

FACT SHEET:
**US Mediums’
Business Practices**



Although practices involving communication with the deceased have existed in cultures across the globe since antiquity (e.g., Hunter & Luke, 2014), *mediums* report experiencing communication with the deceased regularly and reliably and share the resulting messages with the living. Psychics, in contrast, convey information not about the deceased but about people, events, places, or times unknown to them. A common rule of thumb is that all mediums are psychic but not all psychics are mediums.

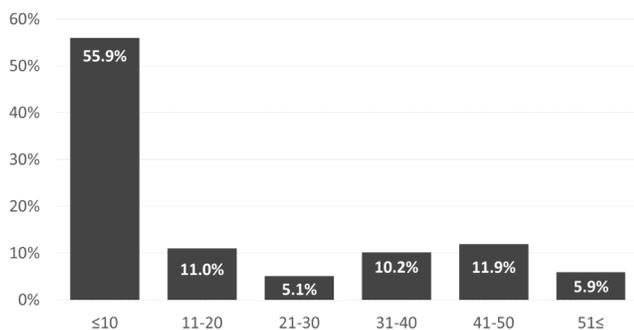
Modern research with mediums has included examinations of their psychology, physiology, experiences, and states of consciousness as well as the accuracy of their statements under laboratory-controlled conditions. However, little is known about their real-world, modern business practices.

The Psychic Services industry in the US (including mediumship, astrology, and other metaphysical services) is currently valued at over \$2 billion. As a rare discretionary industry able to weather economic fluctuations, the continued growth of psychic services has been projected (IBIS World, 2021).

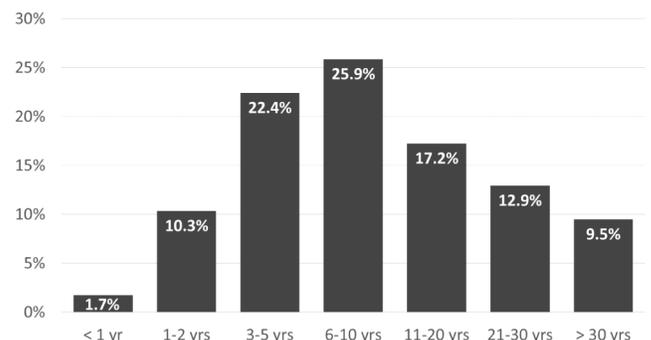
Using online surveys, we aimed to examine the activities and practices of modern secular American mediums during their readings with clients. The findings summarized below have been previously shared (Beischel, 2018) and published (Beischel & Boccuzzi, 2023). Because the data were collected prior to the COVID-19 pandemic, further research would be required to assess if changes have occurred.

Survey responses to the items below were provided by 128 participants (including 14 Windbridge Certified Research Mediums). Their average age was 54.0 ± 9.7 years and the study population was over 90% white and female. See Beischel & Boccuzzi (2023) for further details.

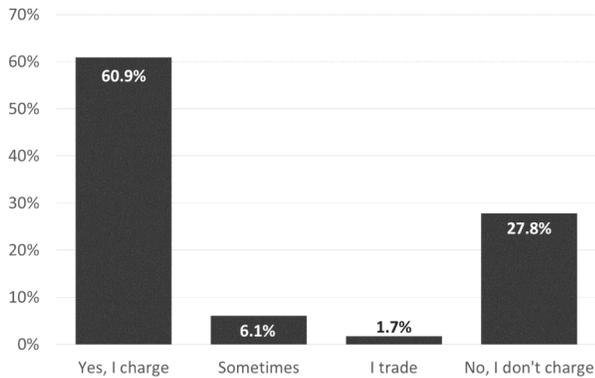
Survey Item: “About how old were you when you first experienced communication from a deceased person?”



Survey Item: “About how long have you been performing mediumship readings for other people?”



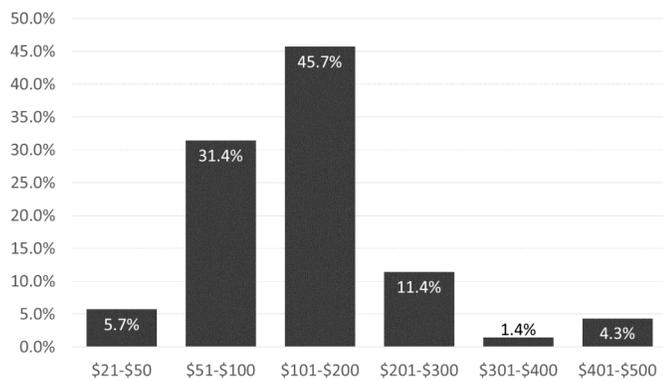
Survey Item: “For the majority of your individual readings for 1-2 people, do you get paid?”



