

DVSA Crack down!

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Members News:

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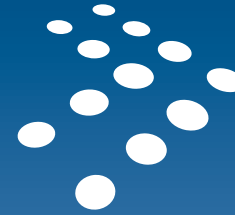


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It was a pleasure to meet with group representatives and members at the Association Meeting in Walsall on Saturday 11th June.

We discussed various topics, and *you can access the minutes [here](#).*





...for the Part 3 and Standards Check Assessments.

Background:

Understandably the DVSA decided to make changes to the above ADI qualifying tests during COVID-19 so they could alleviate the risks that were created when these took place. This was due to working in vehicles in close proximity to pupils and candidates as it carried a higher risk than many professions.

To limit exposure the time for the testing was changed from a one hour test to a 45 minute one with DVSA asking for the wheels to be kept moving and no static lessons to be part of the test. So a beginner pupil or a manoeuvre wasn't acceptable as the car would be stationary for too long.

COVID-19 is still with us but as you are aware we are "learning to live with it".

Current Part 3 and SC assessments:

The DVSA have now made the decision to keep the testing to 45 minutes and have also kept the engagement call that was started during COVID-19. This is when the examiner phones the client and talks to them before the testing. This is for anyone taking a standards check and not for Part 3 candidates.

The ORDIT checks which are now resuming will still be an hour in length.

What stays the same?

- There's no change to what the examiner will want to observe once the lesson begins
- The examiner will meet you on your own outside the vehicle to go over the paperwork, ask if you have a folder of work, look at your licence etc. just as before. Your pupil will stay in the car whilst this takes place.
- When the examiner gets in the car he will introduce himself to your pupil and put them at ease.
- The structure of the lesson is no different from before
- There's no change to what the examiner expects to see and assess
- Candidates should cover all 3 competencies, even though the time has been reduced: you will still be assessed on all elements. These are lesson planning, risk management and teaching and learning strategies.
- Candidates should have spent time, when they collect their pupils, setting out the goals for the lesson and discussing risk management. This should be done before the test.
- When the assessment starts the scene must be set for the examiner so they are aware of what has already taken place and the lesson goal(s). You have just 3 minutes to complete this section so be concise. Share the risk with the pupil so you both know what help they are receiving and want to receive.
- The practical section will be 40 minutes with feedback throughout.
- The mark sheet and the way it is marked will remain exactly the same as will the pass/fail marks.
- Because the wheels are moving it does not mean the PDI/ADI cannot stop or change the

lesson plan. If something happens that is a serious risk and needs discussing then pull over to discuss it but maybe exit the vehicle to discuss and take a limited time to do that, (no more than 2-3 minutes). Be mindful of being clear and concise and be effective with the time you have. Certainly we have all learnt to keep the windows open for ventilation.

- As always the DVSA expect the lesson to benefit the pupil and to have helped them start to achieve their goals and understand how they can improve. Learning must have taken place and the lesson must be safe with the risks managed and shared appropriately. Safety is still paramount in the lesson.
- If you need to show a diagram or use visual material that is still acceptable.
- The final feedback at the end of the lesson is around 2 minutes and is a time to reflect on what happened and what went well and what could improve. It's good in the 2 minutes to refer back to the goals. This is a discussion, you are unlikely to have time to write the reflections down during this time. You can let the pupil know you will send them on later if you want to. If time allows try to set some goals for the next session.

What are the main changes now with the Part 3 and SC?

- The time the test lasts will change from one hour to 45 minutes total
- The time within the assessment where the "wheels are moving" (the practical on road section) being reduced to 40 minutes.
- Windows can be open to allow for good ventilation.
- Meet and greet, and debrief, will mostly be conducted outside and probably not in waiting rooms
- A pre-assessment call (the engagement call) will take place for a SC by phone with the examiner, usually up to 8 weeks before. It confirms for the examiner that you are ready to take the test and they will discuss your practical test results from the last 12 months which are on your Fault Analysis Sheet. This is available from DVSA.
- If the examiner rings and gets no answer a message should be left for you so a time for a call can be arranged.
- The meeting point for the assessment is the test centre.
- PDIs and ADIs should spend time discussing the recap, goals for the lesson and the risk management when they pick their pupil up for the lesson rather than waiting to do all of that at the start of the test. When the test starts there will then be a quicker 2-3 minute recap because it will already have been discussed.
- The briefing at the end of the test and final feedback should be around 2 minutes.
- Therefore a lesson for a beginner or static lesson will not be acceptable.
- The examiner won't want a 10 minute static briefing during this minimum 40 minutes 'wheels moving' test. If the PDI/ADI persists with a static brief, and the examiner cannot make a satisfactory assessment, they will try and manage this situation with a discreet prompt. A long briefing should be carried out before the test starts with the pupil at their house or nearby the test centre but before arriving there.
- You can briefly use visual aids and pictures to help explain situations and scenarios. You won't have as much time for this in the 45 minutes so you might want to do this section before you arrive for the test and just refer back to it as having taken place already. Remember that often there is a "picture" out of the front of the windscreen that can help you explain items clearly.



Customer Contact Call: ADIs for a SC:

Part of the measures introduced in response to COVID-19 and something still continuing is that a member of the ADI Enforcement Team (the examiners) will call the ADI before the assessment. The purpose of this call is to confirm arrangements for the test. It is known as the Engagement Call.

- When they call you, you can confirm that your pupil is either partly trained, trained or a full licence holder, and not a beginner
- They will also discuss your Fault Analysis Report with you.
- The examiner will not be coaching or giving any individual guidance to you on the call but will encourage you to fully prepare for the test and seek additional guidance or training from an ORDIT trainer if needed. Examiners are not allowed to train us!
- The call should put your mind at rest and is usually but not always with the examiner you will be having on the day of the assessment.

Summary:

Preparation

- Seek development from an ORDIT trainer
- Consider your performance via your fault analysis data
- Examiner should call prior to the day

Meeting the examiner

- Licence or ADI certificate ready to view
- Have training records and trainer details available
- Explain pupils training so far
- Outline likely plan for the lesson
- Discussion outside the car

The Lesson:

- No Beginner or static lessons
- Good idea to keep the car well ventilated.
- Brief beginning / end of lesson discussions in car
- 45 minutes with 40 minutes wheels moving

After the Lesson:

- Examiner will complete report in the office
- Feedback to instructor outside car if practical
- ORDIT Trainer involvement they can be present for the debrief

- Strengths / weaknesses highlighted in test report
- Seek ORDIT trainer for development needs
- Continued professional development

Regardless of how long you have been training, CPD is important. There is a direct link between trainers who regularly refresh and develop their skills and knowledge, and those who are Grade A instructors with high pass rates.

You can request your fault analysis which is a report that charts the pattern of faults against your personal reference number and is useful in highlighting where development may be needed in your training approach. You can request this, free of charge via:

adi.enforcement.analysis.request@dvsa.gov.uk

DVSA and NASP strongly recommend you seek the support and guidance of an ORDIT Trainer to help develop your training overall and particularly in advance of your next assessment. Benefit from an ORDIT trainer's knowledge and experience, gain objective feedback, pinpoint strengths and weaknesses, and learn how to develop your training overall.

www.adinjc.org.uk

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You'll find the latest updates regarding DVSA via www.n-a-s-p.co.uk

Driving test bookings: cracking down on companies exploiting learner drivers

You may have seen recent media reports about companies that do not employ driving instructors profiting from selling practical driving tests.

This has been done by companies often using bots and exploiting the service set up for you to book and manage driving tests for your pupils.

Many of these companies are charging more than the test booking fee of £62 for a car driving test. We want to prevent a social divide between those who can and cannot afford to use these services.

We are aware of the potential risks of unofficial companies and some driving instructors who are profiting from the booking system and exploiting learner drivers. We have developed a plan to help prevent this.

