


We Really Want to Hear From You!



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Making the Case for Investments in Operations and Maximizing Your Return

Wednesday, September 27
9:45 am – 10:45 am CDT
Chicago X

Moderated By:

Andy Smith, President & CEO
Brookdale Senior Living



Speakers:

Joe Eby, Co-President
Bickford Senior Living

Naveed Hakim, CIO
Plum Healthcare Group, LLC

Brian Heagler, SVP
KeyBank Real Estate Capital

Mercedes Kerr, EVP – Business Development
Welltower Inc.

Eric Mendelsohn, President & CEO
National Health Investors, Inc.

Michael Schonbrun, Founder & CEO
Balfour Senior Living

Tom Wellner, President & CEO
Revera, Inc.



Key Considerations for Operating Investments in Seniors Housing and Care

- Target areas for investment in operations
- Size and scope of investments
- Investment imperatives in a challenging environment
- Associated risks in making/not making investments
- ROI evaluation considerations
- Financial considerations for capital providers
- Resulting impact on strength and prospects

Operators and Capital Providers

Large Operator/Capital Provider

Tom Wellner, Revera, Inc.

Mercedes Kerr, Welltower Inc.

Mid-Size Operators/Capital Providers

Joe Eby, Bickford Senior Living

Eric Mendelsohn, National Health Investors, Inc.

Naveed Hakim, Plum Healthcare Group, LLC

Brian Heagler, KeyBank Real Estate Capital

Small Operator

Michael Schonbrun, Balfour Senior Living

Panel Discussion





2017

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Investing in Seniors Housing and Care Properties