

# We Really Want to Hear From You!



- Please Take a Few Minutes to Complete Today's Session Evaluation
- Accessible in the Conference App

# The Art of the Deal: What is the Next Evolution?

Wednesday, September 27  
9:45 a.m. – 10:45 a.m.  
Chicago Ballroom IX



## Moderated By:

Peter Martin  
Managing Director  
JMP Securities, Inc.



## Speakers:

Randy Bufford  
President & CEO  
Trilogy Health Services, LLC

John Cobb  
EVP & Chief Investment  
Officer Ventas, Inc.

Larry Cohen  
CEO  
Capital Senior Living

Scott Stewart  
Managing Partner  
Capitol Seniors Housing

# Deal Structures are Evolving. Financing Conditions are Changing.

Today you will hear perspectives from capital providers and operators on building long-term value by finding the best structure and financing terms for real estate and operations.

- Weigh the pros and cons of different deal structures to best meet your business needs
- Gain a better understanding of financial terms and conditions for structuring deals
- Gauge the impact of expected higher interest rates on financing cost and deal structures

# Panel Discussion & Audience Questions

Randy Bufford  
President & CEO



John Cobb  
EVP & CIO



Larry Cohen  
CEO



Peter Martin  
Managing Director



Scott Stewart  
Managing Partner





2017

# NIC Fall Conference

Investing in Seniors Housing and Care Properties