

20.01.2016

From  
Mr.T.R.Saravanan,  
Asst. Professor in Physiotherapy  
Sree Balaji College of Physiotherapy,  
Chennai

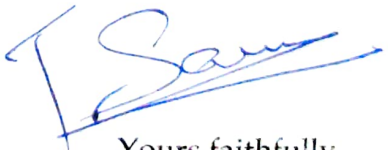
To  
Dr.S.S.Subramanian., Ph.D  
The Dean,  
SreeBalaji College of Physiotherapy,  
Chennai

Sir,

Sub: (Permission to conduct seminar on REVENUE DIVERSIFICATION with our  
MOU- Reg)

Kindly consider in permitting thelecture on REVENUE DIVERSIFICATION by  
eminent expert from SGS trust

Thanking You

  
Yours faithfully





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INSTITUTE OF HIGHER EDUCATION AND RESEARCH

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# SREE BALAJI COLLEGE OF PHYSIOTHERAPY

20/01/2016

To

Mr. T.R. Saravanan

Asst. Professorin Physiotherapy

Sir,

With reference to your communication dated on 20.01.2016. Hereby we grant permission to conduct seminar on REVENUE DIVERSIFICATION on 20.02.2016

 Dr. S.S. Subramanian., Ph.D

The Principal,

Sree Balaji College of Physiotherapy



**Dr. S.S. SUBRAMANIAN**, M.P.T (Orthopaedics),  
M.S (Education), M. Phil (Education), Ph.D (Physiotherapy)

The Principal,

**Sree Balaji College of Physiotherapy**  
Velachery Main Road, Pallikaranai, Chennai



05.02.2016

To

Dr.Sivasubramaniam

Director

SGS TRUST

Chennai

Sir,

Further continuation of our MOU, to enrich academic and research activities kindly coordinate the proposed approve lecture to benefit faculty and students of both our institutions. Further classification if any kindly communicate the coordinator Mr.T.R.saravanan Asst. Professor., email Id: [sbcp2007@gmail.com](mailto:sbcp2007@gmail.com)

Enclosing details along with

1. Course outline, objective
2. Dates, Resource person

Thanking You

Dr.S.S.Subramanian, Ph.D

The Principal,

Dr.S.S.SUBRAMANIAN, Ph.D  
M.T. Educator, Ph. Educator, Ph.D. Provisional  
The Principal,  
Sree Balaji College of Physiotherapy,  
Vijayalakshmi Road, Palurkavai, Chennai



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# SREE BALAJI COLLEGE OF PHYSIOTHERAPY

Seminar on REVENUE DIVERSIFICATION

Date: 20.02.2016

Time: 9.00am-4.00pm

ORGANIZED BY

SGS TRUST & SREE BALAJI COLLEGE OF PHYSIOTHERAPY

REGISTRATION FORM

Name:

D.O.B: IAP / Reg No:

Batch:

Contact No:

E-Mail: Address:

Kindly Mention The Course Completed/ Presently Studying/ Working Institution

Course	College	University	Year of Completion Month & Year	Designation
UG				
PG				
Clinical Therapist				





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# SREE BALAJI COLLEGE OF PHYSIOTHERAPY

Seminar on REVENUE DIVERSIFICATION

Date: 20.02.2016 Time: 9.00am-4.00pm

ORGANIZED BY

SGS TRUST & SREE BALAJI COLLEGE OF PHYSIOTHERAPY

- **Objectives:**
- Emphasizes the quality-over-quantity approach to patient care, allowing therapists to spend more one-on-one time with each patient.
- Enhances the patient experience. Cash-pay models prioritize individual attention, giving patients what they truly value: highly personalized treatment.
- Helps alleviate therapist burnout.

## Course Outline:

To educate how to apply practically

## Resource Persons

Speaker	Dr.Sivasubramaniam,MD	REVENUE DIVERSIFICATION
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**Eligibility: III Year & IV Year B.P.T, Interns, M.P.T students, Clinical Physiotherapists**

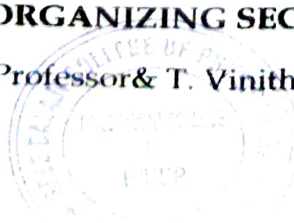
Fees: Free

For Registration Contact: 044 - 22461883, 044 - 22462179,

e - Mail: [sbcp2007@gmail.com](mailto:sbcp2007@gmail.com)

**ORGANIZING SECRETARY**

Mrs.M.Deepa., Asst. Professor & T. Vinitha., Consultant Physiotherapist

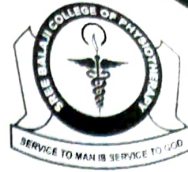




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# SREE BALAJI COLLEGE OF PHYSIOTHERAPY

## BALAJI COLLEGE OF PHYSIOTHERAPY

**One Day Seminar on REVENUE DIVERSIFICATION**

Date: 20.02.2016

Time: 9.00am-4.00pm

**ORGANIZED BY**

**SGS TRUST &SREE BALAJI COLLEGE OF PHYSIOTHERAPY**

### AGENDA

Time	Events
09.00 - 09.30	Introduction
09.30 - 10.00	Cash pay practice model
10.00 - 10.30	Problems in fees collection
10.30 - 11.00	How to improve business
11.00 - 11.10	TEA
11.10 - 11.30	Marketing
11.30 - 12.00	Different ways to increase clients
12.00 - 12.30	Multi disciplinary approach
12.30 - 01.00	Duration of treatment
01.00 - 01.30	Care beyond clinic
01.30 - 02.00	LUNCH
02.00 - 02.30	Improve comfort to client
02.30 - 03.00	Satisfactory survey
03.00 - 04.00	How to gain confidence





