## Merchant Marketing <br> Self-pay Treatments Survey

## METHODOLOGY NOTE

ComRes interviewed 1,009 GPs in the UK online from 12th to 18th December 2012. Data were weighted to be representative of all UK GPs by region. ComRes is a member of the British Polling Council and abides by its rules.

All press releases or other publications must be checked with ComRes before use. ComRes requires 48 hours to check a press release unless otherwise agreed.

## Table 1

## Q1 Do you agree or disagree with each of the following statements?

## Base: All respondents

| Total | North West SHA | North East SHA | Yorkshire \& Humber SHA | $\begin{aligned} & \text { East Midlands } \\ & \text { SHA } \end{aligned}$ | $\begin{aligned} & \text { West Midlands } \\ & \text { SHA } \end{aligned}$ | $\begin{aligned} & \text { East of England } \\ & \text { SHA } \end{aligned}$ | London SHA | South East Coast SHA | South Central SHA | South West SHA | Scotland | Wales | Northern Ireland |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | A | B | c | D | E | F | G | H | I | J | K | L | M |

The private sector offers good value for money for those patients who seek self-pay or use their private medical insurance for their treatments


## Compared with a year ago, I have seen an increase in the number of patients who have asked about self-pay treatment options

| Agree strongly | 60 | 6\% | 4 | 4\% | 1 | 2\% | 2 | 2\% | 3 | 4\% | 5 | 6\% | 7 | 18\% | 9 | 18\% | 3 | 5\% | 1 | 1\% | 5 | 5\% | 9 | 18\% | 8 | ABCDI 16\% | 3 | 10\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tend to agree | 358 | 35\% | 41 | K38\% | 15 | 35\% | 26 | 30\% | 24 | 35\% | 29 | 35\% | 25 | 29\% | 40 | 36\% | 25 | K39\% | 30 | K44\% | 32 | 32\% | 27 | 24\% | 25 | CFJK50\% | 19 | abcdefghijk66\% |
| Tend to disagree | 422 | 42\% | 43 | Lm40\% | 19 | Lm44\% | 45 | Lm51\% | 29 | Lm $42 \%$ | 35 | Lm42\% | 40 | Lm47\% | 49 | Lm44\% | 26 | Lm41\% | 31 | Lm46\% | 43 | Lm43\% | 48 | Lm43\% | 9 | 18\% | 5 | 17\% |
| Disagree strongly | 132 | 13\% | 15 | 114\% | 8 | 119\% | 11 | 13\% | 7 | 10\% | 11 | 113\% | 10 | 12\% | 11 | 10\% | 8 | 13\% | 3 | 4\% | 17 | 117\% | 23 | DGIm21\% | 6 | 12\% | 2 | 7\% |
| Don't know | 37 | 4\% | 5 | Bm5\% | 0 | 0\% | 4 | Bm5\% | 6 | Bm9\% | 3 | 4\% | 3 | 4\% | 3 | 3\% | 2 | 3\% | 3 | 4\% | 2 | 2\% | 4 | Bm4\% | 2 | 4\% | 0 | 0\% |
| Total | 1009 | 100\% | 108 | 100\% | 43 | 100\% | 88 | 100\% | 69 | 100\% | 83 | 100\% | 85 | 100\% | 112 | 100\% | 64 | 100\% | 68 | 100\% | 99 | 100\% | 111 | 100\% | 50 | 100\% | 29 | 100\% |
| avg |  | 2.4 |  | 2.3 |  | 2.2 |  | 2.2 |  | 2.4 |  | 2.4 |  | 2.4 |  | к2.4 |  | 2.4 |  | c2.4 |  | 2.3 |  | 2.2 |  | defghijk. 7 |  | bcdefghijk2.8 |

## Table 2

Q2 Compared with a year ago, to what extent have you seen waiting lists for hospital referrals rise or fall?

