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National Investment Center
For the Seniors Housing & Care Industry

WESTERN REGIONAL SYMPOSIUM

Growth and Financing Strategies for Seniors Housing and Care

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GENERAL SESSIONS:

- R1 - 07** **The Service Profit Chain: Why Creating a Culture of Service & Care Increases Profitability**
Anthony J. Mullen
- R2 - 07** **Growth Strategies for Local and Regional Operators & Lenders**
Raymond W. Braun, Granger Cobb, Sue I. Farrow, Peter J. Kane,
Steve M. McGee, Don Petersen
- R3 - 07** **How Sophisticated Are Your Investment Decisions?**
Michael Hargrave, Daniel Hogan, Jan Svec, Margaret Wylde
- R4 - 07** **The Future of Seniors Housing & Care: New Models, New Capital Sources, New Customers**
William Pettit
- R5-07** **Financing Options for Local & Regional Operators**
David M. Boitano, Peter Delmage, David A. MacVicar,
Jeffrey A. Mion, Marc Thompson

BREAKOUT SESSIONS:

- R6-07** **Cultivating Your Regional Seniors Housing Business**
Paul Dendy, Todd Kaestner, Gilbert Till, Mark Wiesner
- R7-07** **Repositioning Old Assets vs. New Construction**
James J. Pieczynski, Heber S. Lacerda, Tom L. Olds
- R8-07** **Lending to the Seniors Housing Industry**
Alex Chavez, James T. Hands, Debbie Laycock,
Casey N. Moore, Cary R. Tremper

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POPULAR PRESENTATIONS FROM PAST ANNUAL NIC CONFERENCES:

- V1-06** **Thursday Luncheon Keynote Speaker: Ken Dychtwald**
- V3-06** **Long Term Care Valuations: What Are They & Where Are They Going**
Richard Lerner, Raymond J. Lewis, Stephen M. Monroe,
John A. Moore, James S. (Jay) Pope
- V5-06** **Operational Excellence: Growing People/Rising Profits**
Dwayne J. Clark, Stephen Guillard, Jill M. Haselman,
Joseph C. McCarron, Jr.
- V1-05** **Opening Plenary Keynote Speaker: Tim Russert**
- V2-05** **Thursday Luncheon Keynote Speaker: Tommy Thompson**
- V12-05** **Skilled Nursing Funding & Reimbursement**
James J. Pieczynski, Joseph M. Lubarsky, Stanley W. Swindling, Jr., James Thompson
- V13-05** **The Build vs. Buy Debate**
Mark Burnham, Anthony J. Mullen, Phil Golden, Mike Deines
- V2-04** **Thursday Afternoon Keynote Speaker: Thomas A. Scully**

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