Note: Full responses = “Yes, I charge for readings;” “Sometimes I charge, sometimes I don’t;” “I trade readings for other goods or services;” and “No, I offer readings for free.”

Note: Only the participants who reported charging for readings in the previous item were asked the two items below:

Survey Item: “Generally speaking, about how much do you charge for an individual reading for 1-2 people?”

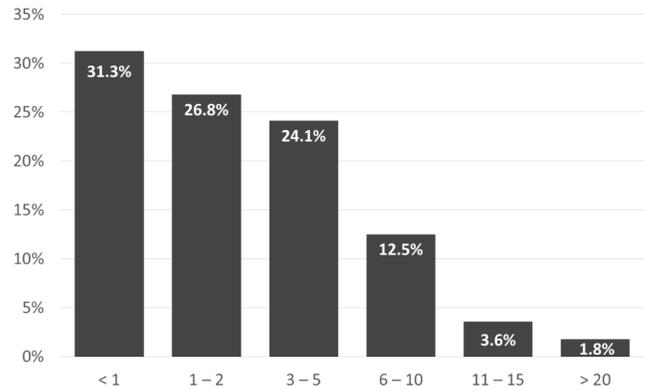


Note: No study participants reported charging over \$500.

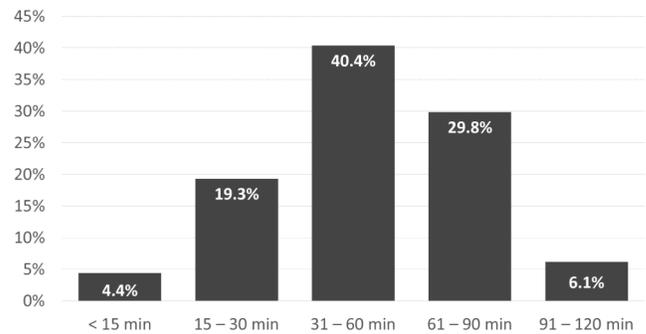
Survey Item: “Is your mediumship your primary source of income?”

Roughly 69% of participants reported that their mediumship is not their primary source of income and 31% reported that it is.

Survey Item: Roughly “how many individual readings for 1-2 people do you perform per week?”



Survey Item: “On average, when you perform an individual reading for 1-2 people, how long does it last?”



Survey Item: “Besides mediumship, do you have other abilities? Check all that apply.”

Ability	n	%
Psychic	121	96.0%
Precognitive	94	74.6%
Remote viewing	83	65.9%
Energy healing	83	65.9%
Psychometry	76	60.3%
Deceased animals	66	52.4%
Living animals	60	47.6%
Physical mediumship	23	18.3%

Survey Item: “Have you ever worked with law enforcement personnel to provide input on an investigation?”

More than 21% of respondents reported working with local, state, and federal agencies including police, fire, and sheriff’s departments; FindMe or similar search organizations; skiptracers; the US military; and the FBI, CIA, ATF, and DEA. The most common agencies listed were police/sheriffs and the FBI. The cities listed included Washington, DC, and cities located in Arizona, California, Florida, Illinois, North Carolina, Oklahoma, Texas, and Virginia.

Survey Item: “Have you ever worked with other types of investigators (for example, ‘ghost hunting’ groups, private investigators, etc.)” ... “on an investigation?”

Close to one-third of respondents reported working with private investigators or on cases of missing persons, on house-based phenomena, at historical locations, or with local paranormal investigation/ghost hunting groups. The investigations were reported as having taken place in Arizona, California, Colorado, Delaware, Florida, Georgia, Illinois, Louisiana, Maine, Maryland, Massachusetts, Minnesota, Missouri, New Jersey, New Mexico, New York, North Carolina, South Carolina, Tennessee, Texas, Washington, and countries outside the US.

For full methods and additional survey findings about mediums’ training, reading sizes and settings, and family members with similar abilities, please see Beischel and Boccuzzi (2023).

The demographic profiles of participants may reflect a social acceptance of mediumistic practices within this population. Future research may wish to specifically explore the practices of mediums of other demographic profiles and/or compare them to those from other countries or cultures.

References

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- Beischel, J., & Boccuzzi, M. (2023). Experiences, business practices, and familial characteristics of secular American mediums. *Threshold: Journal of Interdisciplinary Consciousness Studies*, 5(1), 1–26. <http://www.tjics.org/index.php/TJICS/article/view/36>
- Hunter, J. & Luke, D. (Eds.) (2014). *Talking with the spirits: Ethnographies from between the worlds*. Daily Grail Publishing.
- IBIS World. (2021, April 9). *Psychic services industry in the US: Market research report*. <https://www.ibisworld.com/united-states/market-research-reports/psychic-services-industry/>

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