350 Winter St. NE, Rm 410, P.O. Box 14480, Salem, OR 97309

503-378-4140

dfr.oregon.gov

Agency information and Oregon laws and rules

About DCBS:

The Department of Consumer and Business Services (DCBS) is Oregon's largest consumer protection and business regulatory agency. For more information, visit https://www.oregon.gov/dcbs/.

About Oregon DFR:

The Division of Financial Regulation (DFR) protects consumers and regulates consumer and regulates insurance, depository institutions, trust companies, and financial products and services. Visit https://dfr.oregon.gov.

About the Pharmaceutical Representative license:

An Oregon Pharmaceutical Sales Representative license is required for anyone who markets or promotes pharmaceutical product to health care providers in Oregon on 15 or more days in a calendar year. The license webpage, with additional information and requirements, is at https://dfr.oregon.gov/business/licensing/pharmaceutical-rep.

Laws and rules:

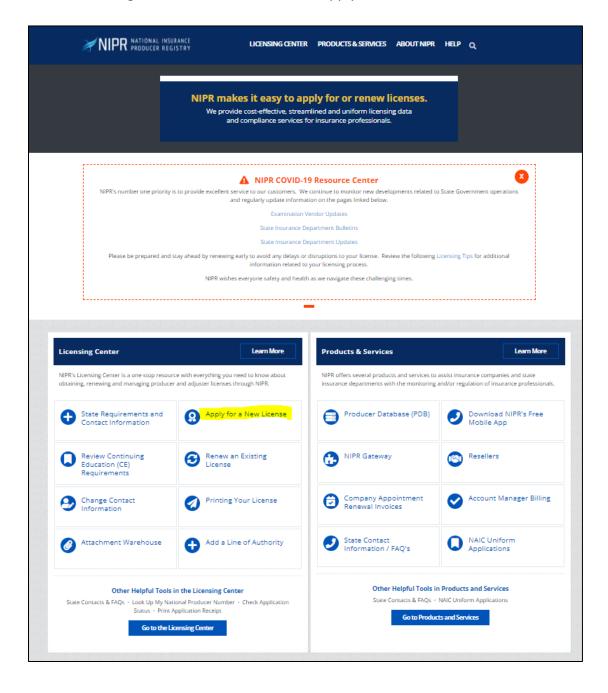
Oregon 2021 Senate Bill 763

Oregon Administrative Rules - OAR 836-200-0635 through 836-200-0670

Tutorial for Pharmaceutical Sales Representative License Application

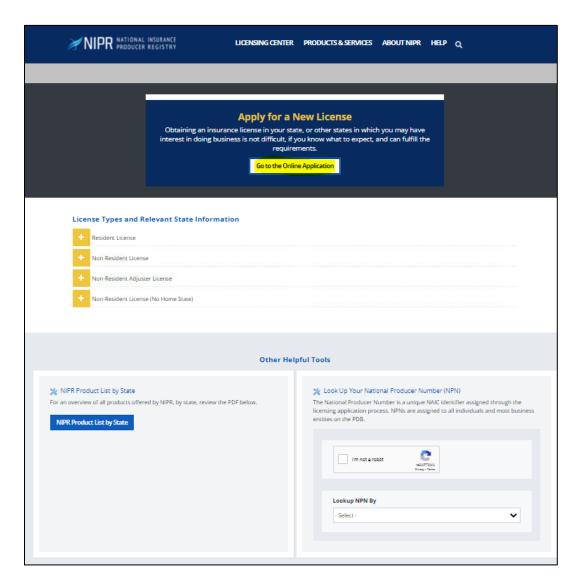
Below are the step-by-step instructions to apply for a pharmaceutical sales representative license with the State of Oregon:

- 1. Using the browser of your choice, navigate to www.NIPR.com
- 2. In the "Licensing Center" section, select the "Apply for a New License" tab.

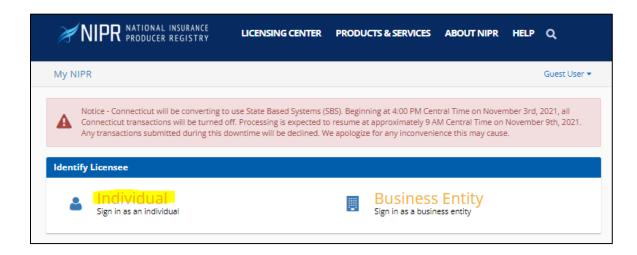


¹ NIPR stands for National Insurance Producer Registry. While this license type is not related to insurance producers, it is also used for only license types such as this one.

