



*Help Raise Awareness of Mental Health*



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*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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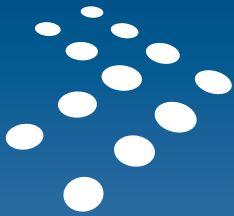
**We now provide driving tuition insurance**

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## *The ADINJC & Intelligent Instructor National Conference & Expo is another hit!*

The ADINJC & Intelligent Instructor National Conference & Expo in association with Marmalade Network took place on Sunday, 2nd October in the familiar surroundings of the Heart of England Conference Centre, Warwickshire and saw a record breaking 762 visitors flock to the event, to hear from the blockbuster line up of speakers on the day and to meet the 40 key industry suppliers during the day too.

The sun shone and after a friendly welcome, with friendships been made in the queue, and with a big bag of freebies provided on entry, the instructors had a wealth of options to occupy their day. The industry's top trainers took to the stage across the five seminar areas, well-known names such as Lynne Barrie, Ray Seagrave, Lou Walsh, Bob Morton and Graham Hooper to name but a few, delivered insightful presentations to help improve training standards further. A record 35 sessions were run across the day.

The AcciDON'T Live Stage saw packed audiences throughout the day, from Quentin Willson talking tech and how this will change our industry



to Benjamin Ryan, a trained hypnotherapist, captivating the audience on how to deal with test day nerves. Loveday Ryder, CEO at the DVSA was the showstopper on the day though, with standing room only for her engaging one-hour session where she delivered an insightful industry update whilst taking questions from the floor in a lively, end of day session.

The expo area didn't disappoint either. Smartlearner Driving School helped co-ordinate a very popular health and well-being area. Free diabetes checks were being conducted alongside a sponsored cycalthon, which raised £300 for the Speed of Sight charity. Bill Plant Driving School raised £200 from their giant Scalextric racetrack for them too whilst the NJC Tombola tipped the figure raised on the day to over £1,000 for this very worthy charity.

Competition was fierce on other stands too, with instructors battling it out for the £500 top prize of posting the fastest lap on Pass N Go's racing simulator, whilst the remote-controlled agility test on Marmalade's stand was a new, popular, and fun addition to the day's activities. RED ensured there were no tired minds by offering free caffeine hits throughout the day and Passmefast gave away vouchers for a luxury holiday. Instructors could, however, rest their weary limbs on the hugely impressive AA Driving School stand, complete with comfy sofas and for those who ventured outside, there was a vast array of EVs on display and the Leicestershire Fire & Rescue VR Van was on hand to give an extra-sensual, road-safety experience.



If you missed out don't despair, the 2023 conference and expo dates have just been announced; the spring event takes place at **Kempton Park racecourse, Middlesex, Sunday 23rd April** and the national event relocates to an even bigger venue, the **Newark Showground, Nottinghamshire, on Sunday 8th October**. Registration is free and opens in the next couple of weeks. You can [register here](#) to be first to hear about this.



## My first conference as an ADINJC Governing Committee member:

My initial thoughts on attending my first conference were that a terrific amount of organisation must have gone into this, but also what would my part be in it all and how badly could I cock it all up.

We were all well prepared by being given some roles in advance. I expect that most of the Governing Committee apart from myself actually knew what they were doing. As always, just like your Standards Check, plans need to be adaptable. The mark of good planning is how everything works out in practice. Certainly as far as I can see the Governing Committee achieved a well-deserved Grade A.

My role was to bus the microphone around The Live Stage so if an audience member wanted to ask a question I would help them do so by ensuring they could be heard via the mic. For those of you I missed, please accept my apologies. A lot of the time it was standing room only, the talks were well supported. The backstage team in the live room were cheerful, friendly and supportive. They had some great stories about other conferences that they covered. Including one that resulted in the story teller going teetotal and vegan for 18 months after. But that's the motor industry for you.

In terms of the speakers on The Live Stage they were as you would expect very knowledgeable. They all presented well and certainly were approachable and friendly. Loveday Ryder and

Quentin Wilson stood out for their willingness to stop and talk with people. They both found time to do this and were very happy to allow themselves to be photographed with the delegates that wanted that.

Loveday Ryder was the closing speaker for The Live Stage. My personal opinion is that she came across well. Where possible she answered candidly and was informative about some of the behind the scenes challenges that face the DVSA. Where a question was outside her area of expertise she delegated to one of her staff. I was left feeling that she was the right sort of person to try to move the industry forward. She gave me the impression that she is learning more about her role and adapting to the circumstances that the DVSA finds itself in. I wish her well.

The day overall was very enjoyable but also tiring. It was good to see so many friendly faces. One of the things I love about this industry is that people are friendly and helpful. Why become a driving instructor if you are not?

I wish I could have had more time to go round and see things and listen to talks. But you can never get enough of a good thing. The day was a clear Grade A which was due to the efforts of the Governing Committee and the team at Intelligent Instructor and the support of the industry from PDI to CEO.

*Liam Greaney - Driving-Pro Limited*









For the second year running, I was lucky enough to be asked to help at the expo in Coventry. It was a great opportunity to meet up with colleagues and like-minded individuals, as well as attend seminars and talks by some of the industry's best. I do love some free CPD!

Despite working (if you can call standing around talking "work"), I still had plenty of time to make the most of the stalls at the exhibition and collect some of the free gifts being handed out. A highlight for me was being able to open professional discussions with the DVSA. As an instructor and trainer, I appreciate it can be easy to vent frustrations about DVSA related decisions, but it can be so much more valuable to use these networking events to speak to them constructively.

With such a wide range of exhibitors and speakers all in one place, next year's exhibition is a date not to be missed.

*Tom Stenson - Worcestershire Driver Training*









## Intelligent Instructor

### National Conference & Expo '22

Heart of England Conference Centre | Coventry  
Sunday | 2 October 2022

in association with

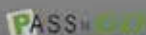


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< The Driving Instructor and Trainers Collect... \*\*\*

Just reflecting on today's expo experience...

What a difference between today and the association conferences of old!

Stimulating - Engaging - Diverse - Attended

What did you miss?

- \* Industry influencers offering insights and opportunities
- \* Technological support for you and your business
- \* Hypnosis support, Diabetes checks and Ice cream 🍦
- \* DVSA .... still waiting to hear them at 3:00....

Definitely recommended for all ADIs, PDIs, and Trainers

Chris Bensted via Facebook.







