% |
| Chin Augmentation | 11.4 | 14.2 | -20% | 8.9 | 10.1 | -12% | 3.8 | 5.7 | -33% |
| Collagen/ Cosmoderm/Cosmoplast | 20.1 | 40.1 | -50% | 20.8 | 18.4 | 13% | 4.2 | 9.1 | -53% |
| Fat Injections | 32.4 | 37.4 | -13% | 32.8 | 33.2 | -1% | 4.9 | 10.8 | -55% |
| Forehead Lift | 26.1 | 24.4 | 7% | 22.1 | 22.1 | 0% | 4.4 | 4.8 | -8% |
| Hair Transplant | 10.7 | 44.0 | -76% | 2.4 | 14.1 | -83% | 10.1 | 38.9 | -74% |
| Hyaluronic Acid | 177.6 | 168.9 | 5% | 161.6 | 138.7 | 17% | 23.7 | 21.7 | 9% |
| Ablative Skin Resurfacing | 33.0 | 39.0 | -15% | 25.9 | 27.7 | -6% | 4.7 | 9.6 | -51% |
| Lip Augmentation | 21.5 | 39.5 | -46% | 23.8 | 39.2 | -39% | 2.1 | 8.0 | -74% |
| Microdermabrasion | 158.0 | 264.0 | -40% | 162.1 | 229.9 | -29% | 13.8 | 73.4 | -81% |
| Otoplasty | 5.1 | 6.9 | -26% | 3.2 | 4.1 | -22% | 2.8 | 3.7 | -24% |
| Poly-L-Lactic Acid | 28.6 | 52.0 | -45% | 28.1 | 27.9 | 1% | 5.2 | 15.8 | -67% |
| Rhinoplasty | 49.1 | 53.5 | -8% | 35.8 | 30.4 | 18% | 14.9 | 19.1 | -22% |
| Facelift | 68.0 | 52.8 | 29% | 59.0 | 46.2 | 28% | 12.5 | 7.9 | 58% |
| Scar Revision | 16.0 | 17.7 | -10% | 10.3 | 12.1 | -15% | 7.8 | 7.1 | 10% |
| Revision Surgery# | 19.0 | n/a | n/a | 14.7 | n/a | n/a | 6.9 | n/a | n/a |

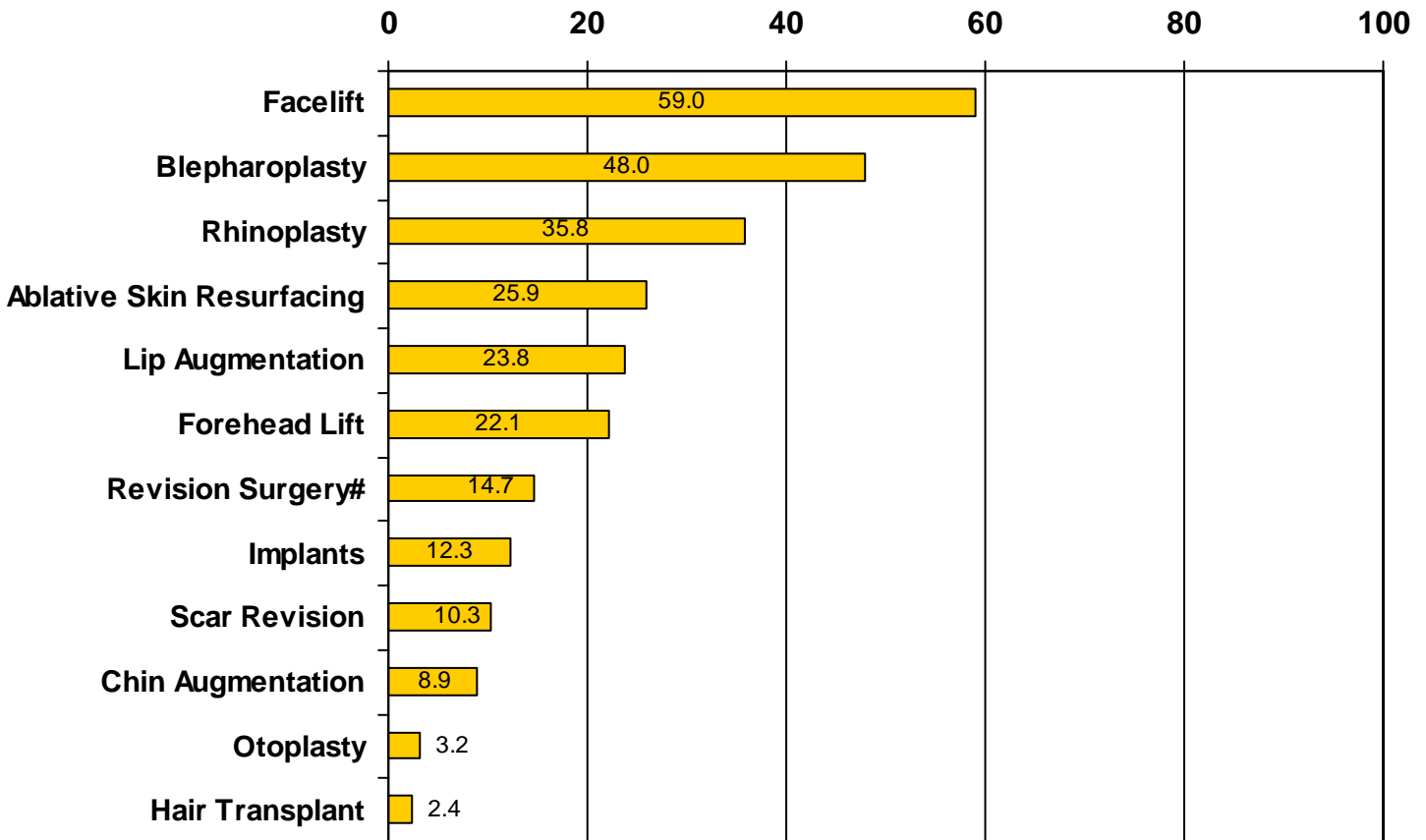
New in 2007

- Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2007, as well as, which you performed most often on females under the age of 35 in 2007. Base: N=132 ABFPRS certified Members (Surgeons responding zero to any procedure category are NOT included above)

Note: The average number of procedures for MEN and WOMEN do not add to the TOTAL numbers. When analyzing the number of procedures on MEN, there was a certain number of surgeons that performed zero procedures in 2007. The number of surgeons that performed zero procedures on WOMEN is a different number. Finally, when looking at the total, a surgeon would be excluded only if they performed zero procedures in 2007 on either men or women, which is highly unlikely.

Patients By Gender - Surgical Procedures

**Average Number of Procedures Performed Per Surgeon
-- Women --**

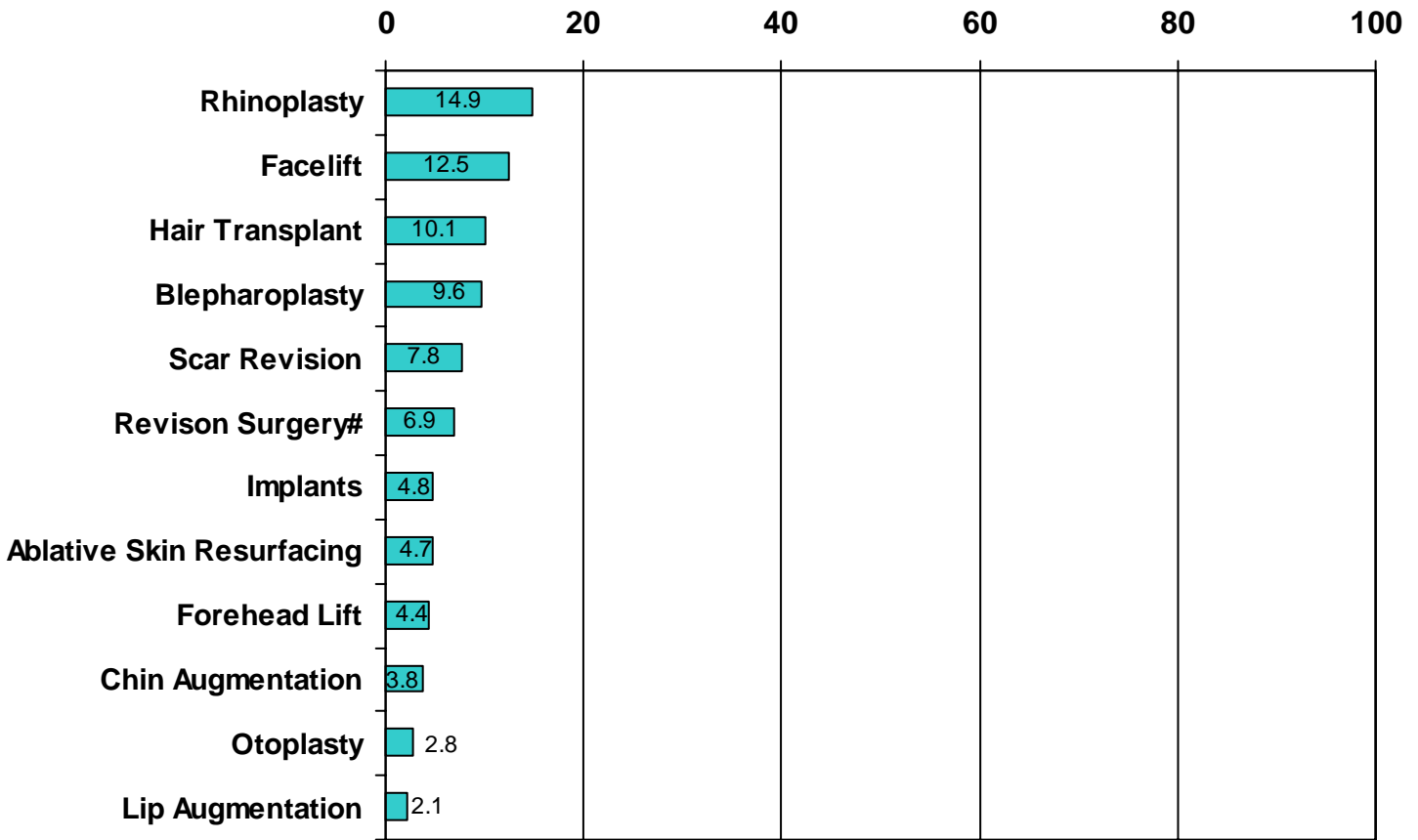


New in 2007

Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2007, as well as, which you performed most often on females under the age of 35 in 2007. Base: N=132 ABFPRS certified Members (Surgeons responding zero to any procedure category are NOT included above)

