# HARD SELL



The Evolution of a Viagra Salesman

JAMIE REIDY

A former #1 Pfizer sales rep presents a behind-the-scenes look at pharmaceutical sales and the most talked-about prescription drug in history.

# **Hard Sell The Evolution Of A Viagra Salesman**

G. L. Hoffman

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Hard Sell Jamie Reidy, 2005-03 Hard Sell tells you things about the American pharmaceutical industry you d rather not know and about practices you d rather weren t happening But once you pick it up you won t want to put this book down Jamie Reidy is to the pharmaceutical business what Jerry Maguire was to professional sports and Frank Abagnale Catch Me If You Can was to bank fraud He s the guy who s been there done that and walked away with the insider stories You ll find yourself rooting for Reidy and at the same time you ll be shocked by the realities of the world that paid his salary Hard Sell is a witty expose of an industry that touches nearly everyone in contemporary America It reveals the questionable practices of drug reps nurses and even physicians Reidy traces his ups and downs as a rep for giant drug manufacturer Pfizer maker of some of the most widely prescribed and used drugs in existence including Viagra With equal parts self confidence and self mockery Reidy tells it like it is in the drug selling trenches that are our local doctors offices The result is a funny and fascinating book Hard Sell Jamie Reidy, 2010-09-14 Jamie Reidy is the guy who s been there done that and walked away with the insider stories Inside Hard Sell Now a Major Motion Picture LOVE and OTHER DRUGS you ll find yourself rooting for Reidy and shocked by the realities of the world that paid his salary This comedic expose traces Reidy's experiences from Pfizer training to life as the V Man when Reidy became Pfizer's number one drug rep during the Viagra craze With equal parts self confidence and self mockery Reidy takes the reader on a hilarious romp through pharma culture while revealing the controversial side of the drug industry From viewing a circumcision to gaining a doctor's rapport to providing insight on why doctors choose to prescribe Drug X over Drug Y and from how to bargain sigs and scripts to why the Viagra pill is shaped as a diamond Reidy discloses everything A witty behind the scenes look at an industry that touches everyone in America with a prescription Hard Sell uncovers truths about the pharmaceutical industry you d rather not know and practices you d like to believe weren t employed Hard Sell has been adapted into a major motion picture starring Jake Dig Your Job G. L. Hoffman, 2009-02-06 The Not So Serious Career Handbook Where Gyllenhaal and Anne Hathaway Else Can You Get Over Two Hundred Real World Tested Ideas for Finding a Better Job or Protecting the One You Have With DIG YOUR JOB every single page can help spell the difference between finding a great job and settling for one you hate The ideas come at you fast and concisely The author himself a successful entrepreneur has little time to waste He writes directly almost bluntly but gives you the ideas with a healthy dose of humor the book is as easy to read as comic book a rarity today This is NOT a boring book Even though it is broken up in over 200 segments so that each one stands alone we dare you to read just one **Brand Positioning in Pharma** Subba Rao Chaganti, 2023-01-01 Why a book on Brand Positioning in Pharma a fifty plus year old concept particularly when new age marketing frameworks such as Customer Experience Design Thinking Agile Marketing Content Marketing Closed Loop Marketing Omnichannel Marketing and others are disrupting pharmaceutical marketing Two reasons Firstly Brand Positioning is not a marketing framework but a Foundational Principle