# ADINJC Standards Check Workshop

## How Do You Measure Up?



*Understand the Standards Check Competencies:*

- Lesson Planning*
- Risk Management*
- Teaching & Learning Strategies*

*Learn how to:*

- Use Client Centred Techniques*
- Use Questioning Skills Effectively*
- Plan Successful Lessons*

*Understand:*

- The Standards Check Marking Scheme*



## Are You Prepared ?



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You'll find the latest updates regarding DVSA via [www.n-a-s-p.co.uk](http://www.n-a-s-p.co.uk)

## *Tell us about the demand for driving lessons and other challenges you are facing*

DVSA has recently launched a survey to tell us about the changing needs of your business and pupils.

This survey includes questions from the previous ADI demand surveys which help us to forecast the demand for tests and has been widened to find out how the current economic situation is affecting your business.

### **How to take part**

The survey is open until midnight on 10 November. It should only take 10 minutes of your time.

We know how busy you are helping new drivers prepare for their test, so we are really grateful for your time.

[Start the survey now.](#)

### **What it's all about**

We previously ran the ADI demand survey this survey replaces in July 2021 and January 2022 and learned a great deal of valuable information from you.

[View the results from the previous surveys.](#)

DVSA will run this extended survey every 6 months to monitor how demand for lessons is changing and learn about other challenges you're facing.

This time we have added some new questions to help us to understand:

- how the move to electric vehicles is changing your business
- how you are managing pupils who may be pausing training while waiting for their test appointment
- how you are using our services to swap driving tests – this will help us explore what changes we can make to the service to better meet your needs and what controls we can set to help us identify individuals and companies profiting from selling driving tests

We'll also be running a separate survey for businesses who are using our services to book and swap large amounts of tests to find out more information about how they use the service now and also get their views on ways we could improve it.

This survey will go live at the same time as the ADI demand survey. This will be sent to the main email address used by these businesses to make their driving test booking.

If you work for one of these businesses and have access to the business email address, you may receive both surveys. If so, can you just share your feedback with us by completing the ADI demand survey.

## *What measures we are taking to tackle those selling driving tests for a profit*

To find out more about the measures we are taking to tackle organisations from selling driving tests for a profit, [read the blog post from DVSA's head of driver policy, Lianne Parkinson.](#)

## ***JAUPT to become part of DVSA***

From 1 October 2022 the Joint Approvals Unit for Periodic Training (JAUPT) will become part of DVSA.

JAUPT processes applications from training providers for centre and course approvals for Driver Certificate of Professional Competence (DCPC) and drink-drive rehabilitation (DDR).

JAUPT offers these services exclusively to DVSA, so it has been decided to bring the functions JAUPT offers in-house to DVSA.

The existing staff have been offered the chance to join DVSA so the service to DCPC training providers will stay the same.

### **No change to DCPC courses**

At the moment the website and the way Driver CPC courses are searched for through the current JAUPT website which is linked to from [GOV.UK](https://www.gov.uk) will stay the same.

The way courses and centres are approved and audited will remain the same so that the number of courses and quality of training is not affected.

The phone number for enquiries will continue to be **01908 787 000** and the email for general enquiries is [enquiries@jaupt.org.uk](mailto:enquiries@jaupt.org.uk)

**The address for JAUPT will change on 1 October to:**

Suite 208, Cubix, Noble House, Capital Drive, Linford Wood, Milton Keynes. MK14 6QP



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# Help Raise Awareness of Mental Health

Anthony Green (Green's Driving School Cornwall)



*Cornish member Anthony Green wants to help raise awareness of mental health issues and has bravely shared his own experiences. Do give it a read.*

I had a great childhood, my parents did well by myself and my brother. I spent a lot of time as a kid racing around the back lanes on my Raleigh burner. Throughout the years I rode a lot with my Dad too. I remember 6 mile bike rides being hard work but great fun, lots of fresh air and a lot less traffic back then. During my teenage years I was a bit of a dreamer and challenging at times however at the age of 14 I got a job and decided work was more important to me than education and I left school with no grades. I genuinely believe it was life that shaped me and education would not have made a difference to where I am now. It was in my twenties when life really changed.

It's 2011, I'm sitting in a Neurologist's room with my Mum and Dad about to receive some news following a CT scan my Dad had following some out of character behaviour. I remember the specialist saying to my Mum 'You're going to need a lot of specialist help for your husband'. Life changed from that moment. My Dad at 52 had been diagnosed with Frontotemporal Dementia. I also remember the specialist saying there was a 50% chance myself and my brother could get it and that's how this journey began.

For the first few years we lived a nightmare, my Dad went downhill pretty quickly. Living in Cornwall suitable facilities were sparse and they still are. He was taken to a few facilities but with his age (52) and challenging behaviour the facilities were not suitable. My Mum, myself and my Gran were his carers. In my late 20's I did not expect to be sleeping at my parents house looking after my Dad while my Mum tried to hold her job. I slept with one eye open as I simply did not know what my Dad was going to do next. We were locked in the house to stop him from escaping. Cycling exhausted the following mornings was always a challenge until I had sunk a few coffees. I remember trying to help my Mum as much as possible working around my own full time job as an HGV driver. Luckily I had a supportive employer who was flexible and understood the time I needed to help my Mum.

As the years went on I watched his condition push my Mum to her limits, his behaviour was now at an uncontrollable stage. We begged the local care team for help and got nowhere for months until one day he got taken to a flat next to a care home where he received good 2 to 1 care until he passed at the age of 58. Throughout his illness I watched my Dad deteriorate to an unimaginable standard of health including becoming doubly incontinent and losing his ability to speak and swallow. Shortly after he passed my Mum was diagnosed with Parkinson's. This period of my life is one that I never thought would end.

A lot of frustration and grief I was able to release through riding and racing.

I've always been quite unlucky with traumatic situations from witnessing my first death at 19 following a



RTC, witnessing 2 suicides in 2008 and 2018 as well as other traumatic situations. So much trauma in life is bound to have an impact on the mind.

Between 2011-2013 I didn't really have time to think or process what was happening in life but I do remember completely breaking down in 2013 and going to my GP for help. The GP got me to fill out a mental health questionnaire and I was referred to the local mental health team. The help was slow to arrive and by that point I was in a good place again and convinced myself I was OK. Sadly the same scenario happened again in 2016. As the years ticked by I convinced myself I was just scarred from my past.

When our first child was born in 2015 life felt a happy place, having a newborn is enough to distract any parent from what's happening in their own life. Life felt normal, exciting and full of promise.

In November 2017 my Dad sadly passed away. I remember the day well for three reasons, it was our wedding anniversary and in the same hour my Dad passed my wife has a small road traffic collision, fortunately both my wife and daughter were OK.

In 2018 we had our 2nd child, I had been building a successful business for just over a year and life really started to turn a corner, things were looking up again. I was climbing back up the rollercoaster. When a rollercoaster reaches the top though there is usually a big drop and for me December 2019 the drop was vertical. I remember being on the sofa one weekend with my wife in uncontrollable tears saying something is seriously wrong, I need help badly, my mind is not normal. One minute I'm absolutely buzzing, too much energy, talking quick and then the next minute I don't want to know anyone and feel truly sad and anxious. I just couldn't work out what was going on.

