



The College of Naturopaths of Ontario

Standard of Practice:

Selling



Introduction

The intent of this standard is to advise Members of the requirements to sell substances safely, ethically and competently. This standard applies to the selling of drugs, substances and devices.

Selling scheduled substances is a component of the controlled act: "Prescribing, dispensing, compounding or selling a drug designated in the regulations." (*Regulated Health Professions Act, 1991, S.O. 1991, CHAPTER 18, s. 27*).

Members are authorized to sell scheduled substances under the *Naturopathy Act, 2007, S.O. 2007, CHAPTER 10, Sched. P, s. 4.1*

Definitions

Drug: for the purposes of this Standard of Practice, a drug is anything referred to in Table 6 of the General Regulation or anything that is injected.

Substance: For the purposes of this Standard of Practice, a substance is anything that is publicly available and not listed in the General Regulation. This may include botanical tinctures, botanical powders or loose herbs, fluid/solid extracts, base creams, salves and ointments, homeopathic remedies, pharmaceutical grade ethyl alcohol, vitamins, minerals and amino acids.

1. Competency

The Member has the knowledge, skill and judgment to sell drugs, substances and devices safely, ethically and competently.

Performance Indicators

Prior to selling drugs, the Member is in compliance with the Standard of Practice for Prescribing.

2. Selling Drugs, Substances or Devices

The Member will minimize the risks to patients, self and others that are associated with the selling of drugs, substances or devices.

Performance Indicators

The Member has a Naturopathic Doctor-patient relationship with the patient, or if no such relationship exists:

- the member possesses the prescription/recommendation from another member for the drug/substance;
- verifies and documents the accuracy and validity of the prescription/recommendation prior to selling the drug or substance; and
- retains a copy of the prescription/recommendation in the Member's records.

The Member only sells a compounded drug or substance directly to their patient.

The Member:

- does not sell drugs, substances or devices while being in an unmanaged conflict of interest;
- sells the drugs, substances or devices for therapeutic purposes only;
- sells the drugs in accordance with any limitations respecting the drugs listed in the General Regulation;
- informs the patient or the patient's authorized representative that they may be able to purchase the drug or substance from a pharmacy;
- is satisfied that the patient:
 - does not have reasonable or timely access to a pharmacy;
 - would not otherwise buy the drug;
 - does not have the financial resources to obtain the drug if not sold by the member; or
 - the drug is not reasonably available in a pharmacy.
- does not sell a drug if the selling provides a profit or a direct or indirect personal or financial benefit;
- ensures that the drugs, substances and devices sold have been obtained and stored in accordance with applicable laws; and
- ensures that the drug or substance sold has not expired and will not expire before the date on which the patient is expected to take the last of the drug or substance.

The sale of all drugs, substances and devices is documented.

Related Standards & Guidelines

Compounding
Conflict of Interest
Dispensing
Fees and Billing
Prescribing
Record Keeping

Legislative Framework

[General Regulation](#)

[Naturopathy Act, 2007](#)

[Professional Misconduct Regulation](#)

[Regulated Health Professions Act, 1991](#)

Disclaimer

In the event of any inconsistency between this standard and any legislation that governs the practice of Naturopathic Doctors, the legislation shall govern.