



"Setting the standard for Pharmaceutical Sales Training, Education and Testing"

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Dear CNPR® Student:

Membership Username: Your email address provided to the NAPSRx® in ordering.

Member Password: Was emailed to you/also you created when ordering/ or you can also look up on the website.

Membership & Test Login at www.napsronline.org

Welcome! We are excited that you have decided to pursue the CNPR® educational program offered through the NAPSRx®. We hope to educate and inform you throughout your career in the pharmaceutical industry. Enclosed, please find our 2014 CNPR® Pharmaceutical Sales Training Manual that will provide you with up to date information on the industry and techniques to help you in your job search. We regularly ask the Pharmaceutical community and our Advisory Board for topics and ideas that should be included in the manual.

Once you have studied the 2014 CNPR® Training Manual and you feel confident with the material, you can automatically register to take the test online. To register, please click the 'Exam Sign In' button on the homepage of our website. You will then need sign in utilizing the email you provided us and the password which was also emailed to you. The certification test can be taken anytime and must be completed within 120 minutes of logging into the exam. You certainly can utilize your 2014 CNPR® Training Manual for the test. However, understand that without proper review and study of the 2014 CNPR® Pharmaceutical Sales Manual, you will not be able to complete and then pass the test in the two hours allowed.

The test is mainly focused on terms, facts, abbreviations, regulations, and statistics about the pharmaceutical industry. The CNPR® examination is focused on industry terminology so your study should be focused on Chapters 1-21. You do not need to memorize the drug brand names or chemical compounds. If you study the CNPR® Training Manual thoroughly, you should be able to pass the certification exam. The NAPSRx® requires an 80% on the examination to receive your certificate. You can retake the exam as many times as you wish for a \$39 fee. You must wait 2-weeks in between examinations. **The CNPR® quizzes can be found by logging into the 'NAPSRx® Members Sign In' and then selecting the 'Practice Quizzes' tab.**

Once you pass the CNPR® examination, you should list on your resume that you have completed the training and now have a CNPR® Certification. You should list this accomplishment as follows:

In the education area of resume:

- **Graduate of NAPSRx®'s Pharmacology/Pharmaceutical Sales Training Program**
- **CNPR® Number:** (You should list your CNPR® Number so employers can verify your CNPR® Certification)

If you have space in your resume, include in activities:

- **Member of the NAPSRx®**

You should also review the content of the CNPR® Members' Section, and learn as much as you can about the pharmaceutical industry and current news events. Go to the CNPR® Members Area, and go to the Company Contact list, then go on each company's website, and look up position's on each company website in your state.

Pharmaceutical sales representatives are aware of the everyday challenges that they encounter. As a trade association for pharmaceutical sales representatives, our goal is to make a reps job easier by providing continuing education, informing on current industry news, medical journals, clinical trials, studies, regulatory changes and also encouraging networking with other pharmaceutical reps.

Again, congratulations on your membership with the NAPSRx®. The content of the 2014 CNPR® Manual is thorough, comprehensive and was written in a way that you should be able to understand all of the technical information provided. Also, if you are interested in receiving a one-year subscription to *Pharmaceutical Executive* magazine you can do so through the association for \$39. Contact the NAPSRx® to order your subscription at questions@napsronline.org. Please let us know your success stories at contact@napsronline.org.

Sincerely,

Suzanne Neece