Days later I remember taking part in a Men's mental health cross fit challenge in a really bad place thinking I'm the one in need of serious help. By this point I knew I could potentially be at risk of losing my successful driving school business I had worked so hard for if I had a serious mental health issue despite being able to remain professional and keep my personal life away from the job at all times.

In 2020 all of a sudden the breakdown of 2019 was forgotten, the pandemic hit, lockdowns were upon us and I was buzzing. I was transferring all my energy into making people happy. I was randomly surprising people with deliveries of treats, doing village bread runs on my bicycle and I was taking people in my driving school car for their covid vaccines. I was doing a lot of good deeds and I liked seeing people happy and making people happy as I always have done. December 2020 I even took Father Christmas around our local village to do a doorstep wave from my car. I had lots of ideas. As the years have gone on the ideas have got bigger, better and I've got more creative all in the name of making people happy. I love organising events and cycling time trials most of all.

However, over the years people have just seen that side. Sadly behind my front door I have lost count of my depressive episodes. I go through spells when I simply don't want to know anyone and will quite happily delete all social media and cut everyone other than my close family out of my life.

I think people over the years have thought it was odd behaviour and maybe something they had done but it wasn't. It was me wanting to be on my own.

Despite still remaining professional in my industry and putting on a brave face at the local TTs in mid 2021 I was in the worst place yet, mentally and physically. I left halfway through my Uncle's funeral, I'd upset my family with selfish decisions. I decided enough was enough. My wife and I discussed the situation and decided to strike while I was in a low place. We used some of my pension money to seek private help from a psychiatrist. I opened up to my family about what I was going to do and some family history came to light of a family member who hadn't officially been diagnosed but had all the traits of bipolar.

It was the 6th October 2021 when finally a professional listened to my past and present life and I was diagnosed with Bipolar at the age of 37.

I love my job, it's helping others to achieve goals and keep them safe whilst on the road. My passion

# Help Raise Awareness of Mental Health

Anthony Green (Green's Driving School Cornwall)

for cycling and 10 year HGV background are the perfect combination and when I'm in the car I am completely able to switch to the task in hand.

Leading up to the diagnosis though I actually did not care if lost my career anymore. I was prepared to stop there and then, my health had to come first.

I felt relieved as I knew for myself and my family I could start a fresh chapter and learn about my condition to help myself. After battling for over a decade I knew I had the willpower and determination to beat this.

My GP was quick to contact me following my diagnosis for a catch up however has since been pretty non-existent. I was put on Aripiprazole to begin with, it turned me into a zombie and for a while I struggled to work. I had put on 3 stone and ballooned to over 14 stone between July 2021-December 2021. I really missed my fun creative side, my buzz and my spark for riding bikes but at the same I didn't miss my depressive episodes. Medication wasn't working for me.

I had to notify the DVSA and DVLA of my diagnoses, the DVSA, **ADINJC** and local examiners at Camborne have actually been fantastic. I had to go for a new standards check back in March to ensure I was still teaching to an approved standard and got a grade A for my teaching, the highest grade I've ever achieved. The DVLA kept my licence for 8 months for more medical checks but I have since had it returned. Towards the end of 2021 I'd had enough of the medication and told my GP that I was not happy with it. I made a couple of changes including exercising more.

I purchased an old Raleigh Max chromo and went back to basics in life of just fun muddy trail riding.

2022 has been an incredible year for me, I've lost 3+ stone, I'm riding and racing my bike up to 200 miles a week and my spark and creative side is back. I do still suffer with extremely high energy levels, I'm buzzing most of the time, I normally have to ride my bike once or twice a day to get a half decent night's sleep. My energy does not run out even when I'm feeling low.

I have a professional called Carl who I have spoken to every 2 weeks since December. He's amazing and I feel like he really understands me. He's the only professional I've seen for this long and we talk about everything. His advice is fantastic, I'm very lucky to have his help. Interestingly since around April I've started to sense when my moods are shifting. I can act quickly to put a plan in place to prepare for the turn in the road rather than mask the turn with a beer or cutting people out of my life as I would have done before. When I feel a depressive episode is hitting it's key for me to keep busy and find something new to do. Sometimes just being on my own in quiet can be enough. My family have me back and I feel some sense of normality which I haven't done for well over 10 years. I look at Bipolar as a strength now. I'm fully aware from my past of how quick things can change but I no longer live in dread and live for the moment instead. I've done over 25 cycling time trials this year, the most I've ever done in one season in over 12 years of racing. I'm not tired, I genuinely believe that two wheels has got me through the last 11+ years. I'd go as far to say two wheels have saved my life.

My wife, kids, close family, fellow driving instructors and my friends in my local cycling club and cycling community have been my rock over the years throughout some seriously challenging times.

Cornwall's mental health service is overwhelmed, it's very sad there are so many people out there struggling. I feel fortunate to have an amazing wife by my side and being able to go private. I believe being diagnosed was the best thing that could have happened, if you know what you're dealing with sometimes you can help yourself. It concerns me that others working in professional industries and suffering from mental health issues may be living in fear of losing their career if they do something about it. Bipolar UK has been excellent for help and information and as time goes on I hope to actively get involved in helping and educating others with mental health issues. <https://www.bipolaruk.org>

## 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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# Approaching Junctions – Emerging

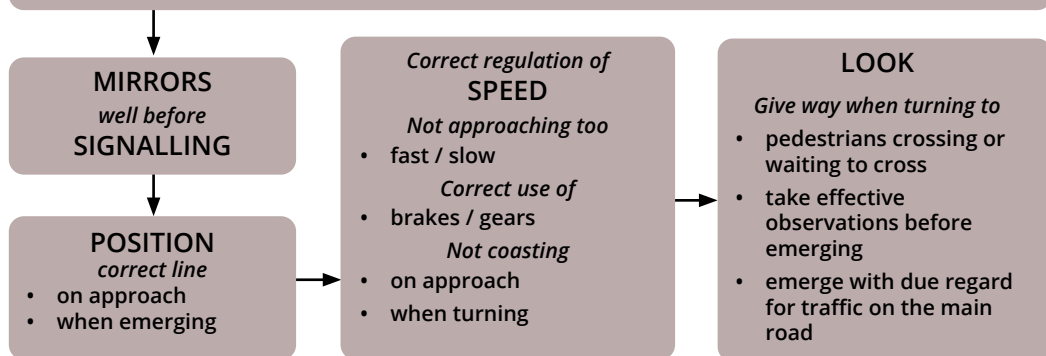
Bill Lavender BA (Hons) Cert Ed



Ideally, the learner will have practised turning left and right and corners on previous lessons. Training at this stage is focused on road junctions and building a foundation of safety knowledge that will help prevent post-test collisions.

