

SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

PURSUANT TO SECTION 13 OR 15(D) OF THE
SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): November 5, 2003

PDI, INC.

(Exact name of Registrant as specified in its charter)

DELAWARE	0-24249	22-2919486
(State or other jurisdiction of incorporation)	(Commission File Number)	(IRS Employer Identification No.)

10 Mountainview Road, Upper Saddle River, NJ	07458
(Address of principal executive office)	(Zip Code)

(201) 258-8450

Registrant's telephone number, including area code:

(Former name or former address, if changed since last report)

Item 7. Financial Statements and Exhibits

Exhibit 99.1 Press Release of PDI, Inc. dated November 5, 2003

Item 12. Results of Operations and Financial Conditions.

On November 5, 2003, the Company issued a press release announcing its results of operations and financial condition for the three and nine months ended September 30, 2003. The full text of the press release is set forth as Exhibit 99.1 attached hereto and incorporated herein by reference.

* * * * *

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

PDI, INC.

By: /s/ Charles T. Saldarini

Charles T. Saldarini, Vice Chairman
and Chief Executive Officer

Date: November 5, 2003

[LOGO] PDI

News Release

10 Mountainview Road Suite C200
 Upper Saddle River, New Jersey 07458
 T: 800.242.7494 F: 201.258.8400
 www.pdi-inc.com

For more information contact:
 Stephen P. Cotugno
 Executive Vice President-Corporate Development
 PDI, Inc.
 201.574.8617

PDI REPORTS 3rd QUARTER 2003 EPS OF \$0.29

Revenue up 33.6% to \$86.3 million

Raises 2003 EPS guidance to \$0.90 to \$0.95 from \$0.75 to \$0.80, excluding litigation reserve

Upper Saddle River, New Jersey (Wednesday, November 5, 2003). PDI, Inc. (Nasdaq:PDI) a premier healthcare sales and marketing company, today announced its third quarter 2003 financial results.

Quarterly Results

Net total revenue for the quarter ended September 30, 2003 was \$86.3 million, 33.6% more than net total revenue of \$64.6 million for the quarter ended September 30, 2002. Operating income was \$6.5 million for the quarter ended September 30, 2003 compared to an operating loss of \$22.5 million for the quarter ended September 30, 2002. Net income was \$4.2 million for the quarter ended September 30, 2003 compared to a net loss of \$14.3 million for the quarter ended September 30, 2002. Diluted net income per share for the quarter ended September 30, 2003 was \$0.29 versus a net loss per share of \$1.02 for the quarter ended September 30, 2002.

Year-to-Date Results

Net total revenue for the nine months ended September 30, 2003 was \$225.1 million, 9.8% higher than net total revenue of \$205.0 million for the nine months ended September 30, 2002. Operating income was \$12.1 million for the nine months ended September 30, 2003 versus an operating loss of \$41.9 million for the nine months ended September 30, 2002. Net income was \$7.8 million for the nine months ended September 30, 2003 versus a net loss of \$25.8 million for the nine months ended September 30, 2002. Diluted net income per share was \$0.54 for the nine months ended September 30, 2003 compared to a net loss per share of \$1.84 for the nine months ended September 30, 2002. Results for the quarter and nine months ended September 30, 2002 were significantly impacted by a loss on the Evista contract including a reserve recognized in the third quarter of 2002, as well as certain restructuring costs.

Year-to-date operating income and net income per share results, excluding the litigation reserve recorded in the first quarter, are as follows:

Nine Months Ended September 30, 2003 (in thousands except per share data)		

	As Reported	**Excluding Litigation Reserve

Net Revenue	\$225,085	\$225,085
Operating income	12,146	12,146
Special items:		

Litigation reserve		2,100

Operating income	12,146	14,246

Net income	\$ 7,772	\$ 9,039

Net income per share	\$ 0.54	\$ 0.63

** Adjusted amounts are not in accordance with GAAP, but are presented for analytical purposes.

Charles T. Saldarini, Vice Chairman and CEO, PDI stated, "We are obviously very pleased with our third quarter performance. We had significant increases, both year over year and quarter to quarter, in revenue and earnings based on realizing the impact from the contract sales business we announced earlier in the year as well as our continued focus on controlling costs."

Regarding the 2004 outlook, Mr. Saldarini continued, "We are finalizing our 2004 profit plan and will be providing 2004 EPS guidance during the first or second week of December."

Webcast Conference Call

PDI will conduct a live webcast of its Earnings Release Briefing at 9:00 AM EDT on Thursday, November 6, 2003. The live webcast of the event will be accessible through PDI's website, www.pdi-inc.com and will be archived on the website for future on-demand replay. For those without internet access, the call can be accessed by dialing 1-877-423-4030 within the US and 1-706-634-1929 internationally and asking for the PDI Earnings Release Conference Call. The call will be archived for two weeks and can be accessed by calling 1-800-642-1687 or 1-706-645-9291 and entering the conference ID number 3369650.

About PDI

PDI, a premier healthcare sales and marketing company, provides strategic alternatives to the portfolio challenges of biopharmaceutical and medical device and diagnostics manufacturers. Focusing on two core businesses, sales and marketing services and product commercialization, PDI leverages its expertise and commercial infrastructure to maximize profitable brand growth. Manufacturers choose the relationship which best meets their strategic and financial objectives, ranging from individual or bundled service agreements to broader commercial partnerships.

For more information, visit the Company's website at www.pdi-inc.com.