## Base: All respondents

|  | Total |  | North West SHA |  | North East SHA |  | Yorkshire \& Humber SHA |  | East Midlands SHA |  | $\underset{\substack{\text { West Midlands } \\ \text { SHA }}}{ }$ |  | $\begin{aligned} & \text { East of England } \\ & \text { SHA } \end{aligned}$ |  | London SHA |  | South East Coast SHA |  | South Central SHA |  | $\begin{aligned} & \text { South West } \\ & \text { SHA } \end{aligned}$ |  | Scotland |  | Wales |  | Northern Ireland |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | A |  | B |  | c |  | D |  | E |  | F |  | G |  | H |  | 1 |  | J |  | k |  | L |  | M |  |
| Rise by a great deal | 70 | 7\% | 7 | 6\% | 1 | 2\% | 8 | 9\% | 3 | 4\% | 5 | 6\% | 5 | 6\% | 3 | 3\% | 5 | 8\% | 2 | 3\% | 7 | 7\% | 5 | 5\% | 13 | ABCDEFGHIJK26\% | 6 | bdgik $21 \%$ |
| Rise by a fair amount | 416 | 41\% | 41 | 38\% | 22 | K51\% | 35 | 40\% | 28 | 41\% | 38 | K46\% | 34 | 40\% | 46 | 41\% | 24 | 38\% | 26 | 38\% | 42 | 42\% | 35 | 32\% | 26 | K52\% | 19 | acdfghijk $66 \%$ |
| Stay the same | 418 | 41\% | 51 | Lm47\% | 17 | Lm 40\% | 37 | Lm $42 \%$ | 27 | Lm 39\% | 32 | Lm $39 \%$ | 36 | Lm $42 \%$ | 46 | Lm41\% | 28 | Lm44\% | 35 | Lm51\% | 41 | Lm41\% | 55 | Lm50\% | 9 | 18\% | 4 | 14\% |
| Fall by a fair amount | 63 | 6\% | 6 | m6\% | 3 | 7\% | 6 | m7\% | 6 | m9\% | 7 | m8\% | 5 | m6\% | 11 | JLm 10\% | 3 | 5\% | 3 | 4\% | 2 | 2\% | 10 | JLm9\% | 1 | 2\% | 0 | 0\% |
| Fall by a great deal | 3 | 0\% | 0 | 0\% | 0 | 0\% | 0 | 0\% | 0 | 0\% | 0 | 0\% | 0 | 0\% | 0 | 0\% | 1 | 2\% | 0 | 0\% | 1 | 1\% | 1 | 1\% | 0 | 0\% | 0 | 0\% |
| Don't know | 39 | 4\% | 3 | 3\% | 0 | 0\% | 2 | 2\% | 5 | Bm7\% | 1 | 1\% | 5 | Bm6\% | 6 | Bm5\% | 3 | 5\% | 2 | 3\% | 6 | Bm6\% | 5 | Bm5\% | 1 | 2\% | 0 | 0\% |
| Total | 1009 | 100\% | 108 | 100\% | 43 | 100\% | 88 | 100\% | 69 | 100\% | 83 | 100\% | 85 | 100\% | 112 | 100\% | 64 | 100\% | 68 | 100\% | 99 | 100\% | 111 | 100\% | 50 | 100\% | 29 | 100\% |
| avg |  | . 5 |  | 3.5 |  | 3.5 |  | 3.5 |  | 3.4 |  | 3.5 |  | 3.5 |  | 3.4 |  | 3.5 |  | 3.4 |  | к3.6 |  | 3.3 |  | abcdefghijk4.0 |  | cdefghijk4.1 |

## Table 3

## Q1 Do you agree or disagree with each of the following statements?

Base: All respondents

| Total | S2 GP type |  |  |  | D3-Gender |  | D4 Year of qualification |  |  |  |  | D6-Age |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | GP Principal | Salaried GP | GP Registrar | Locum GP | Male | Female | 1960-1969 | 1970-1979 | 1980-1989 | 1990-1999 | 2000-2010 | Under 30 | 30-39 | 40-49 | 50-59 | 60 or over |
|  | A | B | c | D | E | F | G | н | 1 | J | K | L | M | N | - | P |

The private sector offers good value for money for those patients who seek self-pay or use their private medical insurance for their treatments