We summarise the Key Learning Points as they appear in the Highway Code. It is worth reflecting that the DSA's National Driving Standard (September 2012) makes frequent reference to the use of a "safe, systematic routine" which can also include "Information – Position – Speed – Gear – Acceleration".

## MIRRORS SIGNAL MANOEUVRE (M-S-M)



Keeping to the Highway Code's driving plan, Mirrors – Signal - Manoeuvre (MSM) is a simple and easy way to ensure success when teaching learners to drive. MSM is the common theme throughout most of the driving lessons that you will deliver. Practice route locations may include turning from major roads to minor roads (turning corners) as well as emerging at junctions.

### Stage of ability

- Partly trained

### Recap

- Previous practise at turning corners and emerging minor to major

Depending on your locality, your learner has probably turned left and right several times from major to minor roads. You will then be in a position to transfer previous learning to this new subject.

### Core of the lesson

- Decide whether you are going to teach left or right turns first, or will you teach both together?
- Give way before emerging to pedestrians who are crossing the road
- Waiting behind the double broken white lines in order to give way to any approaching traffic
- Complying with STOP sign / STOP line
- Judgement of the speed and distance of any approaching traffic



## Mirrors Signal Manoeuvre (MSM)

The need to use a safe system of hazard approach

### Mirrors

The importance of

- checking for traffic following closely by using the interior mirror
- using the outside mirrors when and where necessary on approach – usually when turning left checking the interior and nearside door mirror, and when turning right, the interior and offside door mirror

### Signal

The importance of signalling:

- in good time
- for the benefit of traffic/pedestrians that can or cannot yet be seen

### Position

The importance of:

- being in the correct road position for turning left or right
- making sure for yourself that it is safe for your learner to steer into any new position for turning
- watching for your learner swinging out before turning left or staying over to the left before turning right from a wide road

### Speed

The importance of:

- instructing your learner to use the correct amount of gentle braking to bring the speed down in enough time to select and engage the gear – probably second (though not always)
- watching your learner to ensure that the clutch isn't pushed down before or when turning the corner (not coasting).

### Look

The importance of observation. Look:

- ahead for traffic approaching closely
- into the minor road for pedestrians who are crossing or waiting to cross
- in the appropriate exterior mirror for any overtaking vehicles
- for your learner steering too soon causing the kerb to be mounted or a corner to be cut

>>>



# Approaching Junctions – Emerging

Bill Lavender BA (Hons) Cert Ed



## Useful lesson hints:

- Use illustrations as frequently as you feel necessary
- Where possible, teach major to minor turns before introducing this exercise
- Start by teaching left turns first if you can. (Because these are easier)
- Use the Prepare – Observe – Manoeuvre (POM) Routine (introduced during the move away exercise) as the procedure for emerging at junctions
- Decide how the “point of turn” and amount of steering may vary at different junctions
- Reassure the learner where traffic seen in the mirrors is “intimidating” by following too closely
- Decide how the point of turn and the amount of steering differs between sharp and gentle corners.
- Out of preference, teach the Pull-Push steering technique recommended in Driving – The Essential Skills
- If your learner continues to struggle with “steering around a corner” offer a demonstration and recommend “homework” practising steering, using a large kitchen plate to improve technique

## Phraseology

The following concise phraseology is an example of what you might need to say. Don't assume that this is all you have to say or exactly what you will need to say every time. Your learner may not do what you ask, so you may have to repeat a particular phrase in a different way. You may need to change the words to fit the:

1. way you speak
2. particular learner you are instructing and
3. prevailing road and traffic conditions.

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## Turning Left – Minor to Major

Take the next road on the left

- Mirrors      Check the interior mirror first
- Signal      Indicate to the left
- Position      Maintain safety line
- Speed      Less gas / gently brake  
As there is limited vision, be prepared to stop at the broken white lines  
(Check left door mirror)  
Steer slightly to the left  
Select first gear  
**Prepare**
- Look      Take effective observations (Looking both ways)  
Move forwards under clutch / brake control  
Steer left and then right to the safety line  
Check mirrors  
If safe, a little more gas  
Select second gear  
**Observe  
Move**

## Turning Right – Major to Minor

Take the next road on the right

- Mirrors      Check the interior mirror first
- Signal      Indicate to the right
- Position      Position just left of centre
- Speed      Less gas / gently brake  
As there is limited vision, be prepared to stop at the broken white lines  
(Check right door mirror)  
Select first gear  
**Prepare**
- Look      Take effective observations (Looking both ways)  
Move forwards under clutch / brake control  
Steer right and then left to the safety line  
Check mirrors  
A little more gas (if safe)  
Select second gear  
**Observe  
Move**

## An alternative example of instructional guidance/commentary

The approach to any junction requires the use of a “safe, systematic routine”

When turning onto a main road you must always give way. This will be shown by the broken white line at the junction. However, if there is a solid white line you must always come >>>

# Approaching Junctions – Emerging

Bill Lavender BA (Hons) Cert Ed



to a complete stop, whether there is traffic approaching or not.

You can see the junction ahead, always check your:

- Mirrors first; begin with your interior rear-view mirror and then check your door mirror on the side you are turning.
- Signal; do this even if you can't see anyone else on the road. There may well be traffic in the road you are turning into. Giving a direction indicator signal lets others know which way you are turning.

The manoeuvre is broken down into three sections: Position, Speed and Look:

- Position the car depending on whether you are going to go straight on, turn left or turn right. Position the car in your normal driving position if you are turning left, or close to the centre line if you are turning right.
- Slow your speed by easing off the gas pedal and braking sufficiently. It is usual to select first gear when emerging onto a main road.
- Look carefully for approaching traffic as you reach the junction. If you need to wait for more than a short time for a big enough break in the traffic, you will need to apply the handbrake. It is always better to be patient and wait for a bigger gap in the traffic than causing a dangerous situation, or other road users inconvenience.

Once you have emerged onto the major road, straighten the car's position. Ensure your indicators are off, make an interior mirror check and gently accelerate to an appropriate speed.

## Skills Development

Most traffic collisions happen at road junctions. This is because they are the most common place where motor vehicles and other road users come into close proximity with each other. To reduce this risk, judgements must be based on best practice and instructors have a professional responsibility to exercise full control of the lesson and the learner's likely actions.

**Instruction Method:** Below are some examples of questions that you might ask your learner when they have practised sufficiently. With experience you can devise your own bank of possible questions. Questions used must be appropriate to the learner and the circumstances of the lesson. Judge the balance of "telling" and "Q&A" on how the learner responds to your guidance.