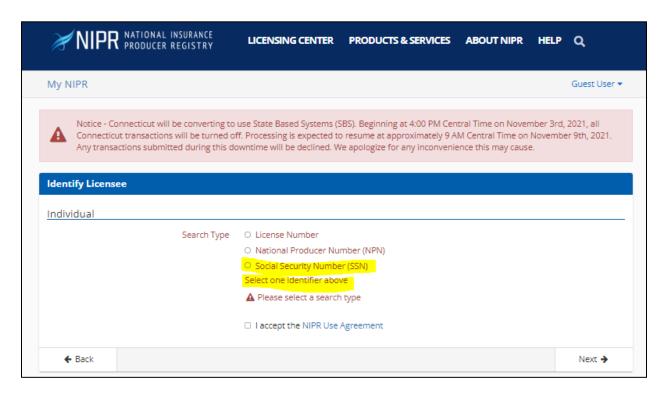
3. On the following screen, select "Go to the Online Application."



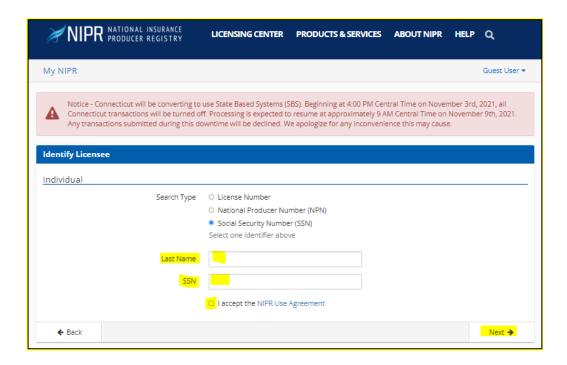
4. On the next screen, select "Individual."



5. Using your Social Security number (SSN)², identify yourself.

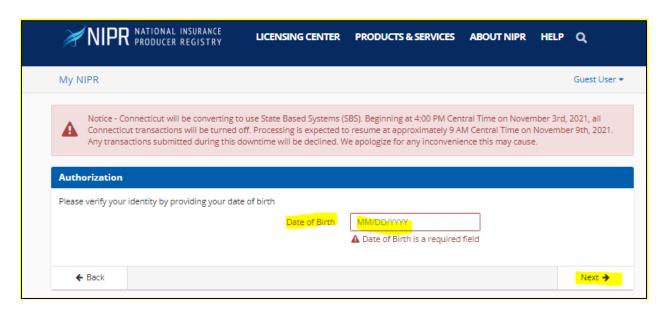


6. Enter your last name and SSN, accept the NIPR use agreement if you agree, then select "Next."

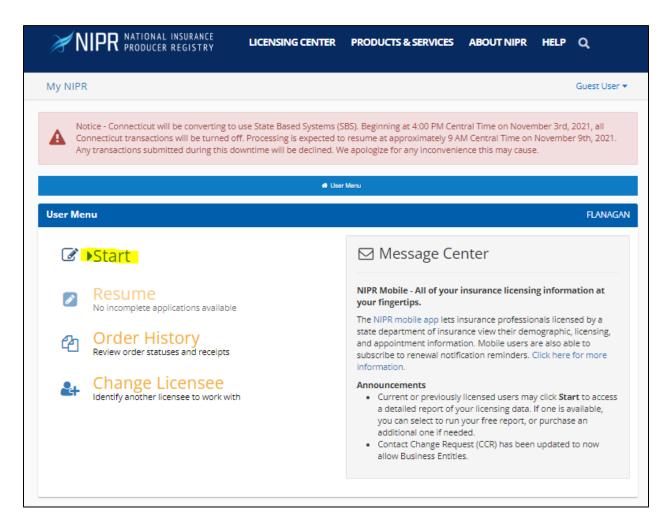


² SSN is required as a unique identifier that distinguishes individuals from others that may have the same date of birth and similar name.

