

Questions to Ask Pharmaceutical Representatives when Evaluating Medications

*Developed by the American College of Physicians
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1. What is the name of the medication (brand name and generic name)? What class of drug is it? What are the other medications in this drug class?
2. What are the routes of administration of this medication?
3. What are the references for off-label use?
4. What are the unique advantages of this medication?
5. What are the major side effects and/or adverse effects?
6. What types of trials have been performed on this medication?
 - a. What was the medication compared with (placebo, standard medication of care, current care, other medications in its class)?
 - b. When head-to-head studies for effectiveness and safety were conducted, was the medication used at a comparable dose to the competing medication?
 - c. Are there any unpublished studies or postmarketing surveys suggesting currently unidentified risks?
 - d. Were the trials conducted for FDA approval funded by industry?
7. What patient populations were studied with this medication?
8. When will your patent expire?
9. What is the price of this medication?
10. Is this medication covered by Medicare/Medicaid in this state? Is it on the preferred medication list of the major insurance companies in this area? Is it on most hospital formularies?
11. How do you make your medication accessible to those who cannot afford it, both domestically and internationally?

Note: *Always carefully consider any information provided by a pharmaceutical representative regarding a medication and be sure to compare the provided information against other available literature.*

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