

HEALTHCARE INSIGHTS

Physicians Continue to Limit Sales Rep Access. Nearly 40% of doctors require sales reps to set appointments to deliver details, samples or promotion. Learn which of your targets limit access or have "no see" policies. The complimentary data is available by doctor specialty, office size, ownership and more. [Download complimentary report](#)

Where to Reach Pharmacists. See the top 25 pharmacy chains ranked by number of staff pharmacists. Get pharmacy information by state, site type, ownership, and location size. This no-cost study is a valuable resource for targeting pharmacists or selling to chains. [Download complimentary report](#)

DATABASES & RESOURCES

Keep Your Data Clean: Remove Inactive Physicians. Did you know 18% 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 dead, moved or retired doctors. [Read more](#)

Gain Permission to Fax to Physician Offices. Now you can send faxes with the assurance your messages are not only welcome by physicians but compliant with applicable federal law and state laws. Permission Fax, a new opt-in service, enables healthcare marketers to obtain specific, named permission from physician offices. [Read more](#)

Email Database Grows to 2.3 Million. SK&A now offers the largest and most responsive database of verified email addresses with more than 2.3 million contacts. Reach physicians, pharmacists, hospital managers, nurses and other decision makers with an email campaign. Target by specialty, job title, office size, location, or other selects. [Get counts](#)

SPECIAL OFFERS

Search Online for Leads. *Live Access* gives you instant access to physicians, pharmacists, hospital managers and other contacts. Lookup names, addresses, phones and directions. Identify partners and affiliations. View or export and save results. Sign up yourself or your sales team. See over 2 million contacts! [Start your 14-day trial](#)

MARKETING CHANNEL METRICS

Top Physician Titles	Top Business Titles
Family Practitioners	Physicians, Medical Group
Internists	Office Manager, Medical Group
Pediatrician	Staff Pharmacist, Pharmacy

[See more marketing channel results.](#)

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