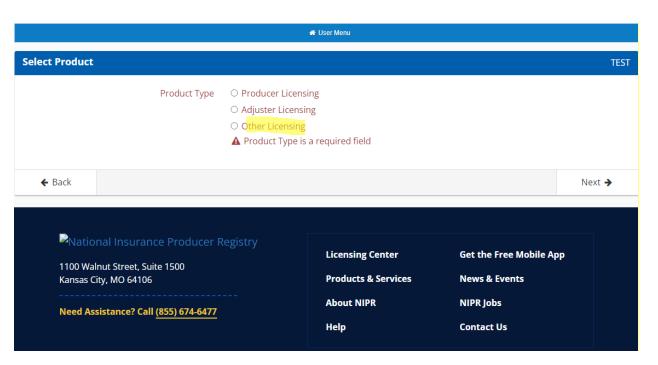
7. Enter your date of birth in the box and select "Next."



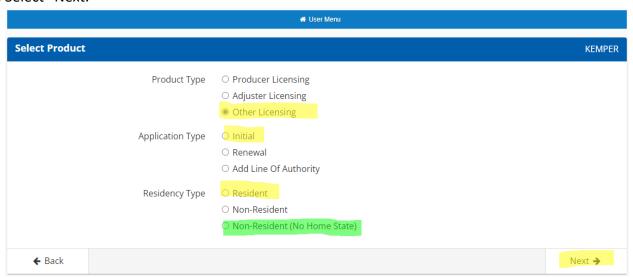
8. Select "Start" to begin the application.



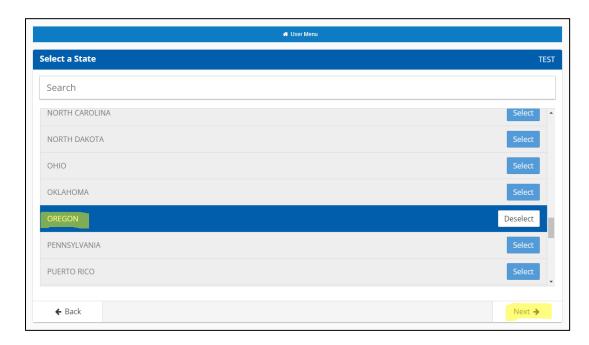
9. On the following screen, select "Other Licensing" and then "Next."



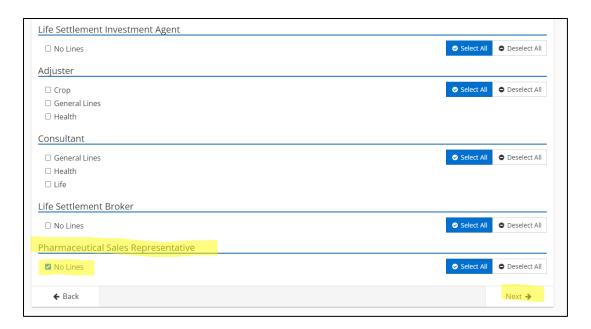
- 10. On the next screen, select "Initial."
- 11. If you have any address, personal or business, that is located in Oregon, select "Resident."
- 12. If you have no addresses in Oregon, select "Non-Resident (No Home State)".
- 13. Select "Next."



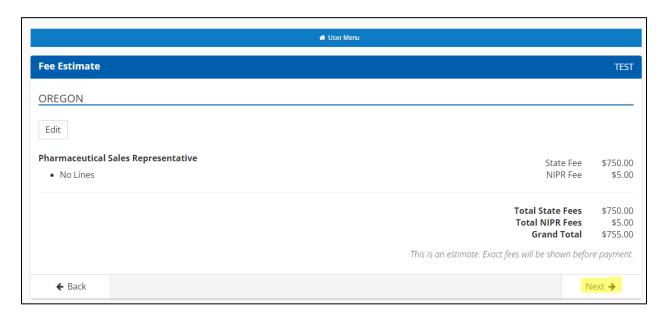
14. On the following screen, scroll down to select "Oregon" as the state, then select "Next."