Cracking down on companies exploiting learner drivers

Loveday Ryder, DVSA Chief Executive, said:

"We've already put in place measures to monitor and prevent bots from accessing our systems while also strengthening our firewall to tackle the issue."

"We will work tirelessly to crack down on companies that are exploiting learner drivers."

"We've closed the system to new registrations and will rapidly close down accounts that do not belong to driving instructors and driving schools. We'll also be taking further steps to make sure all future accounts are linked to driving instructors and those with training businesses."



What we've done so far

So far we have stopped accepting new automatic online registrations to use the service - any new applications must be made by email, where they'll be thoroughly checked by DVSA - we'll update GOV.UK with the new process soon

- We have stopped accepting any new registrations from companies who do not directly employ a driving instructor
- We have started removing any registrations not linked to driving instructors
- We have reduced the number of times a driving test appointment can be changed from 10 to the pre-pandemic limit of 6 - if you need to make more changes after that, you or your pupil will have to cancel the test and rebook it - this takes effect from Thursday 2 June.
- We have suspended all accounts registered to book and manage your pupil's test service without a registered ADI linked to them. This was to prevent any companies that do not employ driving instructors profiting from selling practical driving tests.
- We have been made aware that some of your accounts may have been suspended as result of this. We are sorry for any inconvenience this may have caused.

If you cannot currently use the service to book and manage your pupil's test online you will need to email us so that we can re-register you.

Please email DVSA driving test booking support customerservices@dvsa.gov.uk and use the subject title 'Register to book driving tests'.

You need to include your:

- business name
- business ID number
- full name
- address and postcode
- date of birth
- telephone number
- approved driving instructor (ADI) personal reference number

If you do not include all of the information above we will not be able to re-register you.

You can still book tests for your pupils using the [public booking service](#) and changes their test via the [change your driving test service](#) and the [cancel a driving test service](#) without registering.

8 things you need to know about changes to the driving test booking service

After all the recent communications we thought it might be useful to give you a round up with all you need to know about the changes, and what it means to you and your pupils.

1. Driving test can be changed up to 6 times

We have reduced the number of times a driving test appointment can be changed from 10 to 6.

If you or your pupil changes the test more than 6 times, you will need to cancel it and rebook the test.

2. Short notice cancellations are changing

From 22 June, we will no longer automatically rearrange or refund practical, or theory tests cancelled within the 3-day short notice cancellation window if your pupil has COVID-19.

This means that you or your pupils will lose your test fee if a test is cancelled within the short notice period unless your pupil:

- is ill or injured
- has been affected by a bereavement
- needs to take an exam
- has had their driving licence stolen

We'll also be updating the guidance on GOV.UK.

3. Who can use the book and manage your pupil's driving test service

Only businesses who employ at least one ADI can register and access the service.

Vocational and motorcycle trainer bookers will also be able to continue to use the service.

4. How to get your business ID

If your account was suspended, you can still access the service to get your business ID number by:

- choosing account management
- clicking on 'Business details' on menu - your business ID is shown in the general details section

Alternatively, you call the customer services centre on **0300 200 1122** and they can give you your business ID number.





5. How to register or re-register to use the book and manage your pupil's driving test service
Registering or re-registering is now done via email to stop abuse of the system, but you will need your ADI number.

6. Changing your pupils' tests via the book and manage your pupil's driving test service
Our customer service team have access to the same live booking service that you and your pupils can use.

So if your pupils want to change the date of their test, encourage them to use the *change your driving test appointment* service on GOV.UK.

If you are not able to use the online service, you can still contact our customer service centre during opening hours using the ADI fast-track number, **0300 200 1122** (option 25 at point of connection).

7. Updating the terms of reference people using the service

We are making changes to the terms and conditions for using the service to make it clear you're not allowed to use it to make a profit.

We'll share more information about this as soon as we can.

8. Updating the 'fit and proper' guidance for ADIs

Nick Taylor, the ADI Registrar, is reviewing the 'fit and proper' criteria to make it clear that profiting from driving test bookings is not considered fit and proper behaviour.

We'll share more information about this as soon as we can.

Update: our examiner recruitment campaign

Earlier this year, we let you know that we were launching a new national campaign to recruit extra temporary examiners across Great Britain.

This campaign was set up to help meet the increasing demand for driving tests following the pandemic.

This is the latest campaign as part of our plan to recruit over 300 additional examiners

Our search continues

We were thrilled with the response to our campaign, and have many promising candidates working their way through interviews and training.

However, with so many roles to fill across England, Scotland and Wales, our search continues.

Reflecting the community we serve

We want to attract driving examiners from all backgrounds and offer them opportunities that work with their day-to-day life.

Our new roles can be offered with part-time flexible working hours, including evening and weekend working opportunities and offer a great suite of benefits.

Do you know someone who may want to apply?

Please help us achieve our goals and get the demand for driving tests down by sharing the vacancy with your friends, family and community.

Full details about the examiner vacancies and how to apply are on [GOV.UK](https://www.gov.uk).

There is also more information on our *[dedicated driving examiner recruitment website](#)*.

Deadline for applications is midday on 20 June 2022.

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
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www.driving-school-insurance.com

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Part:1 Safe and courteous driving requires the constant use of mirrors

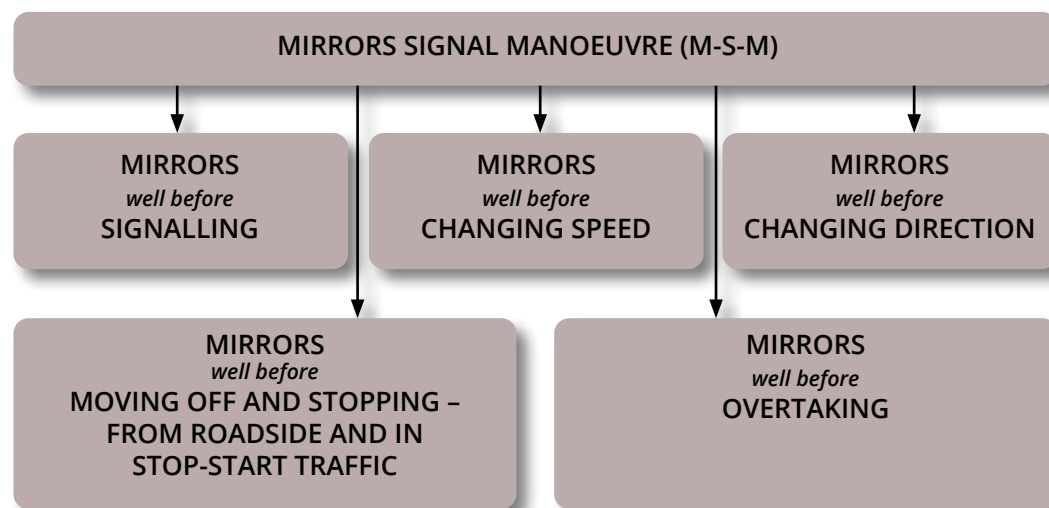
It seems quite remarkable that the first edition of the Highway Code in 1931 makes no reference whatsoever to the use of mirrors when driving. It was another 15 years before they briefly mentioned as Rule 56: "Make a habit of using your driving mirror so that you know what is behind you, especially when you are about to move off, turn, overtake, stop, or open the door."

This was probably down to the work of Dorothy Levitt, a journalist and Britain's first woman racing driver. In her book 'The Woman and the Car' she noted that women should "carry a little hand-mirror in a convenient place when driving" so they may "hold the mirror aloft from time to time in order to see behind while driving in traffic".

Effective Reflection

It is inconceivable now to try and guide and control our vehicle without using the mirrors regularly (though preferably not hand held). In fact, 'use of mirrors' has to be one of our main teaching targets, and a driving tool to be utilised at all times behind the wheel.

