SAMPLE. NAMES AND DETAILS CHANGED.

BRIEF BEFORE · SAMPLE (NAMES AND DETAILS CHANGED)

• HUMAN-VERIFIED · R.M. · 3 NOV 2026

Dr. Maya Okafor, OD

Owner, Clearview Family Eye Care · Introductory meeting at the practice, 20 minutes

Your goal: agreement to a lunch-and-learn for the practice's three optometrists on dry-eye treatment options.

1 WHAT THEY CARE ABOUT

- The practice's dry-eye clinic, opened in 2023. She calls it "the part of the practice I'm proudest of."[1]
- Keeping patients in-house rather than referring them out. She spoke on this at a state association panel in 2025.[2]
- Her time. She still sees patients four days a week across two locations.[1]

2 LINES YOU COULD USE

- *"The dry-eye clinic is in its third year now. What has changed in how you choose treatments since you opened it?"*
- *"You've talked about keeping patients in the practice. Where does that get hardest?"*

3 WHAT'S ON THE RECORD

- Doctor of Optometry, 2009. Licensed in the state since 2009; license active, no public disciplinary actions listed.[3]
- Co-author of a 2021 case report on meibomian gland dysfunction in a regional optometry journal.[4]
- Three optometrists, two locations. The second location opened in 2022.[1, 5]

4 WHAT TO LEAVE ALONE

- Her former partnership, which ended in 2020. The filing is public; the reasons are not, and it has nothing to do with this meeting.[5]
- Family and personal social media. Not reviewed, not included.

5 HOW TO CLOSE THE MEETING

- Ask for the lunch-and-learn directly and offer two dates.
- Let her choose the topic within dry eye, so the session fits the clinic she has built.

6 WHAT WE COULDN'T CONFIRM

- (i) **Inference:** she likely sets treatment preferences for all three doctors. Based on her owner title and the clinic description;[1] not confirmed. Ask who else should be in the room.
- Whether the practice belongs to a purchasing group. Not on the public record, so it was left out of section 3.

SOURCES

1. Clearview Family Eye Care, "About Dr. Okafor" and "Dry Eye Clinic" pages. Read 2 Nov 2026.
2. State optometric association, 2025 annual meeting program, panel listing. Read 2 Nov 2026.
3. State Board of Optometry, public license lookup. Read 2 Nov 2026.
4. Regional optometry journal, 2021 case report (title changed for this sample). Read 2 Nov 2026.
5. State business-entity filings: 2020 partnership dissolution; 2022 registration of second location. Read 2 Nov 2026.