STATE OF OREGON
DEPARTMENT OF CONSUMER AND BUSINESS SERVICES
DIVISION OF FINANCIAL REGULATION

In the Matter of:	Case No. PR-24-0051
LAURA GLAVIN, *an individual,*	ORDER ASSESSING CIVIL PENALTIES AND CONSENT TO ENTRY OF ORDER
Respondent.	THIS IS A FINAL ORDER

The Director of the Department of Consumer and Business Services for the State of Oregon ("Director"), acting by and through the Oregon Division of Financial Regulation ("Division), and in accordance with ORS 689.503 and Oregon Administrative Rules (OAR) 836-200-0600 to OAR 836-200-0670 ("The Pharmaceutical Representative Law") has concluded that Laura Glavin (Glavin) engaged in conduct that violated the Pharmaceutical Representative Law.

Glavin neither admits nor denies the Director's findings stated below. However; Glavin wishes to resolve and settle this matter with the Director.

Now, therefore, as evidenced by the authorized signatures subscribed on this Order, Glavin CONSENTS to entry of this Order upon the Director's Findings of Fact and Conclusions of Law as stated hereinafter.

Division of Financial Regulation
Labor and Industries Building
350 Winter Street NE, Suite 410
Salem, OR 97301-3881
Telephone: (503) 378-4387

FINDINGS OF FACT

The Director FINDS:

1. On March 28, 2023, Glavin applied with the Division for a Pharmaceutical Representative license.

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2. At the time of the application, Glavin was employed as a sales representative by Corcept Therapeutics Incorporated ("Corcept"). Glavin was based in Boise, Idaho, but her territory included Oregon.

3. On March 29, 2023, Division staff reviewed Glavin's application and discovered that Glavin was missing several required supporting documents—specifically, Glavin did not attach proof that she had fulfilled the required 10 hours of pre-licensing professional education and the required description of her planned business activities in Oregon.

4. Also on March 29, 2023, Division staff contacted Glavin by email and provided instructions for her to upload the required documentation. Division staff subsequently worked with Glavin and with Glavin's administrative representative at Corcept to complete Glavin's license application and the required additional documents.

5. On March 31, 2023, Glavin emailed Division staff a certificate showing that she had completed the required pre-licensing professional education hours.

6. On May 1, 2023, Division staff contacted Glavin and her administrative representative by email to notify them that, although the Division had received proof of Glavin's professional education hours, the Division still had not received the required description of Glavin's business activities. Glavin's administrative representative emailed Division staff a copy of the business activity description and asked Glavin to upload the document to iReg. However, Glavin did not upload the document and was not issued a Pharmaceutical Representative License.

7. On March 28, 2024, Glavin notified Division staff that a log would be provided of her 2023 Business Activities in Oregon.

8. Glavin's administrative representative subsequently emailed Division staff a Business Activities log showing that Glavin made sales visits to healthcare providers in Oregon on 28 days in 2023.

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9. Glavin is not now—and has never been—licensed as a Pharmaceutical Representative in Oregon.

CONCLUSIONS OF LAW

The Director CONCLUDES that:

10. Pursuant to ORS 689.503(1)(d), a "Pharmaceutical Representative" is any person who "markets or promotes pharmaceutical products to health care providers."

11. ORS 689.503(2)(a) states that a person may not engage in business as a Pharmaceutical Representative for more than 15 days per year without a Pharmaceutical Representative license.

12. Glavin violated ORS 689.503(2)(a) by engaging in business as a Pharmaceutical Representative in Oregon for 28 days in 2023—13 days more than the 15 days permitted under ORS 689.503(2)(a).

13. Pursuant to ORS 689.503(8)(a), the Director may "impose a civil penalty in an amount not less than $1,000 and not more than $3,000" for each violation of the Pharmaceutical Representative Law. Each day during which a violation continues constitutes a separate violation.

ORDER

Now therefore, the Director issues the following Order:

14. Pursuant to ORS 689.503(8)(a), Glavin shall pay CIVIL PENALTIES of $13,000 for violation of ORS 689.503(2)(a) in 13 instances by engaging in business as a Pharmaceutical Representative in Oregon without a license for 28 days in 2023. The $13,000 CIVIL PENALTY is due within 10 days of the effective date of this Order.

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Final Order

15. This Order is a FINAL ORDER under ORS 183.310(6)(b), effective the date it is signed by the Director.

16. Glavin stipulates that any violation of the terms of this Order may be grounds for further enforcement action.

SO ORDERED this 16th day of September, 2025.

Sean O'Day, Interim Director
Department of Consumer and Business Services

/s/ Dorothy Bean
Dorothy Bean, Chief of Enforcement
Division of Financial Regulation

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CONSENT TO ENTRY OF ORDER

I, LAURA GLAVIN, state that I have read the foregoing Consent Order and that I know and fully understand the contents hereof; that I have been advised of my right to a hearing, and that I have been advised of my right to be represented by counsel in this matter; that I voluntarily consent to the entry of this Consent Order without any force or duress, expressly waiving any right to a hearing in this matter, as well as any rights to administrative or judicial review of this Consent Order; that I understand that the Director reserves the right to take further actions against me to enforce this Consent Order or to take appropriate action upon discovery of other violations of the Pharmaceutical Representative Law by me; and that I will fully comply with the terms and conditions stated herein.

I understand that this Consent Order is a public document.

/s/ Laura Glavin

Signature

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