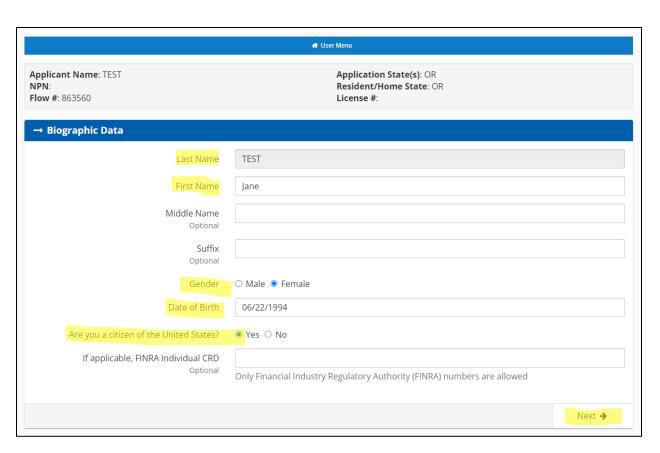
15. On the following screen, select "Pharmaceutical Sales Representative: No Lines" as the license type, then select "Next."



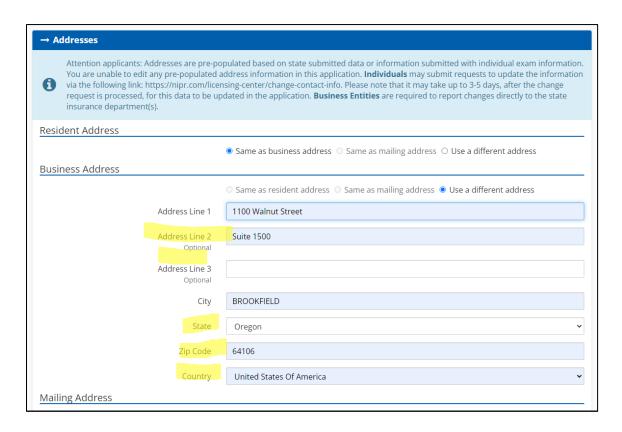
16. The following screen shows the estimated cost/fees for the license; select "Next."



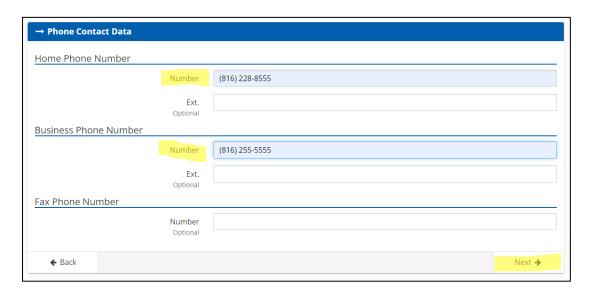
17. Enter a valid residential (personal) address and biographical information, selecting "Next" at the bottom of each screen.



18. Enter a valid business address, selecting "Next" at the bottom of each screen. This should be different than your personal address if your employer is at a separate address.



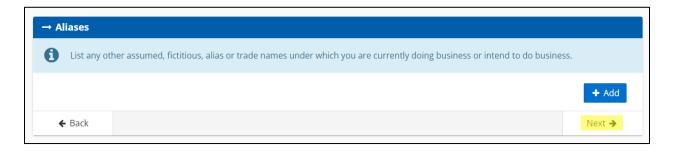
19. Enter phone numbers for both business and personal contacts. Your personal phone should be an independent number from your employment. Select "Next" at the bottom of each screen.



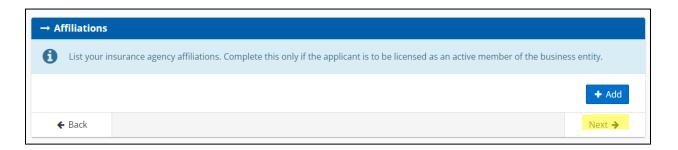
20. Enter active, monitored email addresses. You will need to enter a personal email (in case you change employment and we need to contact you) and a business email. If there is an issue with your application, email is how we will try to reach you. Then select "Next" at the bottom of the screen.



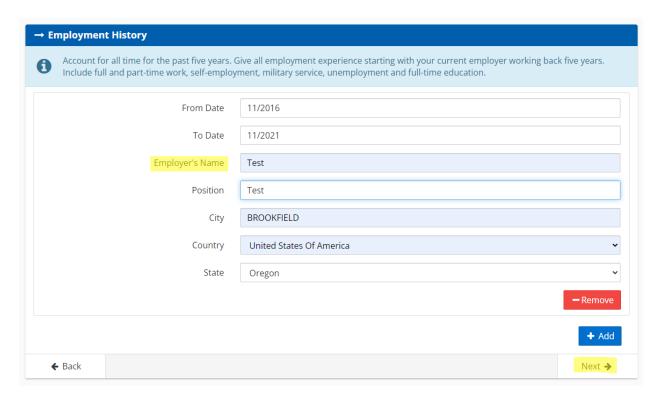
21. Aliases are not required; select "Next" at the bottom of the screen.