### Topic Key Point:

Types and Location  
Mirrors  
Signal  
Position  
Speed  
Gear  
Look (Approach)  
Look (Observation)  
Look (Emerging)

### Sample Question:

What are the types of junction and how do you spot them?  
How do you check for following traffic?  
When should you state your intention?  
At what point should you position correctly?  
When will you slow by deceleration/ braking?  
At what point will you change gear?  
What is your "Zone of Vision"?  
What type of road user must you look out for?  
What must you avoid when emerging?



## Typical faults to anticipate

- Not recognising the junction in time
- Not making effective use of the mirrors well before signalling or changing direction
- Checking mirrors and signalling/changing direction simultaneously
- Incorrect position on approach
- Positioning too late
- Approaching too fast/slow
- Not braking sufficiently before gear changing. Coasting
- Not looking both ways on approach
- Not giving way to pedestrians who are crossing or waiting to cross
- Not properly observing “Give Way” or “Stop” lines
- Emerging without due regard for approaching traffic / Undue hesitancy

As with all driving practice under instruction, complete the instructional core competencies by being sure that your learner knows and understands the causes of any driving faults and the solutions that you have provided.

## Lesson Plan evaluation:

Here are ten example questions that you might ask yourself at the end of the learning period. They are based on the needs of lesson planning, combined with risk management and teaching / learning strategies.

Your answers should be used to improve your plan for subsequent training sessions.

1. Did you identify the learning goals and needs?
2. Was the agreed lesson structure appropriate to the learner’s experience / ability and matched with a suitable practice area?
3. Did the lesson plan need to be adapted to help the learner meet their learning goals?
4. Was the learner involved in analysing “learning points” and encouraged to take responsibility for their own learning?
5. If the learner had any queries, were these answered correctly?
6. Was feedback to the learner given in a timely manner?
7. Was feedback sufficient to help the learner understand any potential road safety risks?
8. Was the balance and level of instruction and/or coaching correct for the learner’s ability?  
– Were all areas of weakness identified and addressed with sufficient information?
9. Did you manage any safety critical incidents appropriately? – Was any verbal or physical intervention timely and appropriate?
10. At the end of the session, was the learner encouraged to reflect on their own performance?

**Next month we will look at Crossroads**



## *Information from RSGB on the latest figures from the DfT on road casualties.*

In association with



This statistical release provides the number of personal injury road traffic casualties in Great Britain that were reported by the police to the Department for Transport in 2021 using the STATS19 reporting system.

This report focuses on severity, road user group, age and sex of these casualties, compared with previous years and over the last decade (since 2011).

Recent trends in reported road casualties have been impacted by the national restrictions implemented from March 2020 onwards following the coronavirus (COVID-19) pandemic, including periods of lockdown during 2021.

In 2021, road casualties showed signs of a return to pre-pandemic trends, increasing compared to 2020 when casualty numbers were low, largely as a result of periods of lockdown resulting in a reduction in road traffic.

As the first half of 2021 also had a lockdown, the overall figures for 2021 remain lower than pre-pandemic levels. Over the second half of the year, both casualties and traffic returned to levels similar to those in 2019. Monthly changes in casualties during 2021 generally showed a similar trend to changes in motor vehicle traffic levels.

The final statistics show:

- an estimated 1,558 reported road deaths in 2021, a decrease of 11% from pre-pandemic levels (2019)
- a rate of 5.2 fatalities per billion vehicle miles in 2021, a higher rate compared with 2019 and a lower rate compared with 2020
- an estimated 27,450 killed or seriously injured (KSI) casualties in 2021, a decrease of 11% compared to 2019, with a casualty rate of 91 KSIs per billion vehicle miles, a similar rate compared with 2019
- an estimated 128,209 casualties of all severities in 2021, a decrease of 16% compared to 2019, with 425 casualties per billion vehicle miles, a lower rate compared with 2019

Considering the different road user types and demographics, the statistics show:

- there was an increase in casualties for all main road user types in 2021 compared with 2020
- pedal cyclists showed a reduction in fatalities (21%) following a large increase associated with the pandemic – the opposite pattern to other road user types
- there are age and sex differences in casualty trends, with female fatalities aged 70 and over showing a particularly large reduction compared with prior to the COVID-19 pandemic (43% reduction in 2021 compared with 2019)

Access the full statistical release via the [gov.uk website](#):

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

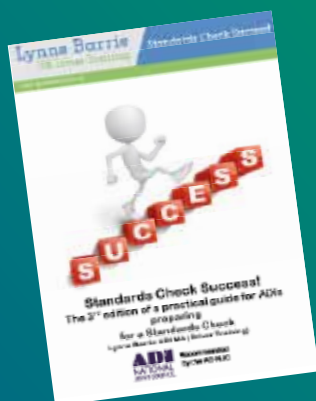
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# Missing Motorways

Tom Stenson - Worcestershire Driver Training



## *Motorway lessons: skipping the syllabus versus maximising skills*

We are all aware of the effects covid has had on our industry, some of which could be seen as a blessing in disguise. A shortage of instructors and a backlog of pupils waiting to learn: no wonder we are all busy!

One of the side effects covid seems to have had on our industry is parts of the syllabus that are being left out in lessons. I noticed a pattern emerging around six months ago, although this may have been going on for longer. It started with posts on social media, and after seeing these on a regular basis, led me to discuss my suspicions with other instructors and trainers about what was going on. I was surprised to find out that sessions on the motorway were being left out of pre-test lessons to allow instructors to meet the increased demand we have seen in the sector.

The posts on social media that I initially viewed were all very similar, "Congratulations to Fred for passing their test today. I look forward to seeing you for our motorway lessons". These posts seemed to have been listed by ADIs, so I started talking to different colleagues and asking if they were delivering motorway lessons as part of their pre-test or post-test training. A surprisingly large proportion of the ADIs I spoke to reported not including motorway lessons as it was not part of the learners' test. My question in response to this is how many of those pupils will return for motorway training?

I delivered a motorway lesson last month for a client who had recently passed his test with another instructor, who was then too busy to fit them in for post-test lessons. After discussing the client's needs, it became apparent that he had not had any experience driving on motorways during his lessons, despite living only 5 minutes away from one. Many of the ADIs said that because of the waiting time for driving tests, they were concentrating more on what the pupil wanted, which was to pass their test as failing it meant they may have to wait up to four months for another test date. However, if this pupil had asked for additional lessons regarding motorways and had been declined, is this meeting what the client wants?

How many learners are not even offered the option by their ADI?

