

ZIEGLER INVESTMENT BANKING

SENIOR HOUSING & CARE FINANCE Z-NEWS

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FEATURED ARTICLE

ZIEGLER MOMENTUM IN CHICAGO: ALIGNING IDEAS, STRATEGY AND INNOVATION

Last week members of our Senior Housing Care & Finance Practice team gathered from offices across the country at Ziegler's headquarters in Chicago. The team was ready to launch into dedicated time discussing strategy, collaboration, and innovation for the year ahead. Building on what we already know about today's senior housing environment, including strong demographic tailwinds, improving occupancy trends, a more structured capital landscape, and a renewed appetite for growth across the sector, the team shared perspectives and fresh ideas on how we can best support and advise our clients in 2026 and beyond.

We challenged one another to think differently about how we deliver insight and value as a banking partner. This included examining how to translate Ziegler's deep market intelligence into sharper strategic decision-making for clients, as well as exploring how innovative capital structures, partnerships, strategic portfolio positioning, technology integration, and creative development models can help achieve growth objectives. The dialogue was candid and forward-thinking, grounded in the realities of today's operating and capital challenges, but with a strong focus on how we can help clients access capital, structure transactions effectively, and execute on growth strategies.

As we look forward to 2026, the energy in the room was palpable. Our team aligned around a shared goal: leveraging our national reach, deep sector specialization, and capital markets expertise to bring thoughtful, strategic banking solutions to senior housing organizations and capital partners across the country. By combining



deep financial insight with a collaborative approach, the team remains focused on helping clients navigate the evolving capital environment and pursue opportunities that strengthen their organizations for the future.

We also made some time for fun and team building including an evening of bowling and gathering with colleagues from across the firm at Electric Shuffle where our very own Rob Gall received the torch for scoring the most points company-wide!

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