



***Kempton Conference & Expo 8th May 2022***

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Design and layout: **Ideas4ADIs Ltd**

Views expressed in this newsletter are those of the individual authors and do not necessarily reflect those of ADINJC. Although we do not endorse any of the products or services promoted in the monthly newsletter, we do take care to ensure that products in the field of health and/or safety, have independent validation of the company's claims for its product(s) to ensure representation of sound and honest propositions to our members.

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Welcome to the April edition of the ADINJC newsletter, I hope that you are all well and excited at the prospect that the Easter break is almost upon us. In this month's edition we have all the usual articles plus a whole lot more for you to enjoy. We are very excited as it's less than a month to go now until the ADINJC and Intelligent Instructor conference and Expo on Sunday the 8th of May at Kempton Park racecourse. This is going to be the event of the year so far so if you don't want to miss out, please sign up here.

*Richard Spiers*

**ADI** **Intelligent**  
NATIONAL **Instructor**  
JOINT COUNCIL

**Conference & Expo South '22**

Kempton Park Racecourse | Middlesex  
Sunday | 8 May 2022

in association with  
**marmalade network**

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The ADINJC & Intelligent Instructor Conference & Expo South '22 is nearly here, so if you have yet to book your free ticket, what are you waiting for? If you haven't attended one of our events before, check out our video from our last event in October.



Our events focus on instructor engagement, so you won't just be sat on a chair listening to speakers all day, although you can do that if you wish, as we have tonnes of great things to do on the day.

We have 25+ seminar sessions running through the day in three separate rooms, lots of fun activities like those listed below and it's a great way to network with hundreds of like-minded instructors too.

Our expo area allows you to chat with 35+ service providers on the day too, many of whom have special offers and deals just for you. This is your opportunity to help improve both as a trainer and also as business owner too.

Join us at Kempton Park Racecourse Sunday, May 8, 2022

[Register here for your free ticket.](#)

There will be some specially adapted vehicles to look at, and the Disability Driving Instructor group will have a stand.

### Some electrifying vehicles...

Anyone who's been to Kempton Park before will know that there's a wealth of outdoor space! And we're looking to maximise that by putting on a large display of Electric Vehicles. More and more instructors are looking at EVs as a viable option for their next tuition car, so why not come along have a look at some that are already being used by driving instructors. Plus our EV owners are incredibly knowledgeable and passionate about their vehicles, so will be happy to answer any questions you may have about either a switch to Hybrid or EV.

And if you have an EV and would like to be part of the show just get in touch!



### All aboard The Hazard Express

A forward thinking education experience designed to educate drivers and help reduce the numbers of those killed or seriously injured in road accidents. The Leicestershire Fire Service offer a fully immersive 360 degree experience to raise road safety awareness in their kitted out VR van. Understand more about the four most common causes of traffic collisions involving new and young drivers – speeding, using a mobile device, not wearing a seatbelt, drink & drug driving. And you can try it out yourself!

Lots of free parking, refreshments available all day. First class speakers, and over 30 exhibitors to inform and entertain you. As well as the opportunity to do some blindfold driving with our friends Speed of Sight!

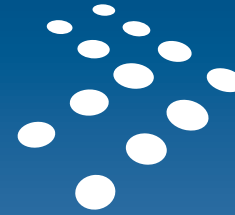
The Honest Truth team will also be there, an opportunity to meet them in person. If you are already delivering road safety through The Honest Truth or wish to find out more, then do come and see them.

[Book your free ticket for Expo South here.](#)





## Driving tuition insurance that ticks all the boxes



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You should all be receiving the latest ADINJC and NASP newsflashes from our very own beyond superhuman Secretary/Caped Crusader Sue! To ensure you're keeping up with all the latest developments, please visit [www.n-a-s-p.co.uk](http://www.n-a-s-p.co.uk) the online home of the steering group for national approved driving instructor associations. This is where you'll find the latest NASP guidelines, DVSA Standard Operating Procedure, Q and A with DVSA and much more.

## FAQs on the new Highway Code, and on Part 2 and Part 3

### Highway Code FAQs from NASP

1. Does the new Rule 170 in the Highway Code apply at junctions controlled by Traffic Lights? Should pedestrians have priority there?
  - A. *At junctions with signals and signs, road users should obey these. For example, we would not expect pedestrians to cross when a red man is showing at a pelican crossing.*
2. Do roundabouts count as junctions and should drivers give way to pedestrians there as well? What specific advice is there for pedestrians wishing to cross the approach and exit roads at roundabouts?
  - A. *Roundabouts come in all shapes and sizes and although the rule to give way to pedestrians applies, it is advisory and may not be appropriate or safe in all situations. It is clear that individual circumstances will determine if it is safe to give way to pedestrians waiting to cross and drivers and riders are expected to exert their own judgment to ensure the safety of themselves and other road users. Such factors as:*
    - *the presence of following traffic*
    - *the speed on approach*
    - *the visibility and actions of the person waiting to cross*
    - *and whether it was clear the person intended to cross**will need to be considered. The actions of the driver or rider should not place a pedestrian at risk if they fail to give way to someone who is already crossing the road.*
3. DVSA have clearly stated that on a driving test, failure to give way to someone who is waiting to cross the road but is standing safely on the pavement would normally be assessed as a driving fault, can you confirm whether this would be the case at traffic light controlled junctions and at roundabouts?
  - A. *See Q1*
4. Do the rules about giving way to pedestrians apply at central refuges?
  - A. *Not unless these are at a junction*
5. At a junction where there is a traffic light for vehicles, but not for pedestrians, does a driver obey the green light or wait for the pedestrians?
  - A. *See Q1*
6. What advice do we follow concerning a blind or visually impaired pedestrian waiting to cross with a guide dog at junctions?
  - A. *When undertaking our review of The Highway Code to improve the road safety for vulnerable*

*road users, the Department worked closely with representative organisations to seek their views and experiences, including the Disabled Persons Transport Advisory Committee (DPTAC). We also consulted with representatives from Guide Dogs for The Blind, The Royal National Institute of Blind People (RNIB) and London Vision at the outset as we understood the importance of ensuring that any alterations to The Highway Code considered the needs of those with visual impairments.*

*The consultation on the proposed changes ran for 3 months and generated a huge response with nearly 21,000 replies received from a wide range of road users. RNIB publicised their support for the proposed changes.*

7. When there is a cycle lane available, are cyclists compelled to use it rather than the middle of the lane rule?
  - A. *Rule 61 explains that when cycling, you can use facilities such as cycle lanes and tracks, advanced stop lines and toucan crossings where they make your journey safer and easier. This will depend on your experience and skills and the situation at the time. While such facilities are provided for reasons of safety, cyclists may exercise their judgement and are not obliged to use them.*  
*Rule 72 explains the situations where you should ride in the centre of the lane and where you should allow vehicles to overtake. Rule 213 explains what you should do when you're driving near people cycling.*
8. When will I be able to purchase the new Highway Code?
  - A. *You can pre-order an updated copy of The Highway Code book online now. You'll be able to buy copies from most high street bookstores from April 2022.*  
*These details were confirmed in the news story published on GOV.UK on 26 January 2022. Read The Highway Code: 8 changes you need to know from 29 January 2022.*  
*The Highway Code on GOV.UK was updated on 29 January 2022.*
9. When will the theory test questions be changed to reflect the changes?
  - A. *We work with DfT to make sure theory tests remain correct when changes come into effect. It would be unfair to test people on such changes immediately as they might not have learned them in time, so there is a bedding in period. The changes are first reflected in learning resources so that learners have a fair chance of answering questions on them before they appear in live tests.*  
*New questions are trialled with learners before appearing in live tests to make sure tests are fair. The time this takes depends on the success of new questions to work well, and how long it takes to achieve a statistically significant sample.*
10. Is there any advice being given to the public about these new rules?
  - A. *The government's award-winning THINK! campaign has launched a communications drive, backed by over £500,000 in funding, raising awareness of the changes and ensuring road-users across the country understand their responsibilities. The campaign will run across radio and social media channels, with further campaign activity to follow later in the summer.*
11. Why is the new edition of the Highway Code available online, when the old version is still available to purchase, this means anyone learning to drive or upskill, could be working on the old rules, why was this allowed to happen?
  - A. *Online is the practical way to keep up with changes to The Highway Code, which can happen several times each year. Up-to-date official learning resources make sure learners always study what they might be tested on.*



Online, the official publishers of the book version made it clear that there was a new edition coming and that customers should make sure they bought the one they wanted and needed. So far tens of thousands have done so and DVSA is not aware of any complaints to our publishers TSO that this was unclear and that anyone bought the wrong product as a result. Should they do so, they will help their customers appropriately.

To give people every opportunity to understand that changes were happening and to keep up, DfT publicised the changes when they came in after trialling them over the preceding years since the Road Safety Statement and public consultation on the matter. There is also a bedding in period after such major new changes come into force to allow the communications and publicity to take effect and everyone can reasonably be expected to comply.

The publishers alerted book retailers and wholesalers about the new edition print version well in advance, and accepted returns from them under standard book industry terms. Books published in the UK have to show their edition and impression dates so that customers and library lenders always know when the information in them was current. Booksellers and libraries do not have to withdraw books after they are superseded by newer editions.

12 Will people be marked on test for not using the Dutch Reach system of opening the door?

A. No, the most important thing is that drivers make sure they open the door safely.

13. Why were the words "If its Safe" not inserted after the word "Should" in these new rules and is it too late to amend before the next print run?

A. Any changes to the current approved text would require consultation and would have to be laid before the House once more.