Patients By Gender - Surgical Procedures

Average Number of Procedures Performed Per Surgeon -- Men --

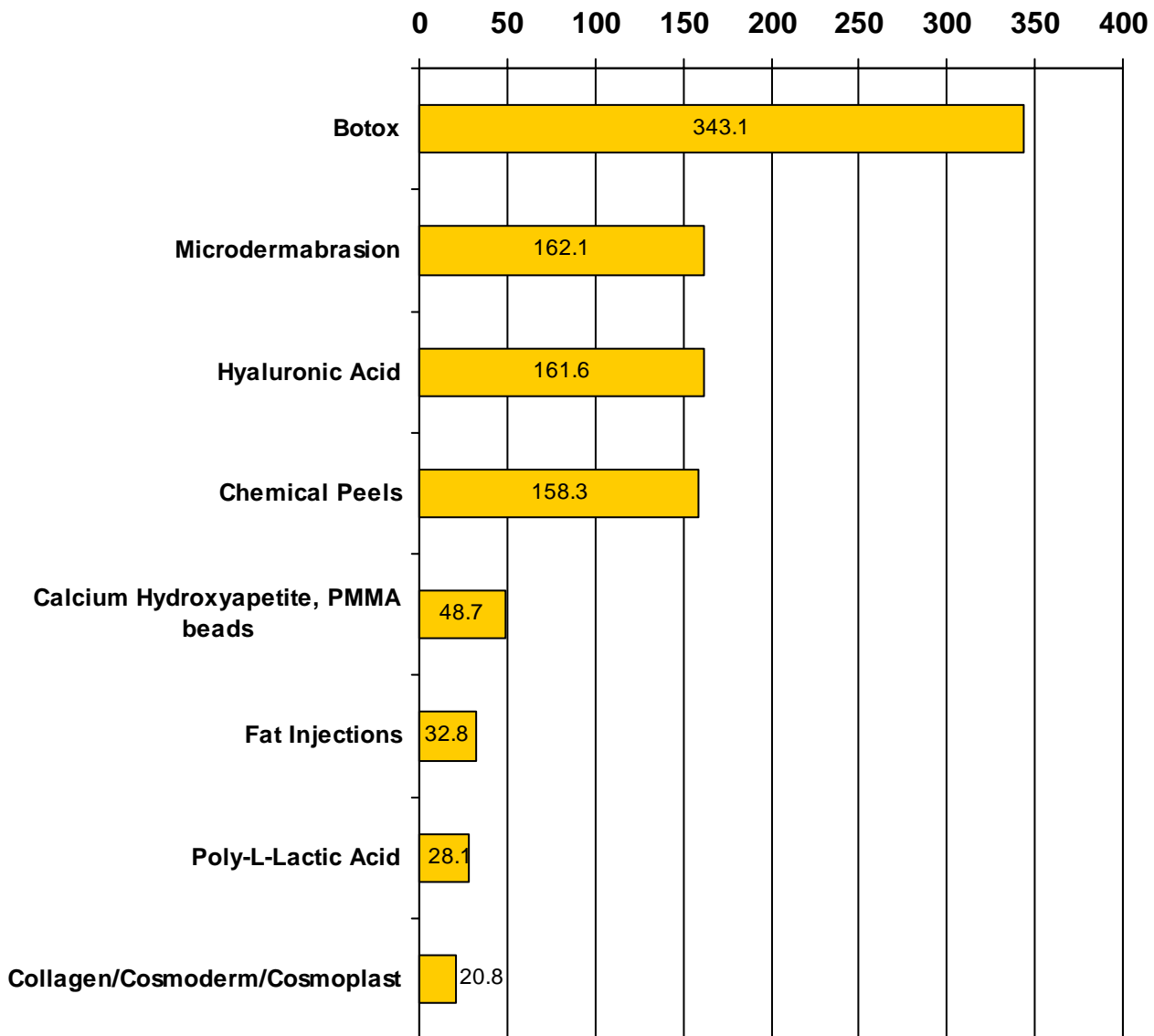


New in 2007

Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2007, as well as, which you performed most often on females under the age of 35 in 2007. Base: N=132 ABFPRS certified Members (Surgeons responding zero to any procedure category are NOT included above)

Patients By Gender – Minimally Invasive Procedures

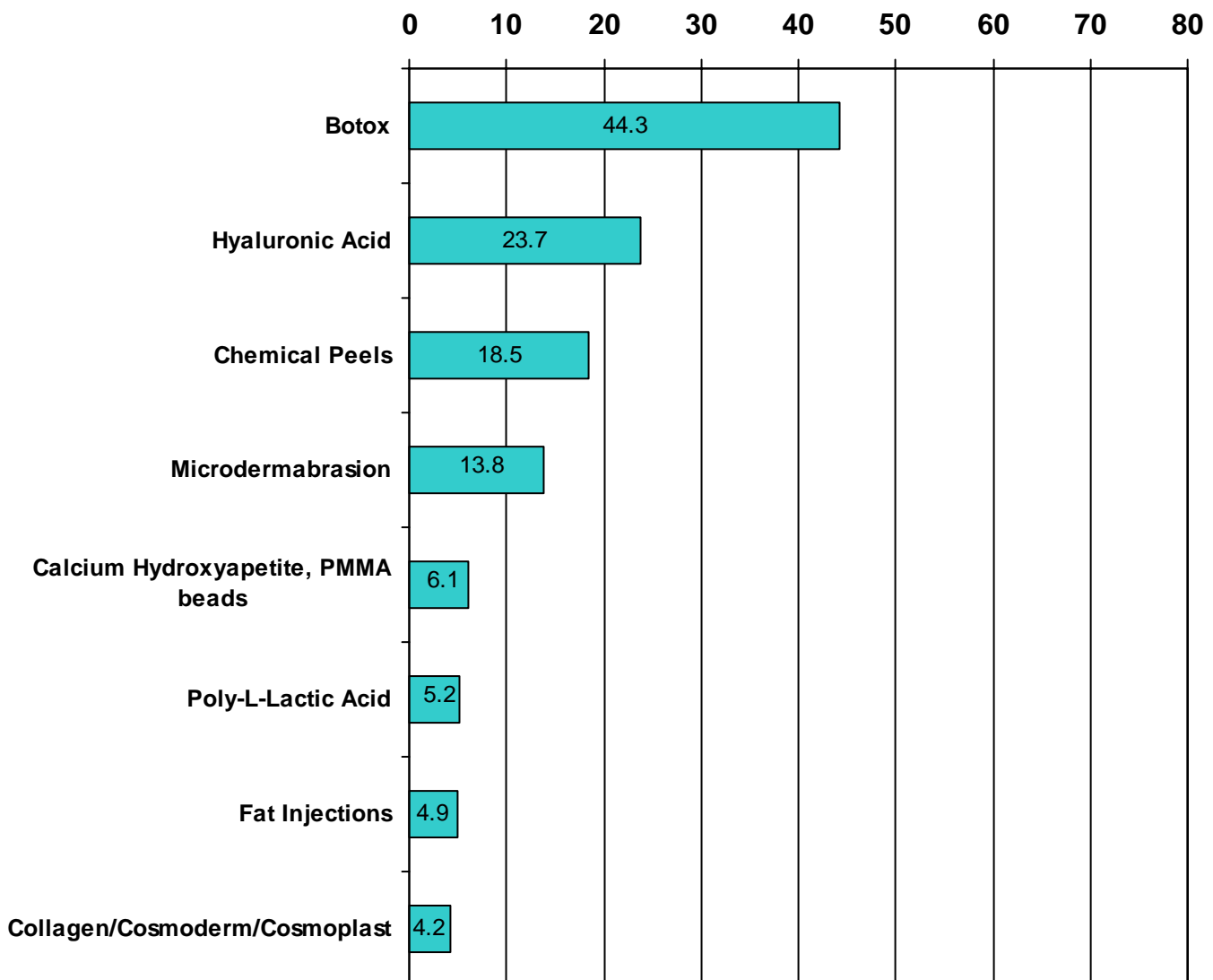
Average Number of Procedures Performed Per Surgeon
-- Women --



Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2007, as well as, which you performed most often on females under the age of 35 in 2007. Base: N=132 ABFPRS certified Members (Surgeons responding zero to any procedure category are NOT included above)

Patients By Gender – Minimally Invasive Procedures

Average Number of Procedures Performed Per Surgeon
-- Men --



Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2007, as well as, which you performed most often on females under the age of 35 in 2007. Base: N=132 ABFPRS certified Members (Surgeons responding zero to any procedure category are NOT included above)

Patients By Age

Average Number of Procedures Performed Per Surgeon --Zeros Excluded--

| | Total 2007 | Under 21 | 22 - 34 | 35 - 60 | 61+ |
|--------------------|---------------|-------------|---------|---------|------|
| Blepharoplasty | 61.6 | 12.8 | 12.2 | 36.5 | 19.3 |
| Botox | 380.9 | 21.8 | 88.1 | 242.7 | 68.2 |
| Brow Lift | 26.1 | -- | 4.2 | 17.1 | 9.3 |
| Chemical Peels | 157.2 | 27.3 | 48.4 | 77.7 | 41.2 |
| Facelift | 68.0 | 1.0 | 5.0 | 41.0 | 28.8 |
| Filler Injections* | 279.2 | 21.9 | 59.4 | 184.9 | 62.8 |
| Rhinoplasty | 49.1 | 12.4 | 22.8 | 15.6 | 5.5 |

* In 2007, Filler injections is a sum of four individual components on the survey: Calcium Hydroxyapatite/PMMA beads, Collagen/Cosmoderm/Cosmoplast, Hyaluronic Acid, and Poly-L-Lactic Acid

Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2007, as well as, which you performed most often on females under the age of 35 in 2007.