| Agree strongly | 58 | 6\% | 42 | c6\% | 11 | c5\% | 0 | 0\% | 5 | c5\% | 46 | F8\% | 12 | 3\% | 0 | 0\% | 13 | gJк13\% | 15 | g7\% | 18 | g5\% | 12 | g4\% | 0 | 0\% | 22 | 15\% | 11 | 14\% | 15 | 17\% | 10 | IMNO 180 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Tend to agree | 450 | 45\% | 290 | 44\% | 108 | 46\% | 1 | abd 100\% | 51 | 48\% | 249 | 43\% | 201 | 47\% | 3 | 38\% | 51 | 49\% | 87 | 39\% | 149 | 43\% | 159 | 149\% | 7 | 44\% | 205 | 47\% | 116 | 41\% | 96 | 43\% | 26 | 46\% |
| Tend to disagree | 315 | 31\% | 208 | c31\% | 72 | c31\% | 0 | 0\% | 35 | c33\% | 176 | 30\% | 139 | 32\% | 4 | 50\% | 28 | 27\% | 68 | 30\% | 115 | 34\% | 100 | 31\% | 7 | 44\% | 129 | 30\% | 101 | P36\% | 66 | 30\% | 12 | 21\% |
| Disagree strongly | 76 | 8\% | 57 | c9\% | 13 | c6\% | 0 | 0\% | 6 | c6\% | 51 | 9\% | 25 | 6\% | 0 | 0\% | 7 | g7\% | 29 | gJK13\% | 21 | g6\% | 18 | g6\% | 0 | 0\% | 29 | 17\% | 19 | 17\% | 23 | 110\% | 5 | 19\% |
| Don't know | 110 | 11\% | 69 | c10\% | 32 | c14\% | 0 | 0\% | 9 | c8\% | 57 | 10\% | 53 | 12\% | 1 | 13\% | 5 | 5\% | 26 | H $12 \%$ | 40 | H12\% | 38 | H $12 \%$ | 2 | 13\% | 50 | 11\% | 33 | 12\% | 22 | 10\% | 3 | 5\% |
| Total | 1009 | 100\% | 666 | 100\% | 236 | 100\% | 1 | 100\% | 106 | 100\% | 579 | 100\% | 430 | 100\% | 8 | 100\% | 104 | 100\% | 225 | 100\% | 343 | 100\% | 327 | 100\% | 16 | 100\% | 435 | 100\% | 280 | 100\% | 222 | 100\% | 56 | 100\% |
| avg |  | 2.5 |  | 2.5 |  | 2.6 |  | 3.0 |  | 2.6 |  | 2.6 |  | 2.5 |  | 2.4 |  | 12.7 |  | 2.4 |  | 2.5 |  | 2.6 |  | 2.5 |  | 2.6 |  | 2.5 |  | 2.5 |  | NO2. 8 |
| Compared with a year ago, $I$ have seen an increase in the number of patients who have asked about self-pay treatment options |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Agree strongly | 60 | 6\% | 46 | cD7\% | 12 | c5\% | - | 0\% | 2 | 2\% | 35 | 6\% | 25 | 6\% | 0 | 0\% | 6 | g6\% | 13 | g6\% | 20 | g6\% | 21 | g6\% | 0 | 0\% | 31 | 17\% | 13 | 15\% | 13 | 16\% | 3 | 5\% |
| Tend to agree | 358 | 35\% | 227 | c34\% | 85 | c36\% | 0 | 0\% | 46 | c43\% | 206 | 36\% | 152 | 35\% | 5 | hi63\% | 28 | 27\% | 63 | 28\% | 120 | 35\% | 142 | HIJ43\% | 5 | 31\% | 186 | N043\% | 93 | 033\% | 52 | 23\% | 22 | 039\% |
| Tend to disagree | 422 | 42\% | 273 | 41\% | 100 | 42\% | 1 | abd 100\% | 48 | 45\% | 237 | 41\% | 185 | 43\% | 3 | 38\% | 50 | 48\% | 99 | 44\% | 144 | 42\% | 125 | 38\% | 6 | 38\% | 165 | 38\% | 120 | 43\% | 108 | M 49\% | 23 | 41\% |
| Disagree strongly | 132 | 13\% | 101 | cD 15\% | 27 | cD 11\% | 0 | 0\% | 4 | c4\% | 79 | 14\% | 53 | 12\% | 0 | 0\% | 16 | gK15\% | 47 | gJk21\% | 46 | gK13\% | 22 | g7\% | 1 | 6\% | 38 | 9\% | 44 | M 16\% | 43 | IM 19\% | 6 | 11\% |
| Don't know | 37 | 4\% | 19 | c3\% | 12 | c5\% | 0 | 0\% | 6 | c6\% | 22 | 4\% | 15 | 3\% | 0 | 0\% | 4 | g4\% | 3 | 1\% | 13 | g4\% | 17 | g15\% | 4 | mno25\% | 15 | 3\% | 10 | 4\% | 6 | 3\% | 2 | 4\% |
| Total | 1009 | 100\% | 666 | 100\% | 236 | 100\% | 1 | 100\% | 106 | 100\% | 579 | 100\% | 430 | 100\% | 8 | 100\% | 104 | 100\% | 225 | 100\% | 343 | 100\% | 327 | 100\% | 16 | 100\% | 435 | 100\% | 280 | 100\% | 222 | 100\% | 56 | 100\% |
| avg |  | 2.4 |  | 2.3 |  | 2.4 |  | 2.0 |  | 2.5 |  | 2.4 |  | 2.4 |  | 2.6 |  | 2.2 |  | 2.2 |  | 12.3 |  | HIJ2. 5 |  | 2.3 |  | N02.5 |  | 2.3 |  | 2.2 |  | 02.4 |

