2014
NIC Regional Conference
March 16-18, 2014 Boca Raton, FL

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Sessions Recorded LIVE • Monday, March 17-Tuesday, 18, 2014 • Boca Raton, Florida

GENERAL SESSIONS

- ☐ **14NICR – GEN1** **Monday AM Panel Discussion:** ***Practical Implications of Reform: What It May Mean for Senior Care Providers and Investors***
- ☐ **14NICR – GEN2** **Tuesday AM Panel Discussion:** ***Planning for Tomorrow's Customer…Today: The Next Phase of Seniors Housing***
- ☐ **14NICR – GEN3** **Monday Luncheon:** ***What's the Housing Market Have to do With It? The Trickle Down Effect of Macroeconomic Issues on Seniors Housing*****: *Jed Kolko, Ph.D.***
- ☐ **14NICR – GEN4** ***The Transformation of Healthcare: A Dialogue with Senator Bill Frist, MD***

BREAKOUT SESSIONS

- ☐ **14NICR – 1** **Today's Drivers for Seniors Housing:** *R. Maconachy; P. Kayden; J. Muchmore; T. Paul*
- ☐ **14NICR – 2** **Accessing Fannie, Freddie and HUD Today:** *J. Sherman; R. Lukoff; R. Martinez; S. Olson*
- ☐ **14NICR – 3** **A Dialogue with Seniors Housing CEOs: Defining Success and Preparing for the Future** *C. Tremper; B. Collingsworth; C. Gabriel; A. Jackson; C. Spaulding*
- ☐ **14NICR – 4** **Navigating Dual Eligibles: A Discussion with State Executives** *M. Cheek; J. Carlson; R. Herrick*
- ☐ **14NICR – 5** **Taking the Plunge: Transforming Strategic Business Decision Makin** *B. Mace; M. Brown; B. Frasher; S. Miller; C. Sweetser*
- ☐ **14NICR – 6** **Exploring Growth Strategies for Private Pay Seniors Housing Through Private Equity and REITs** *K. Maddron; S. Blazejewski; J. Ragsdale; S. Hanson; W. Simpson*
- ☐ **14NICR – 7** **Smart Growth Strategies: Utilizing Data Prior to a SNF Acquisition** *C. Malin; J. Steier*
- ☐ **14NICR – 8** **Financing and Transforming Aging Skilled Nursing Properties** *C. Gulley; B. Gentry; T. Levin*
- ☐ **14NICR – 9** **Large Scale NOI Growth Strategies for Smaller Seniors Housing Operators** *J. Smeck; P. Dendy; S. Handelson*
- ☐ **14NICR – 10** **Strategies for Successful Revenue Cycle Management** *M. Jones; J. Richter; J. Sheridan*
- ☐ **14NICR – 11** **The Quality Curve and Assessing Skilled Nursing Properties** *L. Brin; T. Farr; F. Hennessy; Dr. V. Mor*
- ☐ **14NICR – 12** **Constructive Insights on Seniors Housing Construction** *K. Segarnick; L. Rouvelas; J. Schreiber; T. Stanley; G. Wilson*
- ☐ **14NICR – 13** **Timing is Everything: Successfully Adapting to a Changing, Collaborative Marketplace** *L. Daspit; G. Menke; A. Pico; D. Prince; M. Salmon*
- ☐ **14NICR – 14** **Providing Affordable Housing and Care for Middle Income Seniors: Opportunities and Challenges** *W. Pettit; M. Best; B. Klein; D. Watkins*
- ☐ **14NICR – 15** **Debt Financing Options for Seniors Housing Beyond Agency and HUD** *M. Huber; D. Ambrose; D. Korey; M. Ruark; C. Taylor*
- ☐ **14NICR – 16** **A Holistic Approach to Technology: Going Beyond Electronic Health Records** *T. McMullan; L. Cline; D. Sullivan; JP. Taylor*
- ☐ **14NICR – 17** **Leveraging Sales and Marketing Via Social Media** *J. Rock; D. Hobin; S. Ingram; B. Ogle*

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