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Fact Sheet

Reducing the Impact of Pharmaceutical Marketing to Physicians and Promoting Appropriate Prescribing and Drug Safety

The pharmaceutical industry spends nearly \$30 billion annually on marketing. The majority (including samples) is spent on direct marketing to physicians (Donohue, NEJM, 2007).

Nationwide, prescription drug spending rose 500% (from \$40.3 billion to 200.7 billion) between 2000 and 2005 (Kaiser Family Foundation, 2007).

This fact sheet was created in collaboration with



Non-physician Prescribers and Pharmaceutical Industry Interactions

Nurse Practitioners and Physician Assistants are authorized to prescribe medications in all fifty states and the District of Columbia, with varying limits for physician counter-signing and controlled substances.^{1,2}

Industry marketing to NPs and PAs has increased markedly in recent years to roughly 20 million detail visits in 2006, a 20% increase over 2004.³

The 86% of physician assistants who see pharmaceutical sales reps on a weekly basis have an average of 6.8 detailer interactions each week.⁴

Pharmacists have some prescribing authority in at least 25 states.⁵

State	PA Rx Priv.	PA Rx Limited to Formulary?	PA Controlled Substances Notes	NP Rx Priv.	NP Physician Oversight
AL	Yes	Yes	No controlled substances	Yes	All prescriptions must show collaborating physician's name and address
AK	Yes		Sch. II-V	Yes	
AZ	Yes		Sch. II-III limited to 14-day supply with board prescribing certification (72-hrs. without)	Yes	
AR	Yes		Sch. III-V	Yes	
CO	Yes		Sch. II-V	Yes	
CT	Yes		Sch. II-V	Yes	
DE	Yes		Sch. II-V	Yes	
DC	Yes		Sch. II-V	Yes	
FL	Yes	Yes (formulary of restricted drugs)	No controlled substances	Yes	
GA	Yes	Yes	Sch. III-V	Yes	All prescriptions must show

¹ Byrne, Westley. US Nurse Practitioner Prescribing Law: A State-by-State Summary. Medscape Nurses. Available at: <http://www.medscape.com/viewarticle/440315#SD> Accessed December 18, 2008.

² Physician Assistant Prescribing Authority by State. American Academy of Physician Assistants. Available at: <http://www.aapa.org/gandp/rxchart.html> Accessed December 18, 2008

³ Verispan Personal Selling Audit, Hospital Personal Selling Audit, and Nurse Practitioner/Physician Assistant Audit, 2007.

⁴ Verispan Pharmaceutical Image Study. 2007

⁵ Pearson, et.al. An Information Paper on Pharmacist Prescribing Within a Health Care Facility. 2001. Available at: <http://www.cshp-bc.com/publications/CSHP%20Information%20Paper%20on%20Pharmacist%20Prescribing.pdf>

State	PA Rx Priv.	PA Rx Limited to Formulary?	PA Controlled Substances Notes	NP Rx Priv.	NP Physician Oversight
HI	Yes		Sch. III-V	Yes	All prescriptions must show collaborating physician's name and phone #
ID	Yes		Sch. II-V	Yes	
IL	Yes		Sch. III-V	Yes	All prescriptions must show collaborating physician's name
IN	Yes		Sch. III-V	Yes	
IA	Yes		Sch. III-V; Sch. II (except depressants)	Yes	
KS	Yes		Sch. II-V	Yes	All prescriptions must show collaborating physician's name, address, and phone #
KY	Yes		no controlled medications	Yes	
LA	Yes		Sch. III-V	Yes	All prescriptions must show the collaborating physician's name
ME	Yes		Sch. III-V (Medical Board may approve Sch. II for individual PAs practicing with MD supervision. No such provision for Osteopathic board.)	Yes	
MD	Yes		Sch. II-V	Yes	
MA	Yes		Sch. II-V	Yes	All prescriptions must show collaborating physician's name
MI	Yes		Sch. III-V; Sch. II (7-day supply) as discharge meds	Yes	
MN	Yes	Yes	Sch. II-V	Yes	
MS	Yes		Sch. II-V	Yes	
MO	Yes		no controlled medications	Yes	All prescriptions must show collaborating physician's name, practice address, and phone #
MT	Yes		Sch. II-V (Sch. II limited to 34-day supply)	Yes	
NE	Yes		Sch. II-V	Yes	
NV	Yes		Sch. II-V	Yes	
NH	Yes		Sch. II-V	Yes	
NJ	Yes		Sch. II-V (certain conditions apply)	Yes	All prescriptions must be written on state-authorized prescription blanks printed with the prescriber's NPI serialized by the vendor, and must include the collaborating physician's name, license #, address, and phone #
NM	Yes	Yes	Sch. II-V	Yes	
NY	Yes		Sch. II-V	Yes	
NC	Yes		Sch. II-V (Sch. II-III limited to 30-day supply)	Yes	All prescriptions must show collaborating physician's name
ND	Yes		Sch. III-V	Yes	
OH	Yes		Sch. III-V	Yes	
OK	Yes	Yes	Sch. III-V (limited to 30-day supply)	Yes	All prescriptions must show collaborating physician's name
OR	Yes		Sch. II-V	Yes	
PA	Yes	Yes	Sch. II-V. (Sch. II limited to 72 hours for initial therapy; 30 days for ongoing therapy.) PAs supervised by osteopathic physicians may not prescribe.	Yes	All prescriptions must show collaborating physician's name
RI	Yes		Sch. II-V	Yes	
SC	Yes	Yes	Sch. III-V	Yes	All prescriptions must show the collaborating physician's name, address, and phone #
SD	Yes		Sch. II-V (Sch. II limited to 30-day supply)	Yes	
TN	Yes		Sch. II-V	Yes	All prescriptions must show collaborating physician's name
TX	Yes		Prescribing limited to specified practices; Sch. III-V (limited to 30-day supply)	Yes	All prescriptions must show collaborating physician's name, address, and phone #
UT	Yes		Sch. II-V	Yes	
VT	Yes	Yes	Sch. II-V	Yes	
VA	Yes		Sch. II-V	Yes	
WA	Yes		Sch. II-V	Yes	
WV	Yes	Yes	Sch. III-V (Sch. III limited to 72-hr supply)	Yes	
WI	Yes		Sch. II-V	Yes	
WY	Yes		Sch. II-V	Yes	