

Pharmaceutical Sales Representatives Exempt From Overtime

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On Monday, June 18, 2012, the United States Supreme Court handed the pharmaceutical industry a long-overdue victory on the issue of whether pharmaceutical sales representatives or detailers ("sales reps") are covered by the "outside sales" exemption under the Federal Fair Labor Standards Act ("FLSA"). Putting an end to a split between the circuits and years of uncertainty, the Supreme Court held that sales reps are exempt from the overtime provisions of the FLSA. In other words, sales reps are not entitled to overtime compensation.

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