## Part 2 & 3 FAQs from NASP

1. When will the DVSA be updating the ADI part 3 test report form to reflect the recent restrictions put on what can be taught?

A. There is no need to update the test report form as we are still able to identify the lesson type and level of pupil presented. This will be adjusted when we move to the DES app for part 3 tests.

2. When will the DVSA be updating the ADI21T?

A. The training objectives are specified in legislation and would require a legislative change to amend.

3. Following the 15-minute reduction in the length of the ADI part 3 assessment, are there plans to review its price to reflect the reduction in time the examiner now spends conducting the assessment?

A. There are no plans to amend the current fee.

4. With regards to the .gov website and information on the part 3 test, it says the reason for the change in assessment length and 3 minute lesson beginning is due to Corona virus. My understanding is the changes are permanent, does the .gov website need updating?

A. Yes this needs updating.

5. Locally in Northamptonshire following Covid lockdowns, we have only been able to book Part 3 tests at 8.30am. This presents some considerable issues to part 3 candidates with regards to:

1. The areas they can use to teach in.

2. The ability of the candidate needed to be able to cope with a predominantly on the move lesson at rush hour.

3. Being able to find a suitable pupil willing and able to have a lesson at that time of day. Are part 3 tests readily available at other times of day? If not, can they be please?

A. Suggest using book to hold so we can identify resource to manage any specific demand for tests.

6. When a PDI on a trainee licence presents for a part 3 test and they are on their own with no trainer, the examiner uses the ADI number of the manager of the sponsoring school which is on the trainee licence badge, this obviously records the result against that ADIs name. But what if the PDI has gone to test against the advice of the sponsoring driving school? The result is still recorded against them.

A. We don't currently use this data recorded at the start of the part 3. It will be considered as part of the move to the DES app.

7. Due to recent comments made on part 3 assessments by an examiner from the enforcement team saying 'I don't want to hear about dual controls etc at the beginning' can we have some clear guidance on what the DVSA need candidates to include in the 3-minute initial discussion with the pupil please? The guidance on .gov says the following: 'At the start of the lesson, discuss the goals for the lesson and risk management with your pupil. This should take no more than 3 minutes'. Has what the examiner needs to assess during those 3 minutes at the beginning with regards to risk management changed?

A. I can confirm there has been no change to what should be discussed during the initial 2-3 minute discussion. As per the guidance on gov.uk, there should be a discussion with the pupil about the goals for the lesson and risk management. This should take no more than 3 minutes.

It's important that this discussion is at the appropriate level for the pupil and reflects their current level of ability. The discussion may include reference to the dual controls but this in itself does not demonstrate evidence in all aspects of risk management. The Examiner is looking to see that the potential risks relevant to the lesson have been discussed with a clear understanding of how they will be managed effectively.

It is difficult to comment specifically on the example of one of our examiners saying they don't want to hear about dual controls. There are occasions where a discussion on dual controls is not necessary, for example, where a pupil has had numerous hours of training with the same instructor, it is reasonable to assume they have built a good rapport with each other and are comfortable with the learning environment. In this situation we would not expect the instructor to discuss the use of dual controls at the beginning of every lesson but what would be more appropriate is for the instructor to confirm what the pupil is able to take responsibility for and where they still need support from the instructor.

NASP are still awaiting the answer to a couple of your questions, we will publish these as soon as we have them.

**The meeting between NASP, The ADINJC, MSA and DIA is now available to listen on the Instructor Podcast.**





It's essential to connect with pupils, not least the most challenging. Whether we like to admit it or not, we are in the 'people business'. Just as in navigating life in general, we will meet a variety of different people; some we will gel with straight away and feel like we've always known them, while others require a lot of effort to find any common ground to share. So why is the personal connection so important when developing others? Because if we want to be effective teachers and transfer information and skills, we need to find the wavelength that will make them receptive and what we are imparting understandable. For any working relationship to be successful, mutual trust, honesty and respect must be there. However, it's easy for any one of these key factors to falter or fail, and then even harder to turn back the dial and put things right. A great piece of advice I was given once was to treat your most challenging learners like precious relatives. This way, you're less likely to fall into the trap of furthering tensions with 'challenging' learners. Add to this the reality that those challenging learners are very often your own best teachers; personal growth requires permanent nurturing and protection.

My secondary school's motto was 'Nemo sibi nascitur', which means 'No one is born unto himself/herself alone', or in more common parlance 'No man is an island'. As an only child, it struck home then and has always stuck with me; it's a key message about the importance of human connection and mutual recognition. Don't get me wrong, there are times when we all need to be alone, but generally speaking, we all thrive through basic human interaction. In driver training we need to take the time listening and getting to know one another, understanding what makes each other tick and tock. The finer details of each other's characters can prove a vital tool in identifying positive and negative learning styles, as well as behaviours when behind the wheel. Sometimes, it can feel like no matter how hard we try, we cannot get messages across - there's a disconnect. But if we're relating to our learners on their terms and showing willing compassion, kindness and empathy, we can often turn things around, you find a mutually rewarding frequency that you both tune in to, avoiding the static, distortion and an intolerable and an unworkable reception where they can't learn, and you can't teach. As the professional, the grown up in the car, we have to be able to raise our antennae and receive the signals before any damaging disconnect. Allowing our frustrations to compete with their negative characteristics will only lead to an escalation in hostilities, frustration on both sides and a collapsing relationship. We can undoubtedly feel questioned, defensive, intimidated and often frustrated to the point of even doubting ourselves. It may lead us to react negatively, retaliate by becoming aggressive or defensive and finding us acting completely out of character in our own responses. But it is abundantly clear that we are both losers in these situations, but more than anything, we have failed in our professional capacity to understand our customer and provide the service they are paying for.

Being a teacher and utilising the skills of coaching, it is about understanding and adapting approaches to different characters and changing situations. Experience is the greatest teacher, and the different characters we meet are in turn character building! Yes, some pupils are easier to teach than others, but as humans and teachers we want to learn and develop too, and facing challenges is key to a sense of achievement and satisfaction. We have to be open to learning new tricks and new skills too, just like our pupils, and in our profession a big part of that is understanding different character traits and how to work with them to achieve the best results for both parties.

While different people will challenge us, we will in turn challenge them. We need to constantly make the effort to get to know the real 'them' and help them to get to know the real 'us'. To truly get the best out of people:

- Assess each person as the individual they are
- Adjust your style to suit them
- Deal fairly and accurately with each situation as it arises
- Treat individuals with the same respect you'd expect
- And if in any doubt, re-read the above!

## Stress Awareness Month 2022

## Illegal Driving Instruction

We recently had an enquiry from a member regarding illegal instruction, and contacted the Counter Fraud and Integrity Unit for some information. We thought the reply might be of interest to others who may be concerned.

As you can imagine Illegal instruction is a huge issue on our UK roads and we receive numerous reports every day.

We do not have the staff to enable us to tackle every case, so we need to have measures in place. Some will be issued a warning letter to say we are aware of what they are doing, some are arrested and sentenced, some are actually only teaching family and have been reported to us. But we have to rely on the intelligence received and the evidence we can gather, but we do record every case submitted to us.

The issue we have with illegal instruction is actually getting the candidate to admit that they have paid money to the accompanying driver for lessons, this could be fuel, shopping, tickets for a concert, or cash, but we get very little engagement from people willing to give a statement and without this we can't proceed with investigations. Some people are happy to pay less, some people don't care as they have now passed their test, some people just don't know that they are operating illegally. We need evidence to proceed.

All allegations are held on our systems and we do search for previous complaints/allegations.

If you do have any information can you please send it to this email address - [CFI@dvs.gov.uk](mailto:CFI@dvs.gov.uk).

You'll find the latest updates regarding DVSA via [www.n-a-s-p.co.uk](http://www.n-a-s-p.co.uk)  
There is also a 'latest' section from NASP in this newsletter.

## Car driving test data by test centre

Statistics about car driving tests, showing pass rates for each driving test centre by gender and ethnicity, and first-time passes.

[Click here.](#)

## The new printed version of The Highway Code is available in shops.

You can also buy the new printed version from our official supplier -

[www.safedrivingforlife.info/shop](http://www.safedrivingforlife.info/shop)

## How to stay up to date

The full version of The Highway Code is available, free of charge, on [GOV.UK](http://GOV.UK).

The new Highway Code also appears in the Official DVSA Theory Test Kit app, available from the App Store and Google Play.

## Trailer training voluntary scheme: getting accredited

Following our recent webinars explaining more about how the voluntary trailer training scheme will work, we want to provide you with more information and contact details for the 3 accrediting bodies.

### How to get your training accredited

To become an accredited trailer trainer you will need to apply to the organisations that you want to be accredited by. You can apply for more than one - for example, some organisations specialise in specific types of towing activities.

Each organisation has their own:

- process to accredit you
- fees
- terms and conditions
- process to keep your accreditation

### What happens when you're accredited

When you're accredited you will be:

- listed as an accredited trainer on the organisations website
- able to offer your services to more customers
- able to advertise that your training has been accredited by an organisation recognised by DVSA
- part of industry wide scheme following DVSA's standard and syllabus

### Contact details

There are 3 accrediting bodies. You can find their contact details below:

National Register of LGV instructors - [lgvinstructors@rtitb.com](mailto:lgvinstructors@rtitb.com)

Safe Towing Scheme - [www.safetowingscheme.co.uk](http://www.safetowingscheme.co.uk)

Skills for Logistics - <https://www.skillsforlogistics.co.uk/> - [training@skillsforlogistics.co.uk](mailto:training@skillsforlogistics.co.uk)

### Watch our webinar

If you weren't able to attend one of the webinars we held in March, you can watch a recording of one.