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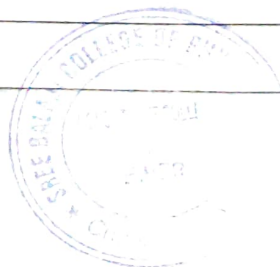


## SEMINAR ON REVENUE DIVERSIFICATION

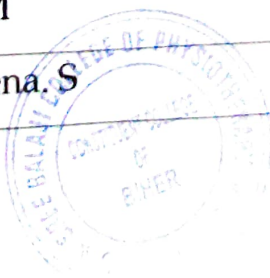
### List of participants

20.02.2016

S.NO	NAME	REG. NUMBER
1.	BinitaGurung	U14PT002
2.	Ganesh Balaji. L	U14PT003
3.	GladisSherin. R	U14PT004
4.	Hema. S	U14PT005
5.	Jeevitha. G	U14PT006
6.	Madhankumar. R	U14PT007
7.	Mohammed Shabeer.N	U14PT008
8.	Nivetha.S	U14PT009
9.	P. Prasanth	U14PT010
10.	Priyanka.M	U14PT011
11.	Saranya Devi. M	U14PT012
12.	SathiyaPriya. K	U14PT013
13.	Shabana. S	U14PT014
14.	Shadab Ahmed. V.M	U14PT015
15.	Shalini.S	U14PT016
16.	Suganthi.S	U14PT017



17.	Sumithra.M	U14PT018
18.	Thinakaran.C	U14PT020
19.	Abinaya P	U15PT001
20.	Akila V	U15PT002
21.	AnuPriya K	U15PT003
22.	Ashmika R	U15PT005
23.	Atchaya G	U15PT006
24.	Bhavana S	U15PT007
25.	Bhuvaneshwari B	U15PT008
26.	Boopathi S	U15PT009
27.	Divya J	U15PT010
28.	Gayathri M	U15PT011
29.	Gayathri S	U15PT012
30.	Hemalatha E	U15PT013
31.	Ilakia S	U15PT014
32.	Jagan B	U15PT015
33.	Jeevitha K	U15PT016
34.	Kalaiarasi K	U15PT017
35.	Kalaivani E	U15PT018
36.	Karthickeyan R	U15PT019
37.	Kavitha N	U15PT020
38.	Keerthika S	U15PT021
39.	Kumutha R	U15PT022
40.	Latha B	U15PT023
41.	Madhumitha. M	U15PT024
42.	MasthuraHaseena. S	U15PT025



43.	Noorunnisha S	
44.	Pavithra R	U15PT026
45.	Priyanka K	U15PT027
46.	Ramya S	U15PT029
47.	Ramya E	U15PT030
48.	Rekha G K	U15PT031
49.	Sahithya T	U15PT032
50.	Sanjana P	U15PT034
51.	Shanthakumar S	U15PT035
52.	Saranya R	U15PT036
53.	Shamlindevanisha D	U15PT037
54.	Simran Tandon	U15PT038
55.	Soniya Mohan	U15PT039
56.	Srimathi S	U15PT040
57.	Sujitha S	U15PT041
58.	Swathi R	U15PT043
59.	Tamizhmani V S	U15PT044
60.	Sai Bhargavi S	U15PT045
61.	Titus J	U15PT046
62.	Vani Shree U	U15PT047
63.	Venippriya PN	U15PT048
64.	Vijay Kumar S	U15PT049
	Shalini L	U15PT050
		U15PT051





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# SREE BALAJI COLLEGE OF PHYSIOTHERAPY

Date:

Time:

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## FEEDBACK FORM SEMINAR

Criteria	Strongly Agree (3)	Agree (2)	Disagree (1)
Lecture was relevant to my needs	✓		
Length of seminar was sufficient	✓		
Content was well organized		✓	
Questions were engaged	✓		
Instructions were clear and understandable	✓		
Lecture met my expectations		✓	
The presentations were effective		✓	





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Chartered as Bharath Institute of Higher Education and Research Act 1984  
Approved by UGC, New Delhi, India. UGC No. 10/1984-10/1984  
Approved by the Government of Tamil Nadu, Chennai. No. 10/1984-10/1984

**A**  
**NAAC**  
ACCREDITED



# SREE BALAJI COLLEGE OF PHYSIOTHERAPY

Date:

Time:

**ORGANIZED BY**

**SREE BALAJI COLLEGE OF PHYSIOTHERAPY**

## FEEDBACK FORM SEMINAR

Criteria	Strongly Agree (3)	Agree (2)	Disagree (1)
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Length of seminar was sufficient	✓		
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Instructions were clear and understandable	✓		
Lecture met my expectations		✓	
The presentations were effective	✓		







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## SREE BALAJI COLLEGE OF PHYSIOTHERAPY

SEMINAR ON REVENUE DIVERSIFICATION-20.02.2016



*[Signature]*  
Dr. S. S. SUBRAMANIAN, M.P.T. (Orthopaedics),  
M.S. (Education), M. Phil. (Education), Ph.D. (Physiotherapy)  
The Principal,  
Sree Balaji College of Physiotherapy,  
Velayudh Main Road, Pallikarai, Chennai.  
The Principal,