Q8. Please estimate the percentage of patients by age group for each procedure you performed in 2007.

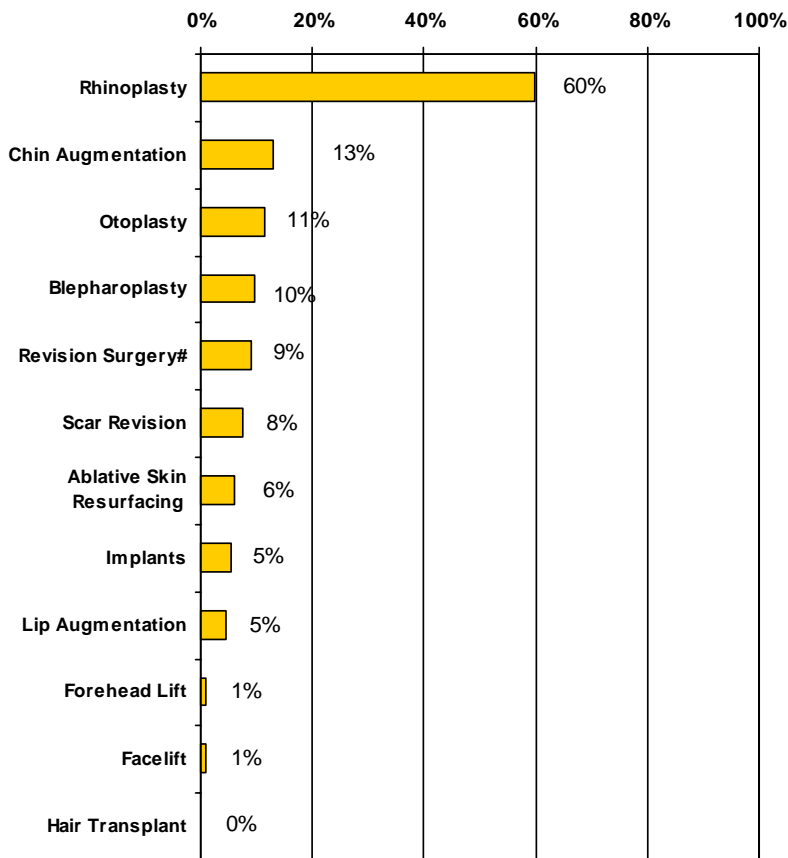
Base: N=132 ABFPRS certified Members; Surgeons responding zero are included

Note: Some age fields were left blank, resulting in numbers that may not add to the total # of patients

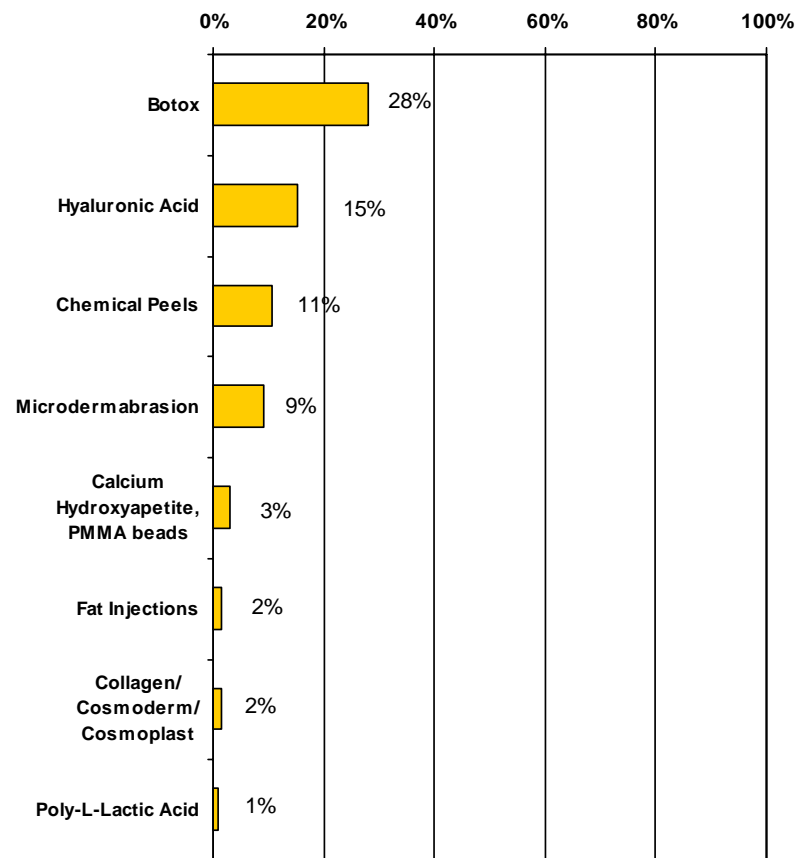
Procedures Performed Most Often on Women Under the Age of 35 in 2007

Procedures Performed Most Often on Women Under Age 35

Surgical



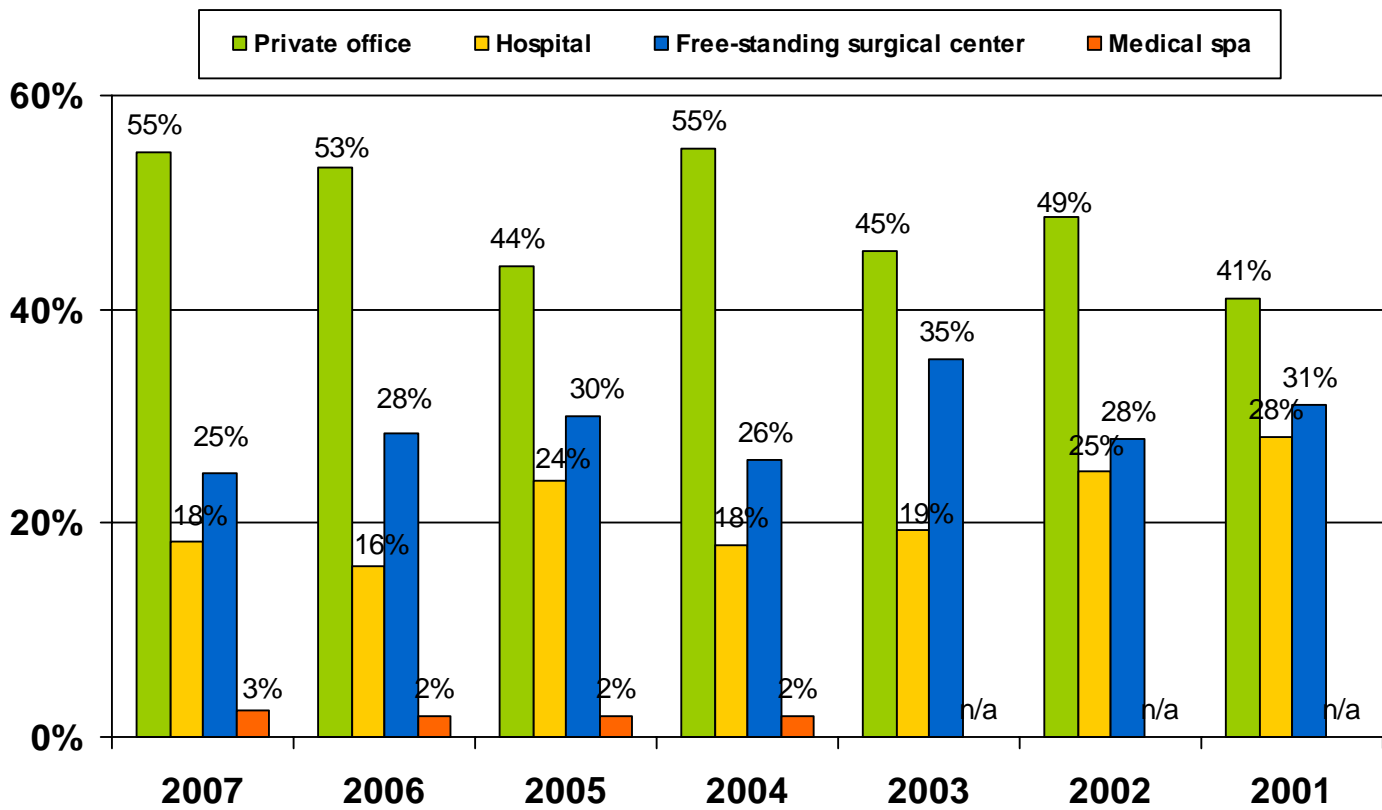
Minimally Invasive Procedures



Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2007, as well as, which you performed most often on females under the age of 35 in 2007. Base: N=132 ABFPRS certified Members (Surgeons responding zero to any procedure category are NOT included above)

Location of Procedures

Percentage of Procedures By Location



Q2. Please estimate the percentage of procedures (surgical and non-surgical) you performed in each of the following locations during 2007.

Base: N=132 ABFPRS certified Members

n/a = All trend data not available for medical spa since data only collected since 2004.

Zero responses are included.