## DVSA release latest stats for all tests

If statistics are your thing, you will be interested in the latest stats from DVSA.  
[You can access them by clicking here.](#)

## Changes to assessing fuel efficient driving in ADI part 2 tests

From 19 April, fuel efficient driving will become a driving fault instead of being an educational assessment on ADI part 2 tests.

The change is being brought in to encourage new ADIs to learn the skills they need to help teach new drivers the skills to drive with economy and the environment in mind.

### Teaching your pupils about fuel efficient driving

You can find out more about the aspects of fuel efficient driving on GOV.UK which include:

- planning well ahead to avoid unnecessary stopping
- select appropriate gears
- avoiding harsh use of the controls
- avoiding over-revving the engine

You can also find more tips for fuel efficient driving in our official resources available from the Safe Driving for Life website.

<https://www.safedrivingforlife.info/>

You can also find tips for efficient driving from the Energy Saving Trust. [Click here](#)

*The guidance for ADI part 2 test will be updated to reflect the change from 19 April 2022*





## Change to the ADI Registrar

From Monday 4 April, the current Deputy ADI Registrar Nick Taylor will temporarily take over from Jacqui Turland as ADI Registrar.

Jacqui will temporarily move to work on an important project to improve our driving test booking service.

The project aims to make it quicker and easier to schedule driving examiner availability, so that test appointments are shown on the booking service more quickly. These changes will improve the service we offer to you and your pupils.

## What is next

As part of this work, we will be carrying out research with all users which includes learner drivers, driving instructors, training schools and our own colleagues to give us feedback on the current driving test booking service.

This will help us to achieve our goal of providing great services for all our users. We will keep you updated on our progress.

## Driver testing services in Wales – lifting of COVID-19 driving test restrictions

We are lifting COVID-19 restrictions affecting driving tests in Wales from 28 March in line with the announcement that some of the remaining Welsh restrictions are ending from this date.

### The changes in Wales include:

- face coverings are no longer a legal requirement for your pupils to wear on driving test but the Welsh Government strongly advises that they continue to do so
- your pupils will no longer be asked to let us know in advance of their driving test if they cannot wear a face covering.
- instructors and accompanying drivers are able to sit in on driving tests
- your pupils no longer have to self-isolate if they have COVID-19, but we encourage them to rearrange their test if they feel unwell for any reason
- DVSA will no longer ask your pupils to consider doing a lateral flow test on the day of their test

The Welsh Government strongly advises learner drivers and driving instructors to continue to wear face coverings on driving lessons in Wales.

You need to make your pupils aware of these forthcoming changes, especially if you have made their test booking for them.

DVSA guidance on GOV.UK will be updated shortly.

### Face coverings

From 28 March your pupils will not have to wear a face covering on a driving test but they are strongly advised to continue to do so by the Welsh Government.

Your pupils will no longer have to let us know if they cannot wear a face covering in advance of their driving test from 28 March. This also applies to bookings you make on behalf of your pupils.

Our driving examiners can make a personal choice to wear a face covering if they wish.

The Welsh Government strongly advises that you and your pupils continue to wear face coverings on driving lessons in Wales.

### ADIs sitting in on tests

We are lifting the restriction on ADIs and accompanying drivers to sit in on a driving test in Wales from 28 March.

This means that driving examiners will ask your pupil if they want someone to:

- sit in the back of the car during the test
- be with them for the result and feedback

### ADI standards checks and ADI part 2 and 3 tests

In line with the changes to car sharing guidance in Wales, we are lifting the restriction on ADIs and accompanying drivers to sit in on a driving test from 28 March.

Standards checks and part 3 tests will continue to last for 45 minutes and will continue to ask that pupils used in the test must be at least partly trained.

### Pupils testing positive for COVID-19

We encourage candidates testing positive for COVID-19 up to 5 days before their driving test not to attend their test to reduce the spread of the virus.

You or your pupil should email us at [customerservices@dvsa.gov.uk](mailto:customerservices@dvsa.gov.uk) with the subject title 'COVID-19 short notice cancellation' to rearrange their test.

You or your pupil will need to include the following information in the email:

- their driving license number
- their driving test booking reference number

We will then contact you or your pupil to help rearrange the test. Your pupil will not have to pay again.

### Taking rapid lateral flow tests

From 28 March DVSA will no longer ask your pupils to consider doing a lateral flow test on the day of their test if they do not have COVID-19 symptoms.

### Thank you for your support

We know this has been a very challenging period for the driver and rider training industry.

The changes we have made to our services have had an impact across the industry, but you have shown resilience, supported our colleagues and responded positively to our engagement.

We want to thank you for taking the necessary action to help reduce the spread of COVID and protect our colleagues.

### *The Highway Code: update to rules on using mobile phones*

From 25 March, rules in The Highway Code came into force to make any hand-held use of a mobile phone while driving illegal, except in limited circumstances. The changes were supported by 80% of respondents in a public consultation in 2021.

This means you must not use a device in your hand for any reason, whether online or offline. The law applies to you if you're:

- supervising a learner driver
- stopped at traffic lights
- queuing in traffic
- driving a car that turns the engine off when you stop moving
- holding and using a device that's offline or in flight mode

There are exceptions, such as if you need to call 999 or 112 in an emergency or making a contactless payment in a vehicle that is not moving.

You can find the full [rules on using a phone, sat nav or another device when driving](#) on GOV.UK

The government's award-winning THINK! team [launched an awareness campaign](#) to remind drivers not to use a hand-held phone at the wheel and the penalties of choosing to ignore this new law.



## A GUIDE TO ADINJC



## Professional Indemnity Driving Tuition

### Why is Professional Indemnity cover so important?

Because we all make mistakes in life, including in our business operations as a driving instructor.

However, if you make a mistake in running your driving school, the consequences can be very serious. You could, for instance, be sued for vast sums of money. Professional Indemnity will provide you with protection in case someone decides to take action against you even when you haven't done anything wrong.

The ADINJC Professional Indemnity insurance, provides the valuable protection you need as a driving instructor offering professional advice to the public, to prevent this happening. It covers you when, as a result of negligence, you are sued for losses or damages by a third party. In short, it gives you peace of mind: if a claim is brought against your business, you won't have to worry about the financial implications of a lawsuit. The ADINJC policy provides £5 Million cover for each and every member, ensuring you have sufficient cover. The policy also has a low policy excess of £500 for each and every claim.

You can find details of Waveney Group Schemes by going to  
[www.driving-school-insurance.com](http://www.driving-school-insurance.com)

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*"You never really understand a person until you consider things from their point of view". Harper Lee*

*"We don't see things as they are; we see things as we are" Anaïs Nin*

To help people learn to drive we have to be good communicators, it's a tool that all ADIs need to be successful. Our clients can see things differently and the more we can understand that concept the better our communication with them will be.

I'm sure you know the image of two straight lines of equal length which at first sight seem different or the picture of the candlestick which some people see as two faces. They show us that things are not always as they first seem. Consider a crash where police ask for witnesses to describe what happened. They like to have as many witness statements as possible so that they can build up enough evidence to give them a broader, realistic version of events. The driver of one vehicle will have one view, another driver or passenger can see it differently. Each witness of the crash will have a slightly different perspective, depending on where they were, their view, how much danger they felt they were in and how the accident affected them.

The principle is the same with everything that occurs in our lessons: each situation, event, conversation, means something different to all those involved. We give different meanings, according to our belief systems, and how we are affected by the event. We look at situations and interpret what other people say and do, according to our own set of past experiences, culture, faith and values. The meaning we give events, the way we make sense of our world, is based upon our set of core beliefs.

**Our core belief system is made up of:**

What I think about myself

What I think about others

What I think about the world

It is influenced by:

- Childhood upbringing
- Our culture and faith
- Past experiences and values
- Character traits, including genetic influences
- Current circumstances

Seeing events from different perspectives will help to reduce distressing emotions, help us feel more confident, enable us to be more understanding and empathic, and improve communication. Changing our perspective is a very valuable tool for understanding a situation better and avoiding false views. Adopting a different perspective can make things clearer and show us which factors are relevant and which are not.

Perhaps the most important situation in which we benefit from looking at things from a different viewpoint is when we try to see something from another person's shoes. This can be valuable in resolving arguments, avoiding offending people and in convincing someone of a point. If we want to change someone's opinion about something, it is very useful to look at the question from their point of view and imagine what challenges might be effective.

**So when could seeing things from another person's point of view help us daily as an ADI?**

Put simply, all the time. We need to ask ourselves are we actually seeing the same "view" that the pupil sees when we talk to them and give feedback. Are we talking about the same vehicle, have we seen any safety critical incidents in the same way? Don't just assume it is. Consider some of the questions marked on a Standards Check.

- Was the pupil encouraged to analyse problems and take responsibility for their learning?
- Were opportunities and examples used to clarify learning outcomes?
- Were the pupil's queries followed up and answered?
- At the end of the session – was the pupil encouraged to reflect on their own performance?
- Was the trainer aware of the surroundings and the pupil's actions?
- Was sufficient feedback given to help the pupil understand any potential safety critical incidents?

Key words above are: problems, clarify, sufficient feedback, queries, encouraged to reflect, aware, and understand. All of these are instances where we must be sure we understand how the pupil perceives what has happened and the best remedy or way forward. People find learning new things pleasant, but they don't like being told they are wrong. When we discuss incidents that have occurred ask about them with genuine curiosity and interest. Challenging their beliefs at times with questions such as:

**Why is that?**

I don't see it in the same way as you do; can you tell me more about how you reached that conclusion? I'm interested in understanding more.

Please can you explain what I'm missing from your point of view?"

