COLLEGE OF
PHYSICIANS & SURGEONS
OF NOVA SCOTIA

Suite 5005 -- 7071 Bayers Road
Halifax, Nova Scotia
Canada B3L 2C2
Phone: (902) 422-5823
Toll-free: 1-877-282-7767
Fax: (902) 422-5035
www.cpsns.ns.ca

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

This document was first approved by the Council of the College of Physicians and Surgeons of Nova Scotia on: **September 28, 2001**

This document was reviewed and approved with minor changes by the Council of the College of Physicians and Surgeons of Nova Scotia on: **March 10, 2006**

This document was reviewed and approved with significant changes by the Council of the College of Physicians and Surgeons of Nova Scotia on: **May 27, 2011**

Reviewed and approved by the Council of the College of Physicians and Surgeons of Nova Scotia on: **May 22, 2015**

Reviewed and approved by the Council of the College of Physicians and Surgeons of Nova Scotia on: **May 25, 2018**

Approximate date for next review: **2021**

Unless otherwise noted, this material is © College of Physicians and Surgeons of Nova Scotia. This material may be reproduced for non-commercial purposes, in whole or in part, provided that credit is given to the College of Physicians and Surgeons of Nova Scotia or other original source identified in this document. Any other use requires permission from the College of Physicians and Surgeons of Nova Scotia.