Average Fees

Average Cost (\$) Per Procedure

| | 2007 | 2006 | % Changed 2007 vs. 2006 | 2005 | % Changed 2007 vs. 2005 |
|------------------------------------|------|------|-------------------------------|------|-------------------------------|
| | \$ | \$ | | \$ | |
| Blepharoplasty | 3093 | 3163 | -2% | 3011 | 3% |
| Botox | 463 | 435 | 6% | 464 | -<1% |
| Implants | 2488 | 2763 | -10 | 2523 | -1% |
| Calcium Hydroxyapatite, PMMA beads | 904 | 905 | -<1% | 1006 | -10% |
| Chemical Peels | 510 | 339 | 50% | 385 | 32% |
| Chin Augmentation | 2196 | 2297 | -4% | 2065 | 6% |
| Collagen/Cosmoderm/ Cosmoplast | 493 | 464 | 6% | 438 | 13% |
| Fat Injections | 2275 | 1838 | 24% | 1656 | 37% |
| Forehead Lift | 3712 | 3685 | 1% | 3621 | 3% |
| Hair Transplant | 4850 | 6126 | -21% | 5537 | -12% |
| Hyaluronic Acid | 663 | 628 | 6% | 581 | 14% |
| Ablative Skin Resurfacing | 2658 | 2236 | 19% | 2259 | 18% |
| Lip Augmentation | 1694 | 1838 | -8% | 1869 | -9% |
| Microdermabrasion | 215 | 164 | 31% | 132 | 63% |
| Otoplasty | 3178 | 3114 | 2% | 3050 | 4% |
| Poly-L-Lactic Acid | 1065 | 1040 | 2% | 1066 | -<1% |
| Rhinoplasty | 4824 | 4829 | -<1% | 4296 | 12% |
| Facelift | 6696 | 6894 | -3% | 6622 | 1% |
| Scar Revision | 1422 | 1327 | 7% | 1245 | 14% |
| Revision Surgery# | 5324 | n/a | n/a | n/a | n/a |

New in 2007

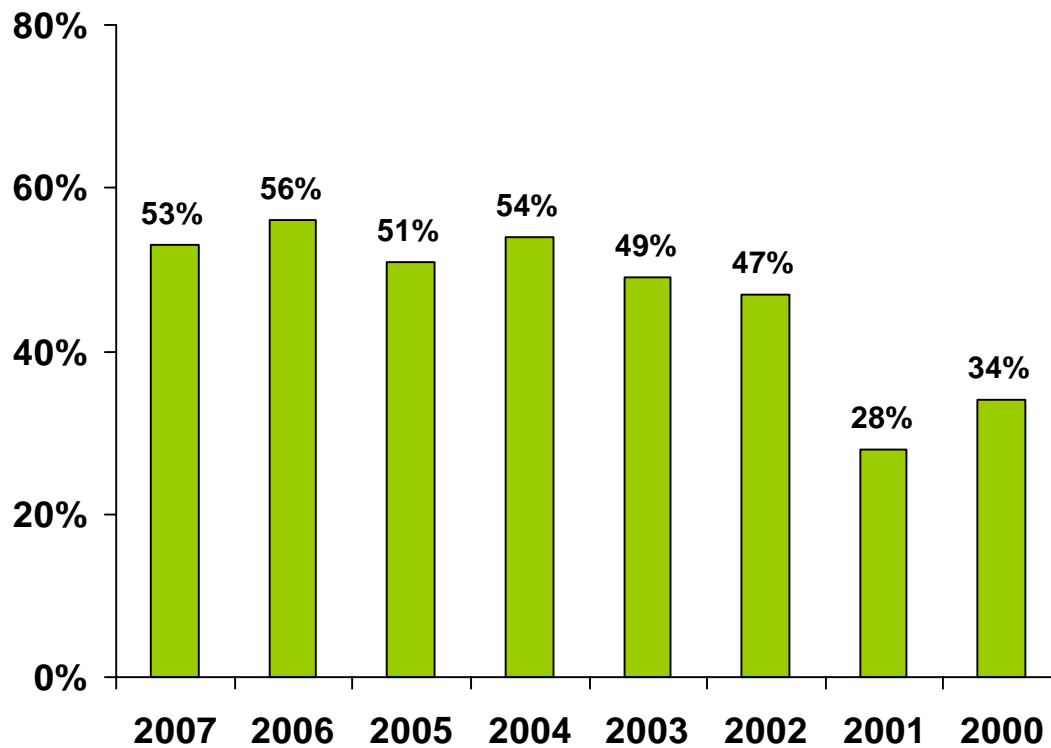
Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2007, as well as, which you performed most often on females under the age of 35 in 2007.

Base: N=132 ABFPRS certified Members (2007); 118 ABFPRS certified Members (2006); 145 ABFPRS certified Members (2005)
Surgeons responding zero to any procedure category are NOT included above.

Multiple Facial Procedures

- Surveyed surgeons estimate that about one-half of their patients (53%) have had multiple facial procedures in the same year, slightly less than in 2006.

Percentage of Patients With Multiple Facial Procedures In The Same Year



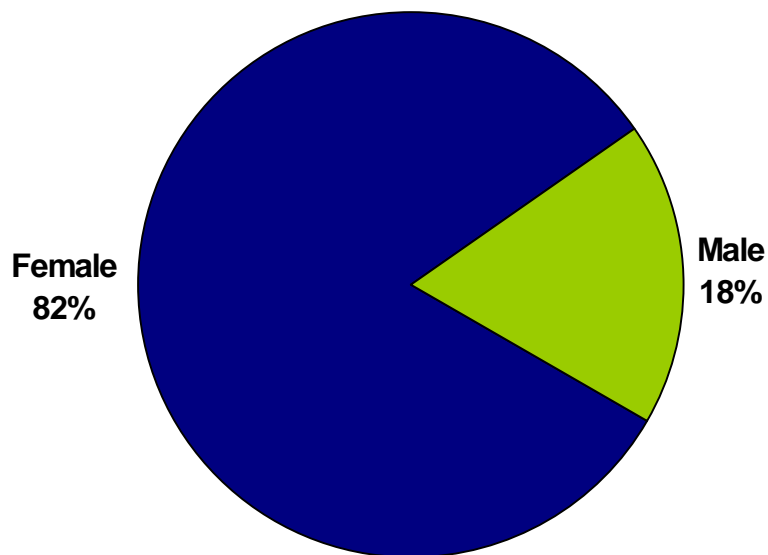
Q3a. Please estimate the percentage of your patients on whom you performed multiple facial procedures (at the same time or during the course of the same year).

Base: N=132 ABFPRS certified Members

Multiple Facial Procedures: Male vs. Female

- Surveyed surgeons say most of their patients who have had multiple facial procedures in the same year, are female (82%) while only about 18%, on average, are male.

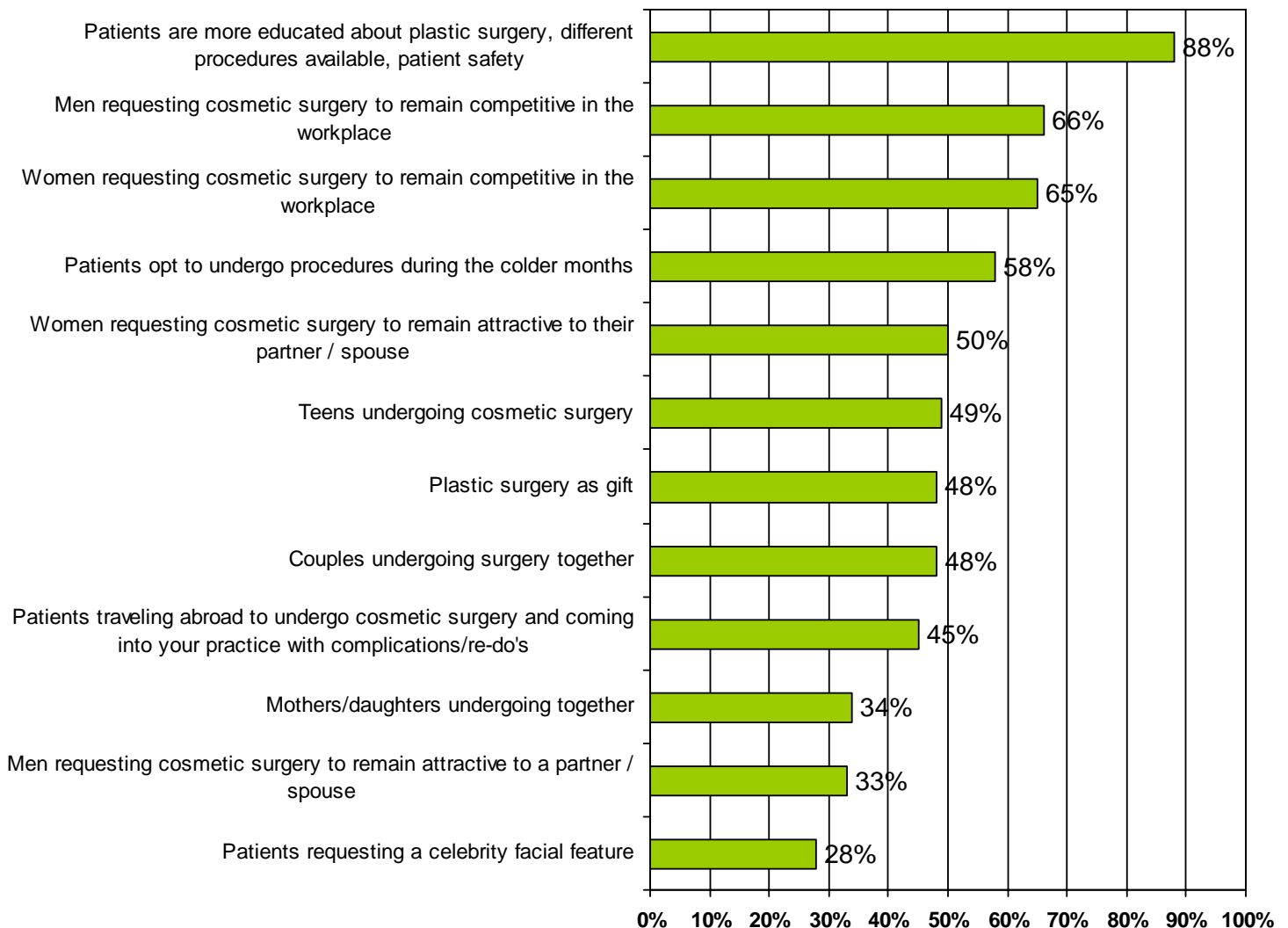
**Percentage of Patients Having Multiple Procedures
in Same Year that are Male vs. Female**



Past Year Trends

- Most surveyed surgeons say they have seen an increase in patient knowledge regarding plastic surgery in the past year.
- About two-thirds have seen men and women requesting cosmetic surgery to remain competitive in the workplace, while slightly fewer have seen patients opt to undergo procedures during the colder months.
- Approximately one-half or fewer have seen any of the five other trends depicted below.