Forward Looking Statement

This press release contains forward-looking statements regarding the timing and financial impact of the Company's ability to implement its business plan, expected revenues, finalization of contract negotiations, earnings per share and success during 2003. These statements involve a number of risks and uncertainties and are based on assumptions involving judgments with respect to future economic, competitive and market conditions and future business decisions, all of which are difficult or impossible to predict accurately and many of which are beyond PDI's control. Some of the important factors that could cause actual results to differ materially from those indicated by the forward-looking statements are general economic conditions, changes in our operating expenses, adverse patent rulings, FDA or legal developments, competitive pressures, failure to meet performance benchmarks in significant contracts, changes in customer and market requirements and standards, and the risk factors detailed from time to time in PDI's periodic filings with the Securities and Exchange Commission, including without limitation, PDI's Annual Report on Form 10-K for the year ended December 31, 2002, and PDI's periodic reports on Forms 10-Q and 8-K filed with the Securities and Exchange Commission since January 1, 2003. The forward looking-statements in this press release are based upon management's reasonable belief as of the date hereof. PDI undertakes no obligation to revise or update publicly any forward-looking statements for any reason.

PDI, INC.
 CONSOLIDATED BALANCE SHEETS
 (in thousands, except share data)
 (unaudited)

<TABLE>
 <CAPTION>

	September 30, 2003	December 31, 2002	
<S>	<C>	<C>	
ASSETS			
Current assets:			
Cash and cash equivalents	\$ 99,125	\$ 66,827	
Short-term investments	1,697	5,834	
Inventory, net of obsolescence reserve of \$835 and \$0 as of September 30, 2003 and December 31, 2002, respectively		174	646
Accounts receivable, net of allowance for doubtful accounts of \$1,328 and \$1,063 as of September 30, 2003 and December 31, 2002, respectively	37,700	40,729	
Unbilled costs and accrued profits on contracts in progress		4,466	3,360
Deferred training	1,703	1,106	
Prepaid income tax	--	18,856	
Other current assets	7,853	4,804	
Deferred tax asset	7,420	7,420	
	-----	-----	
Total current assets	160,138	149,582	
Net property and equipment	15,809	18,295	
Deferred tax asset	7,820	7,820	
Goodwill	11,132	11,132	
Other intangible assets	1,801	2,261	
Other long-term assets	1,709	1,849	
	-----	-----	
Total assets	<u>\$ 198,409</u>	<u>\$ 190,939</u>	
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current liabilities:			
Accounts payable	\$ 5,164	\$ 5,374	
Accrued returns, rebates and sales discounts		10,767	16,500
Accrued incentives	17,004	11,758	
Accrued salaries and wages	8,425	6,617	
Unearned contract revenue	8,673	9,473	
Restructuring accruals	474	4,699	
Other accrued expenses	15,301	13,307	
	-----	-----	
Total current liabilities	65,808	67,728	
	-----	-----	
Total liabilities	\$ 65,808	\$ 67,728	
	-----	-----	
Stockholders' equity:			
Common stock, \$.01 par value, 100,000,000 shares authorized: shares issued and outstanding, September 30, 2003 - 14,259,203, December 31, 2002 - 14,165,880; restricted shares issued and outstanding at September 30, 2003 - 141,770, December 31, 2002 - 44,325	\$ 144	\$ 142	
Preferred stock, \$.01 par value, 5,000,000 shares authorized, no shares issued and outstanding	--	--	
Additional paid-in capital (includes restricted shares of \$2,253 and \$1,547 at September 30, 2003 and December 31, 2002, respectively) ...		108,264	106,673
Retained earnings	25,019	17,247	
Accumulated other comprehensive income (loss)		43	(100)
Unamortized compensation costs	(759)	(641)	
Treasury stock, at cost: 5,000 shares	(110)	(110)	
	-----	-----	
Total stockholders' equity	132,601	123,211	
	-----	-----	
Total liabilities & stockholders' equity	\$ 198,409	\$ 190,939	

</TABLE>

PDI, INC.
CONSOLIDATED STATEMENTS OF OPERATIONS
(in thousands, except per share data)
(unaudited)

<TABLE>
<CAPTION>

	Three Months Ended September 30,		Nine Months Ended September 30,		
	2003	2002	2003	2002	
<S>	<C>	<C>	<C>	<C>	
Revenue					
Service, net	\$86,200	\$ 64,353	\$ 224,888	\$ 198,546	
Product, net	81	215	197	6,438	
Total revenue, net	86,281	64,568	225,085	204,984	
Cost of goods and services					
Program expenses (including related party amounts of \$653 and \$4 for the quarters ended September 30, 2003 and 2002, respectively and \$1,287 and \$109 for the nine months ended September 30, 2003 and 2002, respectively)		61,815	67,475	162,004	200,473
Cost of goods sold	952	--	1,097	--	
Total cost of goods and services	62,767	67,475	163,101	200,473	
Gross profit (loss)	23,514	(2,907)	61,984	4,511	
Compensation expense	9,297	9,157	27,294	26,210	
Other selling, general and administrative expenses		7,676	9,433	20,714	19,207
Restructuring and other related expenses		--	972	(270)	972
Litigation settlement	--	--	2,100	--	
Total operating expenses	16,973	19,562	49,838	46,389	
Operating income (loss)	6,541	(22,469)	12,146	(41,878)	
Other income, net	246	459	741	1,704	
Income (loss) before provision for taxes		6,787	(22,010)	12,887	(40,174)
Provision (benefit) for income taxes		2,605	(7,696)	5,115	(14,403)
Net income (loss)	\$ 4,182	\$(14,314)	\$ 7,772	\$(25,771)	
Basic net income (loss) per share	\$ 0.29	\$ (1.02)	\$ 0.55	\$ (1.84)	
Diluted net income (loss) per share	\$ 0.29	\$ (1.02)	\$ 0.54	\$ (1.84)	
Basic weighted average number of shares outstanding		14,252	14,063	14,202	14,012
Diluted weighted average number of shares outstanding		14,543	14,063	14,349	14,012

</TABLE>