I have even shown pupils some of the different perspective drawings in lessons to show them people see things differently from each other if they don't understand a reaction from a pedestrian or another motorist. Allow the pupil to make progress on their own terms. You may hear them say something like: "That could work" or "I can see that could help me".

Allow pupils to learn from their experiences, we can all learn to see things differently and this will help the learning to be a positive experience.



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### Plans to make drug-driving 'as much of a social taboo' as drink-driving

Drug-drivers could be required to undertake rehabilitation courses before being allowed back behind the wheel, under new plans unveiled by the Government.

Currently, those convicted of drug-driving are handed a driving ban, prison sentence or fine by the courts, but aren't required to complete rehabilitation courses before resuming driving – unlike drink-drivers. In a call for evidence, the Government is asking whether drug-drivers should likewise have to undergo rehabilitation.

The call for evidence also seeks views on the relationship between medicinal cannabis and road safety, in another move to ensure road safety policy keeps up to date with changing societal norms. The aim is to make drug-driving 'as much of a social taboo' as drink-driving.

According to the Government, drink-drive related deaths and injuries 'are now very rare on UK roads', with deaths having fallen 88% between 1979 and 2015.

However, there has been an increase in drug-related driving offences, with over 12,000 convicted in 2019. Some 44% of those were committed by reoffenders.

In 2020, 713 people were seriously injured in drug-driving collisions, up from 499 in 2016, and some police forces are arresting more drug drivers than drink-drivers.

Meanwhile, statistics also show non-attendees to drink-driving rehabilitation courses are over twice as likely to commit a new drink-driving offence within three years.

By offering high-risk drug-driving offenders the same support, the Government hopes to bring down the number of repeat offenders.

Grant Shapps, transport secretary, said: "Drink-driving is now rightly seen as a social taboo by most of us in this country and we have worked hard to drive down drink-drive related deaths.

"But, if we are to make our roads safer still, there is no room to be lax on drug-driving, which is why I have launched this call for evidence today.

"It's only right that drug-drivers must undergo rehabilitation before getting back behind the wheel, helping protect the public from this hidden problem and stamping out drug-driving for good."

This is the first of several steps the Government is taking this year to reduce the problem of drink and drug driving.

Later this year, the Government will seek views on other drink and drug driving matters, such as failing to stop after a collision and the criminal use of vehicles.

[Click here](#) to read all news reports.



## Latest news from DfT

Transport Secretary cracks down on drug-driving to protect the public  
[Click here to read](#)

Tenfold expansion in charge points by 2030 as government drives EV revolution  
[Click here to read](#)



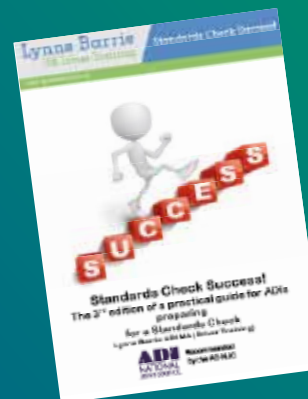
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The April edition of Traffic Safety Roads is out now. Many thanks to Graham Feest, our Road Safety Advisor.



Items this month include:

- Glaring Headlight Problem for Drivers
- Fire Service Campaign
- 500 Plus School Streets Across London
- Extra Funding for Cycle Trainers
- Expansion of London ULEZ
- Traffic Orders to Move into the Digital Age
- Mobile Phone Law Change
- Red 'X' Enforcement Nearly Ready to Go
- UK Car Thefts on the Rise
- WCRAQ Looking for Policy Change
- Road Collision Investigation Branch
- Less is More – Changing Travel
- Telematics – Can it Reduce the Risks?
- More Road Safety Money for Scotland

And much more!

## Reducing Casualties by Stopping Crashes

Monday 4th July 2022- Crowne Plaza Hotel, Armada Way, Plymouth PL1 2HJ - 10.00am to 4.30pm

The event is for any person who is involved in the practice and promotion of road safety in terms of casualty reduction, reducing the risk to road users and making the environment smarter.

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- Dave Clark ADI

“Your work is relentless, just wanted simply to say THANK YOU for being there for us. I don't know what I would have done without ADINJC.  
- Susan Speight ADI

Find out more at [adinjc.org.uk](http://adinjc.org.uk), call 0800 8202 444  
or email [secretary@adinjc.org.uk](mailto:secretary@adinjc.org.uk)

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**Date for your diary - Saturday 23rd April 2022**

**Speed of Sight 10th Year Anniversary Gala Celebration Ball**

Being held at De Vere Cranage Estate in Holmes Chapel, Cheshire (7pm)

Every penny of the money raised on the evening will go to help fund the driving experiences for people of all ages with disabilities and/or sight loss that will change their lives for the better, forever. It's because of SOS supporters that it's possible to do any of this. Thank you!

**Book now** to secure an early bird price of £78.50 and help support SOS!

<https://www.speedofsight.org/10-year-anniversary-ball/>



## Rise in fuel prices

You will recall that Charles recently wrote to the Chancellor, and the First Ministers of Wales and Scotland to ask that consideration be given to a reduction in the amount of fuel tax and VAT. [You can read his letter here.](#)

We have today received a reply from Kate Forbes MSP, Cabinet Secretary for Finance and Economy in the Scottish Government.

*Thank you for your letter of 11th March to the First Minister regarding the impact of rising fuel costs on businesses in Scotland. I am responding as taxation falls within my portfolio remit.*

*I share your concerns regarding challenging circumstances that businesses are facing. However, the powers to adjust the price of fuel, including the power to set fuel duty rates and the rate of VAT applied to fuel, remain reserved to the UK Government.*

*The UK Government have introduced a temporary 12-month 5p per litre reduction to fuel duty in the Spring Statement. With inflation at a 30-year high and fuel price increases far greater than the 5p cut, I believe this measure does not go far enough to support businesses as fuel prices continue to soar.*

*We have called on the UK Government to cut VAT on fuel, as a temporary reduction in VAT on fuel would directly reduce the cost of fuel at the pump and would help many businesses, including those you represent. Ultimately, the Chancellor's Spring Statement was a missed opportunity to make a tangible difference to people and businesses struggling with the current circumstances.*

*The Scottish Government will continue to call for the UK Government to provide appropriate support wherever it is needed, but ultimately I believe that all tax powers should be devolved to Scotland to allow the decisions that impact on Scottish households and businesses to be made here.*



## Take your place with thousands of small businesses

**At FSB our mission is to help smaller businesses achieve their ambitions. We are the UK's largest grassroots campaigning group promoting and protecting the interests of the self-employed and smaller business owners.**

Whether we're influencing key policy decisions in government, offering specialist advice and guidance on everything from HR to tax advice, or running virtual events, **the needs of small businesses come first.**

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If you run your own business, chances are you picked an industry you know and are passionate about. You're confident that you know it well enough to be able to cope with whatever life throws at you. But what happens when you need to deal with something outside your field of expertise? No one person has all the answers. The good news is, joining FSB, means having someone on your side who does have the legal, tax or HR expertise needed.

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FSB are delighted to offer a **£30\* discount** in association with ADI National Joint Council.

**To find out more and to take advantage of this £30\* discount, please send your name, contact telephone number and postcode, quoting FSB to Lynne Barrie, ADINJC Chairman at [chairman@adinjc.org.uk](mailto:chairman@adinjc.org.uk)**

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In 1964 an American law professor called Fuller wrote a book called the “Morality of Law” which said: all purported legal rules must meet eight minimal conditions in order to count as genuine laws. What I intend to do is look at these principles and see how they might apply to The Highway Code.



These are Fuller’s “principles of legality”. The rules must be:

## 1. Sufficiently general

- This means that they should be capable of being applied consistently
- Otherwise everything is decided on a case by case basis
- A way of looking at this is to do the greatest good for the most people by doing the least harm to the fewest

Certainly the rules in the code seem to me to be reasonably general. If you look at motoring law it is to the best of my knowledge applied reasonably consistently, certainly within a local police forces jurisdiction.

At the end of the day speeding is speeding. How speeders might be caught and brought to book might be another matter. Having a simple clear speeding limit makes it easy to understand and simple to comply with.

## 2. Publicly promulgated

- People have to know a rule to be bound by it
- People should take reasonable steps to the rules to be aware of it

Clearly The Highway Code is available as a document quite cheaply and free online. The DVSA with the Theory Test and ourselves as instructors do all we can to ensure that people are aware of what is expected of them. In fact you might say this is the whole purpose of The Highway Code, so everyone knows what is expected of them.

The laws that make it up are also widely available either online or referred to in The Code and if you look up the abbreviations you will be referred to the appropriate bit of law. If so inclined you can look up the actual Acts themselves.

## 3. Prospective (i.e., applicable only to future behaviour, not past)

- If it’s legal now, and you are going to make it illegal it cannot be retrospectively
- You cannot make someone liable now for what was legally done in the past

So while The Highway Code is always changing and evolving it is not retrospective. This is the same way that the law of the land is not retrospective.

## 4. At least minimally clear and intelligible.

- Is it set out clearly
- Can you understand it

Part of the process of the code’s evolution is sometimes making things clearer. The recent changes regarding the hierarchy of users does exactly that. Remember that it has always stated that you should “Always give way if that can help to avoid an accident”. All the new changes have mostly been done to make things clearer.

## 5. Free of contradictions

- If law contradicts itself how can it be enforced
- A lot of this will be derived from the other principles.

The Highway Code is brilliant at this. A good part of it is mutually supporting. For example Rule 239 “You MUST ensure you do not hit anyone when you open your door”. Then Rule 152 “Look out for: car doors opening”. It won’t take long to read through and come up with other examples.