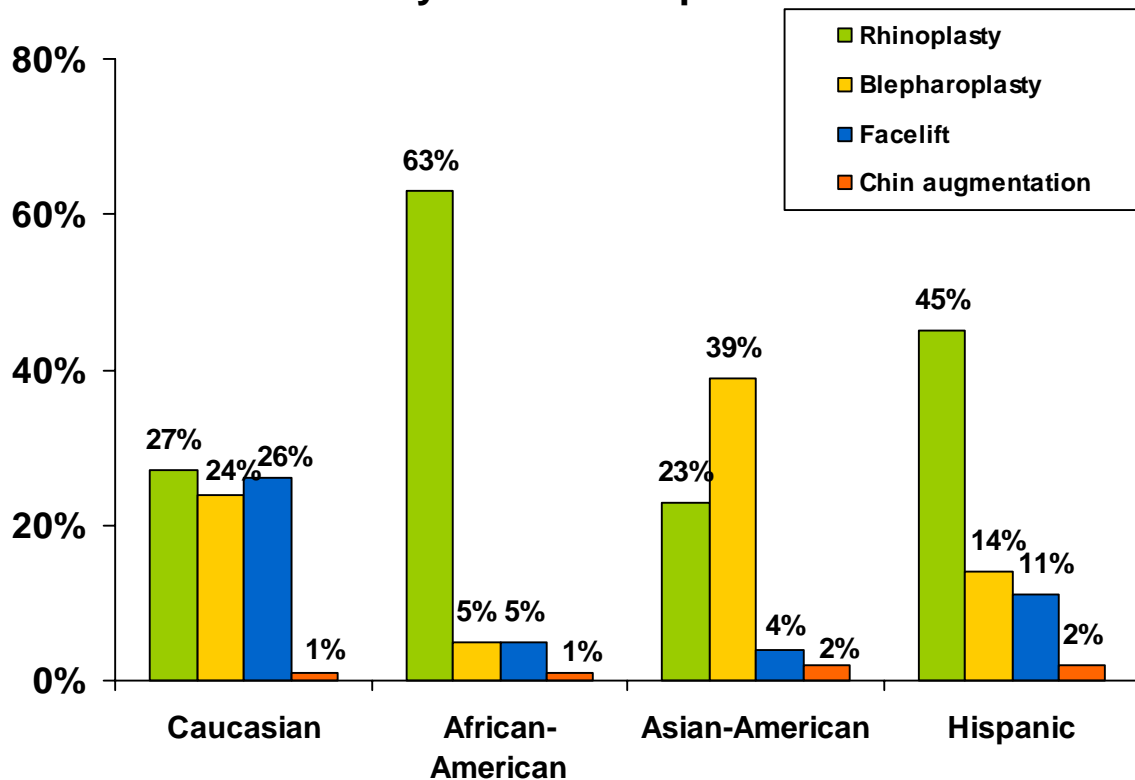
Trends in Past Year



Procedures by Ethnicity

- Considering four popular cosmetic surgery procedures, African Americans are most likely getting Rhinoplasty (63%), as are Hispanics (45%). Asian-Americans are most likely receiving Blepharoplasty (39%), while Caucasians are more evenly split between Rhinoplasty, Blepharoplasty and Facelifts (24% to 27%).

**Most Performed Facial Cosmetic Surgery
By Ethnic Groups**

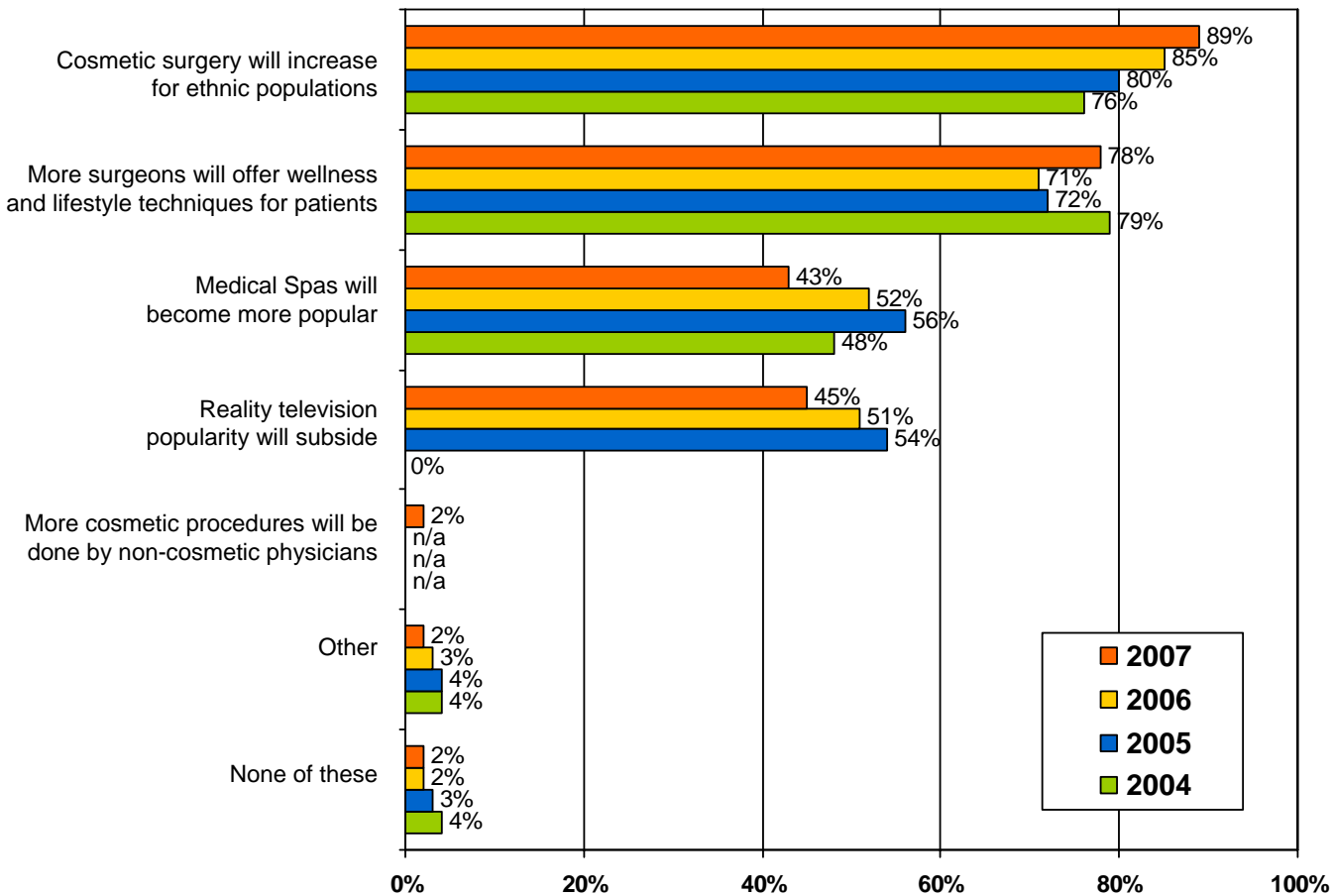


**Less than 1% in total not shown*

Future of Plastic Surgery

- Most surgeons predict that cosmetic surgery will increase for ethnic populations and that more surgeons will offer wellness and lifestyle techniques for patients. Less than half feel that reality television will subside or that Medical Spas will become more popular.

What Does the Future Hold for Plastic Surgery?





Appendix

2007 vs. 2006 Totals in Selected Procedures

Average Number of Procedures Performed Per Surgeon -- Surgeons Responding Zero Included --

| | 2007 | Projected Total * | Rank | % of Total** | 2006 | Projected Total * | Rank | % of Total** |
|---------------------------------------|-------|-------------------|------|--------------|-------|-------------------|------|--------------|
| Blepharoplasty | 61.6 | 123200 | 6 | 5.3% | 56.4 | 112800 | 5 | 4.6% |
| Botox | 374.6 | 749200 | 1 | 32.5% | 380.4 | 760800 | 1 | 31.2% |
| Implants | 11.1 | 22200 | 16 | 1.0% | 15.0 | 30000 | 16 | 1.2% |
| Calcium Hydroxyapatite, PMMA beads | 41.3 | 82600 | 8 | 3.6% | 30.0 | 60000 | 9 | 2.5% |
| Chemical Peels | 124.8 | 249600 | 3 | 10.8% | 127.2 | 254400 | 4 | 10.4% |
| Chin Augmentation | 10.4 | 20800 | 17 | 0.9% | 13.2 | 26400 | 17 | 1.1% |
| Collagen/Cosmoderm/ Cosmoplast | 9.1 | 18200 | 18 | 0.8% | 21.2 | 42400 | 14 | 1.7% |
| Fat Injections | 21.7 | 43400 | 11 | 1.9% | 21.3 | 42600 | 13 | 1.7% |
| Forehead Lift | 24.2 | 48400 | 10 | 2.1% | 22.7 | 45400 | 10 | 1.9% |
| Hair Transplant | 2.8 | 5600 | 20 | 0.2% | 12.6 | 25200 | 18 | 1.0% |
| Hyaluronic Acid | 166.9 | 333800 | 2 | 14.5% | 163.9 | 327800 | 2 | 13.4% |
| Ablative Skin Resurfacing | 28.4 | 56800 | 9 | 2.5% | 34.9 | 69800 | 8 | 2.9% |
| Lip Augmentation | 11.3 | 22600 | 15 | 1.0% | 22.4 | 44800 | 11 | 1.8% |
| Microdermabrasion | 94.0 | 188000 | 4 | 8.2% | 148.5 | 297000 | 3 | 12.2% |
| Otoplasty | 4.7 | 9400 | 19 | 0.4% | 6.6 | 13200 | 19 | 0.5% |
| Poly-L-Lactic Acid | 14.7 | 29400 | 14 | 1.3% | 21.8 | 43600 | 12 | 1.8% |
| Rhinoplasty | 49.1 | 98200 | 7 | 4.3% | 53.5 | 107000 | 6 | 4.4% |
| Facelift | 66.9 | 133800 | 5 | 5.8% | 50.9 | 101800 | 7 | 4.2% |
| Scar Revision | 15.1 | 30200 | 13 | 1.3% | 16.3 | 32600 | 15 | 1.3% |
| Revision Surgery# | 19.0 | 38000 | 12 | 1.6% | n/a | n/a | n/a | n/a |

New in 2007

Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2007, as well as, which you performed most often on females under the age of 35 in 2007.

