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Dr. Raza Bokhari

Lakewood Pathology Associates

They say when one door closes, another opens. This was not quite the case for Dr. Raza Bokhari and Lakewood Pathology Associates, but it was close enough. Raza was a talented doctor and a very successful entrepreneur who had already used his industry acumen to turn around the fortunes of several laboratories. Then a colleague contacted Raza about Lakewood Pathology, but not to turn around the struggling company, rather to help him with shutting it down.



Instead of closing Lakewood's doors, Raza decided to use his experience to reopen the company's doors. He brought the company back from the brink by focusing on core competencies, developing strong relationships within specific disciplines (urologists, as an example) and by perfecting a revolutionary mail order service allowing the company to have steady customers in 28 states, while only needing to retain one of the company's previous three locations.

Besides expanding into testing tissues for other specialties such as hematology and podiatry, Raza plans to grow the company the old-fashioned way, by pounding the pavement, networking extensively at trade shows and conferences around the country, and receiving the positive word-of-mouth that ultimately comes when you perform better than your competition.

And even more important than opening the doors to struggling businesses, Raza is doing his best to open the door for diplomacy and

support of America in his homeland of Pakistan. In the post 9-11 era, he feels it is important for these two countries to be allies, and as such he works closely with Under Secretary of State, Karen Hughes and travels back to Pakistan often to help enhance the U.S. image in the Muslim world while relaying his experiences on how he has opened the door to living his America Dream.