Referring to Goals for Driver Education (GDE) level 2, and the practical performance criteria can be best summed up as:



In the National Standard for driving cars and light vans, use of mirrors appears in Role 1 (Preparing the vehicle for a journey), but predominantly in Role 2: Guide and control the vehicle. Drivers need to have a knowledge and understanding of "how different types of mirror can make other road users appear to be nearer or further away than they actually are". When driving "you must be able to make effective use of mirrors and other aids to vision to identify and monitor other road users and hazards". The standard makes reference to the use of a 'safe, systematic routine'. In all cases this should be taken to mean the use of routines such as 'Mirrors - Signal - Manoeuvre - Position - Speed - Look' or 'Information - Position - Speed - Gear - Acceleration'.

In practical terms for driving instructors, all mirrors need to be set correctly as a critical part of the pre-driving checks. A full offside blind-spot check is essential, but only before moving off from the roadside. From then on, the use of the vehicle's interior and exterior mirrors is inextricably involved with the driver's awareness and anticipation. The DVSA's performance standard refers to making "effective use of mirrors and other aids to identify and monitor other road users and hazards". Drivers must also be fully aware of how different types of mirror (flat & convex glass) can make other road users appear to be nearer or further away than they actually are.

- Flat mirrors give an accurate image of the road behind, making it easier to judge the speed and distance of following traffic
- Convex mirrors give a wider field of view. This means that any vehicle behind seems smaller and could be closer than you think.

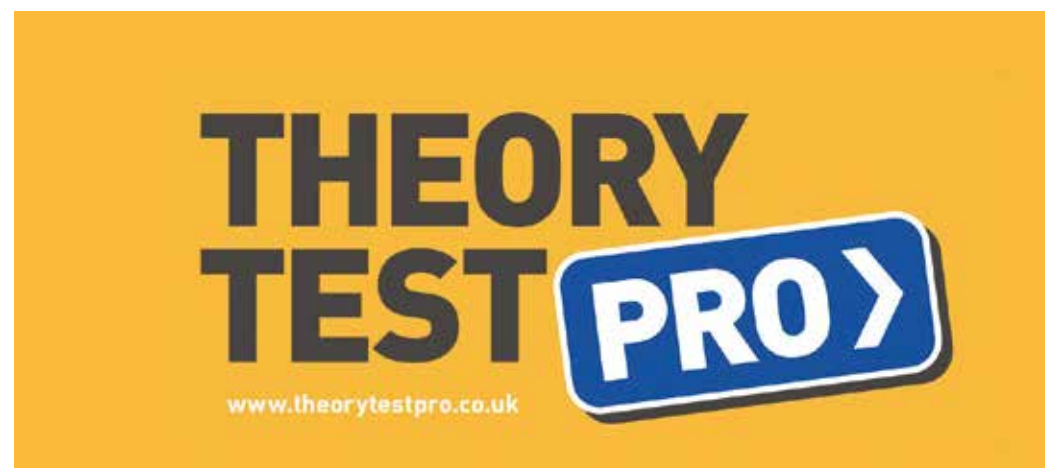
The True Picture

The "effective use of the mirrors" is the skill of knowing exactly where other road users are in relation to the rear and both sides of our vehicle. Satisfactory use aids good judgement and planning of where third parties might move to, or respond, if a signal is given by indicator or brake lights. However, simply looking in the mirrors by rote without understanding, is not enough to drive safely in the real world. The new driver needs to be taught and develop the skills of anticipating the effects of signal timing, linked with situations in front, and any need to change road position or speed.

As well as routine use with MSM, mirrors must be used at critical points to judge and anticipate the movement of other road users, especially in busy multi-lane and urban environments. Effective use of the mirrors in these cases mean judging a suitable gap to move into before signalling, communicating your intentions clearly and then moving out without causing any issues to other road users.

Use Your Eyes

Offside blind-spot checks while on the move, especially at high speeds, should not be necessary; taking your eyes off the road ahead can be dangerous. To cover any blind areas when changing lanes, joining motorways or dual carriageways from a slip road, or before manoeuvring where traffic is merging from the left or right, a quick sideways glance is an acceptable alternative.



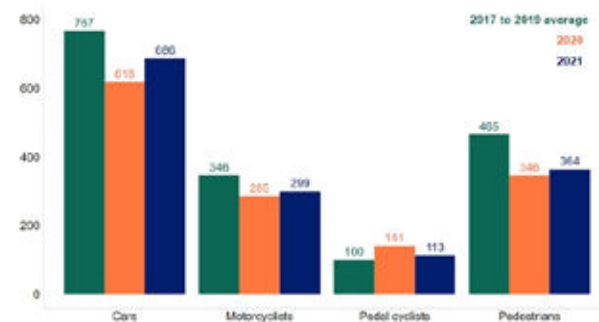
Latest from Road Safety GB

Road SafetyGB

Road deaths rise by 7% in 2021

The RAC is urging the Government to consider re-introducing road safety targets, after new figures show a rise in road deaths during 2021. [Click here or on graph below to read article.](#)

Chart 5: Reported fatalities by road user type in Great Britain in 2021 (provisional) compared with 2020 and the 2017 to 2019 average (RAG101)



[Click here to read other latest news from Road Safety GB](#)

Latest news from DVLA

DVLA Business Plan 2022 to 2023

Business Plan 2022 to 2023 published 17th May with details of what DVLA will deliver in the year.



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ADI National Joint Council

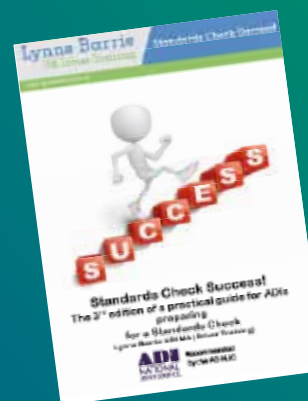
Lynne Barrie, MA Driver Training

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Additional insert with latest requirements during COVID-19



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Road casualty statistics for 2021



Provisional road casualty figures for 2021 have been published -

Headline figures

These provisional statistics show:

- an estimated 1,560 reported road deaths in 2021, a reduction of 12% from the 2017 to 2019 average
- an estimated 27,300 killed or seriously injured (KSI) casualties in 2021, a reduction of 13% from the 2017 to 2019 average
- an estimated 127,967 casualties of all severities in 2021, a reduction of 21% from the 2017 to 2019 average
- there were increases in casualties of all severities in 2021 compared with 2020, though pedal cyclists showed a reduction in fatalities (20%)
- there are age and sex differences in casualty trends, with female fatalities aged 70 and over showing a particularly large reduction during the COVID-19 pandemic (36% reduction in 2021 compared with the 2017 to 2019 average)
- monthly changes in casualties generally showed a similar trend to changes in motor traffic levels

[Read the full details here.](#)



Young Drivers' Training Needs Symposium



On July 8th, RED Driving School's training department will host a free one-day symposium with Nottingham Trent University and Esitu Solutions to understand the future training needs of young drivers. The event will include talks from industry professionals, touching on topics such as how technology can enhance training and what training young drivers feel they need.

Young Drivers' Training Needs Symposium

Spearheading research into how vehicle automation will change the driver training process, RED Driving School's training department is working with Nottingham Trent University and Esitu Solutions to host a one-day symposium to understand the future training needs of young drivers.