Base: N=132 ABFPRS certified Members (2007); 118 ABFPRS certified Members (2006)

* Projections should be used with caution – the survey respondents were based on a non-random, pre-selected basis. Based on 2,000 active ABFPRS members.

** % of Total is calculated by dividing each average procedure by the sum of all the average procedures.

Patients By Gender

Average Number of Procedures Performed Per Surgeon -- Surgeons Responding Zero Included --

| | 2007 | Women | Rank | % of Total** | Men | Rank | % of Total** |
|---------------------------------------|-------|-------|------|--------------|------|------|--------------|
| Blepharoplasty | 61.6 | 48.0 | 13 | 77.9% | 8.4 | 9 | 13.6% |
| Botox | 374.6 | 336.6 | 9 | 89.9% | 39.7 | 11 | 10.6% |
| Implants | 11.1 | 9.3 | 12 | 83.8% | 2.3 | 7 | 20.7% |
| Calcium Hydroxyapatite, PMMA beads | 41.3 | 37.5 | 6 | 90.8% | 3.1 | 16 | 7.5% |
| Chemical Peels | 124.8 | 121.5 | 2 | 97.4% | 9.3 | 17 | 7.5% |
| Chin Augmentation | 10.4 | 7.8 | 15 | 75.0% | 2.4 | 6 | 23.1% |
| Collagen/Cosmoderm/ Cosmoplast | 9.1 | 8.7 | 4 | 95.6% | 0.6 | 18 | 6.6% |
| Fat Injections | 21.7 | 21.0 | 3 | 96.8% | 1.9 | 15 | 8.8% |
| Forehead Lift | 24.2 | 20.4 | 11 | 84.3% | 2.5 | 13 | 10.3% |
| Hair Transplant | 2.8 | 0.4 | 20 | 14.3% | 2.4 | 1 | 85.7% |
| Hyaluronic Acid | 166.9 | 150.4 | 8 | 90.1% | 17.6 | 12 | 10.5% |
| Ablative Skin Resurfacing | 28.4 | 21.9 | 14 | 77.1% | 2.5 | 14 | 8.8% |
| Lip Augmentation | 11.3 | 11.4 | 1 | 100% | 0.2 | 20 | 1.8% |
| Microdermabrasion | 94.0 | 89.1 | 5 | 94.8% | 5.0 | 19 | 5.3% |
| Otoplasty | 4.7 | 2.7 | 19 | 57.4% | 2.1 | 2 | 44.7% |
| Poly-L-Lactic Acid | 14.7 | 13.3 | 7 | 90.5% | 1.6 | 10 | 10.9% |
| Rhinoplasty | 49.1 | 35.8 | 16 | 72.9% | 13.9 | 4 | 28.3% |
| Facelift | 66.9 | 57.9 | 10 | 86.5% | 9.7 | 8 | 14.5% |
| Scar Revision | 15.1 | 9.5 | 18 | 62.9% | 6.2 | 3 | 41.1% |
| Revision Surgery# | 19.0 | 13.8 | 17 | 72.6% | 5.2 | 5 | 27.4% |

New in 2007

Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2007, as well as, which you performed most often on females under the age of 35 in 2007.

Base: N=132 ABFPRS certified Members in 2007

** % of Total by Gender is calculated by dividing each gender's average procedure by the total average procedures.

Patients By Gender

Average Number of Procedures Performed Per Surgeon -- Surgeons Responding Zero Included --

| | <u>TOTAL</u> | | | | <u>WOMEN</u> | | | | <u>MEN</u> | | | |
|---------------------------------------|--------------|-------|-------|-------|--------------|-------|-------|-------|------------|------|------|------|
| | 2007 | 2006 | 2005 | 2004 | 2007 | 2006 | 2005 | 2004 | 2007 | 2006 | 2005 | 2004 |
| Blepharoplasty | 61.6 | 56.4 | 54.3 | 65.2 | 48.0 | 45.6 | 46.5 | 53.1 | 8.4 | 9.3 | 8.0 | 12.2 |
| Botox | 374.6 | 380.4 | 300.5 | 343.6 | 336.6 | 331.7 | 261.1 | 292.4 | 39.7 | 47.6 | 44.2 | 51.3 |
| Implants^ | 11.1 | 15.0 | 7.3 | n/a | 9.3 | 12.3 | 6.0 | n/a | 2.3 | 2.9 | 1.3 | n/a |
| Calcium Hydroxyapatite, PMMA beads | 41.3 | 30.0 | 25.0 | n/a | 37.5 | 22.9 | 22.9 | n/a | 3.1 | 4.3 | 2.4 | n/a |
| Chemical Peels | 124.8 | 127.2 | 100.2 | 110.2 | 121.5 | 108.4 | 91.5 | 100.7 | 9.3 | 16.2 | 9.3 | 9.7 |
| Chin Augmentation | 10.4 | 13.2 | 9.3 | 11.9 | 7.8 | 9.2 | 7.2 | 8.9 | 2.4 | 4.3 | 2.1 | 3.1 |
| Collagen/Cosmoderm/ Cosmoplast | 9.1 | 21.2 | 10.1 | n/a | 8.7 | 20.4 | 9.2 | n/a | 0.6 | 1.6 | 1.1 | n/a |
| Fat Injections | 21.7 | 21.3 | 17.9 | 9.8 | 21.0 | 18.4 | 16.8 | 8.9 | 1.9 | 3.1 | 1.3 | 1.0 |
| Forehead Lift | 24.2 | 22.7 | 18.6 | 25.1 | 20.4 | 20.3 | 16.7 | 21.8 | 2.5 | 3.2 | 2.1 | 3.3 |
| Hair Transplant | 2.8 | 12.6 | 11.7 | 10.0 | 0.4 | 2.5 | 1.6 | 0.9 | 2.4 | 10.3 | 10.2 | 9.2 |
| Hyaluronic Acid | 166.9 | 163.9 | 106.7 | n/a | 150.4 | 134.1 | 97.5 | n/a | 17.6 | 15.2 | 9.3 | n/a |
| Ablative Skin Resurfacing*** | 28.4 | 34.9 | 39.9 | 29.2 | 21.9 | 29.1 | 27.4 | 26.7 | 2.5 | 6.0 | 13.7 | 2.7 |
| Lip Augmentation | 11.3 | 22.4 | 8.1 | 16.4 | 11.4 | 22.0 | 8.2 | 16.4 | 0.2 | 0.7 | 0.1 | 0.2 |
| Microdermabrasion | 94.0 | 148.5 | 114.6 | 108.4 | 89.1 | 119.5 | 106.4 | 97.3 | 5.0 | 30.3 | 10.5 | 11.2 |
| Otoplasty | 4.7 | 6.6 | 4.8 | 5.4 | 2.7 | 3.8 | 2.5 | 2.8 | 2.1 | 3.0 | 2.4 | 2.7 |
| Poly-L-Lactic Acid | 14.7 | 21.8 | 9.4 | n/a | 13.3 | 18.7 | 4.5 | n/a | 1.6 | 4.2 | 4.9 | n/a |
| Rhinoplasty | 49.1 | 53.5 | 48.5 | 53.7 | 35.8 | 36.3 | 33.3 | 35.8 | 13.9 | 18.4 | 15.4 | 18.0 |
| Facelift | 66.9 | 50.9 | 34.9 | 39.6 | 57.9 | 44.4 | 31.2 | 34.5 | 9.7 | 6.3 | 3.9 | 5.3 |
| Scar Revision | 15.1 | 16.3 | 16.6 | 16.3 | 9.5 | 11.1 | 8.6 | 9.8 | 6.2 | 6.1 | 6.2 | 6.8 |
| Revision Surgery# | 19.0 | n/a | n/a | n/a | 13.8 | n/a | n/a | n/a | 5.2 | n/a | n/a | n/a |

^ New in 2005

New in 2007

*** Prior to 2004, Ablative Skin Resurfacing which includes deep peels, laser, and dermabrasion was asked as Laser Resurfacing.

** In 2004, these procedures were included in Filler Injections

Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2007, as well as, which you performed most often on females under the age of 35 in 2007.

Base: N=132 ABFPRS certified Members (2007), 118 ABFPRS certified Members (2006), 145 ABFPRS certified Members (2005); 107 AAFPRS Members (2004)

Patients By Age (2007)

- Percentages on this table are based on the percentages reported by age group for the year 2007.

Average Percentage of Procedures Performed Per Surgeon -- Surgeons Responding Zero Included --

| | 2007 Total Avg Proc. | % Under 21 | % 22 - 34 | % 35 - 60 | % 61+ |
|--------------------|----------------------------|------------------|--------------|--------------|----------|
| Blepharoplasty | 61.6 | 0.9% | 11.0% | 59.4% | 28.7% |
| Botox | 374.6 | 0.5% | 21.1% | 63.0% | 15.3% |
| Brow Lift | 24.2 | 0% | 4.9% | 65.7% | 29.4% |
| Chemical Peels | 124.8 | 4.5% | 24.9% | 49.3% | 21.3% |
| Facelift | 66.9 | 0% | 1.3% | 60.0% | 38.7% |
| Filler Injections* | 232.0 | 0.9% | 18.8% | 61.7% | 18.6% |
| Rhinoplasty | 49.1 | 20.3% | 44.5% | 30.4% | 4.8% |

* Filler injections is a sum of four individual components on the survey: Calcium Hydroxyapatite/PMMA beads, Collagen/Cosmodern/Cosmoplast, Hyaluronic Acid, and Poly-L-Lactic Acid

Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2007, as well as, which you performed most often on females under the age of 35 in 2007.

Q8. Please estimate the percentage of patients by age group for each procedure you performed in 2007.

Base: N=132 ABFPRS certified Members; Surgeons responding zero are included

Note: Some age fields were left blank, resulting in columns that may not add to the total # of patients

Patients By Age (2006)

- Percentages on this table are based on the percentages reported by age group for the year 2006.