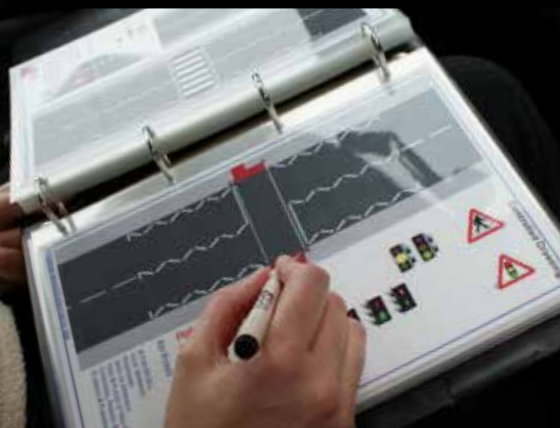
Although I deliver training to PDIs and ADIs, I still deliver lessons to learners to ensure my guidance as a trainer reflects my own ability in teaching and guiding a learner. This process also ensures I am in touch with the logistics and planning needed to successfully execute a range of lessons in my local area. Accessing motorways is not readily available for all instructors due to travel times and location; these are issues that come with the job but should be accounted for with adequate advance planning. Helping learners to understand the safe use of motorways is not possible for every pupil, like driving at night is not always possible for learners taking lessons in the summer months. Yet, if we are to help learners to drive safely on their own, I feel that motorways are a great subject to be included in the learning to drive syllabus. Motorways can seem like an intimidating place for learners, even if they are some of the safest types of roads we have.

I'm not convinced that covid is the reason why motorway lessons are being left out of the syllabus. With properly structured lessons, and the opportunity to develop the learner's ability to make safe decisions on the road, we should be making the effort to facilitate this. I would like to think that most instructors are teaching learners safe driving for life, and not just to pass their test, but it does concern me when vital skills and subjects are missed out from their learning.

All instructors can make the decision as to what is included in their learning to drive syllabus and for the most part, I believe the correct decisions are made. I hope this article will help those instructors who are not delivering motorway lessons to question real reasons why, are they really led by the pupil's feedback and needs, or is it driven by convenience? Teaching pupils what they need, as well as what they want, will help our future drivers gain valuable experience and develop their skills. Sometimes learners do not always think about the long term impact of missing out on skills, like motorways, but can focus the immediate benefit of saving money or time. We, as instructors, can help novice drivers make the best and most well-informed decisions about their syllabus to create better, safer drivers in the long run.



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# Road Safety Information

Graham Feest ADINJC Road Safety Advisor



Graham Feest is the Road Safety Advisor to the ADI National Joint Council and is pleased to share this version of his frequently published Traffic Safety Roads Bulletin with Members. Graham is also available to speak at any association meetings/conferences throughout the UK. He makes no charge for speaking to those associations who are part of the National Joint Council but reasonable travelling and subsistence expenses need to be met. As part of his consultancy he presents at national and local conferences/seminars and workshops both in the UK and overseas and provides support and guidance to other people drawing on more than forty years' experience in the field of road and traffic safety. He is a former County Road Safety Officer and Head of Road Safety for IAM RoadSmart. Graham is Chairman of the Institute of Master Tutors of Driving and Chairman of RoSPA's National Road Safety Committee. As part of his consultancy he runs the UK Road Safety Network which is free to register.

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



Items this month include:

- Project Edward
- New Secretary of State for Transport
- Hybrid Vehicles
- Proposed Changes for Driver Licensing
- Old Age cars
- News from Roadpol
- Personal Mobility Devices (PMD's)
- Engage
- Electric Vehicle Mileage Capability Rising
- New Chair of TyreSafe
- Horse Safety in Wales
- Electric On-Street Charging Points
- Kerb Height Under Scrutiny
- Seat Belt Wearing
- The Bikeability Trust
- Cycle to School Week
- New Calls for Regular Eyesight Testing for Drivers
- Walking, Wheeling and Cycling on Prescription in National Trial
- Work Place Safety
- Will Truss Scrap Smart Motorways
- AA Sets out its Agenda for Another Secretary of State
- E-Scooter Trial
- CIHT 2022 Road Safety Awards
- Equality in Transport Safety

And much more!



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- Dave Clark ADI



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- Susan Speight ADI

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# The Relay's back!



## The Big Learner Relay for Children in Need is back for 2022!

The ADINJC is proud to be a supporter of the Relay which has raised just over £500,000 since it started some 9 years ago, obviously with a break for Covid. An excellent achievement by all the ADIs and PDIs who have been involved over the years.

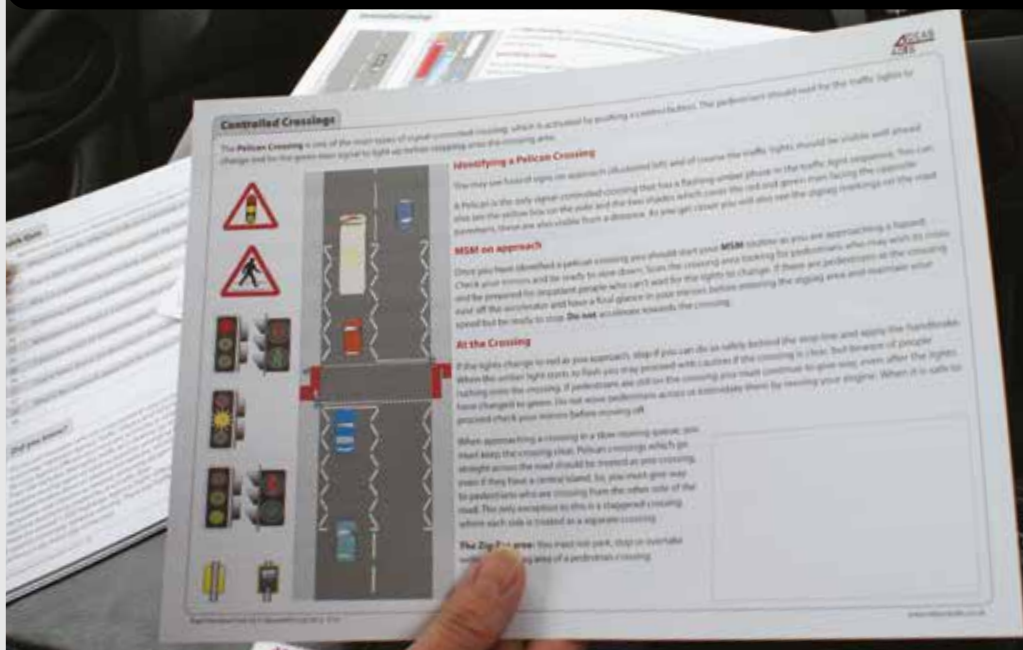
Just in case you haven't heard of the Big Learner Relay - instigator Lou Walsh sets off on a long journey round the UK, sitting in the back of hundreds of learner cars, as they convoy from one handover point to the next. The Pudsey topbox is carried proudly by learners and their instructors through good weather and bad, in convoys of one or dozens. And this year will culminate with a grand finale circuit of Goodwood.