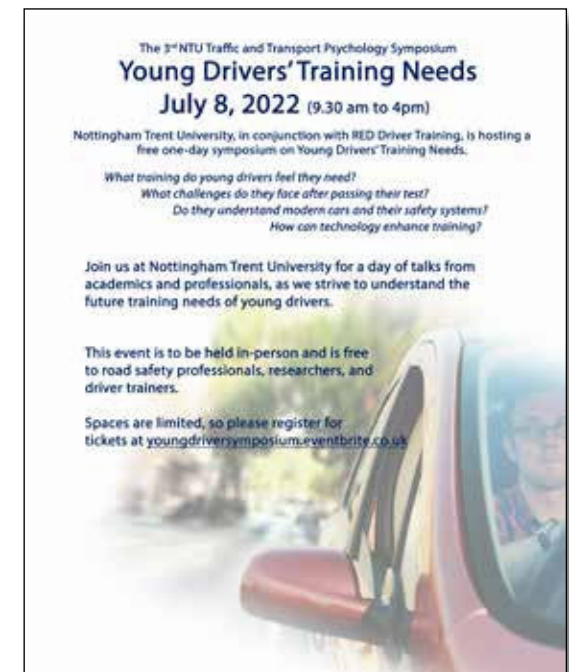
The event will include talks from academics and professionals from the industry, including David Crundall and Victoria Kroll from Esitu Solutions and the Transport in Psychology Department.

The session will cover:

- What training young drivers feel they need
- The challenges young drivers face after passing their test
- How technology can enhance training
- Whether young drivers understand modern cars and their safety systems

The event will be held at the Newton Building at Nottingham Trent University on July 8th, with attendance welcomed from road safety professionals, researchers, and driver trainers.

If you would like to attend the event, you can [register for free here.](#)



The Six point check vs Effective observations

Tom Stenson - Worcestershire Driver Training



When moving off from the side of the road, is the six point check an effective way to teach effective observations?

Within our lessons, many of us hope to create drivers who can think independently, a key skill for a lifetime of safe driving. In this article, I will discuss how the six point check can be taken from a "nodding dog routine" to an opportunity for deeper questioning and learning.

It can be easy to lean on the adage that the six point check demonstrates to examiners that our learner is looking, but why, really, are they required to complete this action? The Driving Essential Skills tells us that after preparing to move off, one should "make your final safety checks, use your mirrors and look over your right shoulder to check the blind spot".

Whilst delivering some training to an instructor recently, we discussed the six point check and how the instructor continuously told the pupil how important it was to check the left blind spot first before moving off. My question to the instructor was "If the left blind spot is so important before moving off, why didn't you check it after the pupil? If I were to pull up on the left next to a hedge with no pavement, do I still need to perform a six point check?"

The more important message we need to transfer to pupils, therefore, is that every situation can differ. Observations outside a busy school at 3pm could be different to the observations outside the same school at 2am in the morning. Asking the pupil thought provoking questions like "what if" can help open their mind to differing situations and the higher levels of the Guide for Driver Education Matrix.

One example where this could be developed is getting a learner to complete observations independently for a reverse bay park. It can be tempting to simply instruct pupils to "remember to look around", but you are making the assumption that the learner knows what they are looking for, or why. Instead, challenge the pupil to describe where the dangers could come from and what those dangers could be. Hopefully, the pupil will conclude that dangers could come from any

direction at any point. This could then allow the conversation to develop into what the pupil could do for themselves to spot those dangers i.e. keeping the car slow, "looking around" and acting on the information gathered. Applying reasoning will, typically, get learners to think for themselves and help them understand the importance of their actions, rather than following a process. This approach may not work for all pupils, some may need more input as to what the dangers are and where they could come from, but this is where the skill of using "scaffolding" to support your pupil with just enough information comes into play.

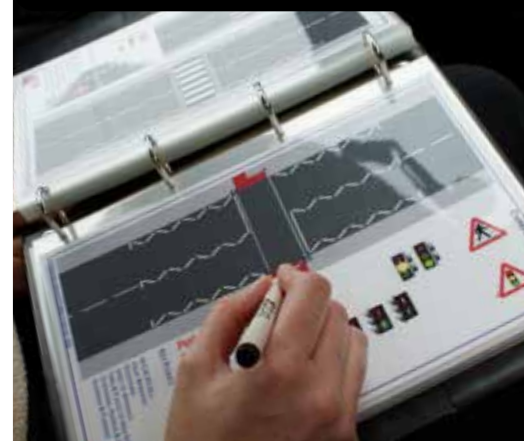
Other issues that can arise from teaching the six point check instead of effective observations can be the pupil looking, but not really seeing. I'm sure we have all witnessed our pupils doing this from time to time, either when moving off or at junctions. They look, but don't correctly process the information being seen, or worse still, process no information at all. As with all information that is passed to our pupils, they need to understand WHY we do what we do. It's important when teaching effective observations that the pupil comprehends the possible outcomes from omitting these vital observations and the consequences that could follow.

It is important to remember that when discussing observations, effective is not synonymous with numerous. I've seen the six point check turn into a nine point check by an instructor, which was confusing and laborious for me as a trainer, let alone the pupil! According to the ADI the sequence is as follows – Look ahead, centre mirror and left door mirror. If it is safe, then start with the left blind spot, left door mirror, ahead and centre mirror, right door mirror and finally the right blind spot. Are these effective observations? Is the pupil using time efficiently here? Is the pupil really going to do all of this when they finally drive on their own?

By having a simple conversation with our pupils about what the dangers are and where they could come from, we can get pupils to analyse problems and take responsibility for their learning. When we include the "what ifs" in our questioning, we delve deeper into their understanding. By providing realistic, scenario-based information, we ensure the technical information we give will be comprehensive, appropriate and correct.

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



Items this month include:

- Safe Roads for All
- Home Delivery Driver Safety
- EU Deaths Provisional Number 2021
- Electric Powered Tow Wheelers
- Motorcycle Advice & Training Webpage
- Reducing Casualties by Stopping Crashes
- National Passive Safety Crash Demonstration Day
- Breakdown Insurance
- Reinstating the Roads Properly
- Medical Licensing Applications
- Noise Cameras
- Crash Victims Most at Risk of Brain Injury
- Dash Cam Footage Research
- EU Vehicle Safety Standards

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.

Through a series of presentations, interactive sessions and discussions we will explore interventions designed to stop people becoming involved in traffic incidents which inevitably leads to unplanned and devastating outcomes.

A Certificate of Attendance will be issued at the end of the day to support all CPD requirements .



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Uniting local associations, groups and individuals.

We support, inform and represent our members.

What our members say:

“May I just say that I am proud to be a member of such a caring society. A big “well done” to all you.
- 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, call 0800 8202 444
or email secretary@adinjc.org.uk

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There are 3 main types of treatment for dealing with phobias.

Medication

Self help

Talking treatments



Medication is the least useful of the 3 for treating any type of phobia and probably the worst for a driving phobia. We are all aware of pupils who might try something like a beta blocker before a driving test. But normally a medicinal treatment will have some kind of side effect and is certainly not a long term solution.

Self help can be good and I would suppose as instructors most of us practice a kind of exposure therapy.

A good swim or a gym session might help before a driving test. Breathing, relaxation or visualisation techniques can all help.

Talking treatments cover a lot of ground. They can include CBT (Cognitive Behavioural Therapy) which aims to change the way you think about things. Counselling may enable you to come to terms with things. Mindfulness may just reduce your stress levels about things. Hypnotherapy may well just remove the blockage that stops your subconscious from doing things.

Case Study:

Like a lot of us I get calls dealing with stuff other than the ordinary learner. I was contacted by a gentleman from the Isle of Wight called Brian. He asked me to bear with him as he explained his predicament.

What he said was that he had developed a fear of the Motorway and could I help him get over it. So far so good. My immediate plan was to get him on the Motorway and allay his fears by showing him how to do all this safely. My emphasis was going to be on what he wasn't doing safely.

As I reflected on this it came to mind that this gentleman had been driving for years on Motorways and without any problems. So why now?