Average Percentage of Procedures Performed Per Surgeon -- Surgeons Responding Zero Included --

| | 2006 Total | % Under 21 | % 22 - 40 | % 41 - 60 | % 61+ |
|-------------------|------------|------------|-----------|-----------|-------|
| Blepharoplasty | 56.4 | 2.2% | 22.1% | 54.7% | 21.1% |
| Botox | 380.4 | 1.4% | 33.1% | 50.4% | 15.0% |
| Brow Lift | 22.7 | 0.5% | 15.3% | 58.2% | 25.9% |
| Chemical Peels | 127.2 | 8.5% | 32.4% | 41.7% | 17.5% |
| Facelift | 50.9 | 0.0% | 7.9% | 65.0% | 27.1% |
| Filler Injections | 236.9 | 1.2% | 36.4% | 45.1% | 17.2% |
| Rhinoplasty | 53.5 | 21.6% | 49.9% | 23.2% | 5.3% |

Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2006.

Q8. Please estimate the percentage of patients by age group for each procedure you performed in 2006.

Base: N=118 ABFPRS certified Members; Surgeons responding zero are included

Note: Some age fields were left blank, resulting in columns that may not add to the total # of patients

Patients By Age (2005)

- Percentages on this table are based on the percentages reported by age group for the year 2005.

Average Percentage of Procedures Performed Per Surgeon -- Surgeons Responding Zero Included --

| | 2005 Total | % Under 21 | % 22 - 40 | % 41 - 60 | % 61+ |
|-------------------|------------|------------|-----------|-----------|-------|
| Blepharoplasty | 54.3 | 2.0% | 18.7% | 55.1% | 24.2% |
| Botox | 300.5 | 0.4% | 30.7% | 53.7% | 15.1% |
| Brow Lift | 18.6 | 0.0% | 9.0% | 59.7% | 31.3% |
| Chemical Peels | 100.2 | 5.2% | 29.2% | 47.1% | 18.5% |
| Facelift | 34.9 | 0.0% | 2.8% | 59.6% | 37.5% |
| Filler Injections | n/a | 1.6% | 32.9% | 47.6% | 17.9% |
| Rhinoplasty | 48.5 | 20.4% | 51.3% | 23.4% | 5.0% |

Q7. Please estimate the number of procedures, the percentage of female patients receiving each procedure, and the average cost of the procedures (procedure only) you performed in 2005.

Q8. Please estimate the percentage of patients by age group for each procedure you performed in 2005.

Base: N=145 ABFPRS certified Members; Surgeons responding zero are included

Note: Some age fields were left blank, resulting in columns that may not add to the total # of patients

Patients By Age (2004)

- Percentages on this table are based on the percentages reported by age group for the year 2004.

Average Percentage of Procedures Performed Per Surgeon -- Surgeons Responding Zero Included --

| | 2004 Total | % Under 20 | % 20 - 39 | % 40 - 59 | % 60 - 79 | % 80+ |
|-------------------|------------|------------|-----------|-----------|-----------|-------|
| Blepharoplasty | 65.2 | 2.0% | 15.2% | 55.1% | 26.6% | 1.0% |
| Botox | 343.6 | 0.2% | 33.7% | 47.2% | 18.8% | 0.1% |
| Brow Lift | 25.1 | 0.5% | 10.6% | 59.4% | 27.6% | 1.8% |
| Chemical Peels | 110.2 | 5.0% | 25.8% | 46.3% | 22.2% | 0.7% |
| Facelift | 39.6 | 0.8% | 4.0% | 58.2% | 35.3% | 1.7% |
| Filler Injections | 131.3 | 0.8% | 26.9% | 51.0% | 20.8% | 0.5% |
| Rhinoplasty | 53.7 | 18.6% | 47.1% | 27.7% | 6.6% | 0.0% |

Q10. Please estimate the number of procedures, average cost of procedures and the % of patients (male and female) receiving each procedure you performed in 2004.

Q12. Please estimate the percentage of patients by age group for each procedure you performed in 2004:

Base: N=107 ABFPRS certified Members; Surgeons responding zero are included

Note: Some age fields were left blank, resulting in columns that may not add to the total # of patients

Patients By Age (2003)

- Percent of total on this table represents totals for each specific procedure for the year 2003.

Average Number of Procedures Performed Per Surgeon -- Surgeons Responding Zero Included --

| | Total 2003 | Under 20 | % of Total | 20 - 39 | % of Total | 40 - 59 | % of Total | 60 - 79 | % of Total | 80 + | % of Total |
|-------------------------|---------------|-------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|------------|---------------|
| Blepharoplasty | 56.3 | 0.3 | 0.5% | 7.8 | 13.9% | 29.1 | 51.7% | 17.3 | 30.7% | 1.7 | 3.0% |
| Botox | 137.1 | 0.0 | 0.0% | 36.8 | 26.8% | 73.1 | 53.3% | 26.6 | 19.4% | 0.6 | 0.4% |
| Chemical Peels | 67.0 | 4.7 | 7.0% | 17.7 | 26.4% | 32.1 | 47.9% | 12.3 | 18.4% | 0.2 | 0.3% |
| Chin Augmentation | 10.7 | 0.6 | 5.6% | 3.6 | 33.6% | 5.7 | 53.3% | 0.9 | 8.4% | 0.0 | 0.0% |
| Facial/Neck Liposuction | 22.1 | 0.2 | 0.9% | 3.1 | 14.0% | 12.7 | 57.5% | 6.1 | 27.6% | 0.1 | 0.5% |
| Fat Injections | 20.5 | 0.0 | 0.0% | 3.5 | 17.1% | 9.8 | 47.8% | 7.1 | 34.6% | 0.0 | 0.0% |
| Filler Injections | 70.5 | 0.3 | 0.4% | 15.8 | 22.4% | 35.2 | 49.9% | 19.0 | 27.0% | 0.2 | 0.3% |
| Forehead Lift | 21.2 | 0.0 | 0.0% | 1.2 | 5.7% | 14.1 | 66.5% | 5.9 | 27.8% | 0.1 | 0.5% |
| IPL Laser Resurfacing | 23.5 | 0.3 | 1.3% | 5.2 | 22.1% | 14.1 | 60.0% | 3.8 | 16.2% | 0.0 | 0.0% |
| Laser Resurfacing | 25.2 | 0.0 | 0.0% | 4.5 | 17.9% | 13.6 | 54.0% | 7.1 | 28.2% | 0.0 | 0.0% |
| Lip Augmentation | 11.7 | 0.1 | 0.9% | 3.4 | 29.1% | 5.8 | 49.6% | 2.3 | 19.7% | 0.1 | 0.9% |
| Microdermabrasion | 69.3 | 9.3 | 13.4% | 23.8 | 34.3% | 28.9 | 41.7% | 7.2 | 10.4% | 0.1 | 0.1% |
| Otoplasty | 6.4 | 4.1 | 64.1% | 1.6 | 25.0% | 0.7 | 10.9% | 0.1 | 1.6% | 0.0 | 0.0% |
| Rhinoplasty | 44.2 | 7.5 | 17.0% | 20.2 | 45.7% | 14.1 | 31.9% | 2.3 | 5.2% | 0.1 | 0.2% |
| Facelift | 30.5 | 0.2 | 0.7% | 2.2 | 7.2% | 17.4 | 57.0% | 10.6 | 34.8% | 0.2 | 0.7% |
| Scar Revision | 22.0 | 3.8 | 17.3% | 8.4 | 38.2% | 7.9 | 35.9% | 1.7 | 7.7% | 0.1 | 0.5% |
| Total | 638.2 | 31.4 | 4.9% | 158.8 | 24.9% | 314.3 | 49.2% | 130.3 | 20.4% | 3.5 | 0.5% |

Q6. Please estimate the total costs associated with each procedure and the specific number of patients in each age group receiving each procedure.

Base: N=109 AAFPRS Members; Surgeons responding zero are included

Note: Some age fields were left blank, resulting in columns that may not add to the total # of patients

Patients By Age (2002)

- Percent of total on this table represents totals for each specific procedure for the year 2002.

Average Number of Procedures Performed Per Surgeon -- Surgeons Responding Zero Included --

