



Survey of ED Sufferers Uncovers Gaps in Communication about their Condition with their Doctor.

Four in ten ED sufferers have never talked to their doctor about ED. Patients' discomfort with the topic is viewed as the #1 barrier to communication between ED sufferers and their doctor.

While only half of them have ever used a prescription drug for ED, two thirds of sufferers wish they knew more about ED and its treatment. While majorities of ED sufferers do not believe many myths about ED drugs, much uncertainty remains among those who have not spoken to their doctor about their condition.

A survey of 300 U.S. men aged 45 and older who reported they suffer from erectile dysfunction conducted by Ipsos Public Affairs for Eli Lilly & Company shows that:

- Communication between ED sufferers and doctors is often lacking or brief
- Speaking with a doctor about ED is critical to dispelling myths about ED drugs
- Discomfort about discussing ED is viewed as a major barrier to good communication between sufferers and their doctor
- ED is widely viewed as a medical condition associated with aging and as an indicator of other medical conditions
- Only half of ED sufferers have ever used ED prescription drugs; only 10% have used any in the past week

Communication between ED Sufferers and Doctors Is Often Lacking or Brief

Nearly four in ten erectile dysfunction sufferers (38%) say they have never talked to their doctor about ED. Among the 58% of sufferers who have talked with their doctor about ED, nearly nine in ten (86%) say they are the one who initiated the conversation with their doctor and half (48%) say their most recent discussion with a doctor about ED lasted no longer than three minutes.

Three out of four sufferers who have talked with their doctor about ED (74%) feel that their doctor provided enough information about ED drugs; however, many more say they would like more information from their doctor about ED drugs' side effects (47%), differences between drugs (35%) and possible interactions with other drugs (33%). Furthermore, among all ED sufferers, two thirds (64%) agree that they wish they knew more about ED and its treatments.

Speaking with a Doctor about ED is Critical to Dispelling Myths about ED Drugs

ED sufferers are more likely to find many myths about ED drugs to be false than true. Majorities do not believe that it only takes a few minutes for ED drugs to take effect (55% say it's false), that erections can occur without sexual stimulation (54%) or that it's common for erections to last for more than four hours when using ED drugs (63%); others are mostly unsure. However, nearly as many believe (30%) as do not believe (32%) that when using ED drugs, one can maintain an erection for some time after sexual activity.

However, those who have spoken with their doctors are significantly less likely to believe these myths than those who have not spoken with their doctor about their condition, indicating again that doctors are important resource for information about ED and its treatments. The myths to which the two groups respond most differently include not needing sexual stimulation for erections to occur when using ED drugs, their having a nearly instantaneous effect and maintaining an erection for some time after sexual activity.

Lack of Comfort in Discussing ED Is the Top Barrier to Good Communication

Only 40% of ED sufferers say that they are very comfortable talking with their doctor about ED while one third (32%) are very or somewhat uncomfortable. Indeed, patients' discomfort with the topic is mentioned by 74% of sufferers, and ranks at #1, as a major barrier to good communication between patients and their doctor about ED. Other major barriers include the patient not knowing what to ask (44%) and the gender of the doctor (36%). Indeed, 64% of ED sufferers would prefer speaking with a male doctor about ED. Among sufferers who have never spoken to a doctor about ED or not done so in over a year, lack of comfort is the most common reason, cited by 31%. In addition, only 36% of all ED sufferers think most doctors are very comfortable having detailed discussions with their patients about ED and 21% think doctors are very or somewhat uncomfortable. In contrast, 90% of ED sufferers think doctors are very comfortable discussing cholesterol and blood pressure.

Improved communication between patients and physicians on ED is essential because sufferers turn primarily to health care professionals for information about ED -- especially primary care physicians (48%) and, to a lesser extent, urologists (23%).

ED is Widely Viewed by Sufferers as a Medical Condition Associated with Aging as well as an Indicator of Other Medical Conditions

Nine in ten ED sufferers (88%) agree that ED is a medical condition that can be treated. Furthermore, 82% agree that ED can be a symptom of other medical conditions.

The survey also shows that ED is widely viewed by sufferers as a medical condition associated with aging. Four in five sufferers view ED as part of getting older (78%) and agree that it is common among men their age (80%). Getting older is cited as one of the most common causes of ED by more ED sufferers (59%) than any other reason.



Eight in ten (79%) ED sufferers agree they would be comfortable taking ED drugs. However, almost the same proportion (74%) agree they would not want people to know if they were taking drugs for ED prescribed by a doctor.

Only Half of ED Sufferers Have Ever Used ED Prescription Drugs; Only 10% Have Used Any in the Past Week

Although they are, by far, the most commonly used treatment option for ED, only 50% of all sufferers surveyed report they have ever used prescription drugs to treat ED and only 10% say they have done so in the past week. Nearly four in ten (38%) say that they have not used any treatment for ED or none among a wide range of options. Those who are not taking ED drugs tend to blame their cost and their lack of coverage by their health insurance (23% and 22%, respectively)

Only one third of sufferers who have spoken with a doctor about ED (32%) say they follow their doctor's instructions for ED treatments all the time. In contrast, six out of ten ED sufferers who have used prescription drugs for their ED (61%) say that they follow package instructions all the time.

These are some of the findings of an Ipsos/Manning Selvage & Lee poll conducted April 22 – April 29, 2008. For the survey, a national sample of 300 men aged 45 and older who reported at least occasionally suffering from ED were interviewed online.

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