Was there more to this than I thought. Could he be helped in a different way? The problem seemed to be one in his mind rather than technique as he had already stated that he had been a regular driver on motorways for many years.

I am fortunate in that I know Sarah. She used to be an ADI but became a hypnotherapist. She was possibly the ideal person to help him. So I gave her a ring to ask if she could help out. Her answer was a resounding yes!

I contacted Brian to ask if he was open to this and he said he was. So with his permission I got Sarah to give him a ring which resulted in Brian arranging a hypnotherapy session immediately before our lesson. Sarah went above and beyond and came in on her day off as I had already arranged Brian's lesson. The idea being that Brian would be straight up and onto the Motorway as soon as he had finished with Sarah.

This we did and Brian did it all brilliantly. Fairly soon after we joined the Motorway he said he had a bit of nausea but that soon went. It came back further on in the lesson but less intense and for a shorter period of time.

We drove from Portsmouth to Winchester and back. It was a relaxed, pleasant and friendly drive. Brian said that if he had done that drive without the session with Sarah my steering wheel would have been square at the end of it. Judging by the strength of his hands when we shook at the end he wasn't joking either.

As I reflect on this a number of things come to mind. Brian was lucky that I was able to put him in touch with Sarah. She was brilliant and had exactly the right background to help him. But they both understood that controlled driving lesson after, was the safest way forward.

Here's what Sarah (Southsea Hypnosis) has to say:

Driving anxiety is the very thing that led me to a career in Hypnotherapy. Driving merrily along the motorway one day I had a panic attack, thought I was going to cause a major accident and for 10 years afterwards was physically unable to even approach a slip road without the physical feelings (heart racing, dizziness and a cold sweat) and the mental trauma ("I'm going to die, this is awful").

I tried absolutely everything to get rid of the irrational fear and anxiety – breathing exercises, giving myself a severe talking to, distraction techniques – but nothing worked. It seemed the harder I tried to avoid the feelings and thoughts, the more they encroached on my love of driving. And yes, that was the stupid thing – I loved driving! I had always enjoyed whizzing along the motorway safely and prided myself on my driving abilities but that ever-increasing debilitating fear made my life so difficult. Very soon I was unable to drive on bigger A-roads and even over bridges. Why was this fear getting bigger when I was trying so hard to stop it?

And that's when I discovered hypnosis. After one single session and a confidence lesson with a driving instructor my fear disappeared, and I was able to drive wherever I wanted to again.

Emile Coué a French physicist said 'Where there's a battle between the will and the imagination, the imagination always wins'. I had been trying to 'cure' my fear using willpower when all I needed was to engage my imagination.

Let me explain. The subconscious – that part of us which enables us to breathe, talk, walk, tie our shoelaces, look left and right before crossing a road and any other learned behaviour – exists for two reasons: to keep us safe and to keep us happy. Just as it's easy to learn a useful, complex pattern of behaviour so well that we can perform it subconsciously, it's also easy for our subconscious to learn an unhelpful behaviour in order to prevent us from harm. All it takes is for a 'scary' moment to occur when we are feeling particularly emotional, and the subconscious takes a snapshot of that moment, continually replaying it to show us that we could be under threat from anything that reminds us of that incident. Hypnosis works to delete those unhelpful and irrational programs – just as we would delete old answerphone messages so they could never be retrieved.



During hypnosis, the hypnotherapist communicates with the subconscious to delete old, unhelpful responses to situations and also utilises the imagination to let the subconscious know that it's safe to let go of that old program and install a newer and more helpful response.

Brian engaged the help of Liam to help him increase his confidence following a panic attack on a motorway caused by a recent illness, which then quickly resulted in him experiencing similar feelings of being unsafe whenever he drove on a motorway. Liam and I worked together on the same morning to ensure the old panic programs were deleted with hypnosis and then getting Brian straight out on the motorway with Liam in a controlled situation to enable him to conquer his fear. During the driving lesson, Brian reported feeling a slight apprehension with those old feelings starting to appear – but then they very quickly dissipated and he was able to drive with more confidence and feeling calm and relaxed.

Conclusion:

At the start of this article we looked at ways of curing driving phobias. Certainly a doctor could have prescribed something. But that would not have been a solution. Anything chemical or herbal would have only been masking. Talking therapies would no doubt have got there but it would have been a long haul.

I think the way forward is with the help of a good hypnotherapist like Sarah. The magic that she was able to do for Brian and the effect it had on him was absolutely brilliant. She was able to remove the blockage and I was able to prove to him that he could deal with it safely.

We have since cured another lady of a driving phobia which arose when she accidentally ran her husband over. While this lady is a hero to women everywhere, she had become very apprehensive about driving.

Partnering with a hypnotherapist is certainly a very effective way of curing driving phobias.



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The leading driving instructor organisation of its kind.
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We support, inform and represent our members.

What our members say:

“Wow, ADINJC your crew are doing a wonderful job. We are so happy to be affiliated to you all. Thank you from Blackburn Association.

- Linda Brooks

“Thank you for speaking up for ADI's and producing an excellent letter. A big thank you to the whole ADINJC team.

- Mike, Vice Chair Sutton Area Driving Instructors Association

Find out more at adinjc.org.uk, call 0800 8202 444
or email secretary@adinjc.org.uk

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Funding for 100 ADIs in Kent to join The Honest Truth



There are on average just over 45 deaths on Kent's roads each year. Kent County Council (KCC) is setting the target of zero fatalities and life changing injuries by 2050 with a 50% reduction by 2030 and a target of no more than 39 traffic fatalities by 2026. This is 'Vision Zero'

As part of their ongoing commitment to road safety, Kent County Council are funding 100 ADIs to receive a one-year membership to the Honest Truth - worth £100.

We are inviting expressions of interest from ADIs who live and teach students in Kent and would like to be considered for one of the funded places to become an Honest Truth ADI.

What is The Honest Truth?

The Honest Truth is an award-winning national road safety campaign; delivered to learners during their driving lessons by our Honest Truth ADI Partners. As an ADI, you have a unique opportunity to reach learners when they are starting out and receptive to new information. The Honest Truth provides structured resources and guidance, helping you to deliver road safety messages quickly and seamlessly within the context of normal driving lessons.

'Truths' are delivered for a few minutes at the start of each driving lesson in a no-nonsense and plain-talking way; enabling young people to develop hard-wired road safety instincts from the onset. Each topic is signed off on a Truth Card. When all ten Truths are completed, learners enter their details on the THT website for a chance to win a prize!

Research shows more crashes involving new drivers can be traced back to poor decision making and behaviour, rather than a lack of skill. The Honest Truth empowers new drivers to make better choices, even when faced with challenging situations, reducing the chance of an accident, or losing their license.

How do I express my interest in a funded place?

If you are interested in a funded place to become an Honest Truth ADI Partner, please email info@thehonesttruth.co.uk stating the following details and we will respond to acknowledge receipt:

- Your name and driving school
- Your ADI number
- Your postcode
- Your contact number/email
- Approximate number of students you teach per year within Kent
- Do you currently deliver any road safety messages during lessons over and above what is required to pass the driving test?

Thank you for your interest in The Honest Truth.

To find out more about what it means to be an ADI Partner and the resources you'll receive, please watch this video or [click here](#) to visit the Honest Truth.



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"I wish to congratulate you on the quality and format of your pupil handouts."

PC DVSA ADI

Professional

"It adds immensely to the overall professional image. They give the student something to refer to in practice and in between lessons to keep the knowledge fresh."

RL DVSA ADI

Value

"I ordered the pupil handouts and I must say for the price I paid I am totally chuffed, and so are my pupils. They are fantastic."