So do look out for spotty cars in your area and join them or support them. The more the merrier!

You can find out where this year's Relay will be going, see who the lead cars are for each leg, and make donations on the website -

<https://www.biglearnerrelay.co.uk/>





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HT, Salisbury DVSA ADI

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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>

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







***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>

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](mailto: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**



There was a fascinating story in a couple of papers at the end of last month. I'll quote from the Sunday Times of September 25th. It said that the Metropolitan Police's 'speed tolerance' has been cut by 1mph, triggering a 259 per cent increase in the number of motorists being penalised for driving too fast. The tougher rules, which were quietly introduced, mean 347,000 drivers have been warned they will be prosecuted for speeding between January and June this year, compared with 97,000 in the six months before the change. Driving at any speed over the official limit is an offence, but police guidelines issued by the National Police Chiefs' Council (NPCC) say drivers should be given some leeway. The guidelines set out a formula whereby motorists should face no action unless they break the speed limit by 10 per cent plus 2mph. This means a motorist in a 20mph limit can expect to get away with driving at 24mph before they receive a fixed penalty or are sent on a speed awareness course. On a 70mph road it is 79mph. (If you have ever presented one of those, you will know all this). The Met reduced its speed tolerances from a formula of 10 per cent plus 3mph to 10 per cent plus 2mph on May 14th, 2019, but did not announce it, saying: "Posted speed limits are the maximum speed that road users should travel at any time... irrespective of the speed threshold that police commence enforcement action." Steve McNamara, general secretary of the Licensed Taxi Drivers' Association, said it had seen "an absolutely massive increase in taxi drivers receiving three, six, nine and twelve points in a three- or four-week period – some of whom have been driving 35 years as a professional driver without a single point on their licence". He said there were taxi drivers in Park Lane in central London "getting caught at three o'clock in the morning for doing 23 miles an hour and losing their livelihood". The road used to have a 40mph limit. Edmund King, the AA president, said: "If drivers struggle with the limits, most modern cars have speed limiters and often sat navs will flag up speed warnings. It is not worth chancing your licence or indeed a potential road collision by relying on unwritten levels of tolerance." As ever, wise words from Mr King.

---

And the Mail of September 5th had a story which said that drivers of petrol vehicles are getting a raw deal at the pumps despite falling oil prices. It said that even though average forecourt prices sank to 169.8p a litre at the end of August, current wholesale costs mean they should be around 161p. The 12.3p drop in average prices during August was the largest monthly fall since records began 22 years ago. But the RAC said it was not enough. However, the average price of diesel at the end of August was 183.7p, which the motoring group described as a 'fairer reflection of wholesale costs'. Spokesman Rod Dennis added: "Twelve pence a litre is a lot to come off prices in a single month, so there's no doubt that things could be worse. But in reality, drivers of petrol vehicles are invariably getting a raw deal at the pumps. Major retailers are choosing not to pass on in full the reductions in the wholesale price of unleaded they've been benefitting from for some considerable time. There is a very strong case for the biggest sellers of fuel to cut their forecourt petrol prices further. Allowing for a generous 10p-a-litre margin, we should be seeing petrol sold for around 161p a litre. Some big supermarket sites aren't too far off this – but there's a real postcode lottery, drivers must shop around for the best deal". Analysis by the RAC in August also found that the British Government was one of the least generous when it came to helping drivers cope with high petrol and diesel prices. Mr Dennis urged the incoming prime minister to cut fuel duty. At the time of writing, I'm still waiting!

---

And the Mail on Sunday of October 2nd had a piece which told how labour frontbencher Emily Thornberry has been caught speeding at 81mph on the motorway – in a picture she posted on

her Instagram account. The Shadow Attorney General, whose husband is a High Court judge, uploaded the incriminating photo of driving to party conference in Liverpool. Ms Thornberry, 62, wrote next to the snap 'On my way to Labour Conference', adding that she was 'choosing a Labour Students disco playlist'. The picture was taken by a back seat passenger and shows the rear-view mirror, revealing that Ms Thornberry, in sunglasses and a brown coat, is driving a Toyota Prius in the middle lane. She shared the snap with her 24,000 followers but failed to spot that the digital speedometer on the car's dashboard displayed the figure 81. The speed limit on Britain's motorways (as we all know) is 70mph. Her spokesman said: "She is well aware that the speed limits are set where they are for a reason, and she apologises unreservedly for this fleeting and totally unwitting moment when she exceeded them on the drive to Liverpool." Well, there we all are then.

---

And the Mirror of September 7th had a story which said that the Ford Fiesta is the most stolen car in Britain. It is followed by the Honda Jazz, Ford Focus and Toyota Auris. Modest cars dominated the top 10, with Vauxhall's Corsa and Astra and VW's Golf also targeted. The swish Range Rover, Audi A3 and A4 were in the top 20, based on 2017 to 2021 insurance claims. Outside London, Birmingham was the car theft capital. Torridge in North Devon (very close to where I live) was the safest place to own a car. Paul Evans, of Co-op Insurance who carried out the research, said: "People with smaller and perhaps less expensive cars need to be aware these are hot property for car thieves." You have been warned.

---

And the Mail of September 6th had a horrifying piece which told how an elderly driver, whose eyesight was so poor he could only read number plates from 10ft away, has been jailed after he killed a cyclist. Peter Gardener, 82, ploughed into the back of James Tassell, 70, catapulting him into the air. It was a clear day and other motorists said Mr Tassell could be clearly seen. But tests after the crash found Gardener could only read a number plate at 10ft (3m) – when rules state drivers must be able to read one 65ft (20m) away. Mr Tassell's family called on drivers to check their eyesight after Gardner was jailed for six months. I am still unable to understand why an eyesight test is not a legal requirement when renewing a driving licence at 70. Or any age for that matter.

---

And it's back to the Mirror of September 12th for my next story which had the headline 'Electric car chargers cost more than fuel'. It said that powering an electric car at a high-speed charger is now more expensive than buying petrol or diesel. The cost of ultra-rapid charging at the Ionity network works out at 19.7p per mile, compared with 18.4p for petrol and 17.8p for diesel. Instavolt's network also costs more. Quentin Willson, former Top Gear presenter and founder of FairCharge, is urging the Government, on behalf of chargepoint operators, to cap public chargers and to cut VAT from 20% to the 5% domestic rate. He warned the Treasury that the surging prices could "imperil the whole transition" to electric cars. Fortunately, Mrs Adrian's and my electrics are both hybrids so we are not concerned.