22. Affiliations are not required; select "Next" at the bottom of the screen.

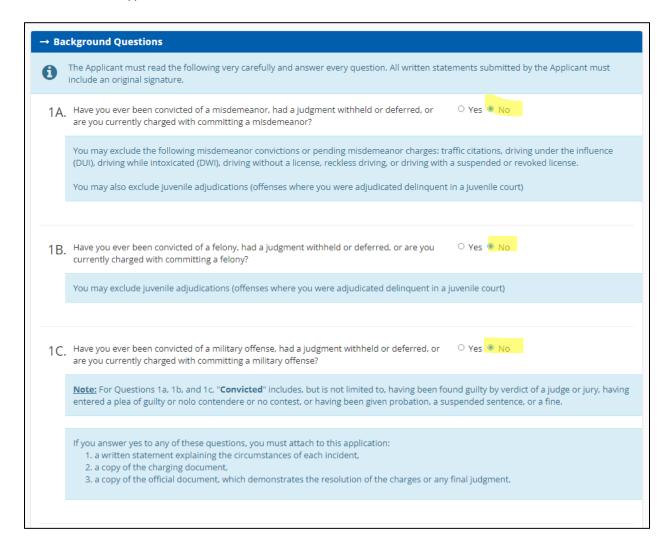


23. Enter your current employer, select "Next" at the bottom of the screen. The question asks for five years of employment history and will not allow you to continue until there is five years of information. Since this information is not required for pharmaceutical sales reps, you can just put dates that equal five years. For example, you have been with your current employer since March 2020, you can put that you have been employed since November 2016 to complete this section.

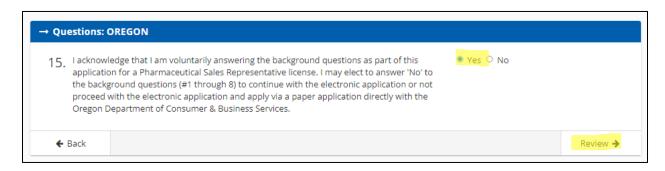


24. The next section is on background information, including criminal history.

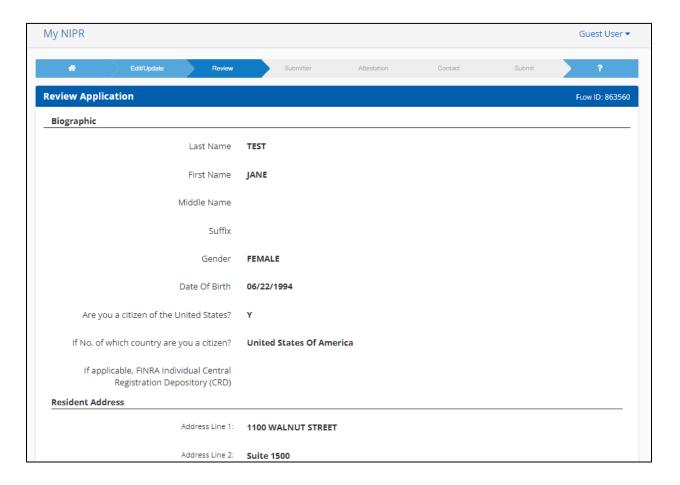
Pharmaceutical sales representatives do not need to answer these questions, but the system will not allow the application to continue if you do not select an answer. So, you should answer all of them "no," regardless of the true answer as they are not reviewed for this license type.



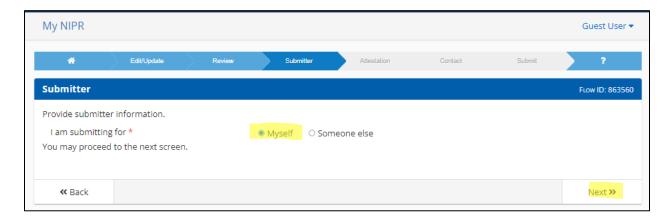
25. Question 15, however, does need to be answered "yes" to continue the application process, then click Review. Question 15 states:



