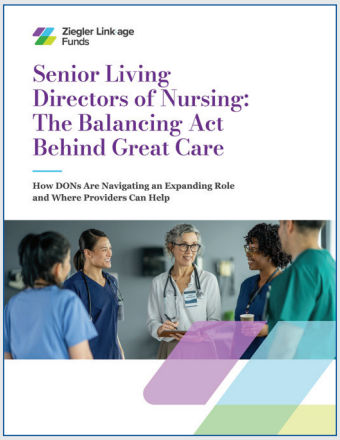
ZIEGLER INVESTMENT BANKING
SENIOR HOUSING & CARE FINANCE Z-NEWS
November 10, 2026

FEATURED ARTICLE

JUST RELEASED! WHAT DIRECTORS OF NURSING WANT PROVIDERS TO KNOW

New *PULSE: Signal* research explores the evolving role of nursing leaders and offers actionable recommendations for providers.



Directors of Nursing (DONs) play a critical role in senior living and care, balancing clinical leadership, workforce management, regulatory responsibilities, and the daily needs of residents and staff. But as their responsibilities continue to expand, are the resources and support structures surrounding these leaders keeping pace?

To explore this question, Ziegler Link•age Funds, in partnership with Link•age Connect, is excited to introduce its inaugural *PULSE: Signal* report, **Senior Living Directors of Nursing: The Balancing Act Behind Great Care**.

Drawing on surveys, individual interviews, and roundtable discussions with nearly 90 Directors of Nursing in senior living & care, the research offers a firsthand look at the realities of this essential leadership role.

Among the key findings:

- More than 70% identified recruitment and retention as a significant challenge.
- 46% reported spending more than 60% of their typical workweek on administrative and non-clinical responsibilities.
- Technology satisfaction averaged 3.2 out of 5, highlighting opportunities for more effective solutions.

But the report goes beyond identifying challenges. It also explores what providers can do to make a meaningful difference. From strengthening administrative and staffing support to investing in clinical leadership development, protecting clinical time, and designing technology around actual workflows, the research outlines practical opportunities to better support DONs and the teams they lead.

Despite the pressures they face, Directors of Nursing remain deeply committed to their residents, teams, and organizations. By listening to their perspectives and identifying opportunities for change, providers can build on that commitment while strengthening clinical leadership and resident care.

Explore the findings, hear directly from nursing leaders, and discover actionable strategies to support the people behind great care.

READ THE FULL REPORT »

ZIEGLER
One North Wacker Drive | Suite 2000
Chicago, IL 60606

CONTACT US
800 366 8899
askziegler@ziegler.com

B.C. Ziegler and Company | Member SIPC & FINRA

Ziegler
CAPITAL :: INVESTMENTS :: ADVICE



Last week Eric Johnson joined the Distinctive Living, Melillo Equities, and Pointsfive teams at the groundbreaking ceremony of Copperwood Senior Living in Peapack-Gladstone, NJ. Ziegler is pleased to have played a role in this exciting project, and looks forward to seeing the community take shape!

FEATURED FINANCINGS

Magnolia Crossing
FHA/HUD Section 232/223(f) Refinancing for an AL/MC Community
Clovis, California
FHA/HUD FINANCING

THE WINSBERG AT GREEN CAY
Bond Financing for a 220-unit CCRC
Boynton Beach, Florida
$380,645,000
BOND FINANCING

LUTHERAN LIFE VILLAGES
Sold a 346-unit Continuum Campus
Fort Wayne, Indiana
CASA CONSULTING
$33,000,000
SELL-SIDE ADVISOR

COPPERWOOD SENIOR LIVING
Non-Traditional NFP Bond financing for an adaptive reuse 96-unit AL/MC rental community
Peapack-Gladstone, New Jersey
$84,705,000
BOND FINANCING