

In New York, we fortunately have a step therapy law so that when we used to write dupilumab, we would get rejections from insurers. The step therapy law requires an appeal. Once you appeal it, the onus is on the insurance company to comply with the law.

And actually, the American Academy of Dermatology has a form letter, which you have to be a member of the AAD, but if you go to aad.org/priorauth, in 30 seconds, your secretary can generate the appeal letter. And it is a very powerful and effective letter.

So we, shortly after it came out, we did have a little pushback from insurers. And they would ask patients to fail literally systemic steroids, methotrexate, azathioprine, [INAUDIBLE] and methotrexate, all of them. Once we started sending those letters out, pretty early on, they stopped asking for the letters and started approving the drug in adults.

And once it got approved in teenagers, that became easy. But even before it was approved in teenagers, we were using it in teenagers and pediatrics. Because all you need to do is send these awful photos of patients who are suffering. They're covered head to toe with weeping, oozing lesions.

And it was easy to convince insurers, even before the approval for teenagers, for adolescents that we should be using to dupilumab in those patients. So before it was approved, we were using it. And actually, we were also using it in children very early on.

And I can tell you, it's one of the happier things you do in your office when you take this poor kid who's suffering, and they come back to you and the parents just hug you. Because you've really changed their lives and made their kid normal. So it's a great feeling.

It is not, as I'm making this recording, not approved yet in pediatrics. We are hopeful that it will be soon. But again, if you have a patient who's really suffering, you can take photos and send that to the insurer. And we are usually able to get the medication, even for pediatric cases.