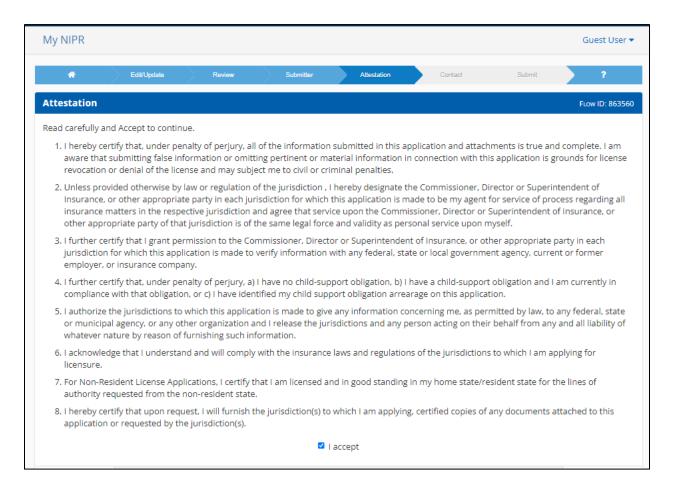
26. You will have the opportunity to review the information in the application.



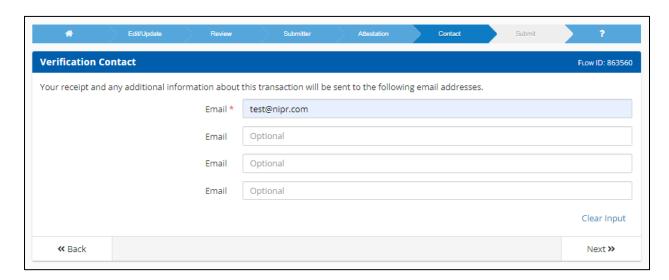
27. The next screen requests the submitter information. You can have an authorized third party enter information for the licensee, but the licensee remains responsible for the information in the application. Select "Next."



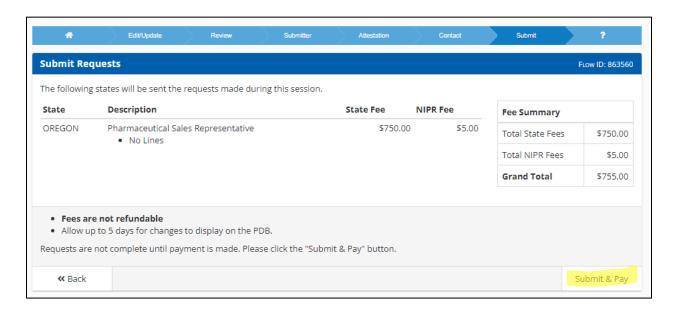
28. You will then complete the final attestation. The attestation is written for and related to the Oregon insurance code, which does not apply to pharmaceutical sales representatives. The only line you are agreeing to is to No. 1.



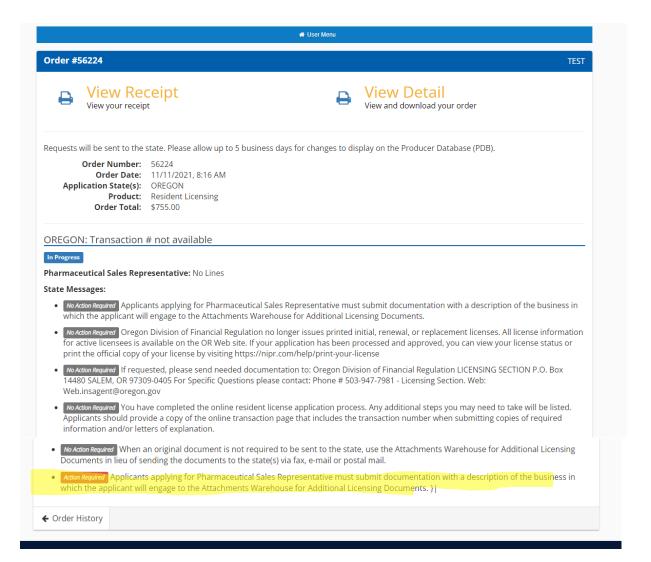
29. Provide the email addresses that you want to be sent this transaction. This may include your compliance department or manager. Select "Next."