HT, Salisbury DVSA ADI

Visit our website for more details and offers on our training material.

www.ideas4adis.co.uk



We all remember those driving lesson nerves, yet abuse and intimidation on the road towards learner drivers is still widespread. A shocking 81% of learners have experienced abuse or intimidation from other road users, which leads to 72% of learners making mistakes. We've made it our mission to put a stop to this, and we'd love your help!

Help make a difference!

We're asking the Government to do more to prevent on-road bullying of learners by introducing measures to impose stronger sentences on drivers who drive carelessly or dangerously around learner drivers.

We'll also be raising awareness amongst all road users and providing guidance on how to deal with on-road abuse. [Read more about our campaign here.](#)



The dedicated team at Marmalade is at the end of the line to answer all your enquiries and to signpost you to Marmalade products such as Breakdown cover and Tuition vehicles. You can call them on **0333 323 2615** or if you prefer, you can email them at info@marmaladenetwork.co.uk



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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>

Monday 27th June & 11th July

Standards Check Made Easy with Lynne & Andrew £50 members £65 lite members - Online.

We'll be examining the following,

- What to look for in a good lesson
- How is the assessment carried out
- Understanding the mark sheet
- How the competencies link together
- How to prepare for your assessment, including being watched
- How to unlock the barriers or fear to improve your grade

The trainers will be demonstrating both good & not such good techniques! This will form the basis of the discussions.

It will be split into 2 x 2-hour sessions, delivered via Zoom. on 27 June and 11 July.

Kay said: *I just wanted to let you and Lynne know how much I enjoyed the S.C. Training Webinar, and it has motivated me to get my act together and treat every lesson, as if it was a standards check.*

My pupils are taking responsibility for their training more now and I'm enjoying the training!

BOOK YOUR PLACE NOW

Monday 4th July

Understanding the Mock Test - £25 members £35 lite members – Online

The workshop will leave you with greater understanding of how the driving test is conducted, assessed & marked to enable you to deliver more accurate mock tests to your pupils.

You will also have a better understanding of the feedback given during the driving test feedback, which will help you prepare your learners more effectively.

What it includes

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

Understanding the Mock Test online session on the 4th July at 6pm for 2 hours

BOOK YOUR PLACE NOW

Tuesday 13 September

Standards Check Workshop £99 members £120 lite members

Holiday Inn Corby-Kettering

(A 43 Geddington Road, Corby. NN18 8ET)

The workshop 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

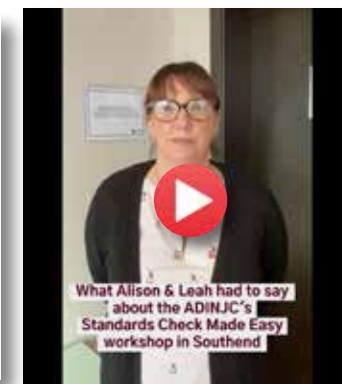
BOOK YOUR PLACE NOW

There are limited places on these courses, so to ensure that you secure your spot on both sessions, please go to ADINJC Shop on the website.

If you haven't registered on our website yet, you'll need to register as a lite member to complete your purchase.

For the members that haven't migrated to the new membership structure or signed up to the new website, please call 0800 8202 444

To see what Alison & Leah thought of their workshop in Southend last year please click here.



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

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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/>



I should explain that Mrs Adrian and I have just returned from a week's holiday in Venice - we travelled back on the Orient Express! So, this month's column will inevitably have a bit of a gap in the coverage of the motoring stories which broke while we were away. The first one, however, hit the front pages on the day we returned, Thursday June 9th. As the Mirror headline put it 'Tanks for Nothing'. It said that families already crippled by soaring energy and food prices face even more financial agony as motoring chiefs warn the cost of petrol will continue to rocket. Drivers could be charged on average £100 to fill up tanks for the first time as fuel hit another record high of 180.73p a litre on Tuesday. The 2p rise was the biggest daily jump in 17 years. And diesel, already at least £100 a tank, rose by more than a penny to 186.57p a litre. It sparked fury and despair among struggling households, many of whom rely on their cars for work. Pressure is growing on Rishi Sunak to slash VAT on fuel or bring in another cut on duty. Drivers are paying £99.40 to fill a 55-litre tank but the RAC warned it could go up again. Fuel spokesman Simon Williams said: "We may reach the milestone £100 petrol fill-up, an unfortunate landmark, as soon as Thursday." The RAC added: "These are unprecedented times in terms of the cost of forecourt fuel. Sadly, it seems we are still some way from the peak." The Mail on June 10th broke down the soaring cost for a tank of petrol: Last year, when it was 130.07p a litre, the cost of a full tank of unleaded petrol was £71.54. It is now £100.27. Last year the fuel duty was £31.87. It is now £29.12. Last year VAT was £11.93. It is now £16.71. Last year the Total Tax was £43.80 per fill-up of typical 55-litre tank in a family car. It is now £45.83 per fill-up. There was more misery for diesel users, as the Mail reported on June 11th. The average cost of filling a family car with diesel at motorway service stations has hit £2 a litre for the first time - or £110 a tank. Almost makes you want to give up driving, doesn't it?

And there was a piece in the Mail of May 13th with the headline 'Proof smart M-ways ARE more dangerous'. Smart motorways without a hard shoulder are three times more lethal to break down on than those that retain the safety lane, a report has found. And the chances of such crashes resulting in minor injuries were nearly two-thirds higher on those roads, according to the National Highways analysis. It also emerged that life-saving technology designed to alert traffic officers to vehicles marooned in live lanes is missing 100 incidents a month. The stopped vehicle detection (SVD) technology is flagging around 1,000 incidents monthly. But more than 10 per cent are not being spotted, National Highways boss Nick Harris said. It comes after the Mail revealed how SVD failed to detect a lorry which broke down on a stretch of the M3 with its hard shoulder permanently removed. A van smashed into the back of the lorry five minutes after it stopped on the inside lane, leaving the driver with serious injuries, and causing a pile-up. It is believed a nearby bridge was blocking radar signals used in SVD technology, meaning the lorry went undetected. In January, Transport Secretary Grant Shapps ordered that around 100 miles of smart motorway projects be paused until more safety data becomes available. But another 100 miles of the schemes are going ahead. Vehicles often become marooned in live traffic on these roads because their hard shoulder is turned into an extra lane. Mr Harris said: "Of course we want it (SVD) to work even better' but defended the rollout of smart motorways. He said that when data on incidents involving moving vehicles is included, all-lane running (ALR) smart motorways are safer than conventional ones. However, the analysis shows there are still more serious injuries or deaths on ALR roads than the two other types of smart motorway which either retain the hard shoulder permanently or use it as a live lane intermittently. Edmund King, president of the AA, said: "The five-year average shows that when a vehicle is stopped in a live lane of any form of smart

motorway, it is worse across all safety metrics when compared to a motorway with a permanent hard shoulder. Last month, more than eight out of ten drivers told us they would find breaking down on a smart motorway a stressful experience compared to just 57 per cent who would be stressed breaking down on a motorway with a permanent hard shoulder. This clearly shows that most drivers are still not convinced that removing the hard shoulder is a smart move. Well, there we all are then.

And there was a story in the Mirror of May 30th which said learner drivers face being unable to book a test until next year due to a Driver and Vehicle Standards Agency crisis. Five cities, including London and Birmingham, appear to have no slots until November, the limit of the booking window on the DVSA's website. The backlog is a legacy of Covid lockdowns. Edmund King, AA president, said: "It's incredibly difficult for young people to plan their future." The DVSA is trying to recruit 300 examiners and advised learners to only take their test if they are confident they can pass. Well, shouldn't that always be the case?

