



Detail Man: My Life as a Drug Rep

Kent Andiorio

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This book chronicles the 35 years of this sturdy lads adventures in the world of Pharmaceutical Sales. Anecdotal stories of what it was like to work in the environment of Big Pharma prior to President Ronald Regan signing into law the Prescription Drug Marketing act of 1987 on April 12th 1988, and how he and the industry matured and changed with the times. Anyone who is in or who was in the pharmaceutical business can relate to the stories in "Detail Man". We've all "been there, done that". Some of the stories are simply an historical prospective of what it was like prior to 1988, others a snap shot in time of daily events that actually happened. Some will make you laugh, some will make you cry, and who knows, you may even learn a thing or two. So here's a toast to all of you who have carried the "Bag". To all of you launchtrac seekers and spreadsheet readers, to all of you who have talked the talk, and walked the walk. May you sample bag be filled with good stuff, your quota's low and your commission checks high. Good selling.

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