30. You will then be taken to the fee page. Select "Submit & Pay."



31. You will be required to enter credit card information to pay the fee and be taken to the receipt screen. You will notice there is one "Action Required" item. It is required that you upload a document to the "Attachment Warehouse" that provides a brief description of your business activities. If you completed a "No Home State" application, the "Action Required" item may not appear, but uploading a description of your business activities is still required. See the last page of this document for an example.



32. It is required that you upload a document to the "Attachment Warehouse" that provides a brief description of your business activities. This is a document that you create. See the box below for an example. To complete the last action item, return to NIPR.com, select "Licensing Center." When the drop down appears, select "Attachments Warehouse." *You will not need to log in or redo any part of the application to upload your document starting at this step*

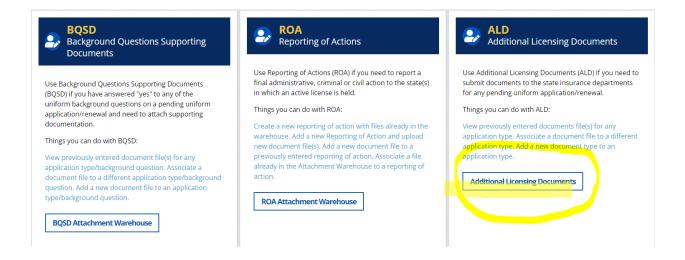
Business Activities Description Requirement Example:

Pharmaceutical Sales Representative Name: Jane Doe

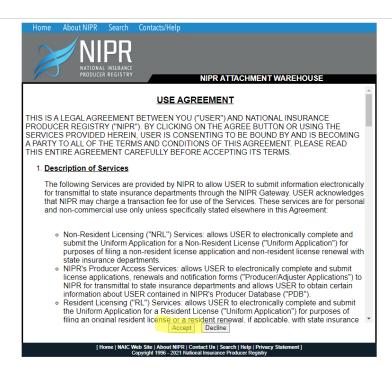
Business activity description: Jane Doe will be visiting hospitals in the Portland metro area to educate emergency room physicians on the benefits of the following drug compounds: drug a, drug b, and drug c.



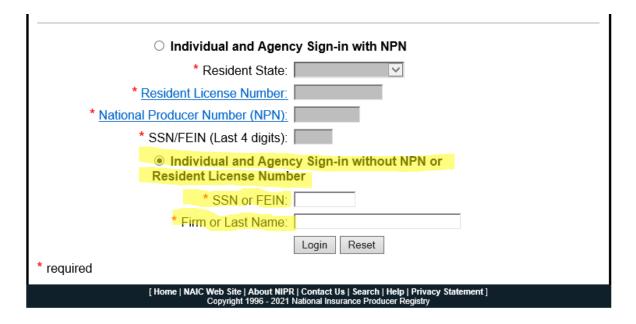
33. On the next screen, select "Additional Licensing Documents."



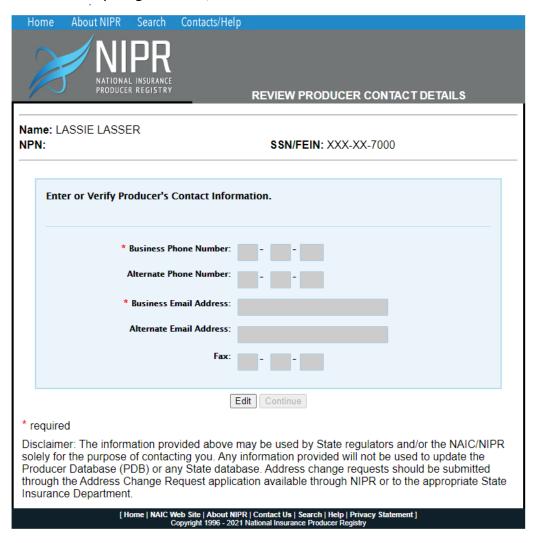
34. Accept the user agreement.