And it's back to the Mail of May 21st which told how a rare Mercedes-Benz has become the world's most expensive car after selling at auction for £115million. The 300 SLR Uhlenhaut coupe - the 'Mona Lisa of cars' - is one of just two of its kind to still exist, from a total of nine built. While its open-top sister car was used to break speed records by racing legend Sir Stirling Moss, the 1955 coupe was used as a run-around by Mercedes' chief designer at the time, Rudolf Uhlenhaut. The two-seater was the first to feature the 'gullwing' doors which became a Mercedes signature and has been in the firm's collection of most cherished vehicles. A private collector paid the record - more than double the £52million for a 1962 Ferrari four years ago - at a Sotheby's auction at the firm's museum in Stuttgart. The cash will help set up a fund offering environmental scholarships. British dealer Simon Kidston secured the car for the collector after months of lobbying the firm. He said: "It had been assumed Mercedes would never part with one of its crown jewels of its collection, considered the Mona Lisa of cars because of its rarity, racing pedigree, beauty, and unavailability."

And from a gullwing car to a story about seagulls. (See what I did there)? This was in the Mirror of May 28th. It said that a police car will remain under flock (sic) and key after a pair of protected seagulls starting nesting on its roof. The plucky herring gulls settled against the car's blue lights while it was parked at the station. The Dorset force has coned off the patrol car in the seaside town of Bridport to keep members of the public away from it. As the nesting season for seagulls runs until July, the vehicle could be out of use for some time. It is illegal to move or destroy a birds' nest under the Wildlife and Countryside Act 1981. A spokesman for Dorset Police said: "Officers noticed the nesting seagull three days ago and were aware that it should not be disturbed. We are now liaising with Natural England to explore what options are available. There are enough cars at the location to meet our operational requirements." The RSPB said they were reassured the gulls are safe under police protection.

And the Mirror of May 18th had a piece with the headline 'Cars that are smarter than their drivers'. It said that millions of drivers have no idea what all their car's buttons do, a study has claimed. Over half do not know what to press when, and nearly half have flicked the wrong switch, putting lights on full beam, or switching the hazards on. One in five have put their windscreen wipers on instead of indicating. Richard Evans, of webuyanycar, which polled 2,000 drivers, said: "Many of us are daunted by all the different functions and modes available to us now." Well, as I have three classic cars and all have the indicators on the 'wrong' side, I won't comment!



And the Mail of May 9th had a story which told how Jeremy Irons has been caught for a second time driving with his dog Smudge on his lap. The actor, seen in 2018 with his pet on a motorbike, has now been spotted sharing the driver's seat of his Mini with him. Irons, 73, was dining at Mayfair restaurant Scott's with wife Sinead Cusack. They left the mongrel in the car as they ate. The Highway Code states animals must be 'suitably restrained so they cannot distract you while you are driving'. Breaching the code risks a fine of up to £5,000.

And the Mail of May 26th had a piece which said that injuries involving electric scooters surged by more than 170 per cent last year, according to official figures. The Department for Transport said 1,359 people involved in 1,280 e-scooter collisions needed ambulance treatment, up from 484 and 460 respectively in 2020. The number of pedestrians injured in collisions nearly quadrupled to 223. Ministers recently unveiled plans to legalise privately owned e-scooters within months after 'successful' trials. But police chiefs say they enable crimes and critics label them 'mechanical menaces'. Nicholas Lyes, the RAC's head of roads policy, said: "In the wrong hands e-scooters can cause serious injury." Indeed.

Also in the Mail of May 26th was a story which said that Volkswagen is to pay out £193million to more than 90,000 people in compensation after the 'dieselgate' emissions scandal. The German car maker chose to settle rather than face an expensive trial which lawyers said would have been the biggest consumer group action ever to be brought before English courts. The company was accused of cheating European emissions standards by installing unlawful 'defeat devices' in its diesel vehicles. This meant they emitted up to 40 times the legal limit of nitrogen dioxide. Volkswagen Group admitted then that 11million vehicles worldwide, including almost 1.2million in the UK were affected. It made no admissions about liability, causation or loss in the UK settlement. Shameful I say.

And finally,
My maths teacher said I was average. I said he was mean.
What does opaque mean? According to the dictionary, it is still unclear.
Til next time,

Adrian



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On their website, featured recently:

- Ford reduces the need for road signs
[click here to read](#)
- Fiat's e-500 takes the lead
[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. We are aware at NJC as driving instructors and trainers ourselves that with long waiting lists and demands from clients that are challenging this is still a stressful time. 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.

Call or email Sue Duncan: **07855 453414** secretary@adinjc.org.uk

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

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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;



In the first article featured in the March newsletter we looked at introducing coaching qualities into your everyday life. In this article I would like you 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, of course you can produce your own, but I would suggest it revolves 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, but 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. You may also find contradictions in your own deeply held beliefs.

I would suggest that you 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 wellbeing plus make sure that you are ensuring your own quality of coaching and ethical standards. Supervision can be one to one, in a group led by an experienced coach or through peer supervision in groups. It could be peer one to one or even, at worst, ad hoc but it is essential, that in your coaching journey, you have someone 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. 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 your 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. We will start to look at great coaching qualities in more depth as I continue to explore the coaching journey with you next month.





Walking for Woody **JustGiving**
Open Fundraising for the PROSTATE CANCER UK



Last month we ran an article from Keith 'Woody' Woodward on his walk for prostate cancer. Thank you to all those who helped him reach his target of £5,000 for the Prostate Cancer Charity. This month we are sharing his article on living with prostate cancer, please do give it a read, it is truly inspirational.

Click on image left if you would like to donate to the charity

The Blog

My blog is dedicated to the 1 in 8 guys and the 1 in 4 black guys that sadly will get this cancer and have to learn to live with prostate cancer. My hope is it might help someone with a new diagnosis to cope better. I'm always happy if anyone wishes to share what I write, I write for both myself and for anyone else who may need some help somewhere in their life.

I am not a doctor of any kind but I felt this blog, after reading through so many cancer forum posts just needed to be written. I've read a lot of negativity from people that have been diagnosed with prostate cancer and of course that is totally understandable in all ways. But you don't have to be totally negative, you have to search for positives other wise this cancer will literally bring you down to your knees mentally in a heartbeat.

The prognosis

Just to hear the words I'm sorry to say you have prostate cancer is absolutely devastating. When I first heard those words myself the realisation hit me like a run away train. Well that's not strictly true because it took several weeks to process the fact that I have cancer and a few more to process the fact it was incurable stage 4 Prostate Cancer, that was the point where I went numb. My world literally froze and I went around in a daze of complete uncertainty. I remember driving back from the hospital and thinking the world is now a completely different place because I have cancer. The world, although was still the same in reality but my experience of the world changed. I probably shouldn't have driven home that day when I was given the devastating prognosis after the biopsy revealed it's worst secret. I was completely unaware of everything except my mind just repeating the oncologists words "it's incurable it's aggressive", I never took in the positives they were all masked in a shit sandwich of bad stuff, but there were positives. The positives get washed away in a tide of negativity, washed up in a corner where it's dark and no light can get in, that is until you decide to open the door. Just a crack at a time that door opens and the first rays of hope start to filter in.

Stay positive

My prognosis was not so great but there is still hope. People with far worse conditions have turned it around and that's what I hold on to. If one can do it then why can't you or I. Most of the prostate cancer diagnosis are not so extreme, many of you will live long lives if it's caught early and is able to be monitored fairly easily. A lot will just carry on living a normal life with regular check ups, some will have radical surgeries to prevent it spreading out of the prostate. In this case the prostate is removed and this is life changing in many ways too but that I can't comment on as that has not been my case.

Living with prostate cancer

This blog post is really about how to live with advanced prostate cancer in a more positive way. This is where, when I first found out I was left in the dark unable to find a light switch. I didn't know what to do, I didn't know how to face life with this supposed life sentence being imposed on me. The first thoughts were "why me". It took time to just let the dust settle before I started to see things more clearly. It's not easy to suddenly find out that your comfortable little world that you have been living on has suddenly stopped turning. But take it from me, it will slowly start turning again, it will take a while but it will start to turn.