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presence of a drug can alter the concept of a disease and its treatment understandings of who suffers from it and how to cure it both locally and internationally this book will appeal to scholars of sociology and science and technology studies with interests in globalization pharmaceuticals gender and the sociology of medicine White Coat, Black Hat Carl Elliott, 2011-09-13 By New Yorker and Atlantic writer Carl Elliott a readable and even funny account of the serious business of medicine A tongue in cheek account of the changes that have transformed medicine into big business Physician and medical ethicist Carl Elliott tracks the new world of commercialized medicine from start to finish introducing the professional quinea pigs ghostwriters thought leaders drug reps public relations pros and even medical ethicists who use medicine for sometimes huge financial gain Along the way he uncovers the cost to patients lost in a health care universe centered around Our Bodies, Our Data Adam Tanner, 2017-01-10 How the hidden trade in our sensitive medical information became a multibillion dollar business but has done little to improve our health care outcomes Hidden to consumers patient medical data has become a multibillion dollar worldwide trade industry between our health care providers drug companies and a complex web of middlemen This great medical data bazaar sells copies of the prescription you recently filled your hospital records insurance claims blood test results and more stripped of your name but possibly with identifiers such as year of birth gender and doctor As computing grows ever more sophisticated patient dossiers become increasingly vulnerable to reidentification and the possibility of being targeted by identity thieves or hackers Paradoxically comprehensive electronic files for patient treatment the reason medical data exists in the first place remain an elusive goal Even today patients or their doctors rarely have easy access to comprehensive records that could improve care In the evolution of medical data the instinct for profit has outstripped patient needs This book tells the human behind the scenes story of how such a system evolved internationally It begins with New York advertising man Ludwig Wolfgang Frohlich who founded IMS Health the world's dominant health data miner in the 1950s IMS Health now gathers patient medical data from more than 45 billion transactions annually from 780 000 data feeds in more than 100 countries Our Bodies Our Data uncovers some of Frohlich's hidden past and follows the story of what happened in the following decades This is both a story about medicine and medical practice and about big business and maximizing profits and the places these meet places most patients would like to believe are off limits Our Bodies Our Data seeks to spark debate on how we can best balance the promise big data offers to advance medicine and improve lives while preserving the rights and interests of every patient We the public deserve a say in this discussion After all it s our data Leonard Maltin's 2014 Movie Guide Leonard Maltin, 2013-09-03 Summer blockbusters and independent sleepers masterworks of Alfred Hitchcock Billy Wilder and Martin Scorsese the timeless comedy of the Marx Brothers and Buster Keaton animated classics from Walt Disney and Pixar the finest foreign films ever made This 2014 edition covers the modern era from 1965 to the present while including all the great older films you can t afford to miss and those you can from box office smashes to cult classics to forgotten gems to forgettable bombs listed

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Bad Pharma Ben Goldacre, 2013-02-05 We like to imagine that medicine is based on evidence and the results of fair testing and clinical trials In reality those tests and trials are often profoundly flawed We like to imagine that doctors who write prescriptions for everything from antidepressants to cancer drugs to heart medication are familiar with the research literature about a drug when in reality much of the research is hidden from them by drug companies We like to imagine that doctors are impartially educated when in reality much of their education is funded by the pharmaceutical industry We like to imagine that regulators have some code of ethics and let only effective drugs onto the market when in reality they approve useless drugs with data on side effects casually withheld from doctors and patients All these problems have been shielded from public scrutiny because they re too complex to capture in a sound bite But Ben Goldacre shows that the true scale of this murderous disaster fully reveals itself only when the details are untangled He believes we should all be able to understand precisely how data manipulation works and how research misconduct in the medical industry affects us on a global scale With Goldacre's characteristic flair and a forensic attention to detail Bad Pharma reveals a shockingly broken system and calls for regulation This is the pharmaceutical industry as it has never been seen before The Obama Syndrome Tariq Ali, 2011-09-01 Written early in 2010 and initially published in September 2010 The Obama Syndrome predicted the Obama administration's historic midterm defeat But unlike myriad commentators who have since pinned responsibility for that Democratic Party collapse on the reform president's lack of firm resolve Ali's critique located the problem in Obama's notion of reform itself Barack Obama campaigned for the presidency by promising to escalate the war in Afghanistan and his economic team brought the architects of the financial crisis into the White House Small wonder then that the War on Terror torture in Bagram occupation in Iraq appears and in Israel and escalation in Pakistan continues And that Wall Street and the country's biggest corporations have all profited at the expense of America's working class and poor Now a thoroughly updated paperback continues the story through the midterms including a trenchant analysis of the Tea Party and Obama's decision to continue with his predecessor's tax cuts for the rich Ali asks whether in the absence of a progressive

upheaval from below US politics is permanently mired in moderate Republicanism Already called a comprehensive account of the problems with Obama The Huffington Post this new edition is sure to provide a more powerful boost to Obama dissenters on the left Pittsburgh Post Gazette Before Prozac Edward Shorter,2009 In this volume Shorter presents a revealing account of why psychiatry is losing ground in the struggle to treat depression It focuses on an unexpected villain the FDA the very agency charged with ensuring drug safety and effectiveness Shorter describes how the FDA permits companies to test new products only against placebo

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