

## HEALTHCARE INSIGHTS

**Report Identifies Physicians Who Limit Sales Rep Access.** Nearly 24% of doctors will not meet with pharmaceutical or other sales reps, and 38.5% of doctors require or prefer an appointment to receive details, samples or promotion. Learn which of your targets limit access or have “no see” policies. The newly updated data is segmented by doctor specialty, office size, region, patient volume, ownership and more. [Download Complimentary Report](#)

**Top 50 Elder Care Facilities.** Golden Ventures is the largest elder care home group with more than 340 locations. See the other 49 top groups, plus a list of the top 50 nursing homes ranked by bed size in this complimentary market evaluation. Also learn about nursing home ownership, treatment types, and locations. [Download here](#)

## DATABASES & RESOURCES

**Reach Pharmacists at Chain Stores and Other Site Types.** Pharmacists are taking a more active role as patient advocates and business influencers. Send your messages to the top staff pharmacists with SK&A's database of 168,128 contacts at 61,452 sites, including every chain, independent and institutional location. [Learn more](#)

**Physician Email Addresses Verified by Phone.** Are you tired of the high cost of bad emails? Now you can access the highest quality database of physician emails with more than 360,000 addresses phone-verified and matched exactly to a physician name and practice domain. Target physicians in 90 specialties at their business location. Select by specialty, job title, office size, location or many other variables. [Get counts](#)

**Keep Your Data Clean: Remove Inactive Physicians.** Did you know 15% of physicians move, retire or pass away each year? How many are in your database? The need to scrub your files is critical to sales and marketing success. Save money and market more effectively by identifying office changes. [Read more](#)

**New Video Showcases SK&A Research Capabilities.** The key to your marketing success begins with SK&A's Research Center. Join us on this video tour and learn how the industry's highest quality healthcare databases are researched and telephone verified. [Watch here](#)

**Hot List of Physicians!** We just added 1,821 doctors and 12 medical offices to SK&A's Office-Based Physicians database for the week ending August 22. [View other results](#)

**Follow Us on Twitter.** Spend a few minutes a day with SK&A. Use our updates to stay informed. [Read Twitter](#)

## SPECIAL OFFERS

**Take a 14 Day Trial of SK&A Live Access.** For anyone selling to the medical industry, *Live Access* is a must resource. Search online and get instant access to physician, pharmacist and hospital data. Get names, addresses, phones and faxes. Identify partners, affiliations, and more. Export and save results. Sign up your entire sales team. [Start your 14-day trial](#)

**Get List Counts and Purchase Online.** Buy mailing lists now with no minimum order size requirements. *Live Counts* offers instant list counts and pricing with same-day fulfillment. Know your costs before you buy. No need to register unless you buy. Query a database of 226,193 medical offices and 6,750 hospitals. [Begin counts now](#)

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