Your mind & keeping it positive

The most important friend you have is the power of your mind. You have to start believing that it's not going to be all bad. Our minds love negativity, we are biased to be negative and scientists have worked out that for every piece of negativity we think about we need 5 pieces of positivity to cancel the negatives out. That's not easy but it can be done. I've been asked a few times by people how come I'm so positive with dealing with my cancer, particularly as it's advanced. Apparently It shouldn't be possible but I have one answer to this question, firstly it's got nothing to do with not being afraid or being brave because if you want my true thoughts I'm not afraid because of one reason and that is I haven't really thought about being afraid yet, I'm sure if I chose to start thinking about being afraid I will become afraid, even if it's normal to be afraid scared or frightened they are just thoughts and thoughts are made of nothing they can't harm us and have a habit of vanishing when we stop paying attention to them.

I've got so much to lose and that's what scares me most, in a way I'm a lucky guy because I've got so much to lose, it's hard to explain that but it's true. I've got two young daughters who I'm terrified about leaving, and a wife who I love to. I'm lucky to have these beautiful people that's for sure and I've not always realised that as much as I should. Cancer has awakened me and given me another chance another go to get it right, I'm terrified of having that taken from me and I'm terrified for them losing me too. But at the same time I'm also incredibly lucky to have that. Many people who have cancer have nothing to lose and I feel so deeply in sympathetic with that even though it would be much easier for me to have nothing to lose.

I have been saying this for many years and this is quite simply the single best piece of advice I can ever give anyone. There's nothing wrong with you, until you think there is. Yes I've got cancer, there is no denying that fact, but my cancer experience is made better or worse by the way I think about it. The world turns on an axis of thought, humans only experience what they think. I have stage 4 metastatic cancer, my reaction could be my god I'm going to die of this, my reaction instead is cancer has awoken me and opened my eyes to what I was missing and just how beautiful the world can be. My thoughts have turned a negative into a positive and I'm experiencing a far more positive situation than someone else who is exactly in the same situation as me. In other words it's not the cancer that's causing my experience, it's the way I'm thinking about it that's actually creating my life experience right now. I'm feeling my thinking and so for as long as on the inside my thinking is positive then nothing on the outside can change until I let it. I saw this interesting [article from the guardian](#) about positive thinking kills cancer cells.

Life throws some big curve balls at times, but every one of those balls are molded into positive or negative realities just by the way we deal with them in our thinking. Once you understand that one simple fact it will fundamentally change everything you believe about life forever. The only thing you have to be afraid of is your thoughts but as I said earlier they don't stick if you don't follow them, if you wait awhile new thoughts like clouds will float into you conscious you can chose to follow it or not, if you don't like it stay calm and another one will soon replace it. This cycle of thoughts is what makes us exist, each set of thoughts can take us down a new path each thought we chose to follow can open one door or close another. The only time we stop thinking completely



is when we die. Our thoughts are echoes and mixtures of our past experiences and our perceived future experiences. Thoughts don't care if they are telling the truth or lying they are what you make up subconsciously in your head. Once you can learn to understand how thoughts work you need never to be frightened of anything again.

I have learned a number of tricks to keep thinking positive. Of course I slip every now and then but I've found ways of becoming positive and I can share a few now. It's actually 2am now as I'm writing this, it's one of those nights where sleep has abruptly just stopped and I'm wide awake what better time to share a few ideas. I've been saying a daily mantra now for 8 months, I do this every morning and every evening and sometimes in-between like when I'm driving to work. It doesn't matter how I really feel the mantra is always said.

Every day in every way I'm feeling better and better.

Every day in every way I'm becoming stronger and stronger

Every day in every way my cancer is getting weaker and weaker.

I say those 3 lines no matter how good or bad I'm feeling, it creates a positive state of mind and the most important part is I believe it, no matter what the doctor's say I believe it. For some reason I always feel better once I've said them. It's as if my cancer listens to these words and gets scared. Who knows what the effect is on the inside, I just know it does something to me that just makes me feel better and that can't be a bad thing, right!

In order to keep a positive mindset you have to surround yourself with as much positivity as possible. I try to follow positive stuff on the internet. The internet clearly shows the human bias to negativity, it's full of it on social media and web articles. But it's not all negative. Here are a few sites that regularly focus on the good stuff, they are worth saving for a rainy day.

<https://www.goodnewsnetwork.org/>

<https://www.sunnyskyz.com/feel-good-stories>

<https://www.bbc.co.uk/news/topics/cx2pk70323et>

<https://www.readersdigest.ca/culture/good-news-stories-world/>

<https://www.mirror.co.uk/all-about/feel-good-news>

Positivity is all around you, no matter what you are going through you can always find some thing online that will warm your heart and make you smile, despite how you are feeling. The best medicine is a positive mind and a smile. A diagnosis of prostate cancer doesn't have to be a dark cloud that follows you wherever you go. The sun can still shine. Just remember, even on your darkest days, the sun is always there just waiting for that moment to break through and shine down on you.

Before I finish the post for this week I want to keep on raising awareness. Over 160 men are diagnosed with Prostate cancer in the uk, sadly 30 people die each day of this cancer. You can change these statistics if you are aware of the risks. Every man should be clicking on this simple risk checker. If it's caught early enough then it can be controlled and monitored. Every man in his forties onwards should [click this link](#). Please share this post and get the message out there.

Take care, be positive and kind and grateful whenever you get the chance.



Training Dates From ADINJC



Standards Check Workshop

~~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

27th June 2022 & 11th July 2022

Two 2 Hour Online Workshops

Premium Members £50 Lite Members £65

Understanding The Mock Test

4th July 2022

A 2 Hour Online Workshop

Premium Members £25 Lite Members £30



For More Details And To Book Your Place

www.adinjc.org.uk



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

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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

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DIPOD - The Driving Instructors' Podcast -

Sponsored by ADINJC for the discerning ADI!

Show 194 - The latest episode from Dipod is now freely available for your listening pleasure! Your response is always welcome at www.dipod.co.uk

In this show we get some feedback on the recent Expo South Instructors Gathering at Kempston Park Racecourse, and we look at Reverse Bay Parking in our 'How Do You Do That' section.

Find the latest show at www.dipod.co.uk

Please tell a fellow ADI about the Driving Instructors Podcast and help spread the word!

Catch up now on all 60 minutes if you haven't done so already and as always, these shows are not to be missed!

Remember, the guys love to hear from you and your response to the show is always welcomed!

Please tell a fellow ADI about DIPOD and help spread the word!

www.dipod.co.uk Phone us **08432 892556** E-mail: adi@dipod.co.uk

Leave an audio message straight from your PC with the widget on our [contact page!](#)



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 editor, I look forward to hearing from you. Email studio@ideas4adis.co.uk

This month as every month, thank you to everyone who contributes and helps ADINJC, most especially our magnificent Sponsors.

Articles we have sent out via Email this Month

- Road casualty statistics for 2021
- Stop Learner Abuse - sign the petition
- Training events for the next 6 months
- Young Drivers' Training Needs Symposium
- DVSA - Update on short notice cancellations
- DVSA - Book and manage your pupil's test service update
- Traffic Safety Roads - June

And much more!



And Finally - a quote...

"Life is like a bicycle. To keep your balance, you must keep moving."

- Albert Einstein

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

Cars For Young Drivers



NEW CAR DEALS FOR YOUNG DRIVERS

Student Car Insurance



SHORT TERM COVER ONCE THEY'VE PASSED

wearemarmalade.co.uk



Terms and conditions apply. See wearemarmalade.co.uk for details.