| | Total 2002 | Under 20 | % of Total | 20 - 39 | % of Total | 40 - 59 | % of Total | 60 - 79 | % of Total | 80 + | % of Total |
|----------------------------|---------------|-------------|---------------|-------------|---------------|--------------|---------------|-------------|---------------|-------------|---------------|
| Blepharoplasty | 43.5 | 1.8 | 4% | 3.5 | 8% | 22.0 | 51% | 15.0 | 34% | 1.1 | 3% |
| Botox | 69.1 | 1.4 | 2% | 23.6 | 34% | 36.1 | 52% | 7.9 | 11% | 0 | 0% |
| Cheek Augmentation | 2.5 | 0.0 | 0% | 0.9 | 36% | 1.1 | 44% | 0.5 | 20% | 0 | 0% |
| Chemical Peels | 29.8 | 7.9 | 27% | 8.4 | 28% | 10.1 | 34% | 3.4 | 11% | 0 | 0% |
| Chin Augmentation | 5.5 | 0.6 | 11% | 2.2 | 40% | 2.0 | 36% | 0.7 | 13% | 0 | 0% |
| Facial Fracture | 5.4 | 0.9 | 17% | 0.2 | 4% | 0.1 | 2% | 0.0 | 0% | 0.1 | 2% |
| Facial/Neck Liposuction | 7.0 | 0.3 | 4% | 2.2 | 31% | 3.2 | 46% | 1.2 | 17% | 0 | 0% |
| Fat Injections | 3.2 | 0.0 | 0% | 0.4 | 13% | 1.9 | 59% | 0.9 | 28% | 0 | 0% |
| Filler Injections | 31.7 | 0.2 | 1% | 13.2 | 42% | 15.8 | 50% | 2.5 | 8% | 0.1 | 0.3% |
| Forehead Lift | 10.5 | 0.6 | 6% | 0.8 | 8% | 6.2 | 59% | 3.0 | 29% | 0 | 0% |
| Hair Transplant | 2.7 | 0.0 | 0% | 0.8 | 30% | 1.5 | 56% | 0.5 | 19% | 0 | 0% |
| IPL Laser Resurfacing | 2.9 | 0.0 | 0% | 0.1 | 3% | 0.1 | 3% | 0.1 | 3% | 0 | 0% |
| Laser Hair Removal | 5.8 | 0.4 | 7% | 0.3 | 5% | 0.2 | 3% | 0.0 | 0% | 0 | 0% |
| Laser Resurfacing | 7.0 | 0.1 | 1% | 1.3 | 19% | 3.4 | 49% | 2.2 | 31% | 0 | 0% |
| Lip Augmentation | 5.4 | 0.2 | 4% | 2.0 | 37% | 2.4 | 44% | 0.8 | 15% | 0 | 0% |
| Microdermabrasion | 22.7 | 1.1 | 5% | 7.7 | 34% | 11.4 | 50% | 2.6 | 11% | 0 | 0% |
| Nasal Fracture | 24.7 | 2.1 | 9% | 1.9 | 8% | 0.1 | 0.4% | 0.0 | 0% | 0 | 0% |
| Otoplasty | 2.6 | 1.4 | 54% | 0.7 | 27% | 0.4 | 15% | 0.0 | 0% | 0 | 0% |
| Rhinoplasty | 40.5 | 6.4 | 16% | 18.3 | 45% | 13.1 | 32% | 2.6 | 6% | 0.2 | 0.5% |
| Facelift | 15.1 | 0.5 | 3% | 1.2 | 8% | 8.9 | 59% | 4.4 | 29% | 0.4 | 3% |
| Scar Revision | 7.0 | 0 | 0% | 0.2 | 3% | 0.1 | 1% | 0.1 | 1% | 0 | 0% |
| Skin Cancer Reconstruction | 31.5 | 0.2 | 1% | 2.1 | 7% | 9.4 | 30% | 15.7 | 50% | 8.7 | 28% |
| Skin Graft | 8.8 | 0.1 | 1% | 0.1 | 1% | 0.1 | 1% | 0.3 | 3% | 0.1 | 1% |
| Total | 384.9 | 26.2 | 6.8% | 92.1 | 23.9% | 149.6 | 38.9% | 64.4 | 16.7% | 10.7 | 2.8% |

Q6. Please estimate the total costs associated with each procedure and the specific number of patients in each age group receiving each procedure.

Base: N=97 AAFPRS Members; Surgeons responding zero are included

Note: Some age fields were left blank, resulting in columns that may not add to the total # of patients

Patients By Age (2001)

- Percent of total on this table represents totals for each specific procedure for the year 2001.

Average Number of Procedures Performed Per Surgeon -- Surgeons Responding Zero Included --

| | Total 2001 | Under 20 | % of Total | 20 - 39 | % of Total | 40 - 59 | % of Total | 60 - 79 | % of Total | 80 + | % of Total |
|----------------------------|---------------|-------------|---------------|-------------|---------------|--------------|---------------|-------------|---------------|------------|---------------|
| Blepharoplasty | 49.7 | 0.6 | 1% | 7.2 | 14% | 26.8 | 54% | 14.5 | 29% | 0.3 | 1% |
| Botox | 67.0 | 2.1 | 3% | 17.7 | 26% | 36.6 | 55% | 10.6 | 16% | 0 | 0% |
| Cheek Augmentation | 3.0 | 0 | 0% | 0.7 | 23% | 1.8 | 60% | 0.6 | 20% | 0 | 0% |
| Chemical Peels | 36.8 | 4.1 | 11% | 10.5 | 29% | 15.5 | 42% | 6.6 | 18% | 0 | 0% |
| Chin Augmentation | 8.1 | 0.7 | 9% | 2.5 | 31% | 3.4 | 42% | 1.5 | 19% | 0 | 0% |
| Facial/Neck Liposuction | 10.3 | 0.1 | 1% | 2.6 | 25% | 5.1 | 50% | 2.5 | 24% | 0 | 0% |
| Fat Injections | 5.0 | 0 | 0% | 1.1 | 22% | 2.8 | 56% | 1.0 | 20% | 0 | 0% |
| Filler Injections | 31.5 | 0.6 | 2% | 7.9 | 25% | 17.7 | 56% | 5.2 | 17% | 0 | 0% |
| Forehead Lift | 13.1 | 0.2 | 2% | 1.4 | 11% | 7.2 | 55% | 4.3 | 33% | 0 | 0% |
| Hair Transplant | 7.2 | 0.3 | 4% | 2.4 | 33% | 3.6 | 50% | 0.8 | 11% | 0 | 0% |
| Laser Resurfacing | 13.5 | 0.2 | 1% | 2.5 | 19% | 6.9 | 51% | 3.8 | 28% | 0 | 0% |
| Lip Augmentation | 5.7 | 0.2 | 4% | 2.6 | 46% | 2.8 | 49% | 0.9 | 16% | 0 | 0% |
| Microdermabrasion | 23.3 | 5.3 | 23% | 5.6 | 24% | 9.3 | 40% | 3.0 | 13% | 0 | 0% |
| Otoplasty | 4.1 | 2.0 | 49% | 1.2 | 29% | 0.6 | 15% | 0.2 | 5% | 0 | 0% |
| Rhinoplasty | 34.7 | 5.8 | 17% | 15.6 | 45% | 11.0 | 32% | 2.3 | 7% | 0 | 0% |
| Facelift | 20.9 | 0.4 | 2% | 1.2 | 6% | 11.7 | 56% | 7.4 | 35% | 0.2 | 1% |
| Skin Cancer Reconstruction | 28.0 | 0.9 | 3% | 1.6 | 6% | 8.1 | 29% | 14.1 | 50% | 3.4 | 12% |
| Facial Fracture | 2.2 | 0.7 | 32% | 0.1 | 5% | 0 | 0% | 0 | 0% | 0 | 0% |
| Nasal Fracture | 21.4 | 2.5 | 12% | 1.9 | 9% | 0 | 0% | 0 | 0% | 0 | 0% |
| Scar Revision | 4.8 | 0.2 | 4% | 0.1 | 2% | 0.1 | 2% | 0.1 | 2% | 0 | 0% |
| Skin Graft | 8.1 | 0.4 | 5% | 0 | 0% | 0.2 | 2% | 0.3 | 4% | 0 | 0% |
| Total | 398.4 | 27.3 | 6.9% | 86.4 | 21.7% | 171.2 | 43.0% | 79.7 | 20.0% | 3.9 | 1% |

Q6. Please estimate the total costs associated with each procedure and the specific number of patients in each age group receiving each procedure.

Base: N=108 AAFPMS Members; Surgeons responding zero are included

Note: Some age fields were left blank, resulting in columns that may not add to the total # of patients

Patients By Age (2000)

- Percent of total on this table represents totals for each specific procedure for the year 2000.

Average Number of Procedures Performed Per Surgeon -- Surgeons Responding Zero Included --

| | Total 2000 | Under 20 | % of Total | 20 - 39 | % of Total | 40 - 59 | % of Total | 60 - 79 | % of Total | 80 + | % of Total |
|----------------------------|---------------|-------------|---------------|-------------|---------------|--------------|---------------|-------------|---------------|-------------|---------------|
| Blepharoplasty | 62.3 | 0 | 0% | 7.4 | 12% | 27.5 | 44% | 17.0 | 27% | 10.4 | 17% |
| Botox | 38.0 | .1 | 0% | 11.2 | 29% | 20.5 | 54% | 6.2 | 16% | 0 | 0% |
| Cheek Augmentation | 3.4 | .1 | 3% | 1.2 | 35% | 1.5 | 44% | .6 | 18% | 0 | 0% |
| Chemical Peels | 45.5 | 3.5 | 8% | 12.6 | 28% | 18.6 | 41% | 9.8 | 22% | .9 | 2% |
| Chin Augmentation | 10.6 | 1.2 | 11% | 3.7 | 34% | 4.3 | 40% | 1.6 | 15% | 0 | 0% |
| Facial/Neck Liposuction | 9.8 | .3 | 3% | 2.4 | 24% | 5.0 | 51% | 2.1 | 21% | 0 | 0% |
| Fat Injections | 4.8 | .1 | 2% | .8 | 17% | 2.3 | 49% | 1.4 | 30% | .1 | 2% |
| Filler Injections | 27.4 | .2 | 1% | 8.1 | 30% | 14.6 | 53% | 4.3 | 16% | .1 | 1% |
| Forehead Lift | 12.2 | 0 | 0% | 1.2 | 10% | 7.0 | 58% | 3.9 | 32% | 0 | 0% |
| Hair Transplant | 3.0 | 0 | 0% | .8 | 27% | 1.7 | 57% | .5 | 17% | 0 | 0% |
| Laser Resurfacing | 12.3 | .1 | 1% | 2.4 | 20% | 5.9 | 49% | 3.7 | 31% | 0 | 0% |
| Lip Augmentation | 6.6 | .4 | 5% | 2.7 | 36% | 3.4 | 45% | 1.0 | 13% | 0 | 0% |
| Microdermabrasion | 40.0 | 1.4 | 3% | 11.6 | 29% | 20.1 | 50% | 7.0 | 17% | 0 | 0% |
| Otoplasty | 4.3 | 2.5 | 58% | 1.3 | 30% | .5 | 12% | 0 | 0% | 0 | 0% |
| Rhinoplasty | 39.9 | 6.2 | 16% | 17.6 | 44% | 13.7 | 34% | 2.5 | 6% | 0 | 0% |
| Facelift | 19.1 | 0 | 0% | .5 | 3% | 11.8 | 62% | 6.7 | 35% | .1 | 1% |
| Skin Cancer Reconstruction | 28.7 | .1 | 0% | 1.7 | 6% | 8.8 | 31% | 13.5 | 47% | 4.7 | 16% |
| Total | 368.7 | 16.2 | 4.4% | 87.2 | 23.7% | 167.2 | 45.3% | 81.8 | 22.2% | 16.3 | 4.4% |

Q6. Please estimate the total costs associated with each procedure and the specific number of patients in each age group receiving each procedure.

Base: N=108 AAFPRS Members; Surgeons responding zero are included