

HJ Sims 2019 Late Winter Conference

SCHEDULE & AGENDA



FINANCED RIGHT®



TUESDAY, FEBRUARY 26

- 8:00 - 1:00 pm **Half-Day Fishing Excursion** at Hubbard's Marina. Depart 7:00 a.m.
- 8:30 - 1:30 pm **Golf Tournament** at Innisbrook Resort. Check-in: 7:45; Depart Sheraton 7:00 a.m.
- 9:00 - 1:00 pm **Chocolate Making & Tasting** with William Dean Chocolates. Depart 8:30 a.m.
- 10:00 - 12:00 pm **Cycling** with Pedego Bikes Dunedin. Depart 9:30 a.m.
- 10:00 - 12:00 pm **Sailing** with Kai Lani Catamaran and Clearwater Schooner. Depart 9:30 a.m.
- 5:30 - 8:30 pm **Opening Night Reception & Dinner**, Spectrum Field. Depart 5:00 p.m.

WEDNESDAY, FEBRUARY 27

- 8:00 - 9:00 am **CFO Breakfast** – Island I
- 8:00 - 9:00 am **"Let's Talk" Breakfast** – The Mainstay Tavern
- 8:00 - 9:00 am **General Networking Breakfast** – Island II
- 9:00 - 10:15 am **General Session** – Grand Ballroom
The Senior Living Industry and Capital Markets Today and Tomorrow
- 10:15 - 10:30 am **General Session** – Grand Ballroom
Gift of Life
- 10:30 - 11:00 am **Networking Break** – Lobby II
- 11:00 - 12:15 pm **General Session** – Grand Ballroom
The Latest Digital Asset: Blockchain Technology
- 12:15 - 1:30 pm **Networking Lunch** – Poolside Grass
- 1:30 - 2:45 pm **Breakout Sessions**
 - I. *Workforce Trends, Retention Strategies & the Millennials Factor* – Beach / Gulf
 - II. *Partnerships in Mixed-Use Development* – Palm / Bay
- 2:45 - 3:15 pm **Networking Break** – Lobby II
- 3:15 - 4:30 pm **Breakout Sessions**
 - I. *New Way of Looking at Growth & Re-development* – Beach / Gulf
 - II. *The Future of the Continuum of Care* – Palm / Bay
- 5:45 - 6:45 pm **Wine Tasting for the Evolving Palate & Sunset Reception on Clearwater Beach**
- 6:45 - 10:00 pm **Special Dinner Event on Clearwater Beach**



THURSDAY, FEBRUARY 28

- 7:00 - 8:00 am** **General Networking Breakfast** – Island Ballroom
- 8:00 - 9:15 am** **General Session** – Grand Ballroom
The Science of Revenue Management and How It Can be Applied to Senior Living
- 9:15 - 9:30 am** **Networking Break** – Lobby II
- 9:30 - 10:45 am** **General Session** – Grand Ballroom
Let's Hear from the Leaders
- 10:45 - 11:15 am** **Networking Break** – Lobby II
- 11:15 - 12:15 pm** **General Session** – Grand Ballroom
Insights into Today's Financial Markets
- 12:15 pm** **Lunch and Conference Conclusion**
Boxed lunches will be provided outside the meeting rooms.
- 1:00 pm** **Tour of Regency Oaks Clearwater** – Depart 1:00 p.m.

Note: All transportation will leave from the entrance / exit at **Lobby II** of the Sheraton Sand Key Resort. The **Networking Lounge**, located in the **Sand Key Room**, will be open during conference hours.