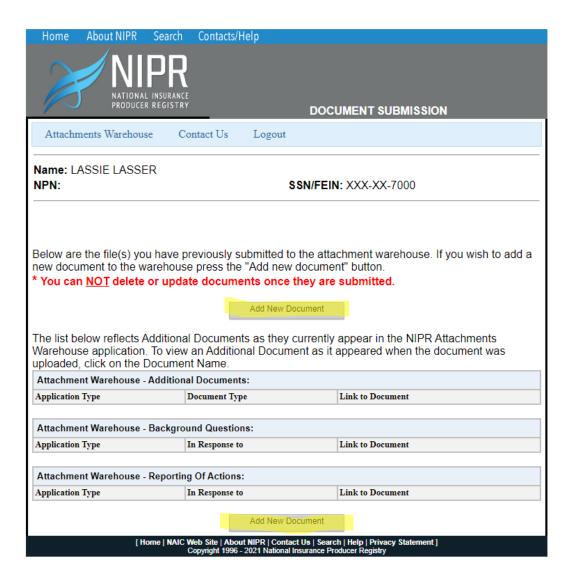
35. On the next screen, select "Sign-In without an NPN" and enter your SSN and last name. This will ensure that your documents are attached to your application.



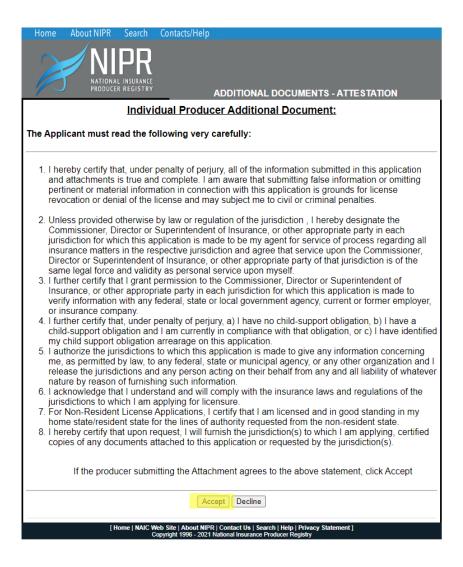
36. Once logged in, you will be required to confirm your business phone number and business address. If nothing shows up in the boxes, select "Edit," then enter the information. If everything is correct, select "Continue."



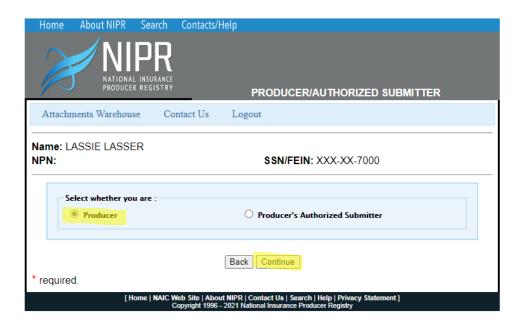
37. On the next screen, select "Add New Document."



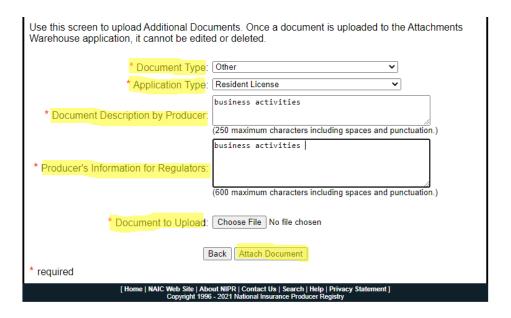
38. On the next screen, there will be another attestation. Ignore references to insurance law and select "Accept."



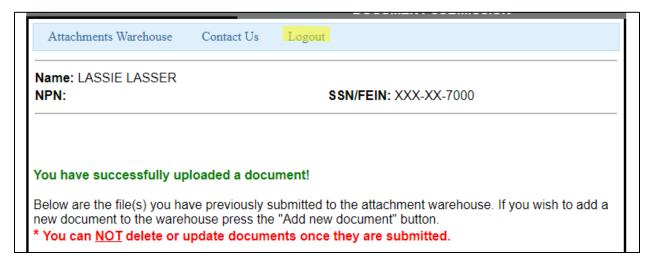
39. The next screen will ask if you are submitting the documents yourself or if you are using an authorized submitter. Select the appropriate response, then select "Continue."



40. From here, you will be taken to the screen that allows you to upload a document. In document type, select "Other." In application type, select "Resident License" or "Non-resident License No Home State," depending on the application that you filed. In the next two fields, type "business activities." Select "Choose File" and attach the file. Finally, select "Attach Document."



41. Once you have attached the file, you will get a confirmation that you successfully uploaded a document. Select "Logout" and you are done.



Applications are processed in the order received. You will receive a confirmation email when your license is issued. If you have more questions, call us at 503-947-7212.