



Hard Sell



The Hard Sell

Lingjun Ying



The Hard Sell:

Pain Hustlers Evan Hughes,2023-09-26 The inside story of a band of entrepreneurial upstarts who made millions selling painkillers until their scheme unraveled putting them at the center of a landmark criminal trial THE BASIS FOR THE MAJOR MOTION PICTURE PAIN HUSTLERS STARRING EMILY BLUNT AND CHRIS EVANS Unfolds with the velocity and verve of a Scorsese film A tour de force Patrick Radden Keefe New York Times bestselling author of Empire of Pain and Say Nothing John Kapoor had already amassed a small fortune in pharmaceuticals when he founded Insys Therapeutics It was the early 2000s a boom time for painkillers and he developed a novel formulation of fentanyl the most potent opioid on the market Kapoor a brilliant immigrant scientist with relentless business instincts was eager to make the most of his innovation He gathered around him an ambitious group of young lieutenants His head of sales an unstable and unmanageable leader but a genius of persuasion built a team willing to pull every lever to close a sale going so far as to recruit an exotic dancer ready to scrape her way up They zeroed in on the eccentric and suspect doctors receptive to their methods Employees at headquarters did their part by deceiving insurance companies The drug was a niche product approved only for cancer patients in dire condition but the company s leadership pushed it more widely and together they turned Insys into a Wall Street sensation But several insiders reached their breaking point and blew the whistle They sparked a sprawling investigation that would lead to a dramatic courtroom battle breaking new ground in the government s fight to hold the drug industry accountable in the spread of addictive opioids In Pain Hustlers National Magazine Award finalist Evan Hughes lays bare the pharma playbook He draws on unprecedented access to insiders of the Insys saga from top executives to foot soldiers from the patients and staff of far flung clinics to the Boston investigators who treated the case as a drug trafficking conspiracy flipping cooperators and closing in on the key players With colorful characters and true suspense Pain Hustlers offers a bracing look not just at Insys but at how opioids are sold at the point they first enter the national bloodstream in the doctor s office

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cosmetics led to a new look for women as Americans grappled with the emancipation of the New Woman of the 1920s how managing consumer demand through public relations resulted in the birth of the modern beauty parlor how soap manufacturers united to form the Cleanliness Institute to teach Americans the importance of using soap lavishly and how popular magazines became the vehicle of both national advertising and national culture in the early twentieth century Soft Soap Hard Sell is for the reader interested in the history of social trends and American popular culture It is a valuable supplementary study for courses in American social and business history women s studies and modern mass culture

Broadcasting, Telecasting ,1957 **Factory** ,1926 Vols 24 no 3 v 34 no 3 include International industrial digest **The Underwear & Hosiery Review** ,1919 Summary of Evan Hughes's The Hard Sell Everest Media,2022-07-24T22:59:00Z

Please note This is a companion version not the original book Sample Book Insights 1 Mike Babich was a wealth manager at Northern Trust a Chicago banking institution who was offered a job by a high net worth individual in the pharmaceutical business He didn t know much about his client but he accepted the offer 2 Kapoor was a pharmaceutical industry mogul who made his fortune by developing generic medications He was the largest shareholder in at least five companies He had made a fortune as a biotech entrepreneur 3 Kapoor s company Lypho Med was a powerhouse in the generic drug business In the 1980s government incentives favored cheaper alternatives to branded medications Kapoor was a consistent winner and his company grew rapidly under his ownership 4 After the acquisition Lyphomed s value and reputation were destroyed In 1992 Fujisawa sued Kapoor alleging that he had concealed devastating FDA problems during the sale The buyer was accusing Kapoor of selling a lemon **The Current Business Cyclopedia** ,1920 National Jeweler ,1930 The Magazine of Business ,1913

This book delves into The Hard Sell. The Hard Sell is a crucial topic that needs to be grasped by everyone, from students and scholars to the general public. The book will furnish comprehensive and in-depth insights into The Hard Sell, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:

- Chapter 1: Introduction to The Hard Sell
- Chapter 2: Essential Elements of The Hard Sell
- Chapter 3: The Hard Sell in Everyday Life
- Chapter 4: The Hard Sell in Specific Contexts
- Chapter 5: Conclusion

2. In chapter 1, the author will provide an overview of The Hard Sell. The first chapter will explore what The Hard Sell is, why The Hard Sell is vital, and how to effectively learn about The Hard Sell.

3. In chapter 2, this book will delve into the foundational concepts of The Hard Sell. The second chapter will elucidate the essential principles that must be understood to grasp The Hard Sell in its entirety.

4. In chapter 3, this book will examine the practical applications of The Hard Sell in daily life. This chapter will showcase real-world examples of how The Hard Sell can be effectively utilized in everyday scenarios.

5. In chapter 4, this book will scrutinize the relevance of The Hard Sell in specific contexts. The fourth chapter will explore how The Hard Sell is applied in specialized fields, such as education, business, and technology.

6. In chapter 5, the author will draw a conclusion about The Hard Sell. The final chapter will summarize the key points that have been discussed throughout the book.

This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. It is highly recommended for anyone seeking to gain a comprehensive understanding of The Hard Sell.

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