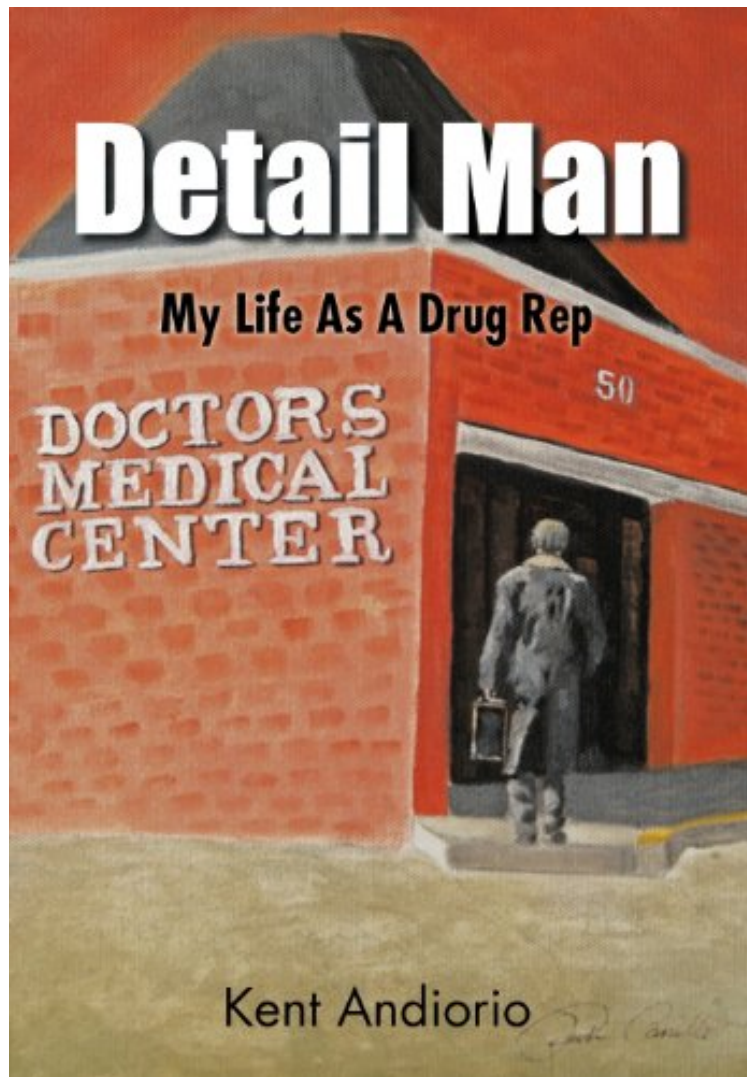


[Free] Detail Man: My Life as a Drug Rep

## Detail Man: My Life as a Drug Rep

*Kent Andiorio*

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**Kent Andiorio : Detail Man: My Life as a Drug Rep** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Detail Man: My Life as a Drug Rep:

0 of 0 people found the following review helpful. Interesting, but...By justlikestoread As a fellow pharma rep, I found this interesting. The author clearly has a great story to tell. Sadly, it seems the author hasn't met either an editor or a dictionary. The spelling and grammar were so bad they interfered with the actual story. You'd have to assume, or at least hope, a pharmaceutical rep has a good educational background. In this case, the author barely seems literate at times. 0 of 0 people found the following review helpful. entertaining read By GKI am a physician, and am interested in knowing what life is like as a pharmaceutical rep, so I purchased this book, not expecting a whole lot. What I got was

an extremely entertaining series of short (2-3 page) vignettes detailing the 35 year career of the author. Each night I would plan on reading two or three chapters, but after I finished each chapter, I kept wanting to read more. I ended up finishing the book in three nights (staying up a lot later than I had planned each night). The author's interpersonal interactions with doctors, district managers and other reps were interesting, comical, insightful and thought provoking. I think that anyone in the medical or pharmaceutical field would find this book a fascinating, funny and very interesting read. 0 of 0 people found the following review helpful. A light read and entertaining stories  
By Nancy Andiorio  
I liked the short chapters with individual stories that I could read one at a time or more if time allowed. Kent has a great sense of humor and I could relate to the various time periods discussed in the book. I have no knowledge of the drug sale business and it didn't matter. I was still able to enjoy the read. Typing and spelling errors need to be corrected for any further printings.

This book chronicles the 35 years of this sturdy lad's 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 Reagan 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 your sample bag be filled with good stuff, your quota's low and your commission checks high. Good selling.