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And the Mirror of October 3rd had a piece which told how a car fanatic, whose 1964 Mini sat unused in his garden shed for 34 years and had to be pushed to get it to auction, has seen it fetch a mighty £53,000. Owner Elwyn Watkins, 86, paid £800 for the car, equal to roughly £16,000 today. The green Mk1 Morris Mini Cooper S 1071cc was one of just 4,000 made with the performance engine by British Motor Corporation in the year leading up to one winning the Monte Carlo Rally. Despite needing renovation work, a bidding war broke out for the car that had only covered 39,144 miles. Auction staff were shocked when the hammer fell at £52,875 – well over the estimated price of £32,000. Richard Greenhalgh, from Classic Car Auctions in Leamington Spa, said: "The car had sat in that garden shed for over 30 years before we sold it. We had to roll it out the shed to take a

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photo of it. When the owner bought this Mini Cooper, it was quite the car of its day." The car, in original almond green paint, comes with a porcelain green and dove grey trim. Retired Mr Watkins, who ran Elwyn Watkins Transport company, bought the car in 1965 instead of a Jaguar E-type because he needed a car with back seats to take mates to the Isle of Man. After that he kept it in his shed in Kidderminster, Worcs, and it had only been driven for 113 miles after 1986. The excited new owner, who snapped it up on September 24th, plans to fully and sympathetically restore it and says that it will soon be back on the road. Good for him.

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And there was a story in the Mirror of September 26th which said that eleven people were injured – including one left fighting for their life – after a Ford Fiesta smashed into bystanders at a 'car meet'. In shocking footage one person was filmed clinging on to the bonnet of a red car before flying off. Spectators are also believed to have lifted a car off a woman. One eyewitness said: "There was a big bang. We saw a woman go flying off the bonnet and end up underneath it." A red Fiesta and a silver VW Golf were damaged after the crash and a pushchair was left at the scene. It is believed the second car had not been involved in the meet. Up to 50 cars had been taking part in the meet at a retail park but the event moved to Flixborough Industrial, Scunthorpe, Lincs. Emergency services attended the scene after it is believed a Fiesta skidded on oil, hit a Golf and then the crowd. Organisers said that they would not hold another meet. A 17-year-old has been arrested on suspicion of causing serious injury by dangerous driving.

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And the Mail of October 4th had a piece which said the Government agency behind smart motorways is squandering more than £400,000 of taxpayers' cash on changing its name – enough to fill 6,300 potholes. The paper used the Freedom of Information Act to discover that Highways England is spending the six-figure sum to rebrand as National Highways. It is the third name change in six years for the former Highways Agency. Jack Cousens, of the AA, said: "Spending this much on an unnecessary rebrand seems bizarre at best and pointless at worst." National Highways said the rebrand was being 'managed in-house' and it was 'keeping the cost to the taxpayer at the forefront of our mind'. You couldn't make it up, could you?

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And finally,

A bloke storms into a fish-and-chip shop and fumes: "Hey mate, are you sure this fish is cooked?" The guy behind the counter asks: "Why do you say that?" Bloke replies: "Because it's just eaten my chips."

I heard a good joke about amnesia, but I've forgotten it.

Til next time,

*Adrian*

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## 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;



### *An introduction to coaching and how to coach - Part 6*

I thought it would be prudent to have a look at the benefits of coaching and answer that question, why coach?

I have mentioned in the previous articles that as a coach we develop our own self-awareness and adopt self-reflection, which in turn leads to our own personal improved performance. Coaching benefits the coach and the coachee often equally because coaching develops motivation and commitment for our desired outcomes in life. It helps us gain the interpersonal skills required of a leader and attain that personal growth, which satisfies our life.

If we were to look at Abraham Maslow and his hierarchy of human needs, self-esteem and self-actualisation are at the top of the triangle. To achieve and rise to the top in this theory, our basic needs of health, food, water, sleep, and shelter must be satisfied. We then need to feel security in the form of personal, emotional, financial, health and wellbeing, followed by the need for love in our friendships, intimacy and family.

A coach will develop the next level of self-esteem as they integrate that way of being. Our self-belief then grows, enabling us to find the quality of life and work we desire which will then bring about clarity and meaning to our goals. There is a quote from Maslow: 'What a man can be, he must be'.

This quote is about the final stage of self-actualisation, leading us to fulfil our potential. To be able to achieve this, it is essential we not only succeed in the lower levels of Maslow's theory, but we master them.

You can see why there is such a demand for coaching as it improves our communication skills and our relationships benefit. Coaching helps us implement and acquire those new skills, so we are

supported when we implement change and have help to manage the changes in our life. As we strive to fulfil our true potential as a coach, we become unique and our credibility soars. In doing so we can defend our coaching position and sustain ourselves financially and emotionally; we can also find support within our own coaching community.

Being a coach or becoming a coachee can bring huge benefits in so many areas of our life; family, health, leisure, career, vision, networking, finance, self-development, and performance. If I refer to another phrase 'no man is an island', made famous by the poet John Donne, which expresses the idea that human beings do not do well when isolated from others and need to be part of a community in order to thrive. You can join our coaching community on Facebook and on LinkedIn and start to enjoy the benefits that coaching can bring to your life.

Please let me know how your journey is developing as a coach, I welcome your comments.

[info@tri-coachingpartnership.co.uk](mailto:info@tri-coachingpartnership.co.uk)



# THEORY TEST

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







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)**

## *DIPOD - The Driving Instructors' Podcast -*

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**Show 200** - The latest episode from Dipod is now freely available for your listening pleasure! Your response is always welcome at

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

In this show we celebrate our 200th show our 13th birthday. We chat to some regulars on the podcast and still manage to bring in some new information.

- Lynne Barrie
- Rob Cooling
- Richard Borges
- Correspondence
- Famous Names



Find the latest show at [www.dipod.co.uk](http://www.dipod.co.uk)

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

Catch up now on all 68 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!

[www.dipod.co.uk](http://www.dipod.co.uk) Phone us **08432 892556** E-mail: [adi@dipod.co.uk](mailto:adi@dipod.co.uk)

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

## *Association Meeting*

Regretfully we were unable to re-schedule the meeting we had to cancel because of the death of Queen Elizabeth.

Therefore the next meeting will be held on Saturday 3 December. We will be trying out a new venue this time – this will be the Marriott Hotel, Eagle Drive, Northampton NN4 7HW. An agenda will follow shortly.

*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](mailto:studio@ideas4adis.co.uk)*

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

“

### QUOTE

*“Go as far as you can see; when you get there, you'll be able to see further.” - Thomas Carlyle*

”



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