

Avanti Senior Living: Transcript

Hi, I'm Tim Hecker with Avanti Senior Living. I've been in the business for over 40 years.

At Avanti, we wanted to re-look at everything evaluate every key component of senior living. We did that by looking at the building, from the outside to the inside. We made our rooms much bigger, much more attractive. We made the dining services, where we could have a restaurant-style dining room. We really focused on key things... We took activities and all those things and made those really driven for the resident and the future resident.

We really wanted to focus on differentiating ourselves from the competition. Our thought was, we want the residents to truly feel like this is a boutique-hotel, resort-style living, and it just so happens that we provide really excellent care.

Part of who we are... Tim and I, and the culture we build within our own buildings is very casual, but we're all there for the same mission and vision. And that's what we've really appreciated from Commerce Bank - the team effort and the partnership from the very beginning. And it hasn't deviated since.

Even when we went through and did all of our construction draws through the process of building the community, my accounting team loved the folks that they dealt with. They were easy. They knew the expectations. They were on time, and it was always the same people.

You know, it's important that anything we do in our business is built on relationships. Our relationship with Commerce is very good. They like what we're doing, they're doing more than one property with us, and we like to have partners like that.