Training course on Healthcare and Senior Living Real Estate Development

Professional Development Training Course Outline

Category	Real Estate Institute	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In Africa?s rapidly evolving demographic landscape, characterized by increasing life expectancies and a growing middle class, the Healthcare and Senior Living Real Estate Development sector is emerging as a critical, yet largely underserved, investment opportunity. Training Course on Healthcare and Senior Living Real Estate Development is meticulously designed to equip real estate developers, investors, healthcare providers, fund managers, urban planners, and government officials with the specialized knowledge and strategic frameworks. This is necessary to identify market needs, conceptualize, finance, develop, and manage purpose-built facilities that cater to the unique demands of healthcare services and the needs of an aging population. Beyond traditional commercial or residential development, this specialized discipline demands a deep understanding of healthcare regulations (e.g., the Health Act, 2017), patient care models, senior lifestyle preferences, and specialized building requirements, blending in-depth knowledge of site selection, design principles, operational models, and intricate financing mechanisms, and the leveraging of strategic partnerships (e.g., with hospitals, care providers) and a human-centric approach to create impactful and sustainable healthcare and senior living environments. This comprehensive 5-day program delves into nuanced methodologies for understanding the demographic shifts driving demand for healthcare and senior living facilities in Kenya, mastering advanced techniques for conducting market feasibility studies, navigating complex regulatory landscapes, and designing facilities that meet clinical and quality of life standards, and exploring cutting-edge approaches to securing specialized financing, optimizing operational efficiency, and ensuring long-term asset value. A significant focus will be placed on understanding the interplay of public-private partnerships (PPPs), medical tourism potential, assisted living models, independent living communities, and specialized care facilities (e.g., nursing homes, memory care), all within the local Kenyan context. By integrating local industry case studies, analyzing real-world development challenges and successes in Kenya's healthcare and senior living sectors, and engaging in intensive hands-on site selection exercises, financial proforma development, design concept reviews, and expert-led discussions, attendees will develop the strategic acumen to confidently pursue and deliver high-quality, profitable, and socially impactful healthcare and senior living real estate projects, fostering unparalleled market innovation, improved social welfare, and securing their position as indispensable leaders in Kenya's crucial social infrastructure development.

Programme Curriculum

Training Course on Healthcare and Senior Living Real Estate Development

Introduction:

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Course Objectives (13):

Upon completion of this course, participants will be able to:

1. **Analyze core principles and strategic responsibilities** of **healthcare and senior living real estate development**.
2. **Master sophisticated techniques** for **identifying market demand and demographic drivers** for healthcare and senior living facilities in Kenya.
3. **Develop nuanced strategies** for **conducting comprehensive feasibility studies** for specialized medical and senior care properties.
4. **Implement effective site selection and due diligence processes** for healthcare and senior living projects.
5. **Manage complex design and construction considerations** unique to medical office buildings, hospitals, and senior residences.
6. **Apply robust strategies** for **navigating the regulatory and licensing environment** for healthcare facilities in Kenya (e.g., Health Act, 2017).
7. **Understand the deep integration of operational models** with real estate development for sustainable facilities.
8. **Leverage knowledge of specialized financing structures** for healthcare and senior living real estate.
9. **Optimize strategies for tenant and resident acquisition** and long-term retention.
10. **Formulate specialized development strategies** for **various senior living models** (independent, assisted, memory care).
11. **Conduct advanced risk assessment and mitigation** for complex healthcare and senior living projects.
12. **Navigate challenging situations** such as **evolving healthcare policies, staffing shortages, and technological advancements** affecting the sector.
13. **Develop a holistic, patient-centric, and strategically adaptive approach** to **healthcare and senior living real estate development in Kenya**.

Target Audience (8):

This course is designed for professionals involved in Healthcare and Senior Living Real Estate:

1. **Real Estate Developers and Investors:** Seeking to specialize in or diversify into healthcare and senior living assets.
2. **Healthcare Providers and Hospital Administrators:** Looking to expand or modernize their facilities.
3. **Fund Managers and Financial Analysts:** Evaluating investment opportunities in specialized real estate sectors.
4. **Property Owners and Landlords:** Interested in repurposing assets for healthcare or senior living use.
5. **Urban Planners and Policy Makers:** Involved in developing healthcare infrastructure and eldercare policies.
6. **Architects, Engineers, and Contractors:** Specializing in healthcare and senior living facility design and construction.
7. **Senior Care Operators and Administrators:** Understanding the real estate implications of their service delivery.
8. **Consultants and Advisors:** Providing services to the healthcare and senior living real estate sectors.

Course Duration: 5 Days

Course Modules (8):

- **Module 1: Overview of Healthcare & Senior Living Real Estate Sectors**
  - Defining **Healthcare Real Estate**: hospitals, medical office buildings (MOBs), outpatient clinics, urgent care centers.
  - Defining **Senior Living Real Estate**: independent living, assisted living, memory care, skilled nursing facilities.
  - **Market dynamics and growth drivers** in Kenya: aging population, rising non-communicable diseases, universal health coverage push.
  - **Investment attractiveness**: resilience, stable income, long-term demand.
  - **Case Study:** Examining the development and success factors of major private hospitals in Nairobi (e.g., Aga Khan Hospital, Nairobi Hospital).
- **Module 2: Market Analysis & Feasibility Studies**
  - **Demographic analysis**: population growth, age pyramids, income levels, health indicators in Kenya.
  - **Healthcare needs assessment**: demand for specific medical services (e.g., oncology, cardiology, specialized surgery).
  - **Senior living demand drivers**: cultural shifts, changing family structures, desire for community.
  - **Competitive landscape analysis** and identifying underserved areas.
  - **Case Study:** Conducting a mock feasibility study for a proposed assisted living facility in a specific Kenyan county.
- **Module 3: Site Selection & Due Diligence for Specialized Properties**
  - **Location criteria** for healthcare facilities: accessibility, visibility, proximity to transport and complementary services.
  - **Site considerations** for senior living: quiet environment, amenities, safety, community integration.
  - **Zoning, land use, and environmental regulations** in Kenya affecting healthcare/senior living development.
  - **Infrastructure requirements**: utilities, connectivity, emergency access.
  - **Case Study:** Evaluating two potential sites for a medical office building, considering local planning regulations and infrastructure.
- **Module 4: Design, Construction & Operational Models**
  - **Functional design principles** for healthcare facilities (patient flow, infection control, equipment integration).
  - **Senior living design**: accessibility (ADA compliance), comfort, safety features, community spaces.
  - **Specialized building materials and systems** (HVAC, medical gas, resilient flooring).
  - **Construction best practices** for healthcare environments (minimizing disruption, patient safety).
  - **Case Study:** Reviewing floor plans of existing senior living facilities in Kenya and discussing their design strengths and weaknesses.
- **Module 5: Regulatory Compliance & Licensing in Kenya**
  - Understanding the **Health Act, 2017**, and other relevant health laws and regulations in Kenya.
  - **Licensing and accreditation requirements** for hospitals, clinics, and care homes.
  - **Permitting processes** for construction and operation of healthcare facilities.

    - **Quality assurance and patient safety standards**.
    - **Case Study:** Outlining the key regulatory steps required to establish a new private clinic in Kenya.
- **Module 6: Financing Healthcare & Senior Living Projects**
    - **Sources of capital**: traditional bank loans, private equity, REITs, government grants.
    - **Specialized financing structures**: Sale-Leasebacks, Public-Private Partnerships (PPPs) in Kenya's health sector.
    - **Financial modeling**: projecting revenues (reimbursements, resident fees), operating expenses, and profitability.
    - **Risk assessment**: economic, regulatory, operational, and market risks.
    - **Case Study:** Analyzing a financing proposal for a senior living development, evaluating equity and debt components.
- **Module 7: Asset Management & Operational Optimization**
    - **Tenant/Resident attraction and retention strategies**.
    - **Lease negotiations** with healthcare providers and care agreements with senior residents.
    - **Property management challenges** unique to healthcare and senior living facilities.
    - **Technology integration** for operations: EMR systems, smart home tech in senior living.
    - **Case Study:** Discussing best practices for managing a portfolio of medical office buildings to maximize tenant satisfaction and retention.
- **Module 8: Emerging Trends, Challenges & Future Outlook in Kenya**
    - Impact of **telemedicine and digital health** on physical real estate needs.
    - Growth of **medical tourism** and specialized clinics in Kenya.
    - Addressing the **affordability challenge** in healthcare and senior living development.
    - **Opportunities for innovation**: mixed-use developments with healthcare components, intergenerational living.
    - **Case Study:** Debating the long-term investment viability of a new, large-scale senior living community in peri-urban Nairobi.

Training Methodology

- **Interactive Workshops:** Facilitated discussions, group exercises, and problem-solving activities.
- **Case Studies:** Real-world examples to illustrate successful community-based surveillance practices.
- **Role-Playing and Simulations:** Practice engaging communities in surveillance activities.
- **Expert Presentations:** Insights from experienced public health professionals and community leaders.
- **Group Projects:** Collaborative development of community surveillance plans.
- **Action Planning:** Development of personalized action plans for implementing community-based surveillance.
- **Digital Tools and Resources:** Utilization of online platforms for collaboration and learning.
- **Peer-to-Peer Learning:** Sharing experiences and insights on community engagement.
- **Post-Training Support:** Access to online forums, mentorship, and continued learning resources.

Register as a group from 3 participants for a Discount

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Certification

Upon successful completion of this training, participants will be issued with a globally recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

- Participants must be conversant in English.
- Upon completion of training, participants will receive an Authorized Training Certificate.
- Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

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