## 6. Relatively constant, so that they don’t continuously change from day to day.

- If the law has no certainty how can you keep to it
- Again as I look at these rules or principles they seem to be mutually reinforcing

A quick look at my paper copy of The Highway Code shows its last revision as 2015. The online version will be more up to date with the minor revisions. A quick look at the online version will show 18 updates.

We are due a new version this April. But the changes won’t be massive. We had some stuff recently about smart motorways. A bit more is coming with the hierarchy of road users. But none of this is earth shattering. More often than not any changes are in the wording reflecting changes in the law.

## 7. Possible to obey

- No point having a law unless you can obey it
- Unless of course you are seeking to criminalise a section of the population

I would like to think that it is not only possible to obey The Highway Code but it should be obeyed. Some people will point out that some of it is only advice. The law cannot cover every conceivable circumstance. But we can certainly have some principles to guide us.

## 8. Administered in a way that does not wildly diverge from their obvious or apparent meaning.

- If a law is applied in such a way that it does not seem just or logical
- How can we as a people respect the law



Perhaps our biggest protection here is the common good sense of the police force and the judiciary. Fortunately The Highway Code embodies the other 7 principles so the administration of it is quite clear.

A police officer will use his discretion as to how he deals with a particular situation. I have sometimes heard this referred to as an attitude test with a possible gift voucher depending on the circumstances and attitude. Moral here is to be nice to police officers.

But what about when the devil is in the detail. In number 5 above I quoted rule 152. This as you will see refers to driving in built up areas and quite residential roads at that. On a busy fast moving road can you open your door without looking and just rely on the other driver. So we have a small gap. When rule 239 says give enough room, why do we need rule 152.



I think it is fair to say that the rules arise from need and circumstances. We have some new stuff about smart motorways. We now have the hierarchy of vulnerable road users. Nothing too much has changed from the point of view that we as drivers and driver trainers have a duty to be safe. By expressing what is expected clearly we all know what we need to do.

Fuller argued that together these principles will guarantee that all law will embody certain moral standards of respect, fairness, and predictability that constitute important aspects of the rule of law. I would like to think that The Highway Code meets all these tests.



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- Linda Brooks

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- Mike, Vice Chair Sutton Area Driving Instructors Association

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## ...questions on driving tests

We recently submitted some questions to DVSA via the Freedom of Information Act. Many thanks to Governing Committee member James Quinn for translating this into a format that we can understand!

A recent freedom of information request regarding the driving test backlog has revealed the following information.

As at 7th March 2022 DVSA said that the backlog for practical learner driver tests was 491 417. To attempt to put this number into some context, before the pandemic DVSA conducted around 400 000 tests per quarter, so the figure of 491 417 would be approximately 4 months worth of driving tests.

There is always a delay in statistics being collated and released, but the latest quarter for which we have statistics is July to September 2021, during which 401 365 driving tests were conducted, this is the first quarter since the pandemic struck that figures have reached pre covid levels of driving tests. (October to December 2021 statistics will be released at the end of March)

When asked about which test centres had the longest waiting times for driving tests, there are over 300 driving test centres, and DVSA provided a list of 107 test centres that had a 24 week waiting time. No driving test centre can have a waiting time of over 24 weeks, as that is the maximum test booking window.

DVSA estimates that they will be able to bring the waiting time down below 10 weeks by the end of autumn, but they say that their plans are under constant review.


Despite the backlog and long waiting times there are driving test slots going to waste, during the first 8 weeks of 2022 there have been 5461 test slots where an examiner has been available, but no booking has been made, this is an average of 683 per week, or just over 2 test slots per test centre per week.

Test slots wasted in this way appear to be getting slightly worse as the equivalent figures for the last 8 weeks of 2021 were 3872 wasted slots, at an average of 484 per week.


It would be unlikely to ever reach a stage where there were no wasted test slots, and even if these slots could be used, it would only make a very small impression on the backlog.

In contrast to the large backlog for car tests, vocational tests are faring better. As at the 7th March 2022, the waiting time for vocational tests was 4.4 weeks for the on road practical test, and 3 weeks for the off road manoeuvring test.





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ADIs and PDIs can read all about the commission rates on [new policies and benefits here](#).

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## DIPOD - The Driving Instructors' Podcast

### DIPOD - The Driving Instructors' Podcast -

*Sponsored by ADINJC for the discerning ADI!*

**Show 190** - In which Nick, Peter and Eliot chat with Richard Borges from Intelligent Instructor about the upcoming Conference and Expo South, which is being held at Kempton Park on Sunday 8 May in partnership with ADINJC.

Also in this edition:

- Petrol Prices
- Conference & Expo South '22
- Promotion
- Outdoor Activities
- Auto Lessons
- Local Drivers
- Road Density
- Parallel Parking Fun
- 8 Track

Catch up now on all 68 minutes if you haven't done so already and as always, these shows are not to be missed!

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### *Book your free tickets now!*

These events are a must for any instructor, so save the dates in your diary and register for free. The events follow hot on the heels of the very successful event held in October which welcomed a record breaking number of instructors on the day. We would also like to extend a huge thanks to our returning headline sponsor Marmalade Network, who will also sponsor the ADINJC & Intelligent Instructor National Conference & Expo '22. Marmalade Network support and reward driving instructors through their innovative referral programme. [Book your FREE ticket here.](#)

The events are not only a chance for driving instructors to socialise, network, build one's business, but also to get away from the day job and have some fun. So please do come and join the fun on May 8th and Oct 2nd! Visit [www.events.intelligentinstructor.co.uk](http://www.events.intelligentinstructor.co.uk) to find out more and [to register your place.](#)

All of our speakers will be running free seminar sessions aimed specifically for the instructor audience right throughout the day. A wide variety of expert speakers, delivering insightful presentations and workshops will help you develop, build and enhance your business.

### *Expo South Speakers:*

#### **David Crundall – Professor of Psychology, Nottingham Trent University**

Is VR useful for driving training and assessment? We look at the viability and potential pitfalls of VR for training and assessing hazard perception. Current and future possibilities for the use of VR in training will be discussed.

#### **Lisa Dorn – Professor of Driver Behaviour, Cranfield University**

There are known risks when drivers overly trust assisted and automated vehicles leading to driver distraction and fatigue. Drivers must develop competencies in the ability to operate systems safely and this has implications for ADI knowledge and skills. What do ADIs need to know about human factors to deliver on the expected safety benefits of future vehicles?

#### **Michael Carr – Managing Director, GoRoadie Pro**

Technology moves at an unrelenting pace. Your learners now learn to use a tablet and touchscreen before they learn to walk. Let's look at and demystify recent innovations and see how you can use them to move your business and the driver training industry forward today.

#### **Mike Newman – CEO, Speed of Sight Charity**

Mike will explain how the Speed of Sight Charity provides people with life limiting disabilities exciting opportunities to drive race cars on a race circuit. This couldn't be possible without the help and support of ADIs throughout the country.

#### **Shaun Harrington-Lunt – Business Development Manager, Superdrive Academy**

Growing your driving school and knowing which business strategies to implement can be tricky when trying to expand your business. I'll be discussing the "How To's" and giving you an insight on which marketing strategies and tools to use to help you meet your business goals to expand.

#### **James Evans – Founder and MD, FirstCar & The Honest Truth**

We know that most ADIs want to go over and above for their learners and give them the knowledge and skills required to drive safely for life. The Honest Truth Campaign has been created to make it easier for ADIs to deliver these vital messages, seamlessly within normal driving lessons.

#### **Andrew Love – Head of Training, ADINJC**

This session will examine how the reason for the journey affects the driver's choices, the difference between instinctive & considered choices & how it affects road safety. Helping drivers to consider situations during their training will help them with driving choices in new situations or experiences.

#### **Ray Seagrave – Owner, Ray Seagrave Instructor Training**

Advocate for Coaching and client-centred learning, Ray is an industry award-winning trainer and public speaker. A grade 'A' (51/51) ORDIT Instructor trainer and grade 'A' ADI, his passion is helping ADI's and PDI's develop their client-centred teaching and coaching skills to deliver the National Driver and Rider Standards around safe driving for life.

#### **Patrick Maguire – Partner/Lawyer, HCC Solicitors**

Patrick, represents people who have suffered serious or catastrophic injury and families who have lost a loved one. Patrick's session looks at Serious and Catastrophic Road Collisions - The Role of a Specialist Lawyer.

#### **Ruedi Preiss – Managing Director, YES! School of Motoring**

Originally from Austria, Ruedi settled in Dorset in 2008 and after passing his Part 3 in 2009 founded YES! Driving School a year later. Ruedi's session: Driving Electric – The Start of a New Era.

#### **Bob Morton – Client Centred Learning**

ORDIT Trainer, ex Director of Training LDC driving school, Teacher, assessor & verifier. Bob's session title: Maximising your exam potential - How to make sure the real you turns up on the day.

#### **Graham Hooper - Co-Managing Director, Tri-Coaching Partnership**

This session will take the ADI on a journey from the beginning (PDI) of their induction, to the compressing of their knowledge, to having that light bulb moment ignited as they become a fully functioning ADI. The eventual outcome is to look at where they are now & where they want to be.

#### **Matt Adams - Marmalade Network Manager, Marmalade Network**

Matt will be looking into the research completed by Marmalade towards young and learner drivers. Matt will be giving an insight in to the young driver market to assist the advertising and reach of your businesses using Marmalade's targeted surveys and customer interactions with young drivers and learners across 2021.

#### **Dean Lowes - Operations Manager, Pass N Go Driving School**

Dean will be taking a closer look at mental health awareness within the driving instructor industry, examining the main factors that contribute to mental health and what support is available to those that may suffer from mental health within the industry.



## Face to face and online dates available

New training dates have been announced across the country in the company of Andrew Love, our Head of Training and various members of our training team. These events are definitely not to be missed - the combined expertise from our range of trainers is second to none. Book now for our face to face and online courses, covering Standards Checks, Part 3s and Mock Test Madness! <https://www.adinjc.org.uk/training/#adinjc-courses>

Upcoming training dates/venues (some online)

**Monday 25th April - Standards Check Made Easy with Lynne & Andrew (Online)**

2 x 2 hour online sessions

£50 members - £65 lite members-Online

**Monday 17 May 2022 - Standards Check Workshop at Holiday Inn Southampton, SO15 1AG**

£99 members - £120 lite members

These workshops at various venues will leave you feeling more confident and prepared and our expert trainers who are themselves ADIs will be there to help guide and support you throughout the day. Your workshop is an opportunity to meet fellow ADIs and take time for yourself to consider and improve your teaching ready for your Standards Check. PDIs are also most welcome to join us on these courses.

## Do you know what's not worthy?

Over the last few months it has become even more important for trainers and trainees to know when they are deemed ready to sit the test. During training to become an ADI there would have been a great emphasis on assessing what had been learnt during the lesson (Formative assessment). For most there will have been very little information about conducting a Mock Test (Summative assessment)

The Mock Test Madness session is delivered online and a great place to meet like minded ADIs and PDIs. The session is hosted by Andrew Love & Leigh Brookes. It's vitally important that ADIs prepare candidates for their tests, which includes what is likely to happen on the day. The driving test is different from normal driving lessons because the candidate is driving on their own, without any interventions from the passenger. During the session the differences will be discussed, highlighting the benefits of recreating what it would be like during the driving test.

## What it includes

- Reason for the journey
- What must happen
- Understanding the marking system
- Fault assessment
- What are you going to do next?

This session is 2 hours and a useful reminder for experienced ADIs and recently qualified ADIs to be introduced to the DVSA marking criteria. To secure your place please book at <https://www.adinjc.org.uk/shop/> or ring 0800 8202 444.

If you're an existing Silver, Gold or Platinum member and haven't yet migrated to the new membership structure or signed up to the new website, you'll need to call 0800 8202 444 and speak to Peter our friendly treasurer.



## ADINJC Training and Development Courses

Face to Face and Online Workshops

### Standards Check Workshop

~~18th Oct 2021~~ Southend Holiday Inn  
~~10th Jan 2022~~ Corby-Kettering Holiday Inn  
~~15th Mar 2022~~ Cardiff North Holiday Inn  
~~17th May 2022~~ Southampton Holiday Inn

A Full Day Face to Face Workshop

Premium Members £99 Lite Members £120



### Standards Check Made Easy With Lynne & Andrew

~~6th Nov 2021~~ & ~~22nd Nov 2021~~  
~~4th April 2022~~ & 25th April 2022

Two 2 Hour Online Workshops

Premium Members £50 Lite Members £65

### Mock Test Madness

~~13th Dec 2021~~ ~~7th Feb 2022~~

A 2 Hour Online Workshop

Premium Members £25 Lite Members £30



For More Details  
And  
To Book Your Place

[www.adinjc.org.uk](https://www.adinjc.org.uk)  
0800 8202 444



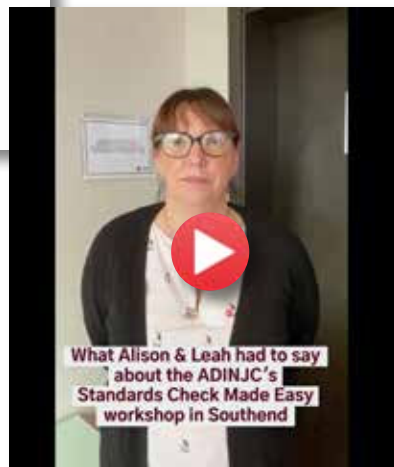


Mock Test Madness Members price £25 - Non Members £35

Still making your mind up? You can also view further feedback from previous attendees of NJC training courses here:



What people said about their training with Lynne & Andrew  
www.adinjc.org.uk/training



What Alison & Leah had to say  
about the ADINJC's  
Standards Check Made Easy  
workshop in Southend



## Online CPD offerings still available 24/7!

We're still offering easily accessible and reasonably priced online courses for study at your own pace. If you or your students prefer to study this way, we offer the following accredited courses via our own website:

Safeguarding Children (0-17) - Level 1

Information and Cyber Security

Handling Violence and Aggression at Work

Basic Life Support (BLS)

You can currently save 30% off these selected NJC online courses using 'ADINJC30'

For more information: <https://www.adinjc.org.uk/online-courses/>

## INSURANCE FOR YOUNG DRIVERS



Learner Driver Insurance



SHORT TERM  
**COVER**  
ON A CAR  
THEY BORROW

Pay As You Go Insurance



PAY PER MILE  
**COVER**  
ON A PARENTS'  
**CAR**

ANNUAL  
INSURANCE



Provides seamless cover before and after their driving test!

- Named Young Driver Insurance on the family car
- Black Box Insurance on their own car

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Terms and conditions apply. See [wearemarmalade.co.uk](http://wearemarmalade.co.uk) for details.



Firstly, my apologies for the absence of this column last month. This was because I suffered a fall at home and was taken into hospital. Secondly, a big thank you to those readers who were kind enough to enquire after my welfare, I am pleased to report that I am almost back to full health.

There was a lot of comment in the press concerning the new edition of the Highway Code. Typical was a story, in the Mail of January 24th entitled 'Code Rage!', which told of anger and safety fears as the new code tells cyclists they should ride in the middle of the road. The piece went on to say that campaigners have warned that controversial changes to the Highway Code may cause a dangerous increase in road rage. A new rule telling cyclists to ride in the middle of the road is intended to make them more visible to motorists. They will also be encouraged to cycle two abreast and will not be required to use cycle lanes even if present. But campaigners have warned that the little-publicised rules could cause anger and confusion among drivers unaware of them. Neil Greig, from road safety charity IAM RoadSmart, said: "a lot of drivers are going to think that somebody cycling in the middle of the lane in front of them is doing it deliberately to slow them down. That leads to conflict and road rage and inappropriate overtaking. Everybody needs to know all these changes at the same time for it to work." Until now there has been no official guidance on where cyclists should ride on the road. But the rules changed from Saturday 29th January, when the new Highway Code came into force. Cyclists will now be told to ride in the centre of the lane on quiet streets, in slow moving traffic and at the approach to junctions or anywhere the road narrows making it unsafe for drivers to overtake. On faster roads cyclists should still keep to the left or move to the left if a faster vehicle comes up behind them. The new rules will also require drivers and cyclists to give way to pedestrians looking to cross the road at junctions. Mr Greig said: "We're talking about overturning the way people have been trained to drive for their whole lives, how some have been driving for 30 or 40 years, so you're talking about a fundamental change in priorities." The Alliance of British Drivers also criticised the proposals and called on the Government to make the changes clearer. A spokesman said: "Very few people know about the upcoming changes and that could lead to quite a dangerous situation. The proposed hierarchy of road users is likely to create or exacerbate resentment and ill feeling between different classes of road user and may lead to irresponsible attitudes by cyclists and pedestrians. This could cause confusion and possible accidents, especially if a driver is forced to stop part way through a turn from a main road into a side road and a following driver does not realise what is happening. A poll by the AA found that 33 per cent of motorists did not know the Highway Code was being revamped. A Department for Transport spokesman said: "The proposed upcoming changes to the Highway Code will improve safety... and were announced to the national press. The department has established a working group of key organisations to ensure messages about the changes are as widespread as possible." Well, that's all good then.

And there was a story in the Mirror of April 4th which I am pretty certain was a joke albeit three days late. It said that emojis could be displayed on driverless cars to show approval or disapproval of road-users. Robot vehicles are likely to be allowed on our streets from 2025 and plans are being made so that they can co-exist with traditional cars. They can be programmed to follow speed limits, understand road signs and detect unpredictable movements. But they are unable to understand the nuance of a facial expression or a pedestrian asking whether they can cross.

Dr Siddhartha Khastgir, from the Department for Transport's Science Advisory Council designing the rules for driverless cars believes the answer is to display emojis. These could be a thumbs up or smiley symbol to show approval and they could also broadcast to pedestrians recordings such as "You may go". Dr Khastgir, also on the UN committee on the safety of autonomous vehicles, said: "These gestures are not defined in the Highway Code. They are what we do intuitively. Every day we encounter 50:50 situations where either side has the right of way. It is an etiquette that is not written but we all agree as human drivers." The DfT confirmed that, by 2025, we will have a framework to support the deployment of self-driving vehicles, helping to make the movement of people and goods safer, greener, and more efficient." Oh yes?

And there was a piece in the Mail of April 6th which said that Tesla cars were the top two bestsellers for the first-time last month as vehicles capable of no emissions accounted for a third of sales. More new pure electric cars were sold in March than any month on record, data showed. Tesla played the biggest part in the boom, with its Model Y and Model 3 best sellers of all fuel types. A total of 6,464 Model Ys, which cost from £55,000, were registered and 6,457 Model 3s priced from £46,000. It is the first time two pure electric models have taken the top two spots for all new car sales. The Vauxhall Corsa came third with 5,515, figures from the Society of Motor Manufacturers and Traders (SMMT) revealed. In total 39,315 pure electric cars were sold, up 78.7 per cent on last year and accounting for 16 per cent of all sales. And when the market share of standard hybrids (11.4 per cent) and plug-in hybrids (6.6 per cent) is taken into account, more than a third of all new cars sold last month had zero-emissions capability. Yet this bucked the trend, as new car sales fell 14 per cent on the same month last year to 243,479, mainly due to supply chain issues such as the global shortage of semiconductor computer chips, which control mechanisms such as lowering windows. SMMT chief executive Mike Hawes said: "March is typically the biggest month of the year for the new car market, so this performance is deeply disappointing, and lays bare the challenges ahead." Well, there we all are then.

Several papers carried the story about a road closure when a lorry shed its load of biscuits. But, in my view, the Mail of April 6th had the best puns. It started by saying it was a shame that it didn't happen at a tea junction. Police were called after an HGV transporting the McVitie's biscuits spilled hundreds of packets of ginger nuts and bourbon creams on a carriageway in Sandiacre, Derbyshire. Officers joked they were trying to 'digest' the scene. A Derbyshire Police spokesman added: "However, they didn't crumble and ensured that traffic was able to continue moving nicely. While recovery had to approach the scene gingerly, after a bit of hobnobbing... they soon had the waggon wheels rolling."

And there were a couple of good motoring pieces in both my local papers on January 20th. The Tavistock Times reported that a total of 207 arrests were made as part of the Christmas drink and drug driving crackdown throughout Devon and Cornwall. The campaign, which ran between Wednesday December 1st 2021 and Saturday January 1st 2022, was an increase on the equivalent period the previous year that saw a total of 193 drink and drug drive arrests. Of the 166 people arrested for drink driving related offences, 141 were men and 25 were women. The youngest was 16 years old and the oldest was 76, with the average age being 36. The highest reading came from a 44-year-old man who was arrested on New Year's Eve – he had 140 micrograms of alcohol per 100 millilitres of breath which is four times the legal limit. And the Western Morning News reported that a record number of drivers are being allowed to take retraining courses to avoid prosecution for road offences. Figures from the National Driver Offender Retraining Scheme show 1.5 million people completed a course in 2021 as an alternative to a fine and possible penalty points. This is up from 1.3 million during the previous year and represents the highest annual total



in records dating back to 2014. Some 86% of last years attendees went on Speed Awareness courses.

And the Mail of January 27th had a story which told how Alan Carr's estranged husband has been jailed after he drunkenly reversed into a police car. Drayton, 50, was told he had been 'dicing with death' when he got behind the wheel of his car while nearly five times over the legal drink-drive limit. The actor was seen swerving from side to side as police pursued him near the £2.7million West Sussex home he shared with comedian Carr last October. He then backed into a police car and narrowly missed a mother pushing a pram. The sentencing came days after Drayton, who has battled alcoholism, announced his split from 45-year-old Carr. The couple who have been together for 13 years, were married by Adele in her Los Angeles garden in 2018. Appearing at Brighton Magistrates' Court, Drayton was told he was so drunk that his breath alcohol reading was 'off the scale'. Although he had initially denied the charge of driving while over the alcohol limit, he later pleaded guilty at a hearing in November. Prosecutor Suzanne Soros told the court that a worried member of the public had called police when they spotted Drayton drunk at a Coop store in Broadbridge Heath near Horsham. When they saw him drive away from the supermarket and narrowly miss a woman pushing a pram, they called the police again. When officers signalled for him to pull over, he stopped and reversed into their car. He returned a breathalyser reading of 153 micrograms of alcohol in 100 millilitres of breath – more than four times over the legal limit of 35. John Dye, representing Drayton, said he had been suffering a 'perfect storm in his life'. He had been dealing with alcohol and mental health issues, had had to have a brain operation and had been injured when falling from a horse, Mr Dye told the court. Adding that Drayton was 'absolutely petrified' of going to prison, Mr Dye said that 'the final straw' had been the breakdown of his marriage 'partly because of the problems that Drayton has'. Sentencing him, Judge Amanda Kelly acknowledged his alcohol issues and the effect his marriage breakdown had had on him. But she continued: "You were dicing with death when you got behind the wheel in that state. Not only were you gambling with your own life, but you were gambling with lives of others." Dayton was jailed for 14 weeks and banned from driving for three years. Powerful words from the judge, do you not think?

And the Sunday Mirror of 23rd January told us that learner drivers are waiting up to 10 months for a test because of a shortage of examiners, according to driving instructors. The shortage, coupled with the number of learners who could not have lessons or practical tests due to Covid rules or lockdowns, has left a record backlog. Around 1.6million learners had their tests every year before the pandemic, dropping to 436,000 last year. The Driver and Vehicle Standards Agency says it is offering tests on weekends and bank holidays and is urging recently retired examiners to return in a bid to fill 300 vacancies. Well that's all good, isn't it?

And finally,  
A jar of omega 3 vitamins fell on my head when I opened the cupboard. I sustained super fish oil injuries.

I struggle with Roman Numerals until I get to 159... Then it just CLIX.  
Til next time

*Adrian*



# MyDriveTime®

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## LESS TIME ON ADMIN MORE TIME TEACHING

[www.mydrivetime.co.uk](http://www.mydrivetime.co.uk)





We are delighted to announce that Richard Hennessey, Director of Operations South, DVSA will offer an industry update at the Expo South '22 and be on hand to answer questions.

With the release of the new Highway Code book in April, comes a raft of new changes. These changes are significant in relation to how we might teach people to drive. We'll have a bunch of pre-prepared questions ready for Richard to answer.

Richard is responsible for providing our driving test and vehicle test services in the East Midlands, East of England, south-east, south-west and London.

We'd also like to hear from you! This is your chance to get your questions answered directly by the team at the DVSA. Email [Richard.borges@intelligentinstructor.co.uk](mailto:Richard.borges@intelligentinstructor.co.uk)

### On their website, featured recently:

- Diesel and petrol prices remain at record highs [click here to read](#)
- New laws against phone use behind the wheel unconvincing [click here to read](#)
- No more Skoda jokes [click here to read](#)

## We're always here for you



### Reach out to us on the following telephone numbers:

Peter our friendly treasurer can be reached on our usual ADINJC helpline - **0800 8202 444**. He loves to hear from you so please don't be a stranger where he's concerned!

Sue our Secretary's number is **07855 453414**

HMRC Helpline: **0800 0159 559**

Citizens Advice Bureau - <https://www.citizensadvice.org.uk/health/coronavirus-what-it-means-for-you/>

Samaritans helpline - call free on **116 123**

### ADINJC Talk Line

As we've all made the much anticipated return to work, whatever happens as we continue to make our way through this, please don't struggle on your own. If you do find yourself worrying or being in isolation for example, we have lovely volunteers to talk to at the NJC talk line. Please do feel free to get straight in touch with us and we will put you in contact with these wonderful people who have offered to be available in case anyone needs them. As you'd expect, all calls will be treated in the strictest of confidence.

**Can't emphasise the talk line enough, it's there for you as are we.**

### ADINJC Business Support Line

Our Business Support Line is still very much open to anyone who feels they need help. If you're an ADI, PDI, franchisee or independent instructor and need some business ears to really listen to you, please do not hesitate to call Matt Stone our Deputy Chair on **07900 225502** or Stewart Lochrie our Scottish Ambassador on **07791 559318**

## A GUIDE TO ADINJC

**Waveney**  
Group Schemes  
PART OF THE TOWERGATE GROUP  
Tuition Insurance

## Public Liability Driving Tuition

### Why is Public Liability cover so important?

**Because we all make mistakes in life, including in our business operations as a driving instructor. Quite simply, if a member of the public (or any other third party) is injured or suffers damage to their property, arising out of the conduct of your business as a driving instructor, you could be held responsible.**

The ADINJC Public Liability insurance, is designed to provide protection from claims against you by third parties who may have suffered personal injury or damage to their property, during contact with your driving school. Most motor policies provide you with a compulsory £20 Million Public Liability cover for accidents and injuries that occur as a consequence of having an accident. The ADINJC believes it's important to ensure you also have sufficient cover away from the vehicle, and have therefore arranged for its paid up members to benefit from £10 Million Public Liability cover away from the vehicle. The policy also has a low policy excess of just £500 for each and every claim. The ADINJC policy provides £10 Million cover for each and every claim during the life of the policy.

A range of claims can arise. These can extend from accidents at your own business premises, to incidents that occur whilst providing advice or tuition whilst working away from your vehicle.

Increasingly, it is a requirement of many customers, principals, and clients (particularly local authorities and government agencies), that you be asked to present proof of Public Liability insurance before they will work with you, or allow you to work on their property or premises.

Compensation arising from Public Liability claims can be substantial, and may include loss of earnings, future loss of earnings and damages awarded to the claimant. In addition, considerable legal costs in defending the claim can be incurred, and the claimants' legal costs may also be awarded against you if you are found to be at fault. All would be covered under a comprehensive Public Liability policy

Claims for trips, slips and falls are the most common, but there are other events that can lead to a claim against you. The following are examples of potential claims that can give rise to public liability claims against your driving school:

- you open your door for a pupil who you inadvertently trip over, causing an injury;
- you spill a hot drink in a classroom and a pupil slips over on this, causing an injury;
- a pupil falls over some cones you have positioned to practice parking, causing an injury;
- you knock over a valuable antique whilst waiting for a pupil at their home;



### *The ethics involved in coaching*

This is the second of 10 articles that I will be publishing over the next ten weeks that explore the world of coaching and explain how you can use coaching more in your driver training to great effect.

In this article we are going to consider the ethics involved in coaching and how they will influence your 'way of being' as a coach. To do this you will first need an ethical guide to follow - you can produce your own - and it would be helpful for it to revolve around these areas:

1. Discover the limits of your own ability and strive to improve your competence as a coach.
2. Endeavour to promote the wellbeing of others.
3. Do not cause harm to others.
4. Be able to respect the interest of your client.
5. Respect and abide by the law.

You may want to add more to the above list because it is important to consider your own ethics and values before you start to coach. You may find yourself in a dilemma from time to time and won't know what is best for yourself or your client, this is why it is very important that you have a good coaching contract you can refer back to.

It is a good idea to keep a coaching journal and undertake supervision with a coach. Supervision will help you develop your skills and enhance your understanding of being a coach. It will also help you look after your own emotional well-being plus make sure that you are adhering to your



own ethical standards. Supervision can be one to one; in a group led by an experienced coach; or through peer supervision in groups. It is essential that you have someone you can rely on to be able to talk through your own coaching practice. As coaches we are helping our clients reflect on their own thoughts and feelings; it is just as important that we do the same as a coach. A reflective journal will help you identify your strengths and weaknesses because self-awareness is critical in becoming a coach.

There are five key points to consider in this article:

1. Developing a coaching contract with your clients. Each contract can be different and negotiated before the coaching begins. Humans like to know where they stand, and ground rules provide that security for you both.
2. Producing a code of ethics that will guide you.
3. Investigating your own key values and principles to establish why you want to be a coach.
4. Creating a reflective journal to help you continue your own professional development.
5. Who will you turn to for your supervision?

These first two articles have been written from the viewpoint that you are starting your journey into coaching with the end in mind.

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# DRIVING INSTRUCTOR INSURANCE EXPLAINED

Our guide walks you through the main features of driving instructor insurance and explains how you can keep your premium down with driving instructor insurance discounts. Get the advice to help protect your business.

## What is the difference to standard car insurance?

A standard private motor car insurance policy will cover you for social, domestic and personal use. Some policies also include cover for you to commute to and from a permanent place of work. So, if you drive the car to the same office every day, you will still be insured.

However, as a driving instructor you'll require business use for the driving test and tuition purposes. It is often more expensive than a standard private motor insurance, but it is extremely important to get the right cover to meet the demands and needs of a driving instructor.

## Why is it more expensive?

Driving instructor car insurance is typically more expensive than standard private motor insurance cover. This is because a driving instructor requires a number of additional covers not included as standard a part of a private motor insurance policy. These can include cover for:

- Any driver
- A replacement dual control car
- Negligent tuition cover
- Driving off road for drivers aged 14+
- Cover for hire and reward
- Cover for the examiner to drive your car
- Cover for modified vehicle (dual controls, sign written, disabled equipment, dual speedo)



For more information or to discuss your cover requirements contact our team on:

**01603 753 888**

[www.towergateinsurance.co.uk/driving-instructor-insurance](http://www.towergateinsurance.co.uk/driving-instructor-insurance)

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# DRIVING INSTRUCTOR INSURANCE EXPLAINED

## Driving Instructor Insurance - features explained

**Any Driver Cover** - It is essential for your policy to be issued on an any driver basis; this allows you to teach any licensed driver on the road irrespective of previous driving experience or other risk factors. This also allows the examiner to drive if required, as you will not be able to provide his or her details to your insurer prior to your pupil taking their test.

**Replacement Dual Control Vehicle Cover** - As a business car insurance policy it is important to ensure you get the correct replacement vehicle suitable for your needs. Most standard car insurance products will only offer you a non-dual controlled car in the event of a non-fault incident meaning you're unable to continue working. Many specialist driving instructor insurance providers will provide you with a dual controlled vehicle in the event of a claim. You should try to find a provider who will supply you with a guaranteed dual control replacement car within 24 hours to enable you continue teaching and sit any pre-booked driving tests. You should also consider how long you may need this vehicle for many providers will only supply a vehicle for a limited period try to find a provider who offers unlimited cover.

**Negligent Tuition Cover** - This cover extends you're driving instructor insurance policy to insure you and any driving instructor engaged by you to whom you have provided a vehicle which is insured under your policy, for your/their legal liability to pupils whilst driving instruction is being provided.

**Driving Off Road Driver Aged 14+** - Some driving instructor insurance policies provide extended cover to allow you to teach pupils off road who are aged 14 or over. This cover is only provided where it can be evidenced that the land you're using the vehicle on does not form part of

the Road Traffic Act 1988. "Restricted byway" means a way over which the public have restricted byway rights within the meaning of Part II of the Countryside and Rights of Way Act 2000, with or without a right to drive animals of any description along the way, but no other rights of way.

**Cover for Hire & Reward** - As a driving instructor you will be collecting money for giving lessons whilst carrying your client in the vehicle this requires hire and reward to be included within your policy for the purpose of driving tuition and test. Standard private motor policies will not include this type of cover.

- Dual controls
- Additional speedo
- Additional mirrors
- Sign writing
- Disabled driving equipment

**Modified Vehicle Cover** - As a driving instructor you will have a number of additional features added to your vehicle these can include:

- Dual controls
- Additional speedo
- Additional mirrors
- Sign writing
- Disabled driving equipment

Most standard car insurance policies will class these as modifications and will therefore not be able to provide cover. It is important to mention these to your insurance provider so that they then can note these on your policy and provide cover suitable for your needs.

## Driving Instructor Insurance discounts

Motorists usually pay more for driving instructor car insurance so it is important to try to keep costs down. One way to save money is to compare quotes from a number of different insurers - and it's easy with Towergate. We provide access to a panel of driving instructor car insurance companies and Lloyds Syndicates.

You can help to keep your driving instructor's car insurance premiums down by choosing a low group car, adding additional security or keeping your vehicle garaged over-night.

Insurance companies reward careful claim free drivers with lower premiums, so try not to claim unless the damage is serious. You can then build up a no claims discount and potentially cut the cost of cover by as much as 65%. No driving instructor wants to pay over the odds for business car insurance but it is also important to remember that the cheapest policy is not always the best. You might, for example, want to pay a little bit extra for more extensive cover. This could save you money in the long run, for example it could provide you with a replacement vehicle for a longer period keeping your business on the road.

For more information or to discuss your cover requirements contact our team on:

**01603 753 888**

[www.towergateinsurance.co.uk/driving-instructor-insurance](http://www.towergateinsurance.co.uk/driving-instructor-insurance)

Towergate Insurance is a trading name of Towergate Underwriting Group Limited. Registered in England Number 04043759. Registered Office: Towergate House, Eclipse Park, Sittingbourne Road, Maidstone, Kent, ME14 3EN. Authorised and Regulated by the Financial Conduct Authority.





Please see below some pictures and [videos](#) of our support for Ukraine day in and around Bury St Edmunds we had great fun having a convoy through the town.

Terry Bassingthwaite ADI. - ADINJC Governing Committee.



## WALKING with WOODY, you're invited.

Woody is a fellow ADI who gives a lot to our industry, he is a Blue Light Driver Trainer for the Ambulance service, A Coach and Approved DVSA Driving Instructor and a friend to all driving instructors. He is a specialist in calming anxious minds, especially amongst stressed out driving instructors and is asking for your help and support.

We are looking for overwhelming support from the ADI community in helping raise money for Prostate cancer. Woody has been diagnosed with Prostate Cancer and is battling back, you can read Woody's blogs about living with cancer. You may find them inspirational and worth sharing.

Homepage - Living with my cancer <https://livingwithmycancer.org/>



And he also has a great message to you all, that could save your friends, brothers, husbands in fact, any men in your lives. Have a view <https://youtu.be/Aa51FeypE2k>

If you would like to make a donation we have a JustGiving page Graham Hooper is fundraising for PROSTATE CANCER UK ([justgiving.com](https://justgiving.com))

Donating through JustGiving is simple, fast and totally secure. Your details are safe with JustGiving - they'll never sell them on or send unwanted emails. Once you donate, they'll send your money directly to the charity. So it's the most efficient way to donate - saving time and cutting costs for the charity.

Plus you are invited to join us, the walk will start here on Saturday April 30th at 9am The Meeting Place Statue – News & Events | St Pancras Station

<https://stpancras.com/news-events/the-meeting-place-statue>

and we will be walking to all points on The Monopoly Board. If you are interested you could let us know by dropping an email with your mobile number to [info@tri-coachingpartnership.co.uk](mailto:info@tri-coachingpartnership.co.uk) and we will look out for you.

I would like to thank the ADI community in advance for getting behind and supporting a fellow ADI. I know our support will inspire Woody to keep fighting. He is also hoping to join us on the walk, good health permitting.

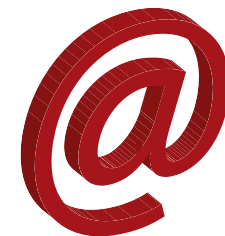
*Calling all budding writers out there. Would you like to write for ADINJC in 2022? Perhaps you'd just like to see your name in digital ink? Please do send us in articles and indeed anything of interest. We welcome your views and ideas and as your new editor, I look forward to hearing from you. Email [richspiers@icloud.com](mailto:richspiers@icloud.com)*

*This month as every month, thank you to everyone who contributes and helps ADINJC, most especially our magnificent Sponsors. Thank you especially to Rob aka the magician at the design studio!*

## Articles we have sent out via Email this Month

- DVSA – Trailer training voluntary scheme: getting accredited
- DVSA - New print version of The Highway Code is available to buy
- DVSA – DVSA speaker for Expo South
- DVSA - DVSA release latest stats for all tests
- Traffic Safety Roads - April
- Expo South Update

And much more!



## And Finally - a quote...

***"Success is not final, failure is not fatal: it is the courage to continue that counts."***  
– Winston Churchill