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## Professional Standards Regarding the Sale of Products and Services to Patients

This document is a **standard** approved by Council of the College of Physicians and Surgeons of Nova Scotia.

A **standard** reflects the minimum professional and ethical behavior, conduct or practice expected by the College of Physicians and Surgeons of Nova Scotia. Physicians licensed with the College are required to be familiar with and comply with the College standards.

### Preamble

The sale of products or services by physicians to patients gives rise to potential ethical problems.

The College endorses the [Canadian Medical Association Code of Ethics](#), as it relates to the sale of products or services by physicians to patients. This standard should be read in conjunction with the [College's Professional Standards Regarding Conflict of Interest](#).

### Professional Standard(s)

1. Physicians must disclose to patients any financial interest they have with the manufacture or sale of a product or service.
2. As with any clinical decision, the decision to sell products and services must be evidenced based. Physicians must provide accurate information to the patient about the product or service to ensure the patients ability to make an informed decision.

### Resources

College of Physicians and Surgeons of Nova Scotia:

- [Professional Standards Regarding Conflict of Interest](#)

- [Professional Standards and Guidelines Regarding Advertising and Public Communications by Physicians](#)
- [Professional Standards Regarding Interest or Ownership in a Facility or Enterprise](#)
- [Professional Standards Regarding Billing](#)

Canadian Medical Association:

- [Guidelines for Physicians in Interactions with Industry](#)
- [CMA Code of Ethics](#)

Canadian Medical Protective Association:

- [Commercial Interests and How Physicians Can Avoid the Pitfalls, 2015](#)

## Acknowledgements

In developing this document the College of Physicians and Surgeons in Nova Scotia incorporated relevant sections of the [Canadian Medical Association's Code of Ethics](#) as included in the College of Physicians and Surgeons of British Columbia's document [Promotion and Sale of